

# The Billboard



Christmas Number



ALL THAT THE NAME IMPLIES

ALL THAT THE NAME IMPLIES

# Fair Secretaries

## Greetings

T. A. WOLFE offers THE SUPERIOR SHOWS for the season of 1921 and is prepared to furnish attractions for the bigger FAIRS and EXPOSITIONS both in the United States and Canada.

- 30 CARLOADS OF REAL ENTERTAINMENT 30
- 20 SHOWS OF VARIETY AND MERIT 20
- 8 MONSTER AND ALL-MODERN RIDES 8
- 100 DISTINCT AND SEPARATE FUN FEATURES 100

TWO big Uniformed Bands—giant Orchestrions, Electrical Organs, Calliopes, Hawaiian Orchestras and other musical features.

### OUR REPRESENTATIVES AT YOUR SERVICE.

Wire, Write or Phone to

T. A. WOLFE,  
General Manager  
Superior Shows,  
State Fair Grounds,  
Louisville, Ky.





# Christmas Issue, 1920.



A Merry Christmas To The Show Folk

# CLAP-TRAP

By BRANDER MATTHEWS

I. IN the good old days, more than half a century ago, when almost every theater in the United States had a resident stock company, changing its membership slowly and often enduring substantially the same season after season, the actor was engaged on a weekly salary with the privilege of "taking a benefit" one night in the two or three weeks before the house closed for the summer. The proceeds of this special performance he shared with the manager in a proportion agreed upon in the contract, and he was allowed to arrange the program of the evening to suit himself. Naturally he chose plays in which he could display to advantage his own ability, and he was able often to "strengthen the cast" by inviting the participation of popular performers not connected with the company.

A benefit performance was an almost certain gauge of the esteem in which the actor was held by the community in which he had practiced his art for months and in some cases for years. Of course the most profitable benefits were those of the performers of the dashing heroes and the lovelorn heroines to whom the sympathy of successive audiences had gone out superabundantly. Next in rich return was the night of the low comedian whose merry voice heard off stage always evoked a smile of anticipatory enjoyment. Sometimes even the "heavy man," the impersonator of bold bad men, who was hissed night after night as a villain of the deepest dye, was so powerful an actor that he had impressed his personality upon persistent playgoers, or at least upon enough of them to fill the house comfortably when his name was put up.

But there was only a slim chance of a profitable benefit for the least important members of the company, the undistinguished subordinates, faithful enough, but subdued to what they worked in and aptly characterized by the name of their line of business—"responsible utilities." How could a performer of utility parts, appearing only in a scene or two and even then saying little and doing less to focus attention upon himself? How could he hope to acquire a popularity ample enough to attract a throng to his benefit? The solution of this problem must have vexed the soul of many a performer of responsible utilities, well aware that very few of the spectators were acquainted even with his name, and many an ingenious expedient must have been devised in the vain hope of dispelling the obscurity which necessarily shrouded the individuality of those who impersonated only insignificant cant characters.

One of these expedients, preserved in oral tradition, has so descended to me—alho for all I know it may have got itself recorded in print. Three or four score years ago, so runs the tale, as the season was drawing to an end at the Bowery Theater, there was performed an old-fashioned melodrama, compounded of intrigue and mystery

and murder, and as the fourth of its five acts drew toward a climax a utility man rushed on the stage to deliver the letter of dire import for which the distracted hero had been waiting.

"This message from the King!" cried the utility man as he bent low and handed the missive to the leading man. Then he drew himself up, marched down to the footlights and raised his voice to be heard of all men: "Let me add that he who lays his hand upon a woman, save in the way of kindness, is unworthy to be called an American!"

Cheers rent the air at this noble sentiment.

The utility man bowed in response and backed himself off the stage thru the nearest exit.

When at last the curtain fell on the act the leading man—anger blazing in his eye and wrath burning in his voice—bore down upon the utility man and asked what he meant by ruining

himself to be announced as the "Yankee Doodle Comedian." He did not wrap himself in the star-spangled banner to expire. He preferred to live holding the flag aloft and waving it triumphantly while the spotlight followed his every motion.

As it happens, I can draw from my own store of theatrical memories an unexcelled example of this overpowering assault upon patriotic prejudice. Nearly forty years ago when Drury Lane was under the management of Augustus Harris I had the privilege of beholding upon its venerable board a highly colored drama, intricate in plot, swift in action, absorbing in interest, rich in sensational scenes, and in fact artfully compounded to delight the unthinking crowd. It was stage managed by Harris, who was a past master of skillful "production." It was composed by Harris, in collaboration with Paul Merritt or Henry Pettitt, I forget which; they were both adroit manufacturers of stirring situations and towering sentiment. And the part of the ultra-heroic hero was reserved by Harris for his own acting. He was not a good actor but he was an old stager who knew all the tricks of the trade.

The story of the piece has long since evaporated from my memory, yet I can still sharply visualize the last scene of the next to the last act. A little detachment of British troops has been cut off and is about to be surrounded by fanatic Arabs—the place was Egypt, of course, and the time was that of Arabi Pasha. If succor does not arrive speedily the British must put up a hopeless fight, dying to the last man. The one chance is that a messenger can make his way thru the encircling enemies and notify the general in command of the main body of the army. It is a very slim chance indeed, since the bearer of the missive will be facing almost certain death. Of course Harris volunteers, he bids farewell to his friends, he disappears over the hastily thrown up parapet.

The plot and the subplot and the comic underplot fill up time, and then the Arabs begin their attack. The beleaguered British beat off the first assault, they even manage to repulse the second onslaught, but their ranks are so sadly thinned that they cannot hope to withstand the third rush. There is a moment of dread suspense, and then the Arabs break down the British defenses and pour in thru the breach. When all seems to be lost there is a sudden bugle call heard above the din of combat. It is repeated more loudly, and then the Arabs turn about to repel the rescuers who now charge almost to the center of the stage, led by the heroic Harris, posed in the forefront as the curtain falls. At the imperious insistence of tumultuous applause the curtain rises again and the battle is resumed. An Arab bullet strikes the standard bearer, but Harris is there to catch

Gilda Varese  
In "Euter, Madame"



Louise Groody  
In "The Night Boat"



May Collins  
Late of "The Outrageous Mrs. Palmer"



Ernest Truex  
Late of "Blue Bonnet"



Ina Claire  
In "The Gold Diggers"

the big scene of the play.

"Well," said the culprit, unrepentant and unabashed, "I've got a benefit to take care of—just as you have!"

I am inclined always to distrust the tales that lead a

hand-to-mouth existence, unauthenticated in chapter and verse, and this anecdote may be apocryphal. Yet it has its value, and it is only one of many. Nor is the humble utility man alone in his appeal to patriotism. Another anecdote—perhaps more trustworthy, since it has attached itself to an actor whose name has come down to us—has to do with one Kirby, a performer of outspoken and robust parts. He appeared as the hero of a war play, dangerously wounded while battling bravely in behalf of his country, whereupon he called out to his valiant comrades in arms: "Wrap me in the American flag and let me die!"

These are tales of a distant past, of days now departed. They are memories of the Bowery when it was in all its glory. Only a few years ago, however, a very clever young actor, with a profound understanding of popular taste, caused



# THE CHRISTMAS SPIRIT—And Recollections Of The Early Days Of Repertoire.

By FRANK BACON

CHRISTMAS is the festal day of childhood, the day of purest happiness, and we are all children. I love children and do not envy them their new toys; in fact, my one ambition on the holiday is to so load them down that I will at last discover a single one to cry "enough." And these little tots do not envy us our happiness, for not realizing that they themselves are our greatest sources of the joy of living, they outdo each other in presenting the older folk with their own symbols of happiness—gifts.

But they are not old enough yet to appreciate the real symbols of happiness for older people. They do not yet perceive that we are keenly interested in forming these symbols for them, so that every Christmas will be happy during their lives. The Christmas symbols of the mature are memories, sweet, untarnished recollections. And that is why a man or woman, after all the ebullient outward expressions of the day are over, likes to sit alone and summon up the hosts of pleasant thoughts.

My most delightful thoughts are of my barnstorming days, when my good wife and my daughter, Bessie, and I traveled the highly adventuresome way of the journeyman actor on the road to ultimate success with good old "Lightnin' Bill" Jones on Broadway. If I were given the choice of memories, the one surrounding the success of "Lightnin'" and the other the thoughts of the early days; if some rude agency should say to me: "Frank, you've got to forget one or the other, you can't have both. Which one will you give up—decide." Why, I'd take the memories of the early days, that's all.

And, incongruous as it may seem, the memories which live thru to permanency out of all the varicolored happenings of those days, out of all the hardships, trials, sacrifices, are those which are preserved in the glowing warmth of good nature and humor. Every repertoire actor who has traveled the width and length of this country has enough of these to last him as long as he lives and then will a thousand unto his children and his children's children, and so on until forever.

Many things of a humorous nature have happened to every repertoire company which lasted a season—the shorter the season, the more the humor. I was playing up and down the Pacific Coast and had a repertoire of the then

of the plot. Illness came to our little one, and we were obliged to call on a child in the town where

recent successes, "Uncle Tom's Cabin," "East Lynne," etc. My feature play was "The Hills of California," a rural drama.

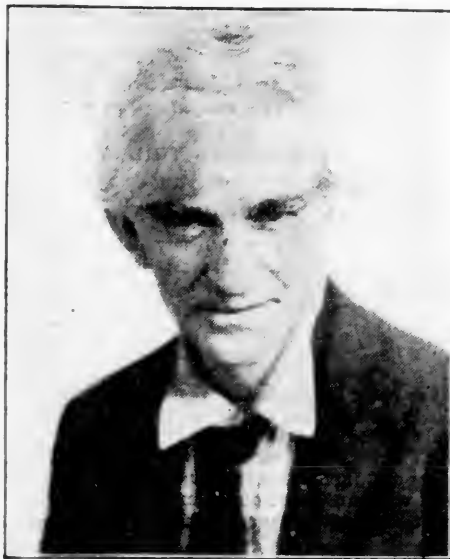
A young child in this play was about all we were playing. All the lines were taken out of the part, so that we could get by with the child's simple presence on the stage. The player who had scenes with her would ask and answer the questions. It did not improve the child's part, but it permitted us to proceed with the play.

In Hollister, I think it was, we found our local child for the night in the hotel. The actors who had scenes in the play with this little fellow made a point of getting well acquainted with him. All was well until we reached the town hall. But the makeup of the actors frightened the child, and it cried so hard it became necessary to take it home. The property man was ordered out as escort and told not to come back until he had found another. It was not so long before he returned with a husky kid. He had picked him up in front of a French laundry. He was not the type, but we all wanted that \$87.00 which we knew was out in front, and we took the kid in overalls and dirty face to save us.

He started, fully instructed not to answer any questions, but to remain absolutely silent. At a point in the dialog he was asked: "Who's little boy are you?" He was supposed to remain silent while his questioner answered for him. "I'm my mamma's little boy and my grandpa's little boy." All was set. The villain of the play entered to kidnap the child. He asked: "Who's little boy are you?"

And do you think that freckled face kid would refrain from asserting himself and showing his young independence and manhood? I should say not. Before the actor could make answer, the kid took up the question, and, in a voice base enough for a baseball umpire, fairly yelled: "I am the laundry boy." The laugh was so loud and long we had difficulty in proceeding. It happened in Hollister, Calif., and James G. Piratsky was the manager of the house. He writes me every year and never fails to recall the laundry boy. Our production of "Uncle Tom" was no worse than those which were no better than ours. We had no dogs,

(Continued on page 229)



Frank Bacon  
As Lightnin' Bill Jones in "Lightnin'" at  
the Gaicety Theater, New York

had difficulty in proceeding. It happened in Hollister, Calif., and James G. Piratsky was the manager of the house. He writes me every year and never fails to recall the laundry boy. Our production of "Uncle Tom" was no worse than those which were no better than ours. We had no dogs,

# EQUITY'S GOLDEN FUTURE

By FRANK GILLMORE.

WHAT a great and glorious work the Actors' Equity has ahead of it. First the entire profession must be brought under its banner. Perfect organization will enable us to speak and act as a unit. The business side of acting will be placed on a sound and solid basis and made eminently fair to the actor and to the manager. Mutual respect and confidence will follow, and such things as contract jumping will become negligible, as such an adventure would be too hazardous for either party.

Managers tell us the wrongs they suffer from actors. Actors tell us the wrongs they suffer from managers. For the good name of the theater this must cease, or at least be greatly reduced. With all companies 100% Equity performances will be better, increased self-respect will make the actor ashamed not to do his very best. To better performances the public will at once respond, and that means larger box-office receipts, part of which will necessarily go into increased wages.

Better performances and larger receipts will induce the finest authors to devote more time to the stage, and this will again enlarge the circle of theatergoers.

So much for the economic side, which will improve along with the artistic. Now for material safeguards to be secured thru legislation. Back stage as well as in front theaters must be made safe and sanitary. Dressing rooms must not be built in cellars without ventilation and natural light. Managers must be bonded to bring back actors to the place of organization and thus remove the crime of stranded companies. Both public and player must be protected against deceptive advertising. True casts must be posted at every box-office. Other legislation is in mind, but the above is sufficient to go on with.

Managers must be bonded to bring back actors to the place of organization and thus remove the crime of stranded companies. Both public and player must be protected against deceptive advertising. True casts must be posted at every box-office. Other legislation is in mind, but the above is sufficient to go on with.

Managers must be bonded to bring back actors to the place of organization and thus remove the crime of stranded companies. Both public and player must be protected against deceptive advertising. True casts must be posted at every box-office. Other legislation is in mind, but the above is sufficient to go on with.

Managers must be bonded to bring back actors to the place of organization and thus remove the crime of stranded companies. Both public and player must be protected against deceptive advertising. True casts must be posted at every box-office. Other legislation is in mind, but the above is sufficient to go on with.

Managers must be bonded to bring back actors to the place of organization and thus remove the crime of stranded companies. Both public and player must be protected against deceptive advertising. True casts must be posted at every box-office. Other legislation is in mind, but the above is sufficient to go on with.

Managers must be bonded to bring back actors to the place of organization and thus remove the crime of stranded companies. Both public and player must be protected against deceptive advertising. True casts must be posted at every box-office. Other legislation is in mind, but the above is sufficient to go on with.

Managers must be bonded to bring back actors to the place of organization and thus remove the crime of stranded companies. Both public and player must be protected against deceptive advertising. True casts must be posted at every box-office. Other legislation is in mind, but the above is sufficient to go on with.

AND now to speak of the dream of the Actors' Equity, only a dream at present but one which will surely materialize, as have our others.

First we want to institute circuits of community theaters. A circuit of four cities means four companies playing eight weeks in each place with a season of thirty-two weeks. The best plays only should be presented and successes retained in the repertoire. Fine dramatic works have a cultural value and the masses should have an opportunity of seeing them. Therefore, a low scale of prices should obtain if not at every performance, at least once or twice a week. To assist the great movement of Americanization and to promote free exchange in art, foreign groups should be invited to present their folk plays and national drama, and the foreigners should be encouraged to see ours. A subsidy might be necessary at first, but this is not difficult to obtain if the public is convinced of the sincerity of the promoters and of the probable benefits to their city.

These community theaters would be a great training field for actors. Even high-priced stars, particularly of the screen, might feel that a season of such work would develop their talents, would lift them out of a rut into which we all slip at times.

We do not feel that these community theaters would enter into unfair competition with the commercial manager. Indeed we think it would increase their business, just as picture galleries and free concerts increase the interest in painting and in music.

The migratory character of the actors' calling would be somewhat reduced, thank goodness, and some of us could settle down and become citizens as well as artists.

All these community theaters could call on the A. E. A. for plays, directors, etc., and we would be a sort of clearing house.

BUT the crown of our work, the ultimate goal to which we are all striving, is a national actors' theater situated in the metropolis and devoted to American plays and to none other.

American dramatic literature must be encouraged and made pre-eminent. Are real American plays being written today? A few, yes, but not nearly enough. The field has been only scratched, not tilled. Where are the plays which depict faithfully, truthfully, the life of New England, its country folk, its mill folk, the mountaineer of Tennessee, the Dutch of Pennsylvania, the cracker of the South, the people of our great rivers, valleys, plains and lakes? Such localities have been shown, it is true, but the plays have generally been fustian. What are the great problems of these, our own people? We want to know them.

We want to enter their doors and sit at their tables. We want to see their courtships, their christenings, their joys and their tragedies. We want to know, we must know, how the mass of our people live. The drama can carry its pictures and its lessons from place to place. It can uncover the heart of a nation to a nation.

But we won't tolerate machine-made plays, tricked up to excite emotion and leaving no thought behind. It is the truth, and the truth only we are after, the truth delicately shaded perhaps here and there, but only for the purpose of projection.

The American theater has the greatest of futures. It is up to the dramatists and actors. The Equity Association is only too anxious to do its share.

# SENSATIONS OF THE CIRCUS

THRILLING events, acts and features have long been considered essential in making up a program for the circus sufficiently sensational to attract and please the multitude.

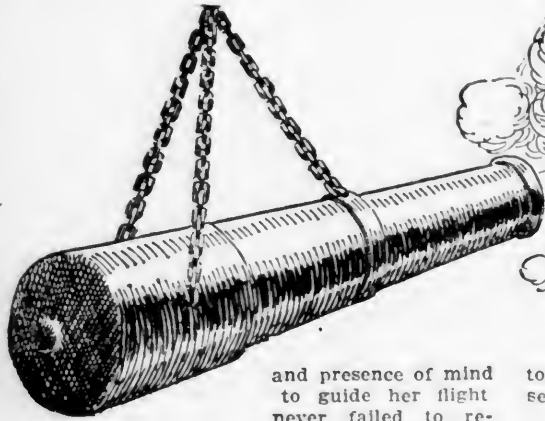
Apparently the public craves for something to set the blood tingling to its finger tips or cause the heart to stop beating while its owner gasps for breath or sits bewildered with amazement. At least such acts or features are always placed well down on the program and usually close the performance, or stop the show for special announcement, and any circus without a thriller or death-defying act has become quite passe.

The first of these early sensations was Zazel,

## THE HUMAN CANNON BALL,

an act imported from the Aquarium, London, England, where it was given continuously for over two years, under royal patronage. This performance was made up of both human nerve and mechanical ingenuity.

A young lady of voluptuous mold, build and athletic power was placed inside the mouth of a huge cannon suspended in the air, and at a signal to fire an explosion took place which also released a rubber spring of great tension, and the human projectile was shot a distance of twenty-five or thirty feet, to be caught in a net stretched for that purpose. The breathless silence that always preceded the act while it was being prepared only added to its intensity, and the graceful bow of the young lady who had the temerity and muscular strength to withstand the shock



and presence of mind to guide her flight never failed to receive a round of rap-

torous applause.

En passant, and as a matter of record, it should be stated that Zazel, the intrepid lady who performed this hazardous feat, afterwards became the wife of George O. Starr, the well-known manager, and while doing her artistic high wire act with the Forepaugh show, of which her husband was then director, she met with a serious accident by reason of the fastenings giving away, and in the fall breaking her back, which incapacitated her for further professional work, altho in a great measure she recovered from the injury. Before Mr. Starr's death he ordered that his body be cremated, and his ashes were left as a legacy to his widow, with instructions to toss them into the sea on her first voyage to America, which she did in the presence of a friend on shipboard at night while in mid-ocean, carrying the sacred remains in her apron to the rear of the steamer and casting them to the four winds of heaven in fulfillment of the dying request.



Looping the Gap

## ACTS that THRILL AND TRICKS that KILL with BY-PRODUCTS of the ARENIC WORLD by LOUIS E. COOKE

(Author of "Circus Life and History." All rights reserved.)

### THE HUMAN BIRD

The next thriller of any importance was Lulu, the human bird, only this "lady" proved to be a man who dressed in female attire and made up so artistically the public was deceived as to his identity for several years. This act was accomplished by the performer being thrown from a catapult and hurled clear across the arena from end to end of the tent and landing in a net much after the style of the female cannon ball.

Then came the high divers, who dived from great heights into small tanks of water to bob up serenely, like corks, as tho nothing had happened. Next we had Charles Kilpatrick, the one-legged bicycle rider, who raced down high steps, steep ladders and inclined planes or climbed tremendous steeps with an automobile only to reverse its action at the top and come rushing down pellmell



and dance attendance on one leg while he received the applause of the spellbound specta-

tors who thronged Madison Square Garden to see it.

Next in line the writer happened to find "Looping the Loop" on a bicycle, in its experimental stages over on Coney Island. I shall never forget my first visit to that resort, in mid-winter, to see the act tried out for my special benefit. The apparatus, crudely constructed, was all ready. The performer who was to do the act ascended the incline, mounted his bicycle, hesitated, surveyed the situation, shook his head, covered his eyes with his hands, dismounted and actually crawled down the runway, claiming that he was dizzy from some cause and would do the act another day.

The managers were profuse in their apologies, but I was not at all disappointed, as I had seen many great aerialists "weaken" in just the same manner and refuse to undertake a trick which they had previously successfully accomplished, simply because of stage fright—or a premonition that something was going to happen. They would never undertake the risk again and nothing would induce them to do so. I so explained to the managers and told them to try to get another man, as I felt confident this one would never attempt the act again, and he never did.

A few days later I was informed everything was all ready and in running order with another man, who was doing the stunt twice every day. I saw the performance, which certainly was a thriller, and immediately engaged the act for the Forepaugh-Sells Show, to open at Madison Square Garden, and it proved a most attractive feature for several years.

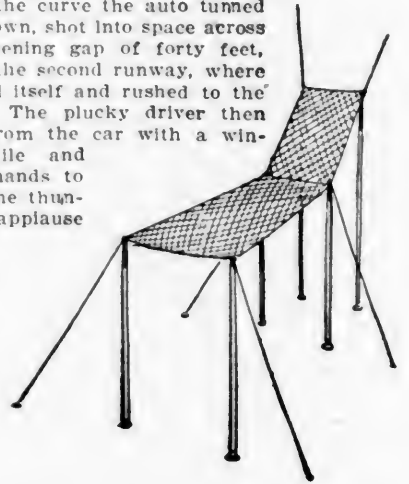
### THE DIP OF DEATH

"Auto-Bolide," or the Dip of Death, with Mlle. de Tiers

as the fair and fearless chauffeur, was the thrill of thrillers that next came over from Paris to astound New Yorkers.

The apparatus used in the "Auto-Bolide" was, of itself, very impressive. It was divided into two sections. The first a long, narrow runway with curves and grooves into which the automobile glided thru a loop at the lower end resembling the letter "S." This runway was surmounted at an altitude of sixty feet or more by a platform upon which the auto rested until it was ready for the thrilling descent and flight thru space. The second part of the structure was a slightly inverted moon-shaped affair, into the circle of which the automobile made its aerial flight upside-down, striking the inclined curve and rushing to the ground.

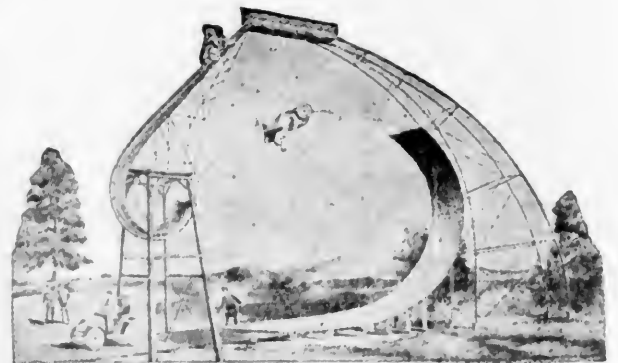
The daring chauffeuse was drawn to the elevated platform, strapped into the car, and when all was ready released her machine, dashing down the runway with the speed of an express train. When it reached the curve the auto turned upside down, shot into space across an intervening gap of forty feet, striking the second runway, where it righted itself and rushed to the ground. The plucky driver then leaped from the car with a winning smile and waving hands to receive the thunderous applause



of the startled spectators. It was always advisable to have an understudy ready for this act, as there was never any knowledge of what might happen or when a mishap might occur. I remember upon one occasion, for some unexpected reason, the fair autoist declined to make the ride at a rehearsal of the apparatus, and it was well that she did, as it happened that some part of the appliance was not set exactly true. The automobile was ballasted with precisely her own weight, made the descent, but missed its loop thru the air and fell to the ground a demolished mass.

L'Tourbillon de la Mort, or the somersault of death, was a somewhat similar contrivance, with the exception that the automobile made a descent from an inclined plane, and struck a spring at the lower end of the same, which threw the machine and its occupant in a complete somersault, revolving in the air and striking another inclined plane, counter-balanced with springs and weights to receive the shock. But this act was not considered a safe or sane undertaking, as it usually ended in severe bruises to the lady rider, and fearing some serious accident it was eliminated from the performance.

There were several other sensational bicycle acts such as Leaping the Chasm, or Volo the Volitant, which was very attractive and the most graceful of all of these thrilling performances.



The Auto-Bolide or Dip of Death

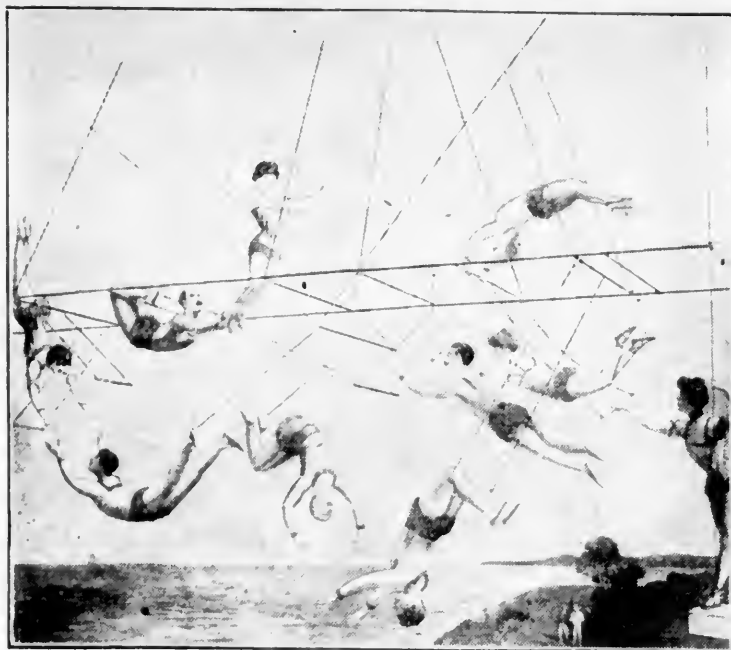


"Leaping the Gap" on a bicycle, in which the daring rider accomplished the almost incomprehensible midair evolution of wheeling an inverted bicycle thru space, executing a meteoric flight across a yawning gap at the top of the circle without any support whatever, then dashing down a steep incline to wing his way around the loop, open at the top, and, oblivious of fear, leave the wooden support, fly thru the open space, himself and wheel still upside down, until the inverted wheel struck the opposite section of the loop when it glided to the ground.

These scientific and mathematical inventions, with their fearless manipulators, became a sort of bane and annoyance to the conventional circus performers who looked upon them with a great deal of distrust and derision. I recall a rather peevish and sarcastic remark of the late Frank Melville, then our equestrian director, to the effect that about the only thing he could do in those days was to dodge bicycles and automobiles that filled the air and the arena.

More recently we have had the balloon horse, lions, and even monkeys, rising to the apex of the canvas, apparently attached to an inflated balloon, and surrounded by a pyrotechnic display of fireworks to illuminate the scene. And, again the kinetic golden globe wherein the motorcycle, automobile and bicycle, our most modern inventions, together with their daring exponents, both male and female, play important parts.

Ski Sailing, a Scandinavian winter sport, with much of its wild and wonderful daring in the open, was also transferred to the circus by the use of an inclined plane with an inverted turn at the bottom, and much after the style of the run used in leaping the chasm, but instead of using a bicycle the long wooden skis were lashed to the sportsman's feet, after he had ascended the imitation mountain, and when all was ready the ski sailor would glide down the incline, shooting like



Thrillers in Midair

a rocket until he reached the upward curve, when rising like a bird into the air, a glorious picture of daring in the dizzy and dauntless flight, he would leap the chasm, landing safely on the other side in the twinkling of an eyelash and slide along the hippodrome track until he came to a full stop. A somewhat similar act is now being done by Fred Gerner, who uses skates instead of skis and artificial ice of his own manufacture, painted upon a platform so that it may be folded up and taken away. While the airplane can hardly be classified as a circus act it certainly comes under the head of "thrillers" and in its earliest stages was eagerly sought as an outside attraction, provided it could be made practical and a flight over the show grounds assured every day, weather permitting.

Since then the aerial circus has become quite common and the "dare-devils" execute all sorts of head and tail spins, turn somersaults, loop-the-loop, change planes and do many real circus stunts, while on the wing, as it were, often plunging to untimely death in their reckless daring. But this feature must always be classed as a free show, like the street parade, and my advice is: "Never pay to see a balloon go up when you can get a much better view from the outside." And even as I write I hear the whir of an airplane buzzing over the rooftops in its flight to the aviation field to unload Uncle Sam's mail, and it occurs to me that the aviator has supplanted the pony express rider of former days, just as the wireless message is flashed around the world while the tardy sun is fast asleep.

A circus without a thriller of some kind is like an egg without salt or playing Hamlet with the principal character omitted. The public expects it, and successful management demands it.

TRICKS THAT KILL

PREVIOUS to the advent of mechanical "thrillers," the most sensational features of the circus were long distance leaping and somersaulting over elephants, horses, camels and other high objects. So great became the rivalry among noted athletes and gymnasts in this line, spirited contests were often brought about and numerous lives were sacrificed in attempts to excel each other. The leaping acts, in which all acrobatic members of the company were required to participate, consisted of an inclined plane or "run," as it was designated, erected on jacks or horses, terminating at the lower end with a springboard attachment, which the leaper would hit and vault, revolving thru the air, passing over the objects and landing on the leaping tick placed to catch the performers and break the fall. Frequent claims have been made as to the number

(Continued on page 218)

# THE CARNIVAL AT NICE

Could It Be Staged In America?

By FRANK OAKES ROSE.

It was after a visit to New Orleans during the Mardi Gras time that I was impressed with the idea that this wonderful show could be designed and built in such a practical manner that it could be made an annual feature in many of the principal cities of this country. The more I tried to forget the scheme the stronger it impressed me.

At the end of the regular season with Pain's great spectacle, "The Last Days of Pompeii" (this

was only a few years before the world war), I called on Henry J. Pain to wish him a safe voyage to England, where he generally spent his Christmas holidays with his family. We were seated in his comfortable quarters in the Walcott Hotel, New York City, when I felt it an opportune time to broach my big idea. He listened very patiently as I unfolded my scheme. Then lighting a fresh cigar he pushed the box towards me and said: "Your idea is a most excellent one, it would be a novelty in the cities which have never had a carnival similar to New Orleans. It looks like good business to me. I have often thought it would go in the United States."

He was quiet for several minutes, I could see he was impressed. Turning to me abruptly he said:

"I tell you what I'll do, Rose: I sail for England, as you know, on the next steamer. You can follow about Christmas time, come up to London when you arrive: I will arrange for your visit to the continent. Go to Paris and from there to Nice. I understand our London office has a contract for a series of fireworks displays during the carnival this season. Such being the case you will have a most excellent opportunity to study it in detail. The most important thing to learn is its source of revenue, where the money comes from to produce the great pageant, what the profits amount to, if there are any; in fact, get a line on the business as well as the artistic end of the whole scheme."

We talked for over an hour about my intended trip, going minutely over all details. At last I bid him good night and bon voyage. I left the hotel with a light heart, not meeting my prince of managers again until I stepped into his office in Watworth Road, London. Two weeks later I was off for Paris. I remained there only a fortnight. I left Paris following one of the most disagreeable of January storms, hoping to escape

the miserable, cold and cheerless city in its winter dress, for Paris in cold weather is to be shunned. Your true Parisian has no idea of the meaning of a well-heated house in the American sense. He is perfectly willing to shiver until the cold snap has passed away, then he will saunter on his beloved boulevards, feeling assured there is no other city like "La Belle Pairee" for beauty, climate and pleasure. My journey to

(Continued on page 216)



One of the floats in the pageant staged at Nice



Scene showing how they decorate for the carnival

# BURLESQUE — Past, Present And Future

By **SAMUEL A. SCRIBNER**

FOR ten years the Columbia Amusement Company has been apologizing for the burlesque of a decade ago. During the same period of time the Columbia Amusement Company has persistently applied itself to the effacement of the undeniable conditions that justified those apologies. In this brief word upon the subject of burlesque I shall say little about oldtime burlesque. The subject has been the theme of many newspaper stories, and the more violent the abuse indulged in in these stories the more helpful have they been to the working out of the evolution that so manifestly has taken place. And I am sure the newspapers and the public generally are now in a mood to say with me: "Let the dead past bury its dead." I do not hesitate to assert that in the whole realm of American amusements no greater advancement has been made in all details than in the character of burlesque. The personnel of the players, from the leading people to the members of the chorus, has been greatly improved. The quality of the "books" has been vastly bettered. The scenic and costume adornments have been raised to a high standard. The quality of the musical scores has been improved. The important element known as stage management has moved up to a point that makes it stand shoulder to shoulder with the best efforts of the accepted masters in this particular line of endeavor. But of vastly greater moment than anything else, burlesque is CLEAN.

For these reasons the sponsors for burlesque have stopped apologizing. If there be those in the newspaper world, or in the world of theatergoers, that are not familiar with the present status of this form of amusement, it is because they have not seen the burlesque of today or because they are not willing to overcome their prejudices. Newspaper writers and of seekers after amusement in the

The records, however, prove that a great majority of theaters are aware of the changes that have been made.

SEVEN or eight years ago, while we were all striving to gain the commendation for our efforts we thought we deserved, the first light upon our endeavors was shot high and with a brilliancy whose illumination extended throughout the length and breadth of the United States. It came from the pen of the gifted and lamented Jack London. Mr. London had witnessed a performance of burlesque from a box in the Columbia Theater, New York. In his little theater party that night were Mrs. Gen. Geo. H. Pickett and the Hon. Aaron J. Levy, President of the Board of Justices



Samuel A. Scribner  
Secretary and General Manager  
Columbia Amusement Co.

lesque watched this little group of celebrities as they laughed and applauded and very manifestly enjoyed themselves. At the conclusion of the performance, a representative of the Columbia Theater took the liberty of introducing himself to Mr. London and of expressing the gratification of the management at his presence. The distinguished writer was very gracious in his response, and said: "We have enjoyed ourselves immensely." And added: "This isn't like the burlesque I used to sneak in at the back door to see when I was a youngster. It is more like a fine production of musical comedy." Our representative, with a tenuity I though he should have been ashamed of, said: "It is fine to hear you say that, Mr. London. But if you would say it with your pen it would be very helpful to us and, I am sure, of value to your readers to know that they may now attend a burlesque theater without fear of being offended," or words to that effect. Mr. London replied: "All right. I'll take pleasure in doing that. You deserve it."

About three weeks later there appeared in The New York Sunday American a full page story carrying Jack London's picture, and describing in detail the performance he had witnessed. In its main points it was a serious discussion of the stage in general, and of the praiseworthy evolution that had taken place in burlesque in the twelve or fifteen years since the writer had "sneaked in" to a burlesque show. This story of Mr. London's was copied extensively thruout the country after it had appeared simultaneously in all of the Hearst papers. And I want to go on record, right here and now, as declaring that that Jack London story is responsible for much that has been accomplished in ridding the American stage of the noisome thing that used to masquerade under the name burlesque. It gave us all a pride in our business we had never before experienced, and it was an incentive to greater effort and to greater determination to make a thoro, complete job of the "cleaning up" process.

Since then nearly every daily newspaper in New York has lifted the ban on burlesque and given it all the consideration and printed notice that is accorded other forms of amusement. And the same

(Continued on page 225)

# EVER TRY TO WRITE A SONG?

By **E. M. WICKES.**

HAVE you ever tried to write a popular song? If you haven't you are one in a hundred, for statistics, the copy-right office, and the business done by "lemon" publishers prove that hundreds of thousands take a "crack" at song writing every year. During the war there was at least one embryonic song writer for every American soldier in France.

As yet no one has been able to determine whether song writing is a knack, an art, or a sleight-of-hand trick. It may be a combination of the three. Whatever it is, it certainly gets people going and coming. From time to time the mad desire to burst forth in song sweeps the country like an epidemic, hitting rich and poor, and the learned and illiterate alike.

The majority of persons look upon song writing as the work of a child. And it is—as many songs prove—but it takes a genius to sell a song these days.

The song game is a lottery, where everyone has a chance to win out, just as every man born in this country has a chance to become President. No one can corner the White House or the song market. The greatest boob in the world may turn out the biggest hit, and the wisest bird on Broadway may produce the largest musical lemon. So if you are ambitious nothing should discourage you. The fact that you say "Dese," "Dose" and "Dem," or that you don't know the difference between a noun and a chicken—either way—doesn't disqualify you from getting a fortune in royalties from a publisher—if you know how to get it—or your biography in print.

And if you haven't already been attacked by the song bug don't get the idea that you are immune, for it may get you in your second childhood. Should you be fortunate or unfortunate enough to make the acquaintance of the song don't try to write until after you have given Tin Pan Alley the once over. Once you become familiar with the tricks employed by the song carpenters to lure loose change from the public you'll have an easier time of it convincing some song oracle that your song is good enough to be

published without having the official reviser mutilate it.

PERHAPS you have never heard of Tin Pan Alley. Well, that's nothing. Some folks never heard that Adam was an expert copy writer. But he was, and he proved it, when he coined the phrase, "Adam's Original Sin," instead of using just plain "Adam's Sin."

Tin Pan Alley, it is true, is never pointed out by the barkers on rubberneck wagons. It is never mentioned by encyclopedias, census takers, or map makers, and yet, its vibrating soul appeals to more people—native and foreigners—than any other particular person, place or thing that one may mention. In other words, it is more than a proper noun, and as a proper noun includes the seven wonders of the world, kings, queens, straights—both ends and the middle—and Hootch, Tin Pan Alley must be in a class by itself. And it is!

In Russia, France, China and Hoboken you'll find little girls who never heard of the Rock of Gibraltar, Prohibition or the League of Nations, but they are well acquainted with "School Days," "Sweet Adeline" and many other musical brain children that were born in the frenzied souls of Tin Pan Alley's melody manufacturers.

For the benefit of aspiring and perspiring song writers who live beyond commuting distance it may be stated that Tin Pan Alley isn't an alley, it's a myth—like foreign royalty—more of a spirit, ever on the go. It is a pilgrimage toward which millions of eyes, hopes, dreams and manuscripts are turned every year.

In Tin Pan Alley no laws are framed to guide citizens who wish to keep out of jail, but within its mythical boundary lines are measured, cut and manufactured the songs that stir the hearts and feet of the civilized and uncivilized world. Here fortunes are won and lost in a month;

dreams are born and shattered, while writers and publishers grow bald at thirty trying to guess just what Mary Jane and John Henry will like next as a popular musical diet. Can you tell in advance, even with the assistance of the Ouija Board? If you can, and are able to run true to form, you won't have to bother with writing songs or any other kind of writing, except that of writing your name on checks, and you can draw down enough iron men every year to make Charlie Chaplin uneasy with envy.

BEFORE you start to write, however, provided you are bent on writing, first decide whether you wish to be a lyric writer or a note compiler. Don't make the mistake of trying to be both, as this will force you to work twice as hard, in addition to the possibility of your having to split your royalty with two "fixers" instead of one. Even if you think that you are a genius and you feel that you should grind out words and music don't try it until after you have given some thought to the fate of George M. Cohan and Jimmy Kendis.

Cohan started out to write words and music about the grand old flag, and now he is unable to get anyone to give him a hand when he is stuck. When Kendis began his career he didn't know whether he preferred to write words or music. Unconsciously he became a two-in-one, like Cohan. As a result he has to pay more income tax.

Unless you're Irish you will do well to let romantic ballads alone. The Lord may have given all the money to foreigners, but He didn't forget the Irish when He was handing out genuine ballad sentiment. If you doubt it just glance over the names of the men who have turned out the big ballads of the past: Paul Dresser, Will D. Cobb, Andrew Sterling, Jack Mahoney, Alfred A. Bryan, Jeff Brennan, Ballard McDonald, Joseph McCarthy, J. Keirn Brennan, William Jerome, Will Callahan and L. Wolfe Gilbert.

If you don't happen to be Irish and you want to be a great song writer you'll have to get a

(Continued on page 225)



# A NEW YEAR'S MUSICAL PLEDGE

By CHARLES D. ISAACSON

ABOUT the middle of December the musical fraternity begins to wish itself and its members a Merry Christmas and a Happy New Year. Then they go on about their business of art, and sing or play or compose in sweet oblivion to anything outside of the fact that they are not being appreciated any more than they were the previous year and the year before that. A few top-notchers are suffering with a huge income tax statement and the rest of the concert and operatic ladies and gentlemen are suffering with a vague realization that all is not as it ought to be.

I confess at once that this is no attitude for a holiday writer to assume in greeting his colleagues. But it must not be forgotten that I am a hybrid. That must be taken into consideration. I am not just a violinist and viola player; neither am I just a writer. If I had been more persistent in my effort to master one trade before permitting myself to be a jack of several, all might have been well. And a good many dear, beloved conservatives would have been spared the necessity of fighting for my scalp.

The way of a reformer, observed Napoleon Bonaparte and Robert Fulton, is hard. Also it is interesting. What I am about to say is that if musicians would greet each other at Christmas with a merry wish upon their lips and a firm resolution to reform on their tongues, something might happen by the following Yuletide. I have that resolution to offer to the fraternity. It is the credo I have been following this past five years and more. May I offer it as my gift to the art?

"Inasmuch as the musical public is made up of only a small percentage (two per cent of the population to be exact), let us hereupon resolve to create a definite effort to swing the other ninety-eight per cent to the concert and operatic field; realizing, however, that the newcomers are not to be created music buyers by the old methods, but must be led by specific-

ally designed ideas which make concessions to conditions."

I hasten to explain. Also to justify what is written. Furthermore, to again annoy and awaken the musical conservatives who resent the intrusion of the crowds.

I rather like crowds. It would be much more interesting to our fraternity to find as many people going to grand opera, symphony concerts and recitals as now frequent the happy-go-lucky and highly-to-be-congratulated vaudeville theater and similar pursuits of happiness. Personally I do not think I will live to see the nice balance. But, fortunately, I have been able to watch thru our work the creation of two million who never bothered about the good music before.

THE BILLBOARD has asked the writer to tell of The Globe Concerts for the People and to indicate how similar efforts could be inaugurated in other cities.

Liking crowds, believing in good music as a mighty force in life, chafing under the unpleasant handicaps that art suffers before cheap commercialism and low taste, securely confident in the ultimate ideals of the crowd and democracy, I made me a resolution that I would go forth with the manner of a crusader and create a movement for fine art. The people will not go to the concert halls who have never been there and who never believe they will go there. For centuries the people have been choked with the traditions that great music belonged to a selected set, and these traditions have been fostered and accentuated by snobbish critics, segregating business methods and condescending airs on the part of the so-called elect. My God, you couldn't pay crowds I could gather to go into Aeolian Hall, Carnegie Hall, Metropolitan Opera House, Symphony Hall, The Auditorium, etc. They're afraid. They're ashamed.

They're not interested. They're of a different caste. Mention to them a piano recital by your biggest artist and they run away.

Mention grand opera, symphonic music, sonatas, chaconnes, chamber music, oratorio — they wouldn't sit still. Of course the merest layman would like to SEE Caruso and Galli-Curci and Heifetz, and, perhaps, also hear them. But one must not confuse the celebrities of the newspapers with the artists of the concert hall. Take the type of man you know, we mean, and say: "Jim, you have an evening open tonight. Where are you going? Why not go down and buy a couple of seats for that symphony orchestra tonight." You know what his answer would be—"Say, when I spend my hard earned money, I buy entertainment. Me for the old theater for some good laughs and some jazz speed."

You face that condition in your city or town. You and I are in the same position. Suppose we review what I did in New York, and, as the story is told, keep in mind your conditions, and do it yourself in some kind of a way in your community.

The man who refused to go to the concert is the man who will go when he sees the true light. It is simply a matter of education and a matter of converting him. The Chinese wall of misunderstanding must be removed, the note of communication must be struck in his heart. If he will not go to the concert hall and the opera, then the concert hall and the opera must be brought to him. The idea of making cut-prices in music and so-called pop concerts is but a half way measure. If a man refuses to listen to recitals, because he isn't interested, then how is the cutting of price to affect him? Vaudeville doesn't cut its price. Only those shows which are failures cut their prices.

No, something different. Education. Missionary work.

We made a Globe Music Club, gathering a handful of people who had been interested by my

(Continued on page 226)

## MANY MEN OF MINSTRELSY— Being a Dissertation On The Blackface Art Past, Present And Future.

By EDWARD LEROY RICE

IT was my great good fortune to be among those present at the anniversary dinner tendered to McIntyre and Heath at the club rooms of the National Vaudeville Association in New York on November 12 last year. The idea of getting together as many of the oldtime blackface performers as were available, giving them a special matinee performance to be followed by the dinner emanated from the press department of the Shubert enterprises, but when it came to locating these oldtimers and getting them all together it became necessary for "yours truly" to step in and send out the invitations, as I alone knew who the eligible ones were and where to locate them.

The affair was a wonderful success from every angle. Probably never before or never again will such a performance be given. McIntyre and Heath received an ovation on their entrance such as never in their joint careers had they ever known. The old boys in front enjoyed every minute of it, and when an hour or so later at the club these grizzled old veterans were called upon to say a few words they responded nobly. The honors of the evening fell to Dan Quinlan, a "young oldtimer," and Fred Wilson, the "oldest oldtimer," who had celebrated his 92d birthday but three days previous. Mr. Quinlan's tact, his ability to hit the pinches (to borrow from baseball nomenclature) did much for the success of the affair, while Fred Wilson, aggressive as in his halcyon days of fifty years ago, told the story of his life in verse with such telling effect that, by gee, he took an encore. The press thruout the country has told of

those present on that most memorable occasion. Frank Ward, Billy Payne, T. F. Thomas, III Henry, Lew Benedict, Henry J. Sayers, Chas. A. Morris, Bob Richmond, John Unsworth, Jerry Hart, Barney Fagan, Jim Gorman, Joe Norcross, Charley Heywood, Billy Christy, Major Burk, Burt Marion

of the distinguished guests of that evening, have passed on within six months of the date of that famous gathering. The ranks of minstrel luminaries have been greatly depleted within the past few years, the most noticeable instances in addition to those aforementioned being Eddie Fox, prominent as orchestra leader with many notable companies; Frank Dumont, at the time of his death head of the only permanent minstrel organization in the entire world; Geo. Primrose, whom the papers erroneously declared to be the first of the soft shoe dancers; Alf Gibson, Carroll Johnson, George F. Campbell, George L. Hall and several others. But notwithstanding the decimated ranks the good old tree of minstrelsy still flourishes. To be sure, several of the branches have withered and died, but the trunk seems as sturdy as ever and looks good for a ripe old age.

THERE were great performers in those earlier minstrel days, by which I mean that that there were among them those that if living today would be as prominent under present-day conditions as they were in their prime. To be sure, there were some also who, if they attempted to entertain now as in times past, would probably be laughed off the stage. But there were many more whose art has never been duplicated. This applies to the world of variety as well as minstrelsy, but I will confine myself to the burnt corkers alone.

Never since men trod the boards of the mimic stage has God made such an artist as Luke

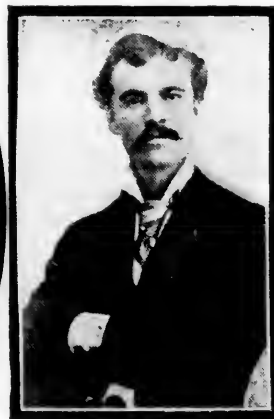
(Continued on page 224)



George Thatcher



A Few of the Oldtimers  
Luke Schoolcraft



Billy Emerson

and others that I just can't recall, in addition to those previously mentioned. Most of them represented minstrelsy of the past, and probably minstrelsy at its best. I speak not alone of these performers as individuals, but of their contemporaries, most of whom have passed on, even as Fred Wilson, III Henry and Lew Benedict, three

# IS THE LYCEUM NO MORE? An Answer To The Boston Herald Which Stated That The Lyceum Type Of Entertainment Was Superseded By The Movies.

**By FRED HIGH.**

It is appalling the amount of ignorance that is still conjured up in the mind of the average city editor when he opens his pages to the supposed news about lyceum and chautauqua affairs he opens one of the greatest forces in the world to ignorance.

Let's dissect this so-called editorial which a number of other ignorant editors have reprinted with alacrity and without comment. Here is the first bundle of learned ignorance as it was tucked away in the very first paragraph:

"The recently announced bankruptcy of the Pond Lyceum Bureau is a melancholy reminder of the disappearance and extinction of that peculiarly New England institution, tho it eventually extended much farther, the lyceum lecture. In the last half of the last century hardly any intelligent and enterprising country was without its local lyceum, or winter lecture course, or both. As a means of public enlightenment the lecture platform came to rival the press and the pulpit. Orators, scholars, statesmen and divines of the first rank, among whom Wendell Phillips, Henry Ward Beecher and John B. Gough were perhaps the most popular, willingly availed of it to augment their income and, incidentally, sometimes principally, as in the case of Phillips on slavery and Gough on temperance, to create or direct public opinion on the most vital social subjects."

Reason of the boldness of this line. "Tho it extended much farther." Wonder if the wise old owl who wrote that knows that right now an entire chautauqua outfit is on its way to New Zealand to spend the season there and that this was made possible by the hustle of a couple of American boys, Roy Ellison and C. H. White?

## THE PROOF

But the saddest part of it all is that right in the editor's same town where beans still am and the lyceum is no more is located the largest independent bureau in the world. A bureau that has 500 lyceum courses where it supplies talent.

K. M. White is the manager of that bureau. It was started twenty years ago and today is handling more substantial business than ever before. K. M. White has alone booked, thru his bureau, more dates on substantial lecturers and really fine musical attractions during the current year than during the previous ten years of his work.

It might be expecting too much of our Boston editorial dispenser of what isn't so to ask him to step around to 100 Boylston street and get some facts about the lyceum. Get live facts. Don't meditate over the graves of Beecher, Gough and Phillips. The war of the sixties is at least over, even if late hostilities are still on.

While on this investigation tour try to visit the schools where music, elocution, the dramatic arts and such kindred evidences of culture and self-expression are taught and see if you don't find that a large number of the young men and women there registered have come from the smaller towns where they received their first impulse to study and work and achieve from some lecturer, musician, artist or combination of these

that appeared in the little home town as one number of the lyceum or lecture course. Chicago is literally filled with

these young people who will some day be heard. Other cities even as far West as Portland and San Francisco report the same is true of their institutions.

## WHO KILLED COCK ROBIN?

"The first sign of degeneration appeared in a tendency to substitute mere entertainment for uplifting oratory, to tickle the ears or risibilities of the public more than to feed their minds. The humorists, John Phoenix, Artemus Ward, Josh Billings and Mark Twain, gradually undermined the orators and scholars, the elocutionist and the concert troupe came into the field, and, finally, the moving picture show seems now to have given the coup de grace to almost all other forms of

He just asserted that as a fact. But there are probably 15,000 towns and communities where the multitudes will next year have a lyceum course and where the people may not hear Wendell Phillips, or even go to the Lowell institute, but where they will hear speakers tell of the more or less stirring events of the past decade. And don't forget that during the past few years we have had more real stirring events, more great events that have challenged the brain muscle and moral courage of men and women than we have had for the past fifty years. Yes, even one hundred years. These have really been the times that have tried men's souls. We have stress and turmoil during the economic and social revolution which has been no less strenuous because it was fought in the mental arena and not with bullets. And the lyceum men and women have led in this battle. Not by discussing socialism and sovietism, communism and a million other isms, but by preparing the minds of men and women to receive ideas. To strive to advance. We have helped to dispel ignorance or at least a part of it.

## RESULTS OF LYCEUM ACTIVITY

K. M. White not long ago wrote to us and among other things said: "It is my firm conviction that the lyceum has helped to make all those communities better where they have had a course of lectures, entertainments and uplifting amusements. This has also helped to decrease the large percentage of illiteracy that was prevalent in this country a decade ago. I certainly am firm in my conviction that the small per cent evidenced in New England in this respect is due in a great measure to the fact the lyceum has penetrated to every nook and corner of New England."

Mr. White says: "I believe the lyceum has not scratched the surface of its possibilities in the United States."

"The lyceum lecture having gone bankrupt, the lyceum bureau naturally follows it. As a purveyor to the lecture platform, the late Major James B. Pond was first for a generation. His tact in managing the kittle-cattle with whom he had to deal, and his skill in advertising them, gave him a primacy in that field almost equal to that of Barnum in the show business, and made his name almost as familiar. It was these gifts of Major Pond that prompted the ill-balanced and ill-starred Elbert Hubbard, who went down with the Lusitania, a man, like Yorick, of infinite jest and of some sound philosophy, at a birthday dinner given Major Pond by his corps of lecturers, to propose as a toast to the Major the words of the psalmist:

"It is he that hath made us, and not we ourselves."

## HOW LECTURERS HAVE GONE BANKRUPT

Has the lecturer gone bankrupt? The one who caused the Pond trouble was not a lecturer, but Maeterlinck. He went wrong because he couldn't even talk English. Pond deserved all the trouble he got into when he tried to foist a man on the public who, if gossip hath it right, had to have an interpreter do the talking when the deal was made for a lecture tour. America is just now getting over its long sleep of folly, where it has tried to pretend to believe that it preferred singing in a foreign tongue to the songs of our own language. Lectures done in pidgin English are bad enough, but when it comes to trying to put them over in

(Continued on page 225)



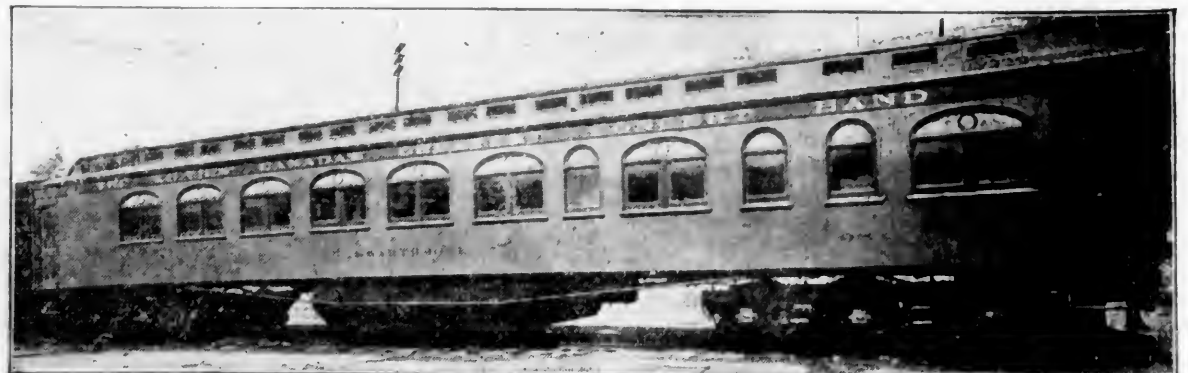
Carolina Concert Trio  
Booked solid for thirty weeks in Indiana

public entertainment or instruction. Our Lowell institute, the influence of which has been and is beyond price, and the Brooklyn institute of New York creditably remain almost the only oases in a desert. Mention of the Institute and of John Phoenix recalls the pleasantry by which he accounted for the nonappearance of his fabulous lecture on astronomy, saying that it was prepared for the Lowell Institute in Boston, but, greatly to his surprise, he had never been asked to deliver it there."

After the spasm of laughter has worn off and that joke has died out even in England, then let us see whether the facts are as stated or whether the trouble with the good brother's facts is that they are not facts at all. To begin with, he has not established the fact that the lyceum is dead.



K. M. White  
Manager White Entertainment  
Bureau, Boston



How the "Kilties" Band Travels  
Private car, "Swarthmore," of the famous "Kilties" Band of Canada



# A FIRST PERFORMANCE AT "THE GLOBE"

By **KARL MANTZIUS, PH.D.**

(From "A History of Theatrical Art," by the same author. Published by Duckworth & Co., London.)

It is between two and three o'clock. There is bustle and excitement within the high wooden walls of "The Globe" Theater.

Today there is a first performance, and great expectations are entertained with regard to the new play. In the tiring house the actors are nervously busy in putting on their magnificent new clothes and their wigs, and in painting their cheeks. The boys who play the female parts are pinched into tightening stays and adorned, painted and perfumed like any lady. The prompter and the stage keeper run busily about with lists in their hands, seeing that all the properties are ready and that the musicians tune their instruments.

The Prologue is ready. He walks solemnly up and down in his black velvet cloak, a garment which is always worn by this functionary, mumbling to himself the introductory verses which he has to recite. He is a tall, stately man of a distinguished appearance; the black velvet suits him, tho it adds to the pallor which excitement gives to his face. He is not painted—and he rubs his cheeks to give them a little color.

From the audience we hear the ever increasing sounds of humming and buzzing, now and then mixed with loud cries of female voices. We distinguish the words: "Apples! Nuts! Ale! Canary!"

The Prologue enters by one of the large gates at the back of the stage. The draperies which divide it from the stage proper are drawn aside, and he looks out into the house.

There they stand, his judges yonder in the "yard," all those apprentices, soldiers and sailors, mixed up with the worst dregs of London, gamblers, pickpockets and women of low repute, the people who, before three hours have passed, will have pronounced their two-penny verdict on the work in which he has expressed his fine soul's best feelings and thoughts. For it is he, the Prologue himself, who has written the new play. The expensive seats, boxes and galleries are still

empty. Only a few lackeys sit yawning while occupying the places which they have taken for their employers. But the upper gallery, to which the admission is very cheap, is quite full, and a lively fire of coarse jokes is kept up between the gallery and the pit. People are playing cards, they drink, shout and cry and a smell of food, ale,

## HAMLET'S ADVICE TO THE PLAYERS

"Speak the speech, I pray you, as I pronounced it to you trippingly on the tongue, but if you mouth it, as many of our players do, I had as lief the town crier spoke my lines. Nor do not saw the air too much with your hands thus, but use all gently, for in the very torrent, tempest and (as I may say) whirlwind of your passion, you must acquire and beget a temperance that may give it smoothness. Oh, it offends me to the soul to hear a robustious periwig-pated fellow tear a passion to tatters, to very rags, to split the ears of the groundlings, who for the most part are capable of nothing but inexplicable dumb shows and noise. I would have such a fellow whipped for o'er-doing Termagant; it out-herods Herod. Pray you, avoid it."

tobacco, garlic and cheap wine fills the house, and finds its way out thru the opening of the roof, like smoke mounting thru a chimney.

The Prologue turns up his nose contemptuously and draws back his head. At this moment there is a gentle touch on his shoulder, and a voice asks kindly: "Aye, Will, how are you?" He turns around. It is the manager, Richard

Burbage, who also is ready to begin. They shake hands. "I am afraid those fellows will kill us before our time with their smell of garlic," says the Prologue, making room for Burbage, who now peeps out between the curtains.

Burbage, too, is dressed in black, but in the short costume of a young nobleman. He is a little shorter than Will and rather stout. His bearded face with the gentle, sensitive features and the large expressive eyes casts an inquisitive and business-like glance into the house. "Now the great people begin to come," he says, looking back over his shoulder at Will. "Look how they pour in. Look, there is young Sir Francis. He has gone into the pit and glances along the galleries to find a place near the finest girl. I hope we shall give him something else to think of today. Shan't we, old Will?" "We shall see," Will answers quietly.

In the house, boxes and galleries are filling with stately gentlemen and ladies. The gentlemen in costly silk and velvet dresses, with gold chains on their breasts, stiff Spanish collars, fine lace cuffs, high hats or low caps with flying ostrich feathers. The ladies, more gorgeous still, in tight-laced, long-pointed stays, enormous puffed sleeves, high lace collars, their towering natural, or false, hair interwoven with pearls—the natural hair was seldom sufficient for the fashionable head dresses of the time—ears and fingers glittering with jewels, gloves with gold embroidered initials, faces bright with white and red paint, costly fragrance emanating from their persons.

Not all, however, show their faces, as most of the well-bred ladies are masked. It is a peculiar and motley sight to see the boxes filling with all these variegated masks, wax-yellow, reddish-brown, jet-black, grass-green, cherry or apple-grey, thru which the eyes cast their mysterious glances, while the bejeweled hands wave the large ostrich feather fans. High up in the top gallery we see the light-living company of the

(Continued on page 229)

# ROCKS AND SHOALS IN THE SEA OF PRODUCTION

By **W. STEPHEN BUSH**

Author's Note—I am writing this article by way of warning to such readers and friends of readers of The Billboard as might be tempted to put their money in "pictures." The 60,000 readers of The Billboard are found in all fields and branches of the amusement world in and out of the world of motion pictures. I know that of these 60,000 readers many have in the past been tempted and have allowed their enthusiasm to triumph over their common sense. The article is also inspired by the wish to set the true facts in the production field before my readers. There is an avenue of approach to the producing field, but it is beset with thorns. In the motion picture industry as in every other field of human endeavor it is still true that "the gods" have always exacted the sweat before balancing the reward.

THE public dollars sunk in unproductive motion pictures defy calculation by the sheer immensity of numbers. If facts and figures count for anything no field of human activity has a greater lure than the "possibilities" of this "infant industry." Oil and gold and the other idols of Wall street are worshiped in the glare of the noonday sun; the number of the votaries and their invested wealth is forever exposed to the cold eye of the statistician. It is quite different with the devotees of the celluloid. True, motion picture stocks of various kinds are listed on the stock exchange and fluctuate very much like other stocks do, but the money invested in these stocks is as nothing compared to the sums of good old cash that go into "private motion picture enterprises."

Again and again I have been called into consultation by men who buy in the open market and encourage all sources of independent production. To understand the situation thoroly it must be pointed out that the field of motion picture production is today largely pre-empted by old established concerns doing their own producing and buying nothing whatever from outside sources. They produce and distribute their own pictures and control 70% of the total output.

This fact alone, it would seem, ought to make independent producing a rather precarious venture at best. The picture produced by other than the 70% now in possession challenges comparison with the prevailing best in the market and must stand rigorous tests.

## DREAMS OF WEALTH

I am well aware of the bromidic character of these statements, but millions are not and continue to dream of wealth via the motion picture. In a sea strewn with wrecks, full of uncharted reefs and rocks, shoals and fogs, with no friendly beacon or warning bell, thousands and tens of thousands are more or less gaily sailing into certain disaster.

IN this city (New York) there are about two score projection rooms—rooms equipped for the "screening" of motion pictures. These rooms are busy all day and generally a good part of the night. They charge on an average three dollars an hour or a trifle more and it takes about fifteen minutes to run off a thousand feet of film. The rest is a simple matter of elementary arithmetic. By far the greater number of subjects shown consist of what are termed "dramatic features."

I have interviewed the operators who run the machines thru which these patient strips of celluloid are projected. The men I have spoken to see thousands upon thousands of this filmed stuff run off every day. Of course, they become calloused and take their fate without complaining. At the end of a busy day I found one of these "projecting engineers" wrapping up five reels to be kept over night. I sought to make the man talk by a display of sympathy and commenting upon his lot.

## REELS WITHOUT END

"Oh," he said, wiping his brow, "I am pretty well used to it now, but at first I suffered from insomnia after seeing reels and reels of awful pictures every day. I used to be an operator at one of the small theaters in the city and having saved a little money I decided to open this projection room, and it is going along pretty well. I had to hire two assistants in less than a month after I started. Where all these pictures are coming from I haven't any idea. Sometimes I think that many of the boarding houses of the city have gone into motion pictures. I suppose that one of the boarders has some remote connection with a motion picture man or may have been impressed by seeing long waiting lines at the motion picture theaters. At any rate he talks about the 'possibilities' of the motion pictures as a get-rich-quick investment. The prospect of quick returns on small investments and the appeal to personal vanity result in the formation of a motion picture producing company in which the various boarders take stock. It is always easy to find the director out of work. So many of these motion picture directors rather than return to the carrying of scenery or the playing in stock will seize any chance to avoid useful but laborious employment.

The motion picture district, bounded on the east by Fifth avenue, on the west by Eighth avenue, on the south by Fortieth street and on the north by Fifty-first street, swarms with this gentry. Then the boarders themselves are transmuted into a cast of motion picture actors, a quantity of raw stock is bought, perhaps a studio is hired, and in less than a month's time a five-reel 'dramatic feature' is sent into this unsuspecting world.

"I have come to this conclusion by watching the men and women who go into the projection room to see the first private showing. As a rule they look like men and women without any theatrical experience. No matter how bad the

(Continued on page 225)

# IS THE LYCEUM NO MORE? An Answer To The Boston Herald Which Stated That The Lyceum Type Of Entertainment Was Superseded By The Movies.

*By FRED HIGH.*

It is appalling the amount of ignorance that is still conjured up in the mind of the average city editor when he opens his pages to the supposed news about lyceum and chautauqua affairs he opens one of the greatest forces in the world to ignorance.

Let's dissect this so-called editorial which a number of other ignorant editors have reprinted with alacrity and without comment. Here is the first bundle of learned ignorance as it was tucked away in the very first paragraph:

"The recently announced bankruptcy of the Pond Lyceum Bureau is a melancholy reminder of the disappearance and extinction of that peculiarly New England institution, tho it eventually extended much farther, the lyceum lecture. In the last half of the last century hardly any intelligent and enterprising country was without its local lyceum, or winter lecture course, or both. As a means of public enlightenment the lecture platform came to rival the press and the pulpit. Orators, scholars, statesmen and divines of the first rank, among whom Wendell Phillips, Henry Ward Beecher and John B. Gough were perhaps the most popular, willingly availed of it to augment their income and, incidentally, sometimes principally, as in the case of Phillips on slavery and Gough on temperance, to create or direct public opinion on the most vital social subjects."

Reason of the boldness of this line, "Tho it extended much farther." Wonder if the wise old owl who wrote that knows that right now an entire chautauqua outfit is on its way to New Zealand to spend the season there and that this was made possible by the hustle of a couple of American boys, Roy Ellison and C. H. White?

## THE PROOF

But the saddest part of it all is that right in the editor's same town where beans still am and the lyceum is no more is located the largest independent bureau in the world. A bureau that has 500 lyceum courses where it supplies talent.

K. M. White is the manager of that bureau. It was started twenty years ago and today is handling more substantial business than ever before. K. M. White has alone booked, thru his bureau, more dates on substantial lecturers and really fine musical attractions during the current year than during the previous ten years of his work.

It might be expecting too much of our Boston editorial dispenser of what isn't so to ask him to step around to 100 Boylston street and get some facts about the lyceum. Get live facts. Don't meditate over the graves of Beecher, Gough and Phillips. The war of the sixties is at least over, even if late hostilities are still on.

While on this investigation tour try to visit the schools where music, elocution, the dramatic arts and such kindred evidences of culture and self-expression are taught and see if you don't find that a large number of the young men and women there registered have come from the smaller towns where they received their first impulse to study and work and achieve from some lecturer, musician, artist or combination of these that appeared in the little home town as one number of the lyceum or lecture course. Chicago is literally filled with

these young people who will some day be heard. Other cities even as far West as Portland and San Francisco report the same is true of their institutions.

## WHO KILLED COCK ROBIN?

"The first sign of degeneration appeared in a tendency to substitute mere entertainment for uplifting oratory, to tickle the ears or risibilities of the public more than to feed their minds. The humorists, John Phoenix, Artemus Ward, Josh Billings and Mark Twain, gradually undermined the orators and scholars, the elocutionist and the concert troupe came into the field, and, finally, the moving picture show seems now to have given the coup de grace to almost all other forms of

He just asserted that as a fact. But there are probably 15,000 towns and communities where the multitudes will next year have a lyceum course and where the people may not hear Wendell Phillips, or even go to the Lowell institute, but where they will hear speakers tell of the more or less stirring events of the past decade. And don't forget that during the past few years we have had more real stirring events, more great events that have challenged the brain muscle and moral courage of men and women than we have had for the past fifty years. Yes, even one hundred years. These have really been the times that have tried men's souls. We have stress and turmoil during the economic and social revolution which has been no less strenuous because it was fought in the mental arena and not with bullets. And the lyceum men and women have led in this battle. Not by discussing socialism and sovietism, communism and a million other isms, but by preparing the minds of men and women to receive ideas. To strive to advance. We have helped to dispel ignorance or at least a part of it.

## RESULTS OF LYCEUM ACTIVITY

K. M. White not long ago wrote to us and among other things said: "It is my firm conviction that the lyceum has helped to make all those communities better where they have had a course of lectures, entertainments and uplifting amusements. This has also helped to decrease the large percentage of illiteracy that was prevalent in this country a decade ago. I certainly am firm in my conviction that the small per cent evidenced in New England in this respect is due in a great measure to the fact the lyceum has penetrated to every nook and corner of New England."

Mr. White says: "I believe the lyceum has not scratched the surface of its possibilities in the United States."

"The lyceum lecture having gone bankrupt, the lyceum bureau naturally follows it. As a purveyor to the lecture platform, the late Major James B. Pond was first for a generation. His tact in managing the kittle-cattle with whom he had to deal, and his skill in advertising them, gave him a primacy in that field almost equal to that of Barnum in the show business, and made his name almost as familiar. It was these gifts of Major Pond that prompted the ill-balanced and ill-starred Elbert Hubbard, who went down with the Lusitania, a man, like Yorick, of infinite jest and of some sound philosophy, at a birthday dinner given Major Pond by his corps of lecturers, to propose as a toast to the Major the words of the psalmist:

"It is he that hath made us, and not we ourselves."

## HOW LECTURERS HAVE GONE BANKRUPT

Has the lecturer gone bankrupt? The one who caused the Pond trouble was not a lecturer, but Maeterlinck. He went wrong because he couldn't even talk English. Pond deserved all the trouble he got into when he tried to foist a man on the public who, if gossip hath it right, had to have an interpreter do the talking when the deal was made for a lecture tour. America is just now getting over its long sleep of folly, where it has tried to pretend to believe that it preferred singing in a foreign tongue to the songs of our own language. Lectures done in pidgin English are bad enough, but when it comes to trying to put them over in

(Continued on page 228)



Carolina Concert Trio  
Booked solid for thirty weeks in Indiana

public entertainment or instruction. Our Lowell institute, the influence of which has been and is beyond price, and the Brooklyn institute of New York creditably remain almost the only oases in a desert. Mention of the institute and of John Phoenix recalls the pleasant by which he accounted for the nonappearance of his fabulous lecture on astronomy, saying that it was prepared for the Lowell institute in Boston, but, greatly to his surprise, he had never been asked to deliver it there."

After the spasm of laughter has worn off and that joke has died out even in England, then let us see whether the facts are as stated or whether the trouble with the good brother's facts is that they are not facts at all. To begin with, he has not established the fact that the lyceum is dead.



K. M. White  
Manager White Entertainment  
Bureau, Boston



How the "Kilties" Band Travels  
Private car, "Swarthmore," of the famous "Kilties" Band of Canada



# A FIRST PERFORMANCE AT "THE GLOBE"

By **KARL MANTZIUS, PH.D.**

(From "A History of Theatrical Art," by the same author. Published by Duckworth & Co., London.)

It is between two and three o'clock. There is bustle and excitement within the high wooden walls of "The Globe" Theater.

Today there is a first performance, and great expectations are entertained with regard to the new play. In the tiring house the actors are nervously busy in putting on their magnificent new clothes and their wigs, and in painting their cheeks. The boys who play the female parts are pinched into tightening stays and adorned, painted and perfumed like any lady. The prompter and the stage keeper run busily about with lists in their hands, seeing that all the properties are ready and that the musicians tune their instruments.

The Prologue is ready. He walks solemnly up and down in his black velvet cloak, a garment which is always worn by this functionary, mumbling to himself the introductory verses which he has to recite. He is a tall, stately man of a distinguished appearance; the black velvet suits him, tho it adds to the pallor which excitement gives to his face. He is not painted—and he rubs his cheeks to give them a little color.

From the audience we hear the ever increasing sounds of humming and buzzing, now and then mixed with loud cries of female voices. We distinguish the words: "Apples! Nuts! Aie! Canary!"

The Prologue enters by one of the large gates at the back of the stage. The draperies which divide it from the stage proper are drawn aside, and he looks out into the house.

There they stand, his judges yonder in the "yard," all those apprentices, soldiers and sailors, mixed up with the worst dregs of London, gamblers, pickpockets and women of low repute, the people who, before three hours have passed, will have pronounced their two-penny verdict on the work in which he has expressed his fine soul's best feelings and thoughts. For it is he, the Prologue himself, who has written the new play. The expensive seats, boxes and galleries are still

empty. Only a few lackeys sit yawning while occupying the places which they have taken for their employers. But the upper gallery, to which the admission is very cheap, is quite full, and a lively fire of coarse jokes is kept up between the gallery and the pit. People are playing cards, they drink, shout and cry and a smell of food, ale,

## HAMLET'S ADVICE TO THE PLAYERS

"Speak the speech, I pray you, as I pronounced it to you trippingly on the tongue, but if you mouth it, as many of our players do, I had as lief the town crier spoke my lines. Nor do not saw the air too much with your hands thus, but use all gently, for in the very torrent, tempest and (as I may say) whirlwind of your passion, you must acquire and beget a temperance that may give it smoothness. Oh, it offends me to the soul to hear a robustious periwig-pated fellow tear a passion to tatters, to very rags, to split the ears of the groundlings, who for the most part are capable of nothing but inexplicable dumb shows and noise. I would have such a fellow whipped for o'er-doing Termagant; it out-herods Herod. Pray you, avoid it."

tobacco, garlic and cheap wine fills the house, and finds its way out thru the opening of the roof, like smoke mounting thru a chimney.

The Prologue turns up his nose contemptuously and draws back his head. At this moment there is a gentle touch on his shoulder, and a voice asks kindly: "Aye, Will, how are you?" He turns around. It is the manager, Richard

Burbage, who also is ready to begin. They shake hands. "I am afraid those fellows will kill us before our time with their smell of garlic," says the

Prologue, making room for Burbage, who now peeps out between the curtains.

Burbage, too, is dressed in black, but in the short costume of a young nobleman. He is a little shorter than Will and rather stout. His bearded face with the gentle, sensitive features and the large expressive eyes casts an inquisitive and business-like glance into the house. "Now the great people begin to come," he says, looking back over his shoulder at Will. "Look how they pour in. Look, there is young Sir Francis. He has gone into the pit and glances along the galleries to find a place near the finest girl. I hope we shall give him something else to think of today. Shan't we, old Will?" "We shall see," Will answers quietly.

In the house, boxes and galleries are filling with stately gentlemen and ladies. The gentlemen in costly silk and velvet dresses, with gold chains on their breasts, stiff Spanish collars, fine lace cuffs, high hats or low caps with flying ostrich feathers. The ladies, more gorgeous still, in tight-laced, long-pointed stays, enormous puffed sleeves, high lace collars, their towering natural, or false, hair interwoven with pearls—the natural hair was seldom sufficient for the fashionable head dresses of the time—ears and fingers glittering with jewels, gloves with gold embroidered initials, faces bright with white and red paint, costly fragrance emanating from their persons.

Not all, however, show their faces, as most of the well-bred ladies are masked. It is a peculiar and motley sight to see the boxes filling with all these variegated masks, wax-yellow, reddish-brown, jet-black, grass-green, cherry or apple-grey, thru which the eyes cast their mysterious glances, while the bejeweled hands wave the large ostrich feather fans. High up in the top gallery we see the light-living company of the

(Continued on page 220)

# ROCKS AND SHOALS IN THE SEA OF PRODUCTION

By **W. STEPHEN BUSH**

Author's Note—I am writing this article by way of warning to such readers and friends of readers of The Billboard as might be tempted to put their money in "pictures." The 60,000 readers of The Billboard are found in all fields and branches of the amusement world in and out of the world of motion pictures. I know that of these 60,000 readers many have in the past been tempted and have allowed their enthusiasm to triumph over their common sense. The article is also inspired by the wish to set the true facts in the production field before my readers. There is an avenue of approach to the producing field, but it is beset with thorns. In the motion picture industry as in every other field of human endeavor it is still true that "the gods" have always exacted the sweat before balancing the reward.

THE public dollars sunk in unproductive motion pictures defy calculation by the sheer immensity of numbers. If facts and figures count for anything no field of human activity has a greater lure than the "possibilities" of this "infant industry." Oil and gold and the other idols of Wall street are worshiped in the glare of the moonday sun; the number of the votaries and their invested wealth is forever exposed to the cold eye of the statistician. It is quite different with the devotees of the celluloid. True, motion picture stocks of various kinds are listed on the stock exchange and fluctuate very much like other stocks do, but the money invested in these stocks is as nothing compared to the sums of good old cash that go into "private motion picture enterprises."

Again and again I have been called into consultation by men who buy in the open market and encourage all sources of independent production. To understand the situation thoroly it must be pointed out that the field of motion picture production is today largely pre-empted by old established concerns doing their own producing and buying nothing whatever from outside sources. They produce and distribute their own pictures and control 70% of the total output.

This fact alone, it would seem, ought to make independent producing a rather precarious venture at best. The picture produced by other than the 70% now in possession challenges comparison with the prevailing best in the market and must stand rigorous tests.

## DREAMS OF WEALTH

I am well aware of the bromidic character of these statements, but millions are not and continue to dream of wealth via the motion picture. In a sea strewn with wrecks, full of uncharted reefs and rocks, shoals and fogs, with no friendly beacon or warning bell, thousands and tens of thousands are more or less gaily sailing into certain disaster.

IN this city (New York) there are about two score projection rooms—rooms equipped for the "screening" of motion pictures. These rooms are busy all day and generally a good part of the night. They charge on an average three dollars an hour or a trifle more and it takes about fifteen minutes to run off a thousand feet of film. The rest is a simple matter of elementary arithmetic. By far the greater number of subjects shown consist of what are termed "dramatic features."

I have interviewed the operators who run the machines thru which these patient strips of celluloid are projected. The men I have spoken to see thousands upon thousands of this filmed stuff run off every day. Of course, they become calloused and take their fate without complaining. At the end of a busy day I found one of these "projecting engineers" wrapping up five reels to be kept over night. I sought to make the man talk by a display of sympathy and commenting upon his lot.

## REELS WITHOUT END

"Oh," he said, wiping his brow, "I am pretty well used to it now, but at first I suffered from insomnia after seeing reels and reels of awful pictures every day. I used to be an operator at one of the small theaters in the city and having saved a little money I decided to open this projection room, and it is going along pretty well. I had to hire two assistants in less than a month after I started. Where all these pictures are coming from I haven't any idea. Sometimes I think that many of the boarding houses of the city have gone into motion pictures. I suppose that one of the boarders has some remote connection with a motion picture man or may have been impressed by seeing long waiting lines at the motion picture theaters. At any rate he talks about the 'possibilities' of the motion pictures as a get-rich-quick investment. The prospect of quick returns on small investments and the appeal to personal vanity result in the formation of a motion picture producing company in which the various boarders take stock. It is always easy to find the director out of work. So many of these motion picture directors rather than return to the carrying of scenery or the playing in stock will seize any chance to avoid useful but laborious employment.

"The motion picture district, bounded on the east by Fifth avenue, on the west by Eighth avenue, on the south by Fortieth street and on the north by Fifty-first street, swarms with this gentry. Then the boarders themselves are transmuted into a cast of motion picture actors, a quantity of raw stock is bought, perhaps a studio is hired, and in less than a month's time a five-reel 'dramatic feature' is sent into this unsuspecting world.

"I have come to this conclusion by watching the men and women who go into the projection room to see the first private showing. As a rule they look like men and women without any theatrical experience. No matter how bad the

(Continued on page 225)

# STORY OF THE GREAT WATER CIRCUS

By H. E. "PUNCH" WHEELER

IN May, 1915—don't forget the date—W. H. (Bill) Rice thought up a hot one. Any promoting genius who could borrow a sixty thousand steamboat for the two hundred and seventy odd people assembled at Pittsburg—"odd" is perfectly all right—all the highest salaried mermaids, log rollers, Monte Cristo sack escapers—in the water, sure—water polo players, several King Neptunes in stock, as a dozen of them were necessary, at times, to shove the whole plant out into the middle of the river when the license was too high; as remarked, any water impresario was one real promoter who could conceive such a damp holiday tour, and "Bill" Rice is the master showman of water history, borrowing this big hotel boat, then rent, on time, \$1 down and \$1 per season, eight of the largest flat barges ever in the Ohio River. These were for the water carnival show grounds, the big tank, Harry T. Freed's grand, new merry-go-round, "Red" McIntyre's circus side-show and annexes, the candy stands, restaurant, over one hundred concessioners, many of whom soon jumped overboard—at least they were missing, as it was the easiest way to "blow"—and a motley aggregation of expert scale weighers, spindles, musicians, performers, agents, cooks, waiters, etc., in fact everybody or anybody that had no home or anything else particularly to do, and didn't care what became of him, or what his finish might be, and had no other place to go anyway, immediately conceived the bright idea that a great tour on the Western water would just be the finest thing in the world for their general health.

It devolved upon Lawrence E. Duke, now manager for H. T. Freed's Exposition, to shoo ashore most of these alleged showmen, which he accomplished in such a diplomatic manner, only about ten roustabouts with clubs were necessary as helpers. Harry Dore's experience, congeniality and generalship could hold together an army of troupers.

Our immense and talented "marine band," as long as they kept near enough together for Harry ("Fat") Waugh to count 'em, numbered from fifty-six to one hundred and ten, coming and going along the shore, according to how the crops were, and if the farmers needed help; however, that was a small matter, as the bandmaster had just put an advertisement in the local papers for more musicians, and sixteen bass drummers joined at Steubenville. He forgot to say what kind.

Harry ("Fat") Waugh was the famous "purser," and a very able seaman, and in plain language a purser is supposed to be a sort of treasurer, handling money, but as he had so much time on his hands the mermaids taught him how to knit socks for the musicians, as they all had to join the army later or go to work.

This is the first time the story of the Water Circus has been even partly told, and the only hazy thing is what became of Capt. Geo. Alabama Florida and his crew on the advance boat, the Rambler, after the "purser" paid 'em off with life preservers.

George was the greatest river scout ever on the raging main, or even on the wild waves, some of 'em, at times, over two feet high and as wide as the river.

The whole floating aqua-equesculiculum, operatic plantation show grounds, madhouse raft, or whatever it was called, seemed about as long as from Evansville, Ind., to Henderson, Ky. Anyhow, it was so long Pete Cella, the steward, instructed Harry Fink, captain of waiters, to send the lookouts on the front barges their meals by train whenever there was a railroad. It is impossible to state the exact dimensions, as so many strange barges kept joining out that by the time this watery eques., etc., reached Cairo the big show had barges for sale.

Well, the last seen of George Alabama he was about twelve feet ahead of the first barge billing

manager, conductor, cashier, pilot and engineer of this institution and at some landings where the natives had never caroused on one of "them there" flying Jennies they left fine automobiles on shore and rode the merry all night, so it was necessary at several points to move the entire audience to the next town, as they had plenty of time to walk back home, and it was this same carousel that promoted Harry T. Freed into the big management carnival class.

At Charleroi the captain notified all hands that as the river was raising ten feet an hour the big steamer that towed the barges must pull out immediately so as to get under the four bridges at Pittsburg, so after the night exhibition tugs delivered the barges to the home docks while the business staff, performers and bandmen returned by trolley cars. Dick Davenport said it was the first time he ever traveled on the river by street cars. Charles Soderburg was the darling high

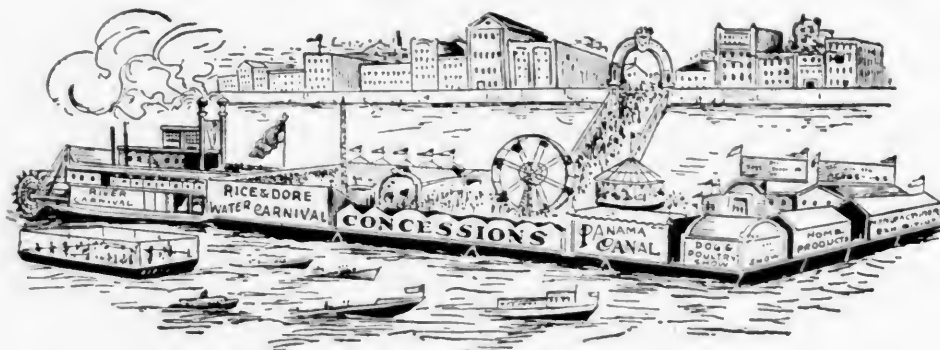
diver of the world and no height ever phased him. When he made the lofty dive off the great Alleghany bridge, 187 feet high, the life savers expected to find his body later on near Cincinnati, but the guards in boat below said the distance was so long that Soderburg had so much time he explained to hundreds of sightseers in skiffs and boats below all about the program, time the doors opened, the prices, etc. Joe Flory was a neat and skillful expert and performed a somersault dive of his own invention. Six of the champion mermaids gave short and fancy diving, but none

of them did any knitting on the way down. Inez Fanjoy, a California beauty, has probably leaped from more high bridges, thrilling thousands of sightseers, than any other water celebrity. Mr. Rice discovered her in 1914 on a trip to the coast. Mabel Smith, afterwards one of the popular aquatic stars in the New York Hippodrome, was the champion long distance swimmer of all America. All the water ring talent had established records and medals galore.

Now on our gentle way into the Ohio River, all in the happiest of moods, except the hamburger man, for an alligator ate all his stock. This was the only show on earth that couldn't play return dates, because it was impossible to float up stream. The outfit left the Monongahela in a blaze of glory, amid the most dismal forebodings of all the expert knockers, half-wise calculators and tin-horn critics, who, at that, were liberal and decent enough to give this venture a long life of at least ten days, but the real facts

are the tour ran twenty-one weeks, three days and seven hours and eleven minutes as faithfully recorded by the head barber's Ingersoll. And it would be touring the Western waters today had not an experienced government pilot miscalculated his bearings and plowed the frail wooden barges on a newly formed sandbar in the Mississippi eight miles above Burlington, Ia.

Here was a brand new successful show (Con'd on 220)



Most wonderful aquatic exhibition ever conceived by showmen

the next stand Harry Dore, champion able seaman, deserves the highest praise for his wonderful management, for right here "Bill" Rice, having accomplished the most remarkably marvelous financial aquatic feat ever in watery show business, was now "resting on his oars," so to speak, using a well-known deep sea expression. "Bill" at once quit thinking and fished all day off Harry Freed's merry-go-round so as, he calmly remarked: "To catch 'em coming and going." His success was so astounding that often whenever it was announced that dinner was over (before it had commenced) it was gently circulated in mermaid and musicianly circles that "Bill" was not fishing today. In fact, when the talent had canned salmon for a meal the mermaid sewing circle cautiously advised that the steamboat was taking on more coal.

At that it was the greatest tour ever made in the show business, and that is a whole mouthful of honest remarks, and with Rice and Dore and Harry T. Freed, the three greatest plungers, and no better fellows ever tramped on land or sea. The scheme was so novel, new and thrilling it was absolutely high degree experimenting.

After leaving Pittsburg, where the fourteen champion expert high divers had leaped from the enormous Alleghany River bridge and swam to the barges, in view of a hundred thousand people, stopping all traffic, the grand flotilla hoisted anchor and gallily sailed the Monongahela for Brownsville, Pa., the opening date abroad. This amazing, astounding sea carnival had the most remarkably strong voiced chief mate that ever sailed out of Pittsburg, and Harry Fitzgerald always claimed that this same hard-boiled, bull-lunged, roughneck master seaman hollered from Monessen to the postmaster at New Caledonia to forward his mail to Bonner's Ferry.

"Fitz" was the advertising banner man when he had time, but his real business was trying to rub the sun burn off the many diving venuses, but on good days there was enough cloth left over to make summer pajamas for all the charming mermaids, Palm Beach suits for the deck hands, also a B. V. D. spring overcoat for the genial press agent.

Once, in order to replenish the larder, the wonderful circus whale stopped at a river plantation and gave the farmers a morning matinee for three dozen eggs. It was not a regular show program, for Harry T. Freed only took them two or three miles behind a lot of his fastest horses on the carousel. Mr. Freed was the owner,



"Punch" Wheeler  
Before joining the Water  
Circus



"Punch" Wheeler  
And the same press agent after  
the tour



# ELEVATION OF THE CARNIVAL - As Observed By A Publicity Man

By EDWARD RUSSELL SALTER

I CANNOT understand just why my esteemed friend, the editor of The Billboard, called upon the writer for an article on the Elevation of the Carnival, and do not believe I can do the subject justice. However, just to oblige, I am willingly acquiescing by adding a subtitle, "As Observed by a Publicity Man" (sort of an absent treatment). First Daniel Webster's definition of carnival is "A festival celebrated the week before Lent; a time of feast or revelry; a revel." This information demonstrates the fact that up to about two years ago very few carnival managers fully understood the meaning of the title they had appended to their shows. Johnny J. Jones, to get away from the odoriferous stench the word carnival spread thru the length and breadth of the land, gave to his organization the title of "Exposition," just to expurgate his enterprise from the leeches who were fast depreciating the value of the word carnival. And today there are very few who do not, in some manner, attach the appellation of exposition to their show title. The word or title, carnival, attached to a street fair, or almost any outdoor amusement, other than foot or baseball, is most appropriate, when the title is not defamed.

It is very evident that many managers interpreted Mr. Webster's word, "Revel," to mean '49 Camps, dirty girl shows, crooked gambling games, etc. Thru the official ignorance of some of the minions of the law, and the connivance of the legal adjusters attached to the carnival companies and the more "wise" officers, these nefarious leeches of an honorable profession thrived and flourished to such an extent that the outdoor amusement seekers, at last realizing that carnivals were throttling all semblance of decency from their heretofore most popular form of outdoor amusement, stepped in and agitated public opinion so strongly against this prostitution of their former innocent pleasure that the wheels of legislation for reform started revolving, and the popular wave of decency in carnivals spread country-wide and sprang into activity as spontaneously as did the prohibition wave. Managers were compelled to do away with the former vulgarity portion of their entertainment. Many saw the handwriting on the wall and complied voluntarily with the public wishes. Others (and some of this class still remain) defied all respect for decency and continue to "revel" with their nauseous performances. However, the "bad boys" of the profession have, in the past three years, been weeded out to a most gratifying extent. With the brains and

knowledge possessed by the leading owners of outdoor amusements, backed by a fearless and absolute determination by the majority of them to cleanse their present conditions and safeguard their future interests, and with each one striving to legitimately keep his plans and policies ahead of his nearest competitor, the outdoor amusement profession will soon become as strong morally and financially as it was when first inaugurated by the Alliance (O.) grocer, Frank Gaskill.

Much as I dislike to do so I cannot see my way clear in writing this article without bringing the name of my respected employer, Johnny J. Jones, into it. Since my connection with Mr. Jones' enterprise there has never been the semblance of '49 camps, vulgar girl shows, strong gambling joints, etc., and thru this doughty Welshman's adherence to that policy, his honesty and square dealing, and efforts to maintain meritoriousness in his performances, his rapid ascendancy to his present high position in the amusement world gives him an environment of juxtaposition to miraculosity. Personally I have never visited but three carnival shows, therefore this article must be confined to mostly hearsay—altho I have in the course of the past four years met about every carnival manager in the country, for the Johnny J. Jones Exposition is a mecca for professional visitors. Many of them travel hundreds of miles for the visit. Why? They naturally want to satisfy their own curiosity as to what causes everybody to sing the praises of the Johnny J. Jones Exposition. Still they oftentimes seem not to profit from their experience. If you were invited to fill a pail with milk to take home quite naturally the first thing you would do would be to see that the pail did not have a hole in the bottom. No matter how much of the milk you put in, it would do you no good if the pail leaked. And so a visit to the Jones aggregation is not beneficial if there is a leakage in the visitor's bump of knowledge that prevents the foresightedness of realizing what the necessary ingredients are to organize clean entertaining performances.



Ed R. Salter  
Press representative Johnny  
J. Jones Exposition

During the past season many carnivals have been legislated out of business. The closed territory became so vast that an agitation was started to organize a combative party against the legislation of "closed towns." Johnny J. Jones was asked to come within the fold. His reply was: "Johnny J. Jones' Exposition has never been refused into any territory it sought book-

(Continued on page 215)

# FAIR PUBLICITY - By RAY P. SPEER



Ray P. Speer  
General Manager Co-  
Operative Publicity  
Bureau of St. Paul

THE president of a big manufacturing plant in the Northwest dropped in on me several days ago to "talk fair," for altho he has achieved a national reputation as a financier and successful business man in his special field he takes fully as much interest in the little district fair he helps to put on each year in his home town.

"I've been in the fair business only two years," said Mr. Fair Man, "but there is one thing that strikes me as unusual. Whenever we

hold a fair meeting we always talk about the putting on of the fair, discuss the amount of premiums we should offer, and decide how the departments are to be run. It is just like when I sit in on the meeting of the department heads who supervise the making of our machines.

"This seems to me to be entirely wrong, in a way. The biggest and most important meetings of the year in our factory are not on the making of our product, but THE SELLING OF IT. That is our one big problem. If we could master the selling end of our business thoroly ninety per cent of our troubles would be over.

"I am convinced that we have never sold our fair to the people. We had a mighty successful fair this year, but I am convinced that we did not get more than thirty per cent of our prospective attendance. We visited five adjoining fairs. They are considered successful fairs, too, as fairs run, but I am certain that at least four of them did not do as well as we.

Why? BECAUSE THEY SPENT ALL THEIR TIME FIGURING OUT HOW TO PUT ON A FAIR AND VERY LITTLE TIME STUDYING HOW TO SELL THE FAIR TO THE PEOPLE. If fairs are to be conducted like other kinds of business there is going to come a time when every fair will have to put in more time on a study of publicity, or they will fail in their mission to a large extent."

I had taken but little part in the conversation up to this time. It was pleasing, tho, to hear a man big in mind, big in business ability, big in every way, analyze so accurately the biggest problem confronting fairs today—advertising and publicity.

THERE is no question that publicity is the biggest problem of the fair of today. Careful analysis will indicate this in a moment. Let us discuss the problem, step by step.

The modern business institution of any type and kind is divided into two principal fields. One field concerns itself with the problems of manufacture, the other field deals with questions of salesmanship. So true is this that the manufacturing end of the business is always placed in the hands of a supervisor or superintendent of manufacture, while the selling end is placed in the hands of a sales manager or advertising manager. Over all is a business manager, generally the president of the firm. The business manager oversees both manufacturing and selling departments and makes the efforts of both dovetail and co-ordinate.

The supervisor of manufacturing is nearly always a technical man, who has worked up from a lathe or a mechanic's job. He is interested only in the problems of making the product which is to be sold. He studies all the technical magazines dealing with his business, attends all the technical conventions interested in probable processes of manufacture that might be taken over by the factory, and has a library of splendid books on manufacturing. He thinks, eats and sleeps in an atmosphere of manufacturing. When problems of manufacture come up for discussion

in his field his eyes light up, and he speaks authoritatively, but when problems of selling arise he slips back into his chair and permits his mind to wander off on matters more interesting to him.

The sales manager or advertising manager is a person of an entirely different type. He probably couldn't construct the simplest product sold by him. But how he can sell it! He could sell a washing machine to the King of Roumania, and make him like it. His mind runs in an entirely different direction. His studies are in salesmanship, ad writing, publicity, engraving, printing, psychology, economics, literature and dozens of allied subjects. He is in closer touch with the president than any other man, and must be. Problems of manufacture become very much standardized, but problems of selling are constantly shifting. New and newer methods of salesmanship must be employed. Policies of a decade must be junked in a moment to permit newer policies to be placed into operation immediately. There is no position that needs more specialized attention.

Over both manufacturing and selling departments there must be a united supervision. The business manager or president or director of affairs must be a man of sufficient ability and integrity to keep both departments operating in harmony. The right sort of a product must be made for sale. The right sort of plan must be followed in selling that product. If co-ordination is not obtained failure of the business is assured. Undoubtedly this position is harder than either of the other two, for a man of fair mind and broad vision is required who can sympathize with the technical problems of both of them.

THE modern fair is organized on exactly the same principles. Only, sad to relate, most of the problems for discussion which come up are problems of making a fair, and not of selling it. This is due to the fact that fair boards are made up almost entirely of men who have come up thru the manufacturing end of the fair. They are the superintendents of live stock, agriculture, machinery, horticulture, women's work,

(Continued on page 221)

# EYES UP! - A Review And A Forecast Of Exhibition Flying.

By **HARRY E. TUDOR.**

IN former seasonable "special" issues of The Billboard I have forcibly contended that the world owes more than history can ever recount to the enterprise of the American outdoor entrepreneur in the development of aeronautics. To loosen up a little on one's imagination it may be conceded that that same enterprise indirectly played an important part in the war, where the use of the airplane proved a decisive factor in the hostilities, but, in so far as the actual extent of the importance is concerned, such may rest as a matter of conjecture. The simple fact remains of the outdoor showman's inborn and experienced knowledge of "values" having determined the ways and means to—on the one hand—provide for the raising of the wherewithal to assist development of the airplane and—on the other—to demonstrate its utility, and, moreover, educate the general public and the world at large to the fact that the dreams of Jules Verne were prophecies of advanced science and human courage eventually demonstrating man's conquest of the aerial elements.



*Bregunier and May  
Clarence Bregunier on top and Wesley May going to kneel hang from wing skid on Earl S. Daugherty's airplane at Long Beach, California, September 6, 1920*

other senses than the intellectual if pecuniary gain has any place in the calculations of the showman who invests his money and time in any direction where the word "educational" may be applied or considered as an element of success. The first duty of the showman who caters to summer crowds is to educate the public mind in the one direction of more importance than all others—THE GATE.

Old stuff? Certainly, but ever new and never too late to learn.

**W**HATEVER claims may be made for idealists and theorists in human flight who lived and dreamed before the days of Wilbur and Orville Wright, the fact remains that those twin fathers of aviation were the first to negotiate the aerial highways and set the world a-flying. The historically famous flight at Kitty Hawk was accomplished—and all the world wondered. American inventiveness and courage had undertaken and overcome the impossible (!). America had recorded one more distinctive step in scientific reasoning and skill demanding the risking of life to demonstrate the efficiency of an American invention in its embryonic stages.

So far so good, but I do not purpose representing that "educating the public," in itself, is an essential of vast importance in the methods of the purveyor of public entertainment, where it has long been a matter of experienced application in that direction, hav-

merited financial success had those who had set out to "educate the public" properly appreciated that the factor of entertainment should predominate and that the objective element of any spectacular innovation should, first of all, appeal to

Early pioneers of the European aircraft industry have been known to claim that the dis-

(Continued on page 222)

# MAGIC OF TOMORROW

By **RALPH RICHARDS.**

**E**VER since the very beginning of history, before the time of Noah, each age, each generation of man has had its own form of magic and magicians. In the beginning it was but a crude form of rites and prophecies, tricks and illusions being undreamed of, and it was not until the time of Moses that any accurate account can be found of what might be a real feat of magic or illusion. These were the first "miracles" under the Christian religion, altho Chinese history speaks of its sorcerers who lived thousands

of years ago, and who held a strange influence over the people long before the time of the Ming Dynasty or Confucius. The Hindoos have their "fakers," the American Indians their "medicine men," and even the wildest tribes of African negroes, who never saw a white man, had their "witch doctors," who made strong magic to drive out sickness and keep evil spirits away. And each prophet, witch or magician in his respective period was



*Ralph Richards  
"Richards, the Wizard"*

held in awe and wonderment for his strange "powers."

Even as late as the nineteenth century, here in America, people were tortured and burned at the stake because they were thought to be witches and possessed with evil spirits. People of every race, creed and color always have been, always will be seeking something of the great "unknown," to be fascinated by something they

do not understand, something mysterious. Of later years modern science has stepped in, people have become more enlightened, and superstitions greatly overthrown by our great libraries and unlimited publications, which have exposed and given to the general public the secrets of the best tricks in the magician's art; tricks and illusions that required months of patient study, hard work and a wealth of money to bring to perfection. Yet in a few short lines of print their entire charm and fascination to the public have been swept away. It is a matter of great importance to everyone interested in magic, and I have often wondered how many magicians, especially the ones who are now getting their first real foothold on the ladder of fame, or those aspiring for bigger things in the realm of magic, have actually stopped to look seriously into the possibilities and requirements of the future. What does the future demand of the road show magician? Of the magician in vaudeville, in lyceum and chautauqua, and those with carnivals and out-of-door attractions?

I do not consider myself competent as an authority on the subject, for it is too broad and takes in too much territory to be fully and properly handled in one short article, but two facts are paramount of the magician of tomorrow—the tricks that made famous the magicians of yesterday and today will hardly bring fame to the big magician of tomorrow, and he must do bigger, better things in a bigger, better way. To accomplish big things he must take big chances, employ a REAL business manager, conduct his affairs along strictly high standard business methods and keep abreast with the rapid advancement of modern times. His magic must conform with the fancy and the demand of the great public.

Because the latest, really scientific levitation was a big factor in adding fame to Kellar's brilliant career, because Lafayette gained an international reputation with his Lion's Bride, because

Albini was celebrated for the egg bag and bridal chamber and Houdini's fame leaped into history with the milk can and mail bag escapes.

Let no magician imagine that he ever will reach the top pinnacle of success with an old Aga levitation, an egg and a bag or a tin milk can. Right now magic and its allied arts are on the top of the fence of public opinion waiting for the present-day magician to either push them over into the graveyard of oblivion or out onto the road of greater endeavor and success. Never in the history of the world has the public's appetite for magic and the mysteries of the "unknown" been so great as it is right now, and because of that fact all magicians should exert every effort possible to give to magic the best there is in them. For altho there is a great demand for magic, the demand is for better and higher magic and REAL magicians.



*Thurston,  
Kellar's successor*

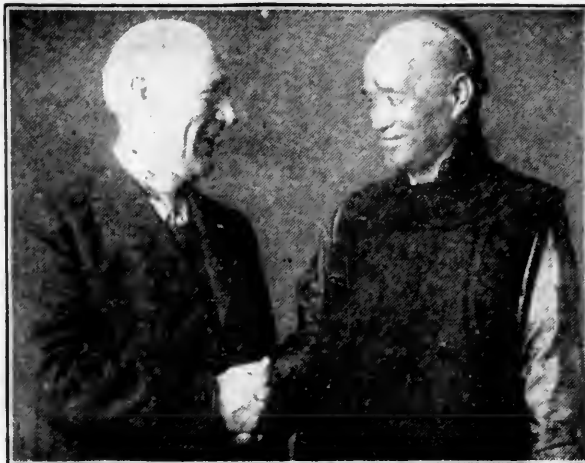
And let every magician keep in mind one great important factor; that almost every religion teaches the belief in the life beyond the grave, and that outside of religious books there is absolutely nothing to show or prove, either in favor or against, the theory that any human being has ever come back as a body, a shade, a ghost or even a whisper. Yet nearly every living person from the lowest type of uncivilized cannibals to the highest mentally developed scientist, believe in immortality in some manner or form.



We seek for a word from beyond the grave with an earnestness rarely devoted to the possibilities of life. Thomas A. Edison has become so deeply interested in the question of immortality that he is now working on a machine, a valve apparatus of intense sensibility, that would allow the faintest vibration, breath or whisper from the other world to express itself magnified ten thousand. When questioned about it reaching the unknown Mr. Edison simply said: "I do not know, but, if possible, I am going to find out." F. W. Lindsley, the city electrician of Toledo, O., has invented and perfected several electrical spiritualistic effects that defy detection and would make nearly all the world's foremost magicians and "mediums" gasp in sheer wonderment and admiration. Mr. Lindsley's inventions are not for sale at random or allowed to reach the hands of the dealers in magic, therefore the secrets will not reach the public until after Mr. Lindsley has passed on.

Think it over, weigh it carefully in your minds, brother magicians, and you cannot but realize the possibilities that a new era is dawning for magic, a magic that will dip deeper into the unknown and keep pace with the advancement and enlightening of the times. I regret that I cannot judiciously express myself more fully, but this will be printed in a public magazine, and others than magicians eagerly read its pages. It is a big project, yet a most delicate one and should be handled only by the more intelligent, deeper thinking magicians who will not abuse and bring it under the bane of suspicion and the critical eye of public investigators as did many fake spirit mediums. It must be held up to a high standard above the reproach given to the common spiritualistic trickery of the fake mediums of yesterday and today.

**M**AGIC as we know and love it today will not be so popular in our theaters tomorrow, for toy makers, magic dealers, books and magazines are outdoing each other in making and explaining tricks and illusions that reach all ages of the general public, even unto the most remote towns and hamlets, and this knowledge naturally will be handed down to the generations



Kellar and Ching Ling Foo  
The world's oldest and greatest magicians

to follow the same as the others have in the past, and a new epoch in magic must burst forth for tomorrow, as a straight presentation of tricks and illusions has already begun to show its loss of interest. The fancy of the people is turning toward something else, something deeper that they cannot fathom, grasping for something they cannot reach, and spiritual "magic" of the unknown immortality seems paramount in the minds of the entire world, brought about principally with the great world war.

In the October 31 issue of The New York Times Helen Bullett Lowry, in an article on magic, says in part: "The Society of American Magicians is launching a propaganda to see that the public stops confusing anything supernatural with magic. And the way they are handling this propaganda is by creating amateurs. They are selling the PUBLIC some of their exposed tricks. They are training them in sleight-of-hand. They are impressing on the PUBLIC the fact that there is a NATURAL explanation for every wonder. They are doing for magic what the phonograph

grand opera record did for music." The general idea conveyed in the article was to impress the reader with the thought that magic is a cold mechanical performance, which anyone could do if provided with the knowledge of the secret or some apparatus. But what would Kellar's levitation have amounted to had he stripped it of the atmosphere he placed around it and simply presented it as a plain mechanical invention? Could Thurston successfully offer his fascinating spirit cabinet to the same audiences each season if he presented it only as a mechanical novelty? It seems incredible that the Society of American Magicians is conducting such a propaganda that will strangle the very life out of the profession that gave it birth. Are the daily performances (?) given at Martinka's in New York a boost to magic when the stage of their theater is far too small to allow anything that even resembles a real magical performance. New York is the melting pot for amusement seekers from the world over, and after witnessing one of these performances given under extreme disadvantages in the HOME of the Society of American Magicians, what kind of an opinion of magic and magicians do you suppose the visitor will carry with him back to Iowa, South America or England?

Magic tomorrow must either be placed on a higher standard, kept out of the whirlpool of commercialism by money-mad dealers, and shrouded with the old atmosphere of the "unknown," or it will be forced out of its rightful place among our most fascinating and entertaining amusements. The secrets of magic MUST be protected, and it is up to the magician of TODAY to save magic for TOMORROW. Do you suppose the average stage hand of a vaudeville theater would pay \$1.50 or \$2 for a seat to see a full evening's magical performance? Certainly not! And why? Because a majority of magicians in vaudeville have allowed the secrets of their best tricks to become known to the stage hands, and nine out of ten will say: "Aw, I know how all those tricks are done. They don't interest me any more." Then suppose thru its propaganda

(Continued on page 227)

# AMUSEMENT PARKS AS A COMMUNITY ASSET

By A. R. HODGE

**S**OME years ago in one of our Chicago papers there appeared on the front page in three-inch type, "GAMBLING AND IMMORALITY RAMPANT IN LOCAL AMUSEMENT PARK." In the sub-heading the amusement park in question was referred to as "A blot on Chicago's fair escutcheon." Following was a two or three-column article dealing in detail with conditions supposed to exist in and about one of Chicago's amusement parks. As to just what park was referred to is neither here nor there and as to whether or not all of the facts related were accurate in this particular case is of little moment. In all probability 99% of the facts were true, and furthermore a lot of facts which could have been published and for the benefit of the public might well have been published, had the reporter been a better reporter or had all avenues of information been open to him. The scare head and subsequent subtitle would furnish an accurate description of far too many amusement parks at the time this story was published.

I have often wondered what type of men could have gotten into the amusement park business and could have been so short sighted as to operate with as little sense of decency and good business practice as constituted the type so prominent in amusement park circles in the past. Judging from the experiences of the many park men with whom I have come in contact in recent years, the present generation of amusement park men has had much to endure and has paid high for the sins of their ancestors. Of the various kinds of institutions depending upon the public for patronage I know of none which if properly conducted could be a bigger asset to any community than an outdoor amusement park. I know of no institution, on the other hand, which could be better described by the subtitle above referred to than an outdoor amusement park if not properly conducted. To me there is no betwixt and between position and an amusement park is either one or the other of the two.

A wonderful public park system, such as Chicago boasts of and of which she might well be proud, as

there is none other in the world which even approaches hers, is a wonderful asset to all citizens, but more especially to the working classes. But after all, the opportunities for a diversity of entertainment are comparatively limited in the ordinary public park, and it has been my observation that the fewer the attractions a public park has the fewer the people who patronize it, and no public park is patronized anywhere near as much as a big amusement park, because there is not the entertainment available, especially for young people and adults; the kiddies being the main benefactors, and incidentally the easiest ones to amuse. Even recently I have seen reports from various reform societies mentioning certain amusement parks as breeding places of vice, flirting grounds, etc., but these same reports always seem to ignore our great public parks and in fact our main thoroughfares. When I say "our" I am not referring to Chicago alone, as the reformers all over the country seem to take special delight in picking on amusement parks regardless of the efforts of their respective managements to conduct their parks in the best manner possible. It has always been my contention that an amusement park is a far safer place for a respectable woman, young or old, or in fact for any respectable individual, than a public highway or a public park, provided said amusement park is properly policed, and as such is a bigger asset to any community for this one reason if none other than any public park. There is an old saying that an idle mind is the devil's workshop. In the public park there is so little to do that mischief is the first thing to crop up, whereas in an amusement park that is packed with various means and devices for entertainment there is much less temptation and opportunity for improprieties.

**E**VEN greater, however, than this opportunity for public service is the provision of free entertainment for the many thousands which we find in any large city who, because of their financial resources, are deprived of that entertainment to which every child

(Continued on page 223)



A. R. Hodge  
Assistant Manager of Riverview Park, Chicago, and Secretary of the N. A. A. P.

# ROLLER SKATING OF YESTERDAY AND TODAY

By JAMES A. TINNEY



James A. Tinney  
Manager Riverview  
Park Rink, Chicago

**I**N the latter part of the nineteenth century roller skating was given but little consideration; in fact it was scarcely known in some parts of the country, and absolutely unknown in other sections, particularly in the Sunny South. Roller skates were of an inferior make, consequently roller skating was somewhat of a hardship, instead of a pleasure, and roller rinks were almost a nonentity. The few that did exist at that

time were cheap affairs, the floors being unkempt while the spectators sat around the rink on rough boards stretched across the tops of barrels and boxes.

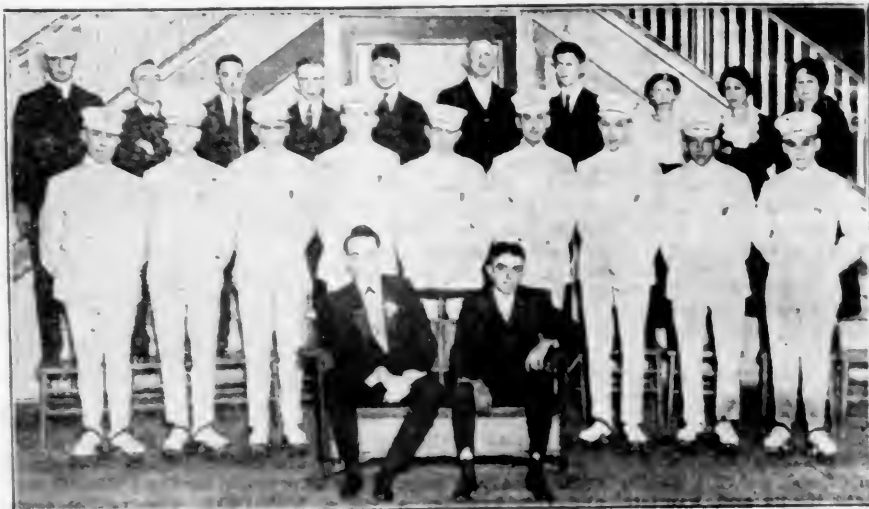
Just about the early part of the twentieth century, however, the roller skating habit seemed to take root and steadily grew until today the pastime has become a scientific pleasure as well as a most healthful exercise.

In the early stages of roller skating when racing was introduced the skaters as well as the spectators had to wear their overcoats, whereas today the majority of the rinks are fully equipped with modern heating plants and a comfortable temperature maintained, allowing thousands of cubic feet of fresh air with sanitary equipments, the one at the Riverview Roller Rink being known as the "ozonator." So that roller skating today is now ranked as one of the most healthful indoor amusements. The buildings in which roller skating is conducted might well be termed "beautiful palaces." Chicago alone has three of the best equipped modern roller rinks, the one at

Riverview being considered by many experts as not only the most beautiful and modern rink in the country, but also the "largest roller skating rink in the world." In two of these rinks there are organizations known as clubs, the main object being to bring the younger element into closer relationship for congenial purposes. These clubs have their own little publications, which publish not only the coming events and all social doings of the organization, but also all the important events of the neighborhood. In this respect the Riverview Roller Rink has a little journal known as The Riverview News, edited by Joe A. Forester, one of the oldest and best posted newspaper men in the country. The paper is published weekly and contains all roller news and social events at the rink. It is the official organ of the Riverview Boosters' Club, one of the largest and most influential organizations of its kind in the West.

**I**N most of the roller rinks there is one night set aside each week for parties where congeniality and good fellowship reign supreme. Roller skating has grown to such an extent that today there are rinks scattered all over the country, and every small town of any consequence has its roller rink, the latest one to be established being at Chicago Heights. Even in the Southlands where ice is almost unknown, consequently ice skating is not even mentioned, there are roller rinks being established and the people are becoming more and more interested with each succeeding year. One of the big disadvantages to roller skating is the fact that persons who do not know how to skate naturally do not take as much interest in the

(Continued on page 224)



James A. Tinney (seated on the left) and his staff at Riverview Park Rink, Chicago

# HOW THE BILLBOARD SERVES THE PROFESSION

By CLIFFORD KNIGHT

**R**EMEMBER the handy man your Dad used to hire to run over and shingle the woodshed, chop up some firewood or repair the harness? The handy man seemed capable of performing any duty. He could do a job of painting, fix the clock, prune trees or butcher hogs. And he seemed equally efficient in any task. Some folks used to call him a "Jack of all trades and master of none," but nobody disputed that he was a wonderful pinch hitter, and he was always in demand. Never had to loaf. Always plenty of calls.

The Billboard has always served to the best of its ability every demand made upon it. When humanly possible the staff endeavors to answer letters, telephone calls and personal inquiries with all the intelligence and helpfulness at its command. It is the Handy Man of the theatrical newspaper world. Its motto is "I Serve."

Getting out a good paper every week is only part of the work accomplished by members of The Billboard's staff. I know. I am a member of the staff. When I joined the New York office I had a pretty definite notion of my work. At least I thought I did, having worked on several newspapers. But The Billboard is in a field of its own. It has firm editorial policy, but there is a cheerful elasticity about the service rendered show people.

The telephone rang often during the progress of the world's tennis games. Folks wanted to know what the score was. Now a theatrical paper does not maintain a leased wire service which gives sporting events. But there is a sublime indifference to this fact that exists among the profession. They turn to The Billboard for their baseball scores just as naturally as they ring up to know if there is any mail awaiting them. The New York editor of The Billboard happens to be sitting in a position to

command a view of The Times' scoreboard. He glances out of the window and gives the confident person at the other end a synopsis of the game as it stands in the eighth inning—and there is joy at the other end of the telephone. Just as they thought—The Billboard knew the score!

A telegram was received recently. The sender desired to know where he could purchase a thousand yards of Tricotine. It must be mouse color. This was a poser. The Billboard didn't exactly turn out en masse to grant this weird request, but every effort was made to find the fountainhead of mouse colored Tricotine. In thousand yard lots.

Blue tent poles, xylophone manufacturers, factories that manufacture shoes for clog dancers and a firm that could furnish brass knobs for elephant tusks are all such common inquiries that they should be almost ignored in this story. It is better to deal with inquiries that call forth superhuman effort on the part of the staff. The questions that a seven-year-old boy can think of to ask his Dad when he comes home at night are playing compared to the things that Billboard readers can conjure up.

One day last week a request was made to furnish the address and telephone number of "Gloria." The inquirers didn't know Gloria's last name. Neither did they know what show she was with. All they could recall was that Gloria was a dance dancer, was a blond and lived somewhere in New York City. Doubtless she is a very beautiful lady, and it is too bad that The Billboard has fallen up to this present moment in locating Gloria. But it has to confess failure in this case. Perhaps Scotland Yard or the British Detective Agency might succeed in locating a blond by the name of Gloria in a city of some 5,000,000 people, where blonds and the Christian name of Gloria are not at all uncommon. Perhaps some day when The Billboard has installed a Bureau

stands in the eighth inning—and there is joy at the other end of the telephone. Just as they thought—The Billboard knew the score!



Adelaide D'Vorak  
One of the most artistic roller skating acts in the world



Kerniss  
The well-known illusionist under the management of Louis King

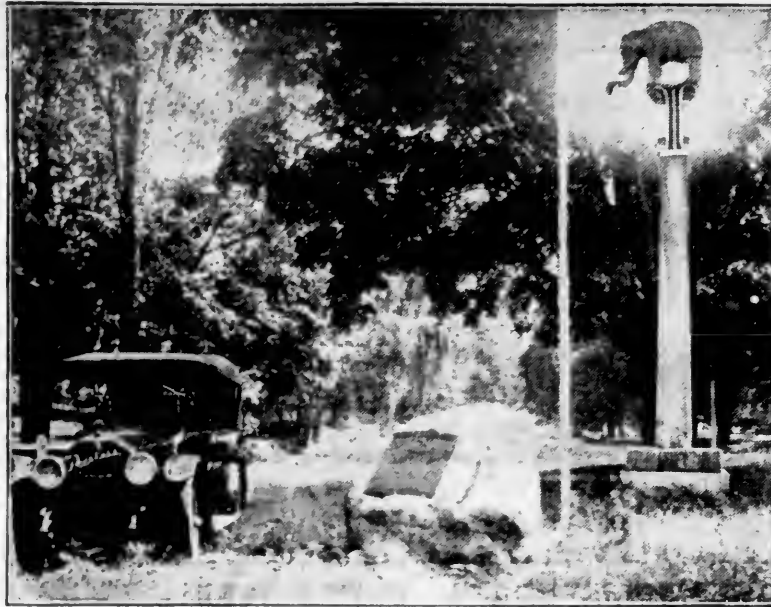


for the location of Lost Blonds it will be more agile in complying with a simple little problem like locating a show girl by the name of Gloria. But we have failed utterly and confess our lamentable lack of facilities for such emergencies.

A letter was received in The Billboard's postoffice not long ago addressed simply to The Billboard. It was opened and read. The letter was a billet doux. It reeked with love phrases, starting with "My Dear Dorothy," and to its end was a wondrous conglomeration of sweet piffle—the kind that would make a girl tear up vows of bachelorhood. It was the sort of letter that the author of The Perfect Love Letter Writer would like to know how to compose. Cleopatra never received a more thrilling literary effort from Mark Antony. But, there was no address on the envelope and there was not a thing in the letter to indicate its authorship. The writer had failed to recall the name of his sweetheart and depended on The Billboard to deliver it to "Dorothy." Once more The Billboard bent every effort at its command. It combed the show world for a girl by the name of Dorothy who might be expecting an amorous letter. Its mail clerk inquired diligently of the hundreds of girls who daily visit its mail department for their mail. But to no avail, and another awful failure to meet its duty has been chalked up on the bright and shining records of The Billboard. Another big black mark has been written against it and we admit it shamelessly.

Perhaps in the face of these remarks it would seem to the reader that The Billboard is not prepared for real problems. Just to relieve readers of this attitude it might be well to refer to a few of the things that are accomplished.

A few days ago a letter was received from a lady in a Southern town. It was addressed to William Judkins Hewitt, who perhaps knows



The First Elephant in America

The beginning of the circus in America is commemorated by an unique monument (shown above) in Somers, N. Y. This is composed of a high granite pedestal, on which is mounted a large-sized figure of an elephant, representing in miniature Betsy, the first elephant to land in this country. Betsy lived for about seven years. After death she was stuffed and exhibited by P. T. Barnum for years at his Crystal Palace in New York City, and was destroyed by fire when that museum burned. The elephant monument was erected in 1827.

more show people than anybody living. Mr. Hewitt was asked to supply the Southern lady with names and addresses of hotels and apartment houses in New York City that will admit a Chimpanzee and allow it to be registered with its trainer. Mr. Hewitt, of The Billboard, also received a request recently to furnish a gentleman in South America with the animal population of America. Mr. Hewitt, realizing that perhaps he might miss a few stray cats or elephants,

wrote back, giving an approximate figure, but adding that he would advise the South American to write for further details and exact data to W. H. Middleton, the animal broker, who, it is said, not only is familiar with the daily census of the animal world but also knows the color, habits and length of whiskers of every denizen of America's zoos, forests and backyards.

But that is such an easy demand on the facilities of The Billboard that it really created no comment at all in the busy New York offices. It was simple, for instance, compared to the request of an inhabitant of Nome, Alaska: "What can I do to make my daughter sing?" was his plaintive query. This was referred to our Melody Mart Department in the capable hands of Gordon Whyte, who answers about 1,000 such letters in the routine of his work. Another letter that was turned over to the Melody Mart editor was a simple request from an Australian for the name of the most popular song that had ever been written!

The Billboard is installing a department that will fill another long felt want. This is the Lost and Found Department. Not the Lost and Found Column that we read in daily papers when a man loses his watch or a lady mislays her pocket-book or wedding ring. We are going to have a regular Lost and Found Department. It will be for the purpose of tracing missing men, women and children. The Port of Missing Men might be a good name for this feature. Hardly a day passes but a tearful woman sadly relates how her daughter went away, and she knows the girl is with some carnival or musical comedy. The daughter was so beautiful that she must have been snapped up by a greedy manager, probably offered her a good salary and car fare if she would do a song and dance and double in brass.

(Continued on page 226)

# LITTLE FOLK WITH BIG IDEAS ABOUT STYLE

By ELITA MILLER LENZ

A VISIT to the circus recalled to the mind of the Reminiscent Lady some forgotten photographs of her girlhood days. When she arrived home she took a very old-fashioned photograph album from a very modern trunk.

"My brother," she said by way of introduction to the absorbing subject, "once exploited hillputians. He always referred to these wee folks as the little people with big ideas."

"Big ideas?" inquired the listener.

"Well, big hearts, big sympathies, big ideas"—"And I should say big STYLE," interrupted the listener, gazing in delight at a photograph (See Illustration No. 1) of the late Countess Magri (Lavinia Warren) and later Mrs. Tom Thumb, taken in her radiant youth.

"Well, decidedly," replied the Reminiscent Lady. "She and her pretty sister, Minnie, were the acknowledged belles and style leaders of Lilliputia."

"Behold, the one and only General Tom Thumb (See Illustration No. 2), first husband of the fascinating Lavinia Warren! Napoleon himself might have envied his elegant accoutrements. Certainly that famous warrior might well be proud

of General Tom Thumb's imitation of his well grooming!

"And this is Commodore McNutt (See Illustration No. 3), at one time General Tom Thumb's rival for the hand of Lavinia Warren, in naval regalia, a fitting complement to the wee bit of loveliness in hoops and rare laces at his side, Minnie Warren.

"Ah, we now have the fairy wedding party, as they marched up the aisle of Grace Church (See Illustrations Nos. 4 and 5). Surely, no society belle of the period exceeded Lavinia Warren for style. In fact, the present-day bride who would follow the charming 'themes' of bouffancy that relieve the straight uncorseted lines of the prevailing silhouette might successfully borrow a few ideas from Mrs. Tom Thumb's wedding gown.

"Now comes the baby," announced the Reminiscent Lady, "little Nellie Keeler (See Illustration No. 6), aged 12—then. She was so tiny that her exhibitor carried her on the palm of his hand. As is printed under the

photograph, she weighed but twelve pounds and stood twenty-eight inches in height. Proportionately, Nellie Keeler was perfect and pretty. The photograph speaks volumes for her prettiness.

"Little Nellie's ideas about style were very big for her age. She always aspired to appear queenly and outwardly expressed her aspirations by a very decided adherence to black velvet, costly lace and court trains. Nellie's queenly aspirations must have had a psychological effect, for Nellie suddenly began to grow. She outgrew the circus and a large income.

"Yes, these little belles of yesterday's Lilliputia had such big ideas about style that only the ultra-fashionable costumers could meet them, their tiny costumes costing their wearers large sums of money."

Nor are these big style ideas confined to the lilliputians of yesterday. Lady Little (See illustration No. 7), present queen of Lilliputia, a shining star of Ringling Brothers' Circus, has no less distinguished a costumer than a noted Fifth avenue house patronized by the Vanderbilts and Goulds. Lady Little was born in France and

(Continued on page 221)





**YULETIDE GREETINGS**

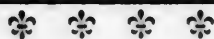
—TO ALL OUR—

**Friends and Friendly Enemies**



**NOW GETTING READY FOR 1921**

# **BROWN & DYER SHOWS**



**OUR MOTTO---“CLEANLINESS SUPREME”**



This show is built on a standard of excellence  
to be a leader in its class



Always ready to hear from real showmen with original and novel ideas, for whom we will furnish outfits complete in every detail



**CONCESSIONS**

WILL ONLY CONSIDER THOSE THAT ARE  
UP-TO-DATE IN ALL PARTICULARS, WITH  
NEAT OUTFITS AND POLITE ATTENDANTS

**Winter Quarters, DETROIT, MICH.**

ADDRESS P. O. BOX 86, FAIRVIEW STATION

W. A. DYER, MANAGER



# FOR RENT GOLD MINE

AT CONEY ISLAND, N. Y.

You and everybody know HENDERSON'S BLOCK. This space is located in Henderson's Block, facing the only TERMINAL in Coney Island where all the millions get off and on. Remember, there is but one Terminal in Coney Island, and that one is opposite this entrance. Everybody getting off or on must see the entrance to this space. This space has also an entrance from the HENDERSON THEATRE LOBBY and from Stauch's walk.

INSIDE SPACE—80x68 FT.

APPLY  
**ANDERSON  
HOLDING  
CORP.**

**536  
BROADWAY  
N. Y.**

SPRING  
8692

The drawing shows the exact lay-out of the space for rent. Suitable for any kind of amusement.

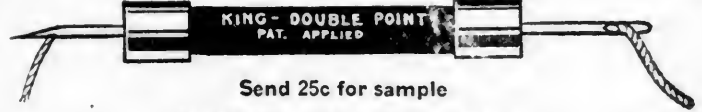
ENTRANCE  
27 FT. WIDE BY 40 FT. LONG

**5c**  
fare from all over New York and Brooklyn to Coney.

EXIT

## NEEDLE WORKERS

Pitchmen and Demonstrators—The flashiest needle on the market. The needle with two points. The king of them all, **\$16.00** Per Gross



Send 25c for sample

**BERK BROTHERS**

543 Broadway,

NEW YORK CITY.

## FAIRS, EXPOSITIONS, BAZAARS and CONCESSIONAIRES,

**ATTENTION!**

Buy Direct from Manufacturer.

Our K5. One of our large selling composition novelty Dolls, dressed in beautiful imported silk skirt and pantaloons

We also manufacture a complete line of composition dressed and undressed novelty Dolls, in 9½, 11½ and 13½-inch sizes.

We will shortly introduce our latest creation in Novelty Dolls,

### The Beach Queen

Send for samples today.

Our New Catalog will be ready for distribution about January 15, 1921.

25% Deposit required on all orders, balance C. O. D.

**AMERICAN OCARINA & TOY CO.**

Largest Doll Manufacturers.

69-73 Bruen Street, NEWARK, N. J.  
Local and Long Distance Phone Market 849.



## NOVELTY ACTS NOTICE

**BILLIE J. COLLINS, General Manager of the ASSOCIATED FREE ATTRACTIONS**

(Fair Booking Exchange) of MASON CITY, IOWA

Will be at the Sherman Hotel, Chicago, Ill., from December 16th to the 31st, inclusive, and will give artists his attention between the hours of 2 and 5 P. M. daily.

Want a few more High-Class Acts—no act too large—no act too good—we book with the best County and District Fairs in the Middle West. State all in first letter if writing.

**ASSOCIATED FREE ATTRACTIONS**

(Fair Booking Exchange)

**MASON CITY, IOWA**

BILLIE J. COLLINS, Pres. and Gen. Mgr.

## WANTED FOR ROCCO EXPOSITION SHOWS

Performers for Minstrel Show, Dancers for Cabaret Show. Will furnish complete outfit for Athletic Shows. Legitimate Concessions, come on, winter rates. Out all winter. Clarksville, Ga., this week.

## WALTER LE VAN

Who has been stone blind for the past four years would like to hear from some of his oldtime pals. Nuff said. Walter's right name and address is, WALTER C. BEWLEY, 197 North 15th St., East Orange, N. J. A. E. WATERMAN.

## ARTHUR E. WATERMAN, AT LIBERTY

to handle Circus Side-Show or Pit Show for Season 1921, as I have sold my interest in the Ten-in-One Pit Show with the Williams Standard Shows to Mr. Al Heinemann. Merry Christmas to all friends.

ARTHUR E. WATERMAN,

Permanent Address: 82 Northland Avenue,

Buffalo, N. Y.

## CHRISTMAS GREETINGS FROM CHARLIE PELTON, LECTURER

"May you all live long and prosper."

Waverly Hotel, Jacksonville, Florida.

EVERY TIME YOU MENTION THE BILLBOARD YOU PUT IN A BOOST FOR US.

## Announcement To Concessionaires

LONG TERM LEASE NOW AVAILABLE  
IN FOREST PARK

OWING to a recent purchase of the twelve acres comprising Forest Park, we can now offer concessionaires LONG TERM LEASES, thereby assuring them of the permanency of their investment.

We have openings for live, high-grade concessions of all kinds. New wrinkles especially welcome.

Leases now being closed for 1921 season. Get in touch with us at once. Wire to save time.

H. V. MCGURREN, Secretary and Treasurer

### FOREST PARK AMUSEMENT COMPANY

3131 West Madison Street, - - CHICAGO.

## WANTED---DAVID A. WISE SHOW

WANTS FOR BIG CHRISTMAS CELEBRATION, VALDOSTA, GEORGIA, ON STREETS, TEN BIG DAYS

Legitimate Concessions of all kinds, come on. Cupie Dolls and Glass open. WANTED—Cabaret Dancers, ten cents; best territory. Babe Thompson and Marie Proctor, come on, did not get address. Can place Ten-in-One with outfit. We work all winter in Florida and we know the money spots. Adel, Ga., week December 12, on streets; then Valdosta.

## ELEVEN BIG DAYS AND NIGHTS, DEC. 22ND TO JAN. 1ST UNION LABOR INDOOR BAZAAR AND FAIR

BEAUMONT, TEXAS

FORTY-FIVE HUNDRED LIVE, HUSTLING MEMBERS. BIG ADVANCE TICKET SALE. ONE HUNDRED THOUSAND PEOPLE TO DRAW FROM.

Indorsed by all civic organizations. Located in heart of city. Local exhibits. Ten big oil and shiryard faydays. Working day and night. City decorated and lighted in gala attire. Legitimate Concessions wanted. All Wheels work. High-class indoor Singers and Novelty Acts wanted. CAN PLACE capable Demonstrators. Remember, biggest indoor show in South. Write, wire or phone.

BAZAAR AND FAIR COMMITTEE, Labor Temple, Beaumont, Texas.

THE SEASON'S GREETINGS TO THE ENTIRE SHOW WORLD



**SPECIAL GENUINE CHINESE BASKETS**

Stained Nut Brown, Trimmed With Silk Mandarin Tassels, Glass Bracelets, Beads and Chinese Coins

**NESTS OF FIVE** 50 or more Nests, \$5.75 per Nest  
5 or more Nests, 6.00 per Nest  
**NESTS OF FOUR** 50 or more Nests, \$4.75 per Nest  
5 or more Nests, 5.00 per Nest  
**NESTS OF THREE** 50 or more Nests, \$3.00 per Nest  
5 or more Nests, 3.25 per Nest

Ideal Holiday Goods for Confectionery, Novelty and Drug Stores, Fairs, Carnivals, Bazaars, Premiums, Prizes, Salesboards, etc.

Immediate Delivery. Require deposit of 1/2 on all C. O. D. orders. No Exceptions

**ECK & COMPANY**

125 EAST 12th STREET,

CINCINNATI, OHIO



**AT LAST, CONCESSIONAIRES**  
SOMETHING NEW AND WORTH WHILE  
ARTISTIC---ORNAMENTAL---USEFUL  
**ELECTRIC FIBER LAMPS**

Exact reproductions of New York's most exclusive shops—Completely lined with beautiful cretone in all the latest finishes



OLD IVORY  
FROSTED EBONY  
FRENCH GREY  
BARONIAL BROWN

17 INCHES HIGH  
SHADES  
12 INCHES IN DIAMETER

SIX  
DIFFERENT  
SHAPES  
AND  
COLORS

Strong and durable. One screw removes shade. They are all ready for use. Chain pull socket. Extension Cord, all complete. They took top money at the Northeastern Michigan Fair, Bay City. The only time they have ever been shown.

SEND FOR A SAMPLE, \$5.50  
IN LOTS OF 50—\$5.00 EACH  
CATALOGUE UPON REQUEST

**RUTHERFORD REED CO.**

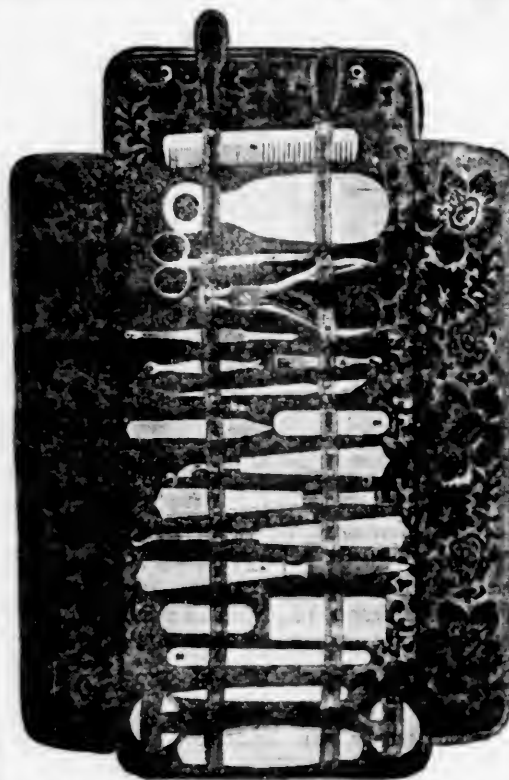
913 Washington Ave., BAY CITY, MICH.

JIM H. RUTHERFORD, Pres.

**72-FOOT PULLMAN CAR FOR SALE**

Two sections and two staterooms, baggage end, kitchen range, completely equipped every detail, bedding, linens, dishes. Fast passenger service. Real bargain. \$2,500.00. Wire JESSIE RAY, Federal Hotel, Kansas City, Mo.

Unlimited Sets on Hand. Regular, Not Special



**21-PIECE MANICURE SET**

Stamped French Ivory Du BARRY STYLE

Leatherette case, velvet lined. Each packed in a decorated box.

**\$2.90** Each

Terms: C. O. D. 25% deposit with order.

**NATIONAL NOVELTY JEWELRY COMPANY**

110-116 NASSAU STREET

NEW YORK CITY

**FOR SALE**  
**The PLAY EGYPTA**

THE WONDROUS STORY OF THE NILE

with full set of electrical equipment, book of play and other equipment. Six to ten people in cast. Outfit packs in three trunks and two boxes. Cost \$1,500. Will sell for \$300. Full particulars can be obtained and outfit inspected at

PROVIDENT LOAN COMPANY, 108 East State Street, Sharon, Pa.

**THE BILLBOARD**

Published weekly at 25-27 Opera Place, Cincinnati, O.

SUBSCRIPTION PRICE, \$5.00 PER YEAR.

Entered as second-class mail matter June 4, 1897, at Post Office, Cincinnati, under act of March 3, 1879.

232 pages. Vol. XXXII. No. 51. Dec. 18, 1920. PRICE, 15 CENTS. This issue contains 39 per cent reading matter and 61 per cent advertising.



# The Billboard

Endeavors ever to serve the Profession  
honestly, intelligently and usefully

Copyright, 1920, by The Billboard Publishing Company.

## \$5,000,000 SUIT AGAINST BRONX EXPOSITIONS, INC., NEW YORK

Exposition Catering Co. and  
Dan'l Ritchey Plaintiffs

Seeking Damages for Alleged  
Breach of Agreement

Suit Is One of Largest Ever  
Instituted in Show World

New York, Dec. 13.—The filing of a suit for \$5,000,000 against the Bronx Expositions, Inc., of this city, by the Exposition Catering Co. and Daniel Ritchey, president of the latter corporation, marks another episode in the exciting affairs of Bronx Expositions, of which Harry F. McGarvie is president. The suit, which is one of the largest ever brought in the show world, is instituted for Ritchey by his attorney, Bennett E. Siegelstein, and will be tried in the Supreme Court of this State.

According to the papers in the case the Exposition Catering Co. seeks to recover the sum of \$5,000,000 because of alleged failure to carry out an agreement signed between Bronx Expositions, Inc., and the Exposition Catering Co. The papers of agreement were dated June 9, 1917. It is alleged that the Bronx Expositions, Inc., agreed to operate an exposition and also to build on the exposition property exposition buildings, a convention building and a beautiful entrance to the grounds, similar to that seen at the St. Louis and Chicago World's fairs.

It is alleged that the exposition company failed in its finances, altho it had expected State and national aid, and instead of carrying out the elaborate plans as proposed it had instead opened up a "cheap amusement park." The catering company, in relying on representations of the Expositions company, states that it carried out its part of the agreement, and invested \$200,000, with the result, it is alleged, that "every dollar is lost."

Besides the loss of this money the complainant states that it has lost three years' work and time that was spent in the project.

It is further alleged that the Expositions company agreed to open May, 1919, and as a matter of fact, according to the complainant, it is not yet ready to open, according to agreement. Many of the streets, it is stated, have never been laid out and industrial buildings and exhibit buildings have never been erected. Instead of giving the catering company 75 spaces, it is alleged that only about 20 spaces were allotted for catering and club and social purposes. In other words, according to the wording of the suit the catering company, according to its original agreement, should have had exclusive rights for the sale of all eatable articles sold on the grounds, from a stick of gum to a steak.

Further allegations of the catering company complain that the dance hall on the grounds was closed up because of defective construction, and that Bronx Expositions, Inc., had represented that the catering company should earn not less than \$310,000 annually. The catering company

(Continued on page 211)

## MISSOURI M. P. CON- VENTION POSTPONED

Due to the inability of the Hotel Statler in St. Louis to give the kind of service they require on account of a merchants' convention being held there on January 11 and 12, the second semi-annual convention of the Motion Picture Theater Owners of Missouri has been postponed from January 11 and 12 to January 20 and 21, at the Hotel Statler, St. Louis.

The most important matter to be brought up at the convention will be the State censorship and the Sunday closing agitation. A. M. Eisner, secretary of the Motion Picture Theater Owners of Missouri, states that they are making a drive for every exhibitor in the State to be at the convention. "It is of the utmost importance," he says, "that the motion picture industry be free of any outside influence of these so-called reformers."

## PASSENGER FARES IN NEW YORK STATE AT THE OLD RATE

Railroads Restrained From  
Making 20 Per Cent Increase

Two Cents a Mile Is Ordered  
Between Albany and Buffalo

Suit Is Filed in Ohio To Bar  
Increase in Rail Rates

Albany, N. Y., Dec. 11.—In a decision handed down yesterday the Court of Appeals held that the pre-war passenger rate of two cents a mile on the New York Central lines, between Albany and Buffalo, as prescribed by the road's charter granted by the State in 1853, must be restored. The decision was made in an action instituted by Attorney-General Charles D. Newton and the Public Service Commission for the Second District to compel the railroad to reduce its rates on these lines.

Attorney-General Newton and Ledyard P. Hale, counsel for the Public Service Commission, contended that automatically upon September 1 the old passenger rates were revived. In this they were sustained by Judge Andrews, who in his opinion held that no affirmative action by the State was necessary after the roads came into the possession of their owners.

This is another victory for The Billboard and

(Continued on page 211)

## GEN. OFFICES IN CHI. FOR BALLARD, MUG- VAN AND BOWERS

Altho Each Circus Will Be  
Operated Independently

Ed C. Warner Back With Sells-  
Floto as General Agent

Bert Rutherford at Helm of  
Yankee Robinson Circus

Chicago, Dec. 13.—The John Robinson, the Hagenbeck-Wallace, the Sells-Floto, the Howe Great London and Yankee Robinson circuses will have general offices in Chicago's Loop by the New Year—a central suite of offices thru which a vast amount of the detail work of the shows will pass. Altho the organizations will be operated independently, the advantages of centralizing purchasing, auditing, press, mailing and other departments are obvious. The innovation gives to the shows a headquarters in the natural and actual center of the outdoor show world—Chicago.

While the location of the offices has not been definitely decided upon, it is known that they will be convenient to the Federal Building, so that employees in the mailing rooms will be able easier to deliver to the post-office the vast quantities of matter destined to reach hundreds of thousands of rural route boxes radiating from the road stands of the five shows. All such mailing will be handled in Chicago. Great savings are anticipated from the application of the policy of collective bargaining by the purchasing departments of the white top quintet.

The engagement of Ed C. Warner, as general agent of the Sells-Floto Circus, has given pleasure to everybody in circus business—as much pleasure as it has given disappointment to the big men of the carnival world, where Ed's counsels were precious. But his coming "back home" to Sells-Floto, after a three years' absence as traffic manager for Polack Bros.' attractions, is great news to the staffs under the Mugivan and Bowers and Ballard banners. That Mr. Warner, who handled the Sells-Floto Show during its steady growth from 20 to 44 cars, will put it in the right territory at the right time in the most efficient manner, is a foregone conclusion. Mr. Warner has made a world of friends in the carnival business, and he accomplished much that is of inestimable good for that division of outdoor amusement.

Speculation as to the general agent of the re-organized Yankee Robinson Circus is set at rest by announcement that Bert Rutherford will be placed at the helm of that show so soon as he concludes his preparations for the 1921 tour of Howe's Great London Shows. Mr. Rutherford's guidance of the Howe Show has been expert, and it has proved a big winner. With the Yankee Robinson Circus rebuilt, enlarged and endowed with a first-class performance, there is no doubt that this astute general agent will do with it this coming season what he did with Howe's Great London—make it one of the most valuable pieces of show property in the land.

## OHIO AND IOWA FAIR MEN MEET

Over 400 members of the Ohio Fair Circuit, showmen and others, gathered in Toledo, O., December 6 and 7, for the fair men's annual convention. There was an unusually large attendance and a most enthusiastic meeting. All of the old officers were re-elected, as follows: President, A. P. Sandles, Ottawa; vice-president, R. Y. White, Zanesville; secretary-treasurer, A. E. Schaffer, Wapakoneta. The 1921 meeting will be held at Findlay.

The thirteenth annual meeting of the Iowa Fair Managers' Association was held at Des Moines December 7, with the best attendance in the history of the organization.

The annual meeting of the Michigan Association of Fairs will be held in Detroit, at the Fort Shelby Hotel, December 15.

Further details of these meetings will be published in next week's issue.

## NATIONAL ASSN. OF AMUSEMENT PARKS TO MEET FEBRUARY 15-16

Chicago Clubroom To Be Scene  
of Annual Gathering

Elaborate Program Being Ar-  
ranged for Occasion

Greatest Convention in History  
of Parkdom Expected

The annual meeting of the National Association of Amusement Parks will be held at the Auditorium Hotel, Chicago, February 15 and 16, in the Association Clubroom on the mezzanine floor. An elaborate program has been arranged by the program committee, consisting of Frank W. Darling, of the L. A. Thompson Scenic Railway Company, New York City; Judge Charles C. Wilson, Fontaine Ferry Park, Louisville, and A. R. Hodge, Riverview Park, Chicago. This committee has been at work for several months past laying out its program, and promises a first-class list of prominent park men who have agreed to read papers of vital interest to the entire membership. Matters have progressed far enough in program arrangements to make it possible for the committee to publish the program in next week's issue, from present indications.

All park men in the country, whether members or not, will be invited to attend the meeting, and the biggest convention in the history of parkdom is anticipated.

Last Week's Issue of The Billboard Contained 1,378 Classified Ads, Totaling 5,691 Lines, and 570 Display Ads, Totaling 23,126 Lines, 1,948 Ads, Occupying 28,817 Lines in All

The Edition of This Issue of The Billboard Is 85,000

## VIGOROUS PROTEST AGAINST DOUBLE TAX ON ADMISSIONS

### Theatrical Men Thruout Country Preparing To Wage Fight Against Recommendation of Secretary of Treasury—Would Cut Attendance in Half Producing Managers Agree

The proposal to double the tax on theater admissions has again been brought up and theatrical men thruout the country have made vigorous protest and are preparing to wage an active fight against the recommendation of David P. Houston, secretary of the treasury, that a tax of 20, instead of 10, per cent be levied on theater tickets.

Houston's recommendation has been the chief topic of conversation during the past week. It is the consensus of opinion among theatrical men that the proposed increase, added to increased salaries and railroad rates, would work great harm to the business and also would defeat its object by cutting theater patronage.

Sam H. Harris, president of the Producing Managers' Association, declares that the proposed increased tax would result in a decrease in revenue. "The fundamental fallacy in Secretary Houston's recommendation," he said in a statement, "is found in his assertion that the present tax laws are unproductive. In a misdirected effort to remedy this condition he proposes, in so far as theaters are concerned, to double the existing tax on admissions. This proposal implies that the public, already paying ten per cent on tickets, will welcome the opportunity to double this expenditure and thus add some \$70,000,000 to the present revenue from this source. As a matter of fact, the present tax has acted as a deterring influence on theatergoing, and it is my conviction that doubling the current impost will reduce the theatergoing public by half.

Mr. Harris' view is concurred in by Lee Shubert, Morris Gest and others.

Secretary Houston estimates that doubling the tax on theater admission would increase the income from this source by \$70,000,000. It is not alone on theater admissions that an additional tax is proposed. Several others of the secretary's proposals have a bearing on the amusement world, and, if adopted, will mean an added burden of millions of dollars. Some of his proposals and estimates are as follows:

Additional tax of 5 per cent on candy, to yield \$20,000,000.

Additional tax of 7 per cent on chewing gum, \$2,000,000.

Additional tax of 7 per cent on toilet soap and toilet soap powders, \$4,000,000.

A 10 per cent tax on the sale by manufacturers, producers and importers of perfumes, cosmetics and medicinal articles, in lieu of the present tax on the consumer, \$10,000,000.

Additional 5 per cent tax on jewelry and precious metals, \$25,000,000.

Additional tax of 5 per cent on musical instruments, \$13,000,000.

#### MEET AT BREAKFAST AND MARRY AT NOON

Bosie Mason, New York chorus girl with Barney Gerard's "Follies of the Day," which played the Olympic Theater, Cincinnati, last week, and Dr. Edward Edwards of San Francisco were married Saturday, December 11, in Cincinnati, after a whirlwind courtship. They met at breakfast and were married at noon the same day. "Some fast work, I'll say," remarked Col. Sam Dawson, manager of the Olympic.

Following her marriage Miss Mason appeared in the chorus at the matinee performance. "And did she work fast in the chorus: I'll say she did," said Colonel Dawson. Dr. Edwards and his bride left with the company on Saturday night for Chicago.

Incidentally, the past week was the biggest the Olympic Theater has enjoyed this season. The Gerard show is popular—so is Col. Sam Dawson, and the result was crowded houses at every performance.

#### KLAW CHARGES FREEZEOUT

New York, Dec. 13.—Marc Klaw, in Supreme Court this week, renewed his application to inspect the books of the "Ziegfeld Midnight Follies, Inc.," and "The Ziegfeld Midnight Frolic, Inc." Application was refused him last week in the White Plains court on the ground that it should be made in New York.

Klaw, in affidavits filed, alleged that his associates in these productions have taken steps to freeze him out of his interest in the two enterprises.

Additional tax of 5 per cent on motion picture films, \$4,000,000.

It is certain that if an attempt is made to adopt these proposals there will be a vigorous fight. When the proposal was up about two years ago theatrical men obtained thousands of signatures of theater patrons against it.

Ligon Johnson, counsel for the Producing Managers' Association, and members of the Executive Council plan to journey to Washington within a few weeks to enlist the aid of high Government officials in an effort to prevent the passage of the bill increasing tax on admissions, if such a bill is introduced into Congress, in accordance with Secretary Houston's recommendation.

#### GENE LEWIS AND OLGA WORTH



Two well-known stock players. Mr. Lewis is leading man and Miss Worth is leading lady of the Gene Lewis-Olga Worth Stock Co., Dallas, Tex. They have their own theater, where their productions have been presented year after year, and each season sees their popularity increase.

#### FORMER SINGER DESTITUTE

New York, Dec. 12.—Mrs. Nellie Smith, who said that in former days she was known as Nellie Earn, soprano, came to the Gates avenue police station, Brooklyn, Wednesday night, and asked for a place to sleep. She said the landlord had turned her out. Mrs. Smith is 72 years old and lives on a pension of a dollar a day from the Actors' Fund. Thursday morning she asked Magistrate Short, of the Gates avenue police court, to send her to an institution, but her pension precluded that, and Mrs. Anna Cassidy, of 579 Warren street, Brooklyn, took her home. Mrs. Smith says her sister and husband went to Europe 18 years ago, and she has never heard of them since. Her husband died 23 years ago. She says that as Nellie Earn she sang soprano with Col. Emerson's company, and later with Pauline Harvey. She also appeared alone on the concert platform.

#### TO OPEN SCENIC STUDIO

Parkersburg, W. Va., Dec. 9.—Alfred Charmion, a veteran scenic artist, who has been connected with the show business for a number of years, will build and operate a scenic studio at Belpre, O., across the river from this city, land for the building having already been purchased. Mr. Charmion has invented a moving picture screen, which he claims to be superior to anything now on the market, and he will manufacture these. E. P. Welsner will act as business agent for the firm, which will be known as the Charmion Scenic Studio.

#### SECURES WRIT OF REPLEVIN

New York, Dec. 11.—The ghost of an unpaid bill dragged the steps of John E. Kellard last night as he went thru the various scenes of "Macbeth" at the Manhattan Opera House. In each wing stood a deputy from the City Mar-

shal's office. They had been sent there upon the complaint of the law firm of Hless & Kahn, who, acting for their client, Miss Georgia Wilson, had earlier in the day secured a writ of replevin against the scenic and other properties used in the show.

Miss Wilson claims that Kellard is indebted to her to the amount of \$1,500 on a bill of sale, which became her property several years ago while playing with the actor's troupe in the West. Kellard, she says, got possession of the said bill shortly after and has since refused to return it to her.

By arrangement with the theater management the box office receipts for each performance are now being turned over to the City Marshal instead of Kellard. The case will be brought to a hearing on Wednesday in the Third District Court.

#### TAKES OVER UTICA HOUSE

Utica, N. Y., Dec. 10.—The Robbins Amusement Company, Inc., owner of a chain of theaters, has taken over the DeLuxe Theater, a moving picture house at Onida Square, in the choicest residential section of Utica. The deal was closed after negotiations had been pending for more than a week. Harry Lux of the Alhambra Amusement Company, Inc., former owner of the DeLuxe, will retain another moving picture theater they now control in the downtown section of the city. The Robbins

## SCENIC ARTISTS

### To Hold First Annual Ball

#### At Waldorf Hotel, New York, March 9—Prizes of \$100 for Best Poster

New York, Dec. 9.—W. S. Darrell, business agent for the United Scenic Artists' Local Union, No. 829, of the Brotherhood of Painters, Decorators and Paperhangers of America, announces that the organization will hold a ball at the Waldorf-Astoria March 9. This is the first ball. It will be an annual affair from now on. The organization will endeavor to publicize its activities more in the future, and this, the affair at the Waldorf, is the first gun to be fired in its big publicity campaign.

There are 400 members of U. S. A., Union No. 829, and they have been invited to take part in a poster contest, the one being adjudged the winner to be given a prize of \$100, the second best to be awarded \$50 and the third in the list to be given a prize of \$25. These posters will be displayed in shop windows thruout the city, this being considered by the organization a better scheme for publicity than the usual way of displaying lithographed posters on billboards, and will give added interest to the ball. George S. Williams, president of the union, will have charge of the scenic display. S. Brightworth is head of the entertainment committee, and there will be a number of well-known acts on the bill. The ball will start at 10 o'clock in the evening, and the entertainment will start at 11, in order that managers may have an opportunity of being present to note the scenic display that will be utilized in the presentation of the vaudeville.

#### I. H. HERK

#### Assumes Control of Liberty Theater at St. Paul

New York, Dec. 8.—That nothing succeeds like success is again set for the announcement at the American Burlesque Association that President Issy H. Herk has closed negotiations for the control of the Liberty Theater, St. Paul, which is in the center of the city and conceded to be one of the most beautiful theaters in the country.

American Circuit shows heretofore playing the Garety, St. Paul, will hereafter play the Liberty, and Henry P. Dixon was so enthusiastic over the change that he offered to bet General Manager George W. Gallagher, of the A. B. A., \$1,000 that the shows would get \$1,000 more weekly receipts at the Liberty than they did at the Garety, and Henry P. was there with a man-sized bank roll to back his opinion.

#### TO MANAGE POSTER COMPANY

New York, Dec. 10.—B. Swafford, of tent show fame, as well as an old time advance man and manager, has closed as advertising agent of Keith's Theater, Syracuse, N. Y., to accept the management of the Wallace Poster Advertising Company, of Elmira, N. Y. This was Mr. Swafford's second season at Keith's Theater, having returned there upon the closing of the season of his repertoire company, which has made the New England circuit for the past 15 years, playing the same territory each year.

#### "BEGGARS' OPERA" CHRISTMAS

New York, Dec. 13.—"The Beggars' Opera," the biggest of this season's London successes, will be presented here on Christmas night by Arthur Hopkins. This opera was originally written by John Gay in 1728, and adapted with additional scenes by Arnold Bennett and Nigel Playfair, and with a new setting of the acts and additional music by Frederic Austin.

#### RAYMOND HITCHCOCK SUED

New York, Dec. 13.—Raymond Hitchcock has been made the defendant in an action filed in Supreme Court by John Papee for the collection of a \$10,000 note.

#### SLAVIN SUES MCGRAW

New York, Dec. 13.—John C. Slavin has started suit against John J. McGraw for \$25,000 damages in the Queens County Court. The suit grew out of a row in the Lambs' Club several months ago.

#### TO REPRESENT FROHMAN

New York, Dec. 11.—Miss Frances Slater has been appointed as London representative for Charles Frohman, Inc., in succession to the late William Lester. Miss Slater was Mr. Lester's assistant for over 20 years.

Amusement Company will take possession of the DeLuxe December 12.

Rae B. Candee, who has been associated with Nathan Robbins in the management of the Avon Theater, will take charge of the DeLuxe.

#### CHORUS GIRLS ROBBED

New York, Dec. 11.—Agnes d'Assia, 22, and Jacque Sage, 20, two chorus girls, appearing in "Afgar," yesterday told newspapermen of being attacked by five men and robbed. They say they were beaten so badly that they were unable to appear in their places in the show this week.

According to the choristers, two men forced their way into their apartment in West Fifty-eighth street. As the two young women screamed three other men rushed in thru the door.

The attackers tore the clothing from the girls and took their rings from their fingers, and the young women were knocked down several times, according to Miss d'Assia. Their screams, she said, attracted a negro maid, and the men, snatching jewelry and clothing, ran thru the open door and disappeared.

#### BELIEVES SMALL IS ALIVE

New York, Dec. 12.—A dispatch from Toronto to The Morning World states that Detective Mitchell, who is investigating the case, believes that Ambrose J. Small, millionaire theater owner, who disappeared last December, is still alive.

#### "BLUE LAW" SUIT IS LOST

New York, Dec. 11.—The first suit by "blue law" agitators was lost by them when Magistrate Corrigan, in Jefferson Market Court, ruled that Sunday performances may be continued by the Provincetown Players.



# EMERSON PHONOGRAPH CO. IN HANDS OF RECEIVERS

## Assets Said To Be Over \$1,200,000 and Liabilities \$1,000,000, \$800,000 of the Latter Unsecured

New York, Dec. 11.—On Thursday of this week Judge Knox appointed Jacob Schofer and Thomas H. Matters, Jr., receivers, in \$25,000 bond, for the Emerson Phonograph Company. This was brought about by a suit instituted against the company by Mary S. Johnson, a creditor for \$16,680, a claim for printing and advertising matter.

It is said that the Emerson concern has assets of over \$1,200,000 and liabilities of approximately \$1,000,000, of which at least \$500,000 is said to be unsecured.

The same receivers were appointed to administer the affairs of the Emerson Phonograph Company of Delaware, a Delaware corporation, all of whose capital stock, amounting to \$2,000, is owned by the Emerson Phonograph Company, Inc. The liabilities of the Delaware corporation are said to total \$200,000, all unsecured, and the assets greater in value, but the company is alleged to be unable to meet maturing obligations. The affairs of the New York and Delaware corporations are said to be closely interwoven.

The Music Publishers' Protective Association sent out a letter to its members yesterday calling their attention to the Emerson failure and suggesting that all members with claims for royalty inform the M. P. P. A. of the amounts due them, so that collective action could be taken to protect their interests. It was suggested that they engage an attorney in common.

Most of the New York publishers hold the notes of the Emerson Phonograph Company for royalties due. It has been the custom of

this company to pay royalties in notes maturing in from 30 to 90 days. They are said to be the only phonograph company to pay in this manner. Some of the publishers are wondering where the money is coming from to pay this paper, but it is believed by most that as the Emerson company has larger assets than liabilities, they will all be met in full in the course of time.

It was rumored on Tin Pan Alley today that another phonograph company is in a shaky condition and is expected to go into the hands of receivers any moment. What with the failure of the Plaza Music Corporation, the winding up of the Enterprise Music Company and the Emerson receivership, some of the music publishers are faring pretty badly. There is a strong inclination manifested now to give Louis Bernstein, president of Shapiro-Bernstein, credit for his astuteness in insuring his accounts and many of the publishers are ready now to follow the advice he gave them months ago and do likewise. The story of the way he did this is told on another page of The Billboard.

## "JOSEPHINE" DID NOT CLOSE, AS REPORTED

New York, Dec. 11.—The report that "Not Tonight, Josephine," had closed has proved without foundation. This Hutchinson & Furth musical comedy, which only recently opened, has done a big business from the start, altho Edward Hutchinson and Seymour Furth had a hard time trying to get producers to take an interest in the piece. It is said that "Not Tonight, Josephine," will shortly come into New York for a run, and is surprising managers by the way it has "caught on." Mlle. Florie, who has the title role of "Josephine," is Hutchinson's wife, it is said. Others among the principals are Patricia O'Hearn, Edwin Wilson, Thomas A. Aiken, John Keefe, Miss Lee Johnson, Charles Prince, Annabelle Dennison, Harry Stephenson, Addison Fowler and Florenz Tamara.

## SHEAR BACK ON JOB

New Orleans, Dec. 10.—Al Shear, the popular manager of the Richardson-Shear-Sobel interests in this city, has returned from a month's visit to New York where he went to obtain new ideas in theater management. Mr. Shear says that New Orleans theaters are on a par with any of the Northern houses as regards architecture and features shown. While Mr. Shear is a native New Yorker he pins his faith to the South where he has made a success financially and as one of the most progressive of the South's showmen.

## ACTORS HELP

Chicago, Dec. 11.—One of the most brilliantly successful social events in Chicago's history was the vast pageant of the East, held in the Coliseum last night, aided by the greatest names in Chicago's social and financial calendar. The event was held for the benefit of the Chicago Lying-in Hospital. Among the stage stars who assisted were Rosa Raisa, Riccardo Martin, Gino Marinuzzi and Mrs. Marinuzzi, and many others from the Chicago Opera Company; Cyrena Van Gordon, as the Queen of Sheba, and Barney Bernard, as King Solomon, and a number of others from the dramatic stage.

## DOUGHTY'S TRIAL POSTPONED

Toronto, Can., Dec. 10.—The trial of John Doughty, former secretary to Ambrose J. Small, missing theatrical man, on charges of conspiring to kidnap his employer and of stealing \$100,000 of Victory Bonds belonging to the latter, has been postponed and it is not likely that he will be placed on trial before February. The defense announced that it was ready to proceed, but the Crown asked for more time.

## SHUBERTS SETTLE SUIT

New York, Dec. 11.—Rather than wait upon a decision of the court the Casino Theater Company, owned by Lee and J. J. Shubert, settled a \$50,000 damage action begun against them by May Bell, former member of the "Sinbad" Company, early this week just as the trial was about to begin. The amount decided upon between the principals in the case was \$18,000.

In her complaint the plaintiff set forth that she suffered an injury to her spine while ap-

pearing in the "Sinbad" show at the Casino Theater. As she was descending from the fourth to the third floor of the theater building the actress asserts she fell, owing to the defective condition of the steps.

Miss Bell was removed to St. Lawrence Hospital, where it was found necessary to perform an operation consisting of the removal of part of the spine.

## LANCASTER MANAGER ACCUSED

### Of Staging Immoral Shows—To Be Tried in January

Lancaster, Pa., Dec. 6.—The exceptions taken by the local Law and Order Society to the weekly burlesque shows which have been staged this season at the Fulton Opera House was finally brought to a head yesterday when a warrant was served on Raymond P. Yecker, manager of the theater, by Constable Lollar. The warrant accuses Mr. Yecker, of staging immoral and indecent shows on five separate counts furnished by members of the Law and Order Society, who attended all of the shows complained of. Manager Yecker was taken into custody but waived an aldermanic hearing for a court trial in January and was released after furnishing bail before Alderman Ischler. In the meantime Mr. Yecker declared that modern burlesque, as shown at the Fulton, is clean and free from objections to theatersgoers, that at the last three burlesque shows at the theater more than 400 hundred women attended each show, and that he intended to continue the shows as formerly during the remainder of the season.

## IMPORTANT RESOLUTIONS ADOPTED BY EQUITY

New York, Dec. 13.—Two resolutions allowing concessions of unprecedented importance to managers of touring attractions were passed by the Council of the Actors' Equity Association last week. In substance they allow for a five-day layoff the week before Christmas, and the appointment of a committee with power to act until March 1 to decide as to temporary closing. A more extended notice of these resolutions will be given in next week's issue.

## FIRE DAMAGES THEATER

Waukegan, Mich., Dec. 8.—The Strand Theater here was damaged by fire, which caused several hundred dollars' loss. The blaze was of unknown origin and is the second within two weeks. The Strand is under the management of Dan J. Kulaszewicz, who also operates the Rex at Bessemer.

## ENLARGING ISIS AT N. O.

New Orleans, Dec. 11.—Manager Ehrlich, of the Isis Theater on Drydes Street, has purchased the adjoining property south of the present location in order to remodel and enlarge the seating capacity of the Isis. When completed the house will have a seating capacity of 1,000, with all modern improvements.

## CLEVELAND'S NEW PICTURE THEATER

Cleveland, O., Dec. 9.—Opening of the new Loew's Park Theater, Euclid avenue at East 101st street, planned for before the first of the year, will be an epoch in motion picture introduction not alone in this city but in any city between New York and Chicago, in the opinion of Fred Desberg, general representative of the Loew interests in Northern Ohio. This house will, among other things, be the largest in the city devoted to motion pictures, seating 3,800 persons, tho that distinction will be withdrawn some time later when the Loew's State Theater, Euclid avenue and East 14th street, opens with 4,000 seats.

Music will be a conspicuous feature of the entertainment to be provided at the park. An orchestra of 25 musicians will be on the stage, an innovation in this particular. A pipe organ will supplement the orchestra.

But most interesting of all will be the interior decorations and hidden lighting effects, which will harmonize in an unique manner. Thru specially built apparatus these lighting effects will synchronize with the music being played and, combined with decorations, will produce in the auditorium storm, sunrise, peaceful night and other natural effects which audiences hitherto have viewed upon the stage only.

## N. O. LICENSES INCREASED

New Orleans, Dec. 9.—Owing to the increased budget of the city, ordinances have been introduced which, among other things, advance theater licenses from fifteen to twenty-five per cent, making licenses on movie and legitimate houses range from \$35 to \$1,250 a year, according to seating capacity.

## DANIEL FROHMAN BACK FROM BERMUDA

### Will Stage Benefit for Actors' Fund Jan. 21

New York, Dec. 9.—Daniel Frohman, who recently returned from a brief vacation in the Bermudas, presided over the regular monthly meeting of the Actors' Fund of America trustees held yesterday afternoon and announced that the annual benefit for the fund will be held in New York City at the Century Theater, January 21. Seven other cities will also have big fund benefits. Trustees were told that there is an increase of \$1,000 in receipts this year from annual and life memberships. The board passed a resolution of appreciation to Ethel, John and Lionel Barrymore for their gift of an endowed room at the new Fifth Avenue Hospital. The room would be for the benefit of fellow professionals.

## CONSOLIDATION

### Of Loew Interests in Canada in \$20,000,000 Corporation Is Planned

Montreal, Can., Dec. 12.—Plans have been completed for the consolidation of all but one of Loew's theatrical interests in Canada in a \$20,000,000 corporation, which will control and operate the two theaters in Montreal and Toronto and houses in Ottawa, London and Windsor. Hamilton remains out of the deal. Of the total capitalization of the new organization there will be \$5,000,000 of eight per cent preferred stock to replace the outstanding seven per cent issue, and an issue of \$15,000,000 common stock with a par value of \$10 per share.

## CARUSO WILL SING

New York, Dec. 13.—Enrico Caruso, who was forced to abandon his role during a performance of "Elizir d'Amore" at the Brooklyn Academy of Music Saturday night, when a blood vessel burst in his throat, will appear tonight in "La Forza del Destino," according to announcement of the Metropolitan Opera Company. The tenor is none the worse for the injury, it is said. Dr. Philip Horowitz, the throat specialist who attended Caruso, asserted that the tenor's vocal chords were not affected. "Blood gushing from a ruptured vein in the back of the throat near the nasal passage caused hemorrhages," he said, "which naturally interfered with his singing."

## MINSTREL SHOW STOPS

New York, Dec. 13.—Gus Hill's Western minstrel company, managed by James Gorman, closed last night at Eau Claire, Wis., and is coming into New York. At the Hill offices reasons for the closing are that the show was hard by railroad conditions and unable to turn profit necessary to continue the tour. About forty people were in the show, which played several weeks' engagement at the Chicago Auditorium to turnaway business. At the Hill offices it is said the show will rehearse probably later go on the road again.

## TWO CHICAGO THEATER DEALS

Chicago, Dec. 8.—Negotiations are reported to be under way whereby Henry Miller will purchase the Monogram Theater, Thirty-fifth and State streets, from Charles Benkhardt, and that James E. Casten and Rush Bros. will buy the New Regent Theater from Gumbiner Bros. The last named house is located at Sixty-ninth and Halsted streets and runs pictures. The Monogram runs vaudeville and pictures.

## NEW MIAMI BEACH THEATER

Carl G. Fisher announces that the new theater to be built in Miami Beach, Fla., is going to be started immediately and rushed thru. The house will be one of the finest in the country. It will seat about 2,000 people and will cost between \$300,000 and a half million dollars before it is finished.

## NEW HOUSE PLANNED

Malone, N. Y., Dec. 10.—Malone is to have a new half-million-dollar theater next spring according to reports in circulation here. Representatives of New York theatrical interests have been here and have favored a site on East Main street. There is only one theater here now, a motion picture house.

## FLO., SR., MADE BRIG.-GEN.

New York, Dec. 11.—Col. Florence Ziegfeld, father of Flo Ziegfeld, Jr., producer of the "Follies," and formerly Assistant Inspector General of the Illinois National Guard, has been placed on the retired list with a grade of Brigadier-General, by order of Governor Lowden.

## FINE BUSINESS FOR NEW ORLEANS HOUSES

### Many Hotels and Picture Houses Playing Acts

New Orleans, Dec. 8.—Despite the approaching Christmas holidays business at all houses is better than ever in the history of local theaters. The Orpheum, Palace, Crescent, Louisiana and Tulane are doing capacity, on many occasions being sold out two or three days in advance. The picture houses are jammed, both the downtown and suburban section. The film companies report an unprecedented demand for films from the country; not the cheap reels which have been the fashion in years gone by, but the best obtainable, and are willing to pay the price demanded. B. F. Brennan still reports a brisk demand for acts, many requests coming from points in Mississippi, Alabama and Eastern Texas, to say nothing of the demands made on him for entertainers for private parties and stage.

The majority of the motion picture houses, including the aristocratic downtown theaters, are playing one or two acts of vaudeville daily, changing weekly. The hotels are furnishing entertainment for their guests, as are also the high grade restaurants. The Cave is attracting many, so much so that reservations must be made in advance. The colored theaters are doing capacity and, taken all in all, New Orleans and the section immediately adjoining is enjoying a boom in the amusement business such as has never been experienced.

## "RAINBOW REVUE"

### Presented in Connection With Film Offering

Canton, O., Dec. 8.—An innovation in local theatricals was offered at the Grand Opera House this week in the presentation of the "Rainbow Revue," an excellent organization of twenty-five artists, including a chorus of ten, in connection with the usual film offering. The double bill not only stimulated attendance, which has been slumping because of the suspension of many of the metal working plants here, but won much comment for L. B. Cool, representative of Fisher & Shea. Cool claims that many of the best shows are closing and that road attractions are hard to obtain, and he must look for something new in the way of attractions. The revue was headed by William Roberts, who played one of the leading roles in the Metropolitan Musical Comedy Company, which played an engagement of ten weeks here and at Akron last summer.



# VAUDEVILLE

The Latest News and This Week's Reviews This Week



## SHUBERTS WILL NOT DEDUCT FEES FOR BOOKING OF ACTS

**Agents and Producers Offered Exceptional Inducements—Engagement of Max Hart Appears a Certainty—Reported New Corporation Will Take Over Keith Properties**

New York, Dec. 13.—Agents and producers of big-time acts are being offered exceptional inducements, it was learned, to book under the Shubert big-time vaudeville banner. A special effort is being made to line up those agents who have fallen out of grace with E. F. Albee and whose "franchises" to book acts thru the Keith Booking Exchange have been revoked.

Upon information received from an authentic source, it was learned that there will be no fees or commissions deducted for the booking of acts over the Shubert big-time circuit. Agents dependent upon the Keith office to route their attractions are obliged to pay five per cent to the booking office. From the five per cent allowed them under the law, agents are forced to turn over an additional two-and-one-half per cent to the Vaudeville Collection Agency, leaving them but two-and-one-half per cent as their actual share.

To those agents who have big-time material to offer the Shuberts promise an open door. To top this off the booking floor of the Shubert office will also be free to actors as well as agents and producers of acts. During the week, it is said, there was a wild rush on the part of the so-called independent agents to get "in" on the Shubert proposition.

There remains but little doubt that Max Hart has definitely agreed to pull out some 150-odd acts under contract to him out of the Keith Circuit and switch them over to the Shubert books. It is said that Hart, soon after February 1—the tentative date set for the Shuberts to make their entry into the vaudeville field—will sail for Europe, where he will scout for foreign material.

At the Shubert office it was learned that within the next few weeks a public announcement will be made of the houses that will constitute their big-time vaudeville circuit. The City-Fourth Street Theater has been definitely lined up as the Shuberts' Times Square district house, it was said. "Way Down East," a feature production, has been playing in this district the better part of the season.

A report, said to have emanated from the Shubert office, to the effect that Coleman Du Pont and a group of financiers have completed negotiations for the purchase of a controlling interest in the E. F. Keith Circuit of theaters and the Keith Booking Exchange, is given little credence by persons familiar with the vaudeville situation here.

The report has it that there is a plan afoot to form a new corporation to take over all of the Keith properties, with largely increased

capital, and to have the stock of the new corporation listed on the New York Stock Exchange, as has been done in the case of the Orpheum Circuit and Loew, Inc., stock.

elaborate on the meeting of mother and daughter and the very apparent sincere devotion of each for the other. Suffice to say that the publicity given Eva's disappearance, and the pathetic appeal to the child's love for her mother, has reunited them, and The Billboard rests in the knowledge that it rendered another valuable service to its readers.—NEISE.

### ELKS' BIG XMAS

**Presents To Be Distributed to 5,000 Kiddies and There Will Be an Entertainment**

New York, Dec. 9.—This week the members of Lodge No. 1, B. P. O. E., started a stamped campaign to raise funds to make a merry Christmas for no less than 5,000 kiddies. "Mike" Buckley, "Sid" Bernstein and "Chick" Goodman are some of the club members who are especially ac-

### LAUREL LEE



Petite and dainty Laurel Lee, "The Clummy Chatterer," is winning laurels on the Orpheum Tour with her singing and talking turn.

### UNITED THRU BILLBOARD

**Eva Esmond Now With Her Mother in New York City**

New York, Dec. 10.—When Flo Esmond came into the New York office of The Billboard this afternoon, accompanied by a typical-appearing stage child, we assumed that it was Eva Esmond, and herein we give her version of her disappearance.

During the month of August, while playing as a pianist at the Aberdeen Hotel, Ashbury Park, she was informed by a Mr. and Mrs. Wilhoit, the latter a sister of Eva's godmother and former partner of Flo Esmond, that they had documentary proofs in Chicago that Eva was the daughter of the godmother, and by persuasion induced Eva to go to Chicago and thence to San Antonio, Tex., at which place they dictated a letter that was later sent to The Billboard for publication over the signature of Eva Esmond.

The sworn statement made by Flo Esmond, and published in The Billboard, caused Eva to wire her mother, and the latter had a friend go on to Texas and bring the child home, arriving here Monday last. If space permitted, we could

tive in this work. W. T. Phillips, club secretary, told The Billboard today that there will be a large tree set up in the lodge room, the Elks' Band of thirty pieces will furnish music and presents will be distributed by the clubs. "Santa" on Christmas Day. There will also be an entertainment. Following distribution of presents to the children 5,000 baskets of Christmas dinners will be sent to their homes. J. H. Chris Mitchell is chairman of the Christmas tree committee and Jack Lewis is chairman of the stampede committee. Patrick J. McGrath is also a very prominent worker in the cause. It is rumored he may be next Exalted Ruler of No. 1.

### DELL ELMORE HAS NEW ACT

Dell Elmore, the female impersonator, will shortly introduce a new act into vaudeville, entitled "Dainty Bits." The act was arranged by "Snowball" Jack Owens, and promises to be one away from the ordinary run of impersonators. Elmore says he is delighted with the material and songs that Mr. Owens has arranged for the act.

Be sure to look thru the Letter List this week.

### 'MUMMERS' PARADE

**To Eclipse Anything Hitherto Attempted Along This Line in Philadelphia**

Philadelphia, Dec. 9.—The 1921 "Mummers' Parade" will be one of the greatest in the history of that organization, according to an interview given by the well-known vaudeville agent, Bart McHugh, to the Philadelphia representative of The Billboard. Mr. McHugh has had charge of this event for many years, and states that the New Year celebration of 1921 will eclipse anything heretofore attempted.

Over twenty-five large clubs will participate, and there will be from 12,000 to 15,000 men and a large number of bands will be in line. There will be a wonderful collection of floats and many character impersonations that will out-rival any past demonstrations.

A large number of prizes will be offered by the city of Philadelphia, as well as a large number of private firms throughout the city. The clubs will pass before the reviewing stand of the official city and newspaper judges at the City Hall. The clubs and bands, with their captains, so far announced are as follows:

Blue Ribbon New Year Assn., Capt. Chas. Jerome White; Golden Slipper New Year Assn., Wm. Kelly, Jr.; D. R. Oswald New Year Assn., Wm. Chamber; Sunflower New Year Assn., Frank Procaelo; Chas. Klein New Year Assn., Geo. W. Herrschoff; W. H. Y. New Year Assn., Wm. C. Schultz; Liberty New Year Assn., Andrew McAllister; Young America Assn., John P. Prek; Silver Crown Assn., Michael J. Quigley Hegeman String Band, Ernest Haney; Quaker City String Band, Harry J. Schwartz; East Side New Year Assn., John D. Trumphy; Aqua New Year Assn., Wm. Campbell, and the Star Kraut Band of Gloucester, John Dickson. Further announcement of the entire program will be given out at the official meeting next week.

### JOSEFSSON OUT OF RINGLINGS

New York, Dec. 11.—It is reported on the authority of Johannes Josefsson himself that he will not join the Ringling Circus when it opens next spring at the Garden. The muscular Icelandic and his famous self-defense demonstration will likely, at the conclusion of his present big-time vaudeville engagement, go to Chicago for a run. He has been with the Ringlings several years, previously being with the Barnum & Bailey organization. He has been in this country for eight years, and was an European sensation before being brought to America, where he has become a great favorite.

### GRANT-KENNEDY

Chicago, Dec. 8.—A communication to The Billboard announces the marriage of Doc Grant, with Jack Russell's "Who's Who?" act, playing Loew Time on the Coast, to Flo Kennedy, comedy prima donna with Frank Rich's "Follow Me, Girls" company, also on Loew Time on the Coast. The wedding occurred in Seattle, with no date given.

### WIRTH TO TOUR WORLD

New York, Dec. 11.—George Wirth, director-general of the Wirth Bros.' Attractions in Australia, will sail for this country on February 9, according to a cable received by his American representatives, Wirth-Bismenfeld & Company, of this city. Mr. Wirth will be gone from Australia 12 months, during which time he will make a tour of the world.

### HARVEY'S MINSTRELS TO REST

On December 20, 21 and 22 H. M. Harvey's Greater Minstrels will play at Elwood, Ind., under the auspices of the American Legion. The company will lay off the following two days, reopening on Christmas Day at the Majestic Theater, Kankakee, Ill. Whitney Viney is stage director and Irvy Richardson choral director with the Harvey Minstrels.

### ROSEN RECOVERS JUDGMENT

New York, Dec. 11.—In the City Court this week Jimmie Rosen recovered a judgment of \$2,120 against the Capitol Theater. Rosen told the court that he was engaged by the Capitol Theater in November of last year to appear in the Ned Wayburn revue. His contract, he asserted, called for \$200 per week for a period of ten weeks.

### NEW THEATER ASSURED FOR STEUBENVILLE, O.

Steubenville, O., Dec. 10.—Steubenville is soon to have one of the finest new theaters in this section of the Ohio Valley. Geo. Shafer, well-known theatrical promoter of Wheeling, W. Va., and lessee of the Herald Square Theater here, is back of the enterprise. A site on Herald Square has been acquired by Mr. Shafer on a 25-year lease and a building 62 by 180 feet and having a seating capacity of 2,000 will be built, the total cost of the improvement being estimated at \$250,000. Construction is expected to be under way by March 1, 1921.

The policy of the new house will be Keith vaudeville.

### LOOKING FOR J. J. McKITTRICK

If this should come to the attention of J. J. McKittrick, or anyone knowing his whereabouts, they are urged to communicate with the Alps Hotel, 115-12 W. Main street, Battle Creek, Mich., as an aged couple is anxiously awaiting word of him.



Majestic, Chicago

(Reviewed Monday Matinee, December 13)

Same old pictures from last week, including the insane feat of taking the ones with the camera going like Jersey lightning that no eye could look upon and nothing but a jazzed brain could pictureize.

Challen and Keke presented a splendid opening. They lost no time, but went right to work, in fact, were at work when the curtain went up. They did a number of clever feats and closed strong. Seven minutes.

Joe M. Norcross, assisted by Nellie I. Norcross, whose combined ages are said to be 144 years, did their usual singing act and got away with it even better than they did years ago. Age only adds mellowness and pathos to their offering that makes "When You and I Were Young, Maggie" and "Silver Threads Among the Gold" real life pictures in their hands. The old folks stepped home with lots of applause. Twelve minutes.

Clayton Kennedy and Mattie Rooney—the Widow Pair—have a vehicle that hardly suits their nature. Death is too sacred a subject to furnish much fun, even when handled by clever people. They failed to get very much or very far with their burlesque. When they strike their real stride they clean up. But they should abandon their opening. It fails. It is only a handicap. It is also offensive to those who have suffered, and there are millions of them in the world today. Fun is too sacred to be thus debased. They don't need it and are too clever and too capable to resort to this low level. Twenty minutes, fifteen of them filled with real fun.

Albertina Rasch, assisted by Agnes Ray, Stella and Louise Rothacker, and directed by I. Nageh. This act is beautifully staged and the scenery and effects are in keeping with the faintness and cleverness of the personages, who radiate clever personality and refined artistry. This act is one that can be studied and seen more than once with profit and pleasure both. Twenty minutes.

Kirby, Quinn and Anger present a "nut" act of a different type. They do a lot of things that are meritorious and do them well. They blend their burlesques with the touch of the real in such a way that they put it over to the satisfaction of the audience. Twenty minutes; four bows.

Valeska Suratt has the same sketch that she has been presenting for some time, but the lines are brightened and the act smoothed out so that now it keeps one interested, laughing and expectant from start to finish. The act is well presented and capably acted. Four bows.

Marry Breen, noted for her extraordinary, worked his line to the nth degree. He held the audience right to the close of his act. Twenty minutes.

The Four Readings deserve credit for devising a real opening for a closing act. They grab the audience before the curtain goes up and hold them to the very close. They do a great many new and novel, thrilling stunts that keep the audience breathless, and then close in a great outburst of applause. They have a well-built act that is simply one climax stacked on top of another. Ten minutes.—FRED HUGH.

Keith's, Cincinnati

(Reviewed Monday Matinee, December 13)

The new bill presented this afternoon was of a smooth "swinging waltz" nature: a good show, but lacking in pep—a something to "liven 'em up" now and then. Frank Irowne, programmed as the "Jazzy Nymphologist," did not appear. Madame Olga Petrova was THE headliner, and stopped the show completely. Despite a rather cold, drizzling rain and early Christmas shopping, nearly all seats on the lower floor were filled. The program ran in the following order:

Margaret Taylor started with singing what was to follow in her act including a "surprise." She sang well, and her klick-dance was appreciated. She then went from one to full stage and presented a very neat and graceful tight wire number, drawing applause with a full "side-split" for her finish trick. Seven minutes; two bows.

Kinograms.  
Harriet Loraine ("Baroness de Holluh") and Harry Crawford, in a "vamping" skit, "Fifty Loves." Both did justice to their respective parts and interspersed several vamping songs that helped the theme, as did their handling of the humorous opportunities afforded them. Nineteen minutes; interior, in four; three deserved curtains.

A reception started and was somewhat augmented when "Blime" Bert Kennedy made his appearance for the act of himself and "Nobody—1. R." Bert pulled a rather strong argument with his mythical companion and admitted to his "partner" that but for "me it would be no act." He finished with singing praises for the "blues" songs and responded to two encores with

(Continued on page 210)

B. F. KEITH'S PALACE

NEW YORK  
AMERICA'S FOREMOST THEATER DEVOTED TO VAUDEVILLE

Matinee 2:00—Two Performances Daily—Evening 8:00

(Reviewed Monday Matinee, December 13)

The bill this afternoon looked good on paper as individual vaudeville units, but played out to a mighty poor general ensemble. Could have been far better arranged. Three circus acts on the list and two in the first half. Fine theater weather. House filled by end of the fifth number and started to walk out in the middle of the act following intermission. Jack Joyce proved a surprise, and it was no trouble for Kitty Doner and Brother and Sister to walk away with the show. We have seen William and Gordon Dooley go over much better here than they did on this occasion. Much improvement shown in the handling of the stage. A slight necessary wait followed the May Wirth act.

1:54—Frederick F. Daab tapped the baton for his overture, "T. M. A. March," Gillette.

1:56—New kinograms to "Rippling Waters." Dugan. Had an excellent program, starting with views of the erecting of Loew's State Theater on Broadway, and showing scenes in the Times Square district, including the Times Building, Putnam Building, Billboard Office, Astor Hotel, Criterion, New York, Astor, Globe, Garety and R. F. Keith's Palace theaters. The scene of President-Elect Warren G. Harding at the Elks' National Home, Bedford, Va., delivering the memorial address before many thousands, was liberally applauded. A scene at the Montreal Silver Fox Exhibition proved most interesting.

2:09—The Eight Flying Blue Devils, whirlwind Arabian acrobats and pyramid builders, held rapt attention on full stage. This proved to be a great opener and took several curtains.

2:14—Jack Joyce, a most likable, immaculately dressed chap, with blond hair, English accent and an unerasable smile, held down this spot in fine style, despite his being minus a leg as a result of the world war. He sang, talked and did a dance with a crutch that proved him a real artist though handicapped. He had to take several curtains and made a neat speech to get off. This boy should have been given one of the featured spots.

2:26—May Wirth, with Stella Wirth, Phil Wirth, Mrs. Martin Wirth and Tony Parker and three grooms, took full stage with ring bank in order named. Five horses are employed during the showing of this sterling act from the white tops. A much smaller ring is used than should be employed for this offering, but that in no way, however, detracts from the general all-around merit and artistry employed. The showmanship is a little off in several places, but this should not be for long. The act opens with a song by May and Stella, into which picture one of the horses takes his place and does a bit. The straight and comedy riding go round after round of applause. All the comedy rests on Phil, who is a grotesque riding clown. May makes it "The May Wirth" Act with her pep and personality, coupled with a tumbling finish. Took a few curtains and held down the "extra feature" position.

2:40—Gertrude Vanderbilt came out in one, attractively set, with Dean Moore at the piano. Miss Vanderbilt is billed to deliver quality songs and dances, and she does quantity as well, much of which could be construed as broad and suggestive of burlesque. Her opening song about her being the only Vanderbilt in vaudeville started her right. It's all on account of this lady's personality and showmanship that she registered a solid hit. Mr. Moore does a song at the instrument, but does well for the change. This portion is credited with being the "Extra Added Feature."

3:03—Kitty Doner, Ted and Rose Doner, held over from last week as the "Engagement Extraordinary," did the same act as before recorded in this column, and seemed to do far better. A special leader directed and Eddie Moran pounded the ivory keys, but departed himself well.

3:32—Intermission. "Amorita," by S. Fox.

At this point lights went up, and a talker from the Police Hospital Fund Drive took the rostrum and delivered a short and effective speech. This fellow with a "Celtic" accent had a most pleasing delivery, and did a poem for which he claimed authorship. He had better pose than most who essay this kind of work, and may have at one time been a public entertainer.

3:43—"Now and Then," by Richmond, played by the orchestra, ushered in "Topics of the Day," with hits by London Mail, Baltimore Sun, "Topics of the Day" (both items received hearty applause), Boston Transcript, Omaha World Herald, Cartoonist Magazine, American Legion Weekly, Washburn Review, Nashville Banner, McGraw's Equippier, Harvard Lampoon, Atlanta Constitution and Dayton News.

3:55—Carlton Hoagland and Harry Carroll presented William and Gordon Dooley as the "Engagement De Luxe." In "Two Vagrants," with the assistance of Arthur Hartley, Helen Patterson, William Foran and six charming, well-costumed girls, with nothing much to do but prance on and off the stage. The cast is excellent in all its attempts and does. Mr. Hartley can sing and deliver lines, Miss Patterson dances and chirps pleasingly and Mr. Foran is a rough house comedian of ability and good parts. The story is the life of the two vagrants, played by the stars. Edgar Allan Woolf wrote the book and Harry Carroll the music.

This conglomeration of pure, unadulterated "nuttery" opens with a prolog, then to a court scene, where the two vagrants are charged with doing nothing. The judge orders them to tell their story. They first try being electricians and fall after wrecking the flat of a newly married couple. Then they go on the stage in a travesty, in which they play the parts of Sir Walter Raleigh and the Earl of Essex. They make a terrible failure of this, all of which is done as part of the act. The closing scene shows them still at the bar of justice. The Duxdeys can get it over by way of their peculiar style of acrobatic comedy.

4:10—Tom Patricia, assisted by a new partner, Irene Delroy, did the same act as on his previous visit, in a different position as the "Extra Added Attraction." He lost many of his auditors and did not hold attention except when doing his wonderful dancing in wadded shoes. Very poor judgment was shown by him and a too confident attitude lost him the great hit he made before.

4:55—The Three Johns occupied the smallest type in the billing, but made one of the big hits of the performance. These European equilibrists occupy full stage, with special "props," risley bed, ladders and perches. This is the acme of perfection in head and hand balancing artistry, and goes over as well on the stage as it did in the ring with the World's Greatest Shows under canvas. Too bad they could not have been given a better position, but such is the fate of novelty acts in modern vaudeville, with but few exceptions.

Next week is the Morton Family week. Sam, Kitty, Martha, Joe, Paul and Clara and Naomi Glass are billed along with Mme. Besson and Company as the features.—WILLIAM JUDKINS HEWITT.

"MERRY CHRISTMAS"

Palace, Chicago

(Reviewed Monday Matinee, December 13)

There are no thin spots on the new bill and the audience was appreciative of the fact. Fortunately, Jack Rose and his tin whistle artist only the Monday afternoon audiences.

The Lovelias substituted for the Lovenberg Sisters, and, with their tight and slack wire-stunts, were welcome. The old familiar bicycle and drunk bits were included, and two generous bows to close came after ten minutes.

Herbert Brooks, card manipulator, followed, and had the oldtimers guessing. He has a facetious delivery, which helps him along, and his chosen cards and cigaret tricks were his best, while his producing any desired single or grouped cards gave the punch to close. Seventeen minutes. In one; two bows.

L. Wolfe Gilbert, song writer, ran true to form, opening with a quarrel song, the second verse waving the flag, then a cannibal song, and sang a medley of his best known songs and put in a plug for a new one. He has some distinctive features, such as scratching his nose and introducing his song booster from the stage instead of the audience. But even without a good voice, the crowd liked him and his songs, and he came thru with four bows and an encore. Sixteen minutes.

Elsie Williams and Company do a sketch, "Who Was To Blame," which is whimsical, and, consequently, easy to follow. Alden McClaskie is the new groom, and Ed Felt does the uncle. The mother-in-law is delicately interwoven thru the salt-cellar spilling superstition, and the cleverness of Miss Williams puts it over and the audience is unmindful of the exaggeration. Eighteen minutes; four curtains.

Miller and Mack, in eccentric makeup and without an ancient quip, supplied the low comedy of the afternoon and did eleven minutes of rapid fire dancing, dialog and nut stuff. The acrobatic dance and tumbling was unexpected and brought down the house.

Sophie Tucker and her Five Kings of Syncope. This is her third week at the Palace. A crowd of boosters was on hand to help her put it over if she needed help, but she didn't. But she gave some of them a chance to pull bokum and comedy on the encore. She has the brains to build a new act and the skill to put it over. A new song, "Grieving For You," was her best serious effort. Thirty-seven minutes; bows, encores, speech.

Billy McDermott, doing his tramp comedian act, pulls the puns on the suburb towns and burlesques grand opera and closes with the Sousa imitation, which seems new to vaudeville audiences. Twenty minutes, in one.

The Ford Dancers, presented by the Ford Sisters. Mayme Gebrue is the genius member of the group, the Bob Adams and Ed and Lottie Ford are capable. William Cutty held the spot with a piano solo, the frazzled Rachmaninoff prelude, just at a time the audience was restless, and a third of the crowd left. This was to cover a costume change, but it is an expensive wait and takes the edge from the finale, which is of the hair-raising Ford style, working to a fine climax except for the had break preceding it. The act is gorgeously costumed and well set, and, aside from the costumes, does credit to the producers.—LOUIS O. RUNNER.

Pantages, San Francisco

(Reviewed Sunday Matinee, December 12)

The Four Fantines, a quartet of powerfully-built athletes, opened the new bill at Pantages Theater today with a series of amazing feats of strength and skill upon the rings and bars, while suspended in midair. The act went well, but because of its position on the bill failed to get the reception deserved. In the second spot Cook and Vernon, in their comedy offering, "Sister Susie," scored a hit. Both are clever artists, and Miss Vernon's characterization of a single country lass was especially good. Two bows; much applause.

Pot Pourri, captioned "Vaudeville's Supreme Novelty," occupied this spot and proved a distinct sensation with today's audiences. The set is remarkable for its beauty, culminating with a tableau of "Peace." Remarkably trained parrots, doves and a dainty dancing maid are featured, the latter capering thru the act while the feathered actors perform in a manner almost unbelievable.

Harry Busse, in a comedy concoction styled "Sense and Nonsense," filled this spot and furnished laugh after laugh. Busse is a whole show in himself, offering a conglomeration of dancing, singing, juggling, magic and cartooning. Three bows.

King and Irwin, two backstage fun-makers, kept the audience in a riot of laughter. Their

(Continued on page 210)

ADDITIONAL REVIEWS ON PAGE 210

## CHING LING FOO NOT DEAD

Grand Old Chinese Magician Contemplates Another Tour of America

Charles Hugo, the globe-trotting showman, who has just returned from an extended tour of the Orient, advises that the reported death of Ching Ling Foo, the famous Chinese magician, published in The Billboard some time ago is a gross misrepresentation and was no doubt circulated to benefit rival Chinese troupes, who, thinking that perhaps with a report of Ching Ling Foo's death circulated, they themselves might pick up the mantle and reputation of the famous Grand Old Man of China. Ching Ling Foo was very much vexed over the report of his death, and, although he never expected to again make a tour of this country, authorized Mr. Hugo to try to arrange a tour for him so that he could come over here and prove to the people of America that he is very much alive. A false report of one's death is a very grave affair with the Chinese people, and Old Ching feels it his duty to come over here and set himself right. He has the very highest regard for America, and, judging from his wonderful success over here, America has quite a regard for Ching.

A strange coincidence happened in connection with Mr. Hugo's meeting Ching in China. The very first thing that Ching told Mr. Hugo was how very sorry he was to hear of the death of his good friend Harry Kellar, and when informed that Mr. Kellar was still very much alive and that it was he (Ching Ling Foo) that was supposed to be dead—thus it was—"The Grand Old Man of America" was reported dead in China, and "The Grand Old Man of China" was reported dead in America. It was quite a relief to Ching to learn that Mr. Kellar was still alive, but a terrible shock to learn that he himself was supposed to be dead, and the very last words that he said on parting with Mr. Hugo were to be sure and arrange an American tour for him.

Mr. Hugo and Ching have been friends for many years, and the latter made a trip from Shanghai to Hsingchow especially to see Ching and to satisfy himself that the rumor was unfounded. He found the old gentleman in the best of health and as supple and mystifying as ever. Ching at the present time is owner of the biggest circus ever to tour China and has what is claimed to be the only trained elephant in China. He has toured all over Central and Northern China, but owing to the fact that all men in uniform are allowed to enter all theaters and places of amusement free of charge Ching found his circus playing to capacity business in many places with very little money in the box-office; as a matter of fact in some instances the soldiers and officers would pack his circus to suffocation long before the advertised time for the doors to open, and when the paying public came to buy tickets they could not sell them, as there was no place for them inside. Of course this situation does not prevail everywhere in China, or it would

## CABLES FROM LONDON TOWN

DECEMBER 12

By "WESTCENT"

## LORD HAIG PLANS MATINEES TO RAISE FUNDS FOR EX-SOLDIERS

Sir Arthur Wing Pinero took the chair at a meeting December 3 in the dome of His Majesty's Theater to organize simultaneous matinees throughout the country to raise funds for Lord Haig's scheme for helping ex-soldiers. Every section comprising the entertainment industry will be asked to help, and Lord Haig will personally outline his idea to this committee on December 16. Naturally the Variety Artists' Federation will be represented by Albert Vayce and Monte Bayly, and the Actors' Association by Fisher White, who promised royal co-operation to this end.

## SEVERAL PLAYS CLOSING

Plays closing last night (December 11) were: "Just Fancy," at the Vaudeville Theater; "His Lady Friends," at the St. James, and Grand Guignol, at the Little Theater.

## TWO LONG RUNS

"Brown Sugar" registered its two hundredth performance and "Mary Rose" its three hundredth last night (December 11).

## HOLIDAY OPENINGS ARE MANY

"Tarzan of the Apes," a drama, will open at the Seals Theater December 27. Albert Chevalier, with "My Old Dutch," playing daily matinees at the Holborn Empire, beginning December 27, and the following Christmas attractions: "Charlie's Aunt," twice daily, at the Prince's Theater, December 29; "The Private Secretary," matinees only, at the Aldwych, December 21; "The Shepherdess Without a Heart," matinees only, at the Garrick, December 22; "Peter Pan," with Edna Best, at the St. James, December 20; "Where the Rainbow Ends," matinees only, at the Apollo, December 20, and "Teddy Tales," based on the "Teddy Tale Stories for Children," in The Daily Mail, matinees only, at the Duke of York's, December 27.

## VAUDEVILLE THEATER TO REOPEN WITH REVUE

The Vaudeville Theater will reopen on December 16 with a revue, called "Jumble Sales."

## COURTNEIDGE TO PRODUCE "REBEL MAID"

Robert Courtneidge will produce after Christmas the new romantic light opera, "The Rebel Maid."

## PAXTON HAS TWO "FIRST NIGHTS"

Sydney Paxton had two first nights last week, as he opened at the Savoy Theater in "Faddy the Next Best Thing," also in "When Knights Were Bold," which was successfully revived as the Christmas attraction at the Duke of York's December 10.

## OPERATIC VERSION OF "DAVID GARRICK" A SUCCESS

The operatic version of "David Garrick," by Reginald Somerville, was successfully produced at Covent Garden December 9 by the Carl Rosa Company. The musical score is not particularly new, but it is full of melody. William Bolcom had a strenuous time as Garrick, and Beatrice Miranda, Harry Brindle and Kingsley Nark sang and acted well.

## SWEDISH BALLET AT THE PALACE WELL RECEIVED

The Swedish Ballet opened at the Palace Theater December 8, and was well received by press and public. "El Greco," which was offered, is based on a fanatical, half-naked blasphemer, raging against heaven, and his brother is struck dead by lightning, but a saint persuades the heretic to mend his ways. "The Foolish Virgins," the other offering, is a quaint rendering of St. Matthew's parable, and is agreeably accompanied by a fantasy of Swedish tunes. Jenny Hasselquist and Jean Borlin are the principals.

## "CHARM SCHOOL" TO SUCCEED "WILL YOU KISS ME"

"Will You Kiss Me" closes at the Comedy Theater December 18, and Paul Murray and Tommy Dawe will produce "The Charm School" there, with Owen Nares and Meggie Albanesi, on December 23.

## KENNINGTON THEATER TURNS TO MOVIES

After George Shirley's pantomime concludes its engagement at the Kennington Theater the house will turn to the movies. Ernest Rolfs thought he could make money there with theatrical attractions, but the overhead charges were too great, so there's another theater less in London.

## ELSIE JANIS' SHOW OPENS DECEMBER 13

Elsie Janis postponed the opening of her show at the Queen's Theater until December 13.

## HY MACK ON WAY TO AMERICA

Hy Mack is now on the Olympic to open at the Alhambra Theater, New York City, December 27, where he commences his third American tour.

## "CHU CHIN CHOW'S" 2,000TH PERFORMANCE

This will be reached on Wednesday, December 23, and for the entire fortnight, from December 27, Oscar Asche will play this gorgeous version of the "Forty Thieves" twice daily, after which the show will run "as usual." A kind of perpetual motion play.

## EVERYMAN THEATER AT HAMPSTEAD FINANCIALLY EMBARRASSED

Norman Mardermott, the founder of this theater, explains that his present difficulties are caused because he has had to pay off the balance of debt, together with payment of current expenses. He had hopes of receiving support from one or two quarters to relieve the acute financial crisis, but unless the monetary aid came in a substantial amount there were but slender hopes of carrying on the theater further. Mardermott thinks that as the Everyman Theater has given the distinction to Hampstead of being the first district to possess a repertory theater of its own the Borough Council might reasonably be expected to contribute towards its cost. More squandering!

soon put a show out of business. At Hsingchow, where Mr. Hugo was guest of Ching Ling Foo for three days, the circus did a wonderful business, as a matter of fact the receipts one Sunday ran a little over 1,650,000 cash. Cash, you know, is the small brass Chinese coin with a hole in the center, thirty of which, under normal exchange, represent about one cent in our money.

Conjuring, of course, was the outstanding feature of the circus, and Ching Ling Foo has created many new and startling feats that would be a sensation in this country. Mr. Hingo sailed from Shanghai on October 15 last, and Ching and his daughter, Chee Toy, came down the river to Woosung to wish him bon voyage.

## OPTIMISTIC VIEW

Of Theatrical Business Conditions Is Taken by Col. Chas. Bray

New Orleans, Nov. 8.—Col. Charles E. Bray, theatrical man, formerly of this city, accompanied by Mrs. Bray, arrived yesterday from San Francisco, where he is stationed as Western director of the Orpheum Circuit. Mr. Bray's visit to this city was for the purpose of speeding up work on the new \$400,000 playhouse his company is erecting on University Place, but which has been delayed by labor troubles and scarcity of material.

To a Billboard representative Col. Bray asserted that the threatened slump in many lines of business is unlikely to affect the theatrical business adversely. On the other hand, he said, a decline in the cost of living will boost the theatrical business by placing at the disposal of the workmen more funds for amusement.

The passing of the season he characterized as a godsend to the amusement business, as much of the money heretofore spent in the saloons is being spent for shows. Col. Bray said he thought that the new administration would tighten the prohibition law and thereby divert into other channels the money which is now being spent for "bootleg" whisky. Having been the last to raise prices, the theaters, he said, would be the last to lower them. He looked for no slump in amusement prices till railroad rates decline and business conditions become so bad that large numbers of people are thrown out of employment.

## AUBURN (N. Y.) CONVICTS

To Stage Minstrel and Vaudeville Show

Auburn, Dec. 10.—That there will be some good entertainment in the minstrel and vaudeville show of the Mutual Welfare League at Auburn prison, December 21 and 22, was known when the announcement of the program was made by Harry Wallon, chairman of the entertainment committee.

In the minstrel first part Joe Pyke will be on duty as interlocutor, with Charles Evers, George Hope, William Carter, Burton Paige, John Mulqueen and William Hertel as end men. The two Charleys, Thatcher and Morton, are featured in specialty dances and musical numbers.

Heading the vaudeville will be the "Thatcher Revue of 1920," featuring the latest musical comedy hits. Thatcher is billed as an entire show in himself, altho he will have 18 in his company. Charles was with Raymond Hitchcock, until he took up his residence here several months ago, and has had a lot of experience behind the footlights.

A dramatic playlet, "The Gray Overcoat," with Charles Evers, George Hope and Frank Ryan, is second on the vaudeville program. Burton Paige will entertain with his skit, "A House in Jazzland."

Vogel and Murphy's act, "Who's Got My Baby," is another feature. Buckley and Carter, crack knockabout comedians, have next place, and Joe Pyke, monogolist, rounds out the vaudeville with a talking and singing set, in which he uses "Tell Me Little Gypsy" as his big number.

## FRAMING NEW ACT

La Dell, the magician, is framing his new vaudeville act, which will open in the East soon. It is a Chinese act, and will be billed as La Dell and Company.

## MANY VAUDEVILLE ACTS

Chicago, Dec. 9.—Many of the different picture houses are reported to be planning to put on vaudeville acts New Year's Eve. It is also said that many of the actors will play several houses during the same evening for the price of one engagement.

FOUR--BEARS--FOUR

WORLD'S GREATEST EDUCATED PERFORMING

FOUR--BEARS--FOUR

RAWLINGS' CALIFORNIA'S FAMOUS HAPPY BEAR FAMILY

are open only for circuit bookings after March 20th, 1921. Address 605 Pantages Theatre Building, San Francisco, California.

WORLD RENOWNED

"KILTIES" BAND

ONLY AND ORIGINAL

With all their special features

MR. MURDOCH J. MACDONALD, Conductor

NOW TOURING KEITH'S VAUDEVILLE. BREAKING RECORDS EVERYWHERE

Home Office: BELLEVILLE, ONTARIO, CANADA

Chicago Office: 511 MASONIC TEMPLE

New York Office: 204 PALACE THEATRE BUILDING  
FRANK EVANS, Representative

T. P. J. POWER, General Manager. The man who piloted the "KILTIES" around the world.



# TRAVELUTTE

**THE MENTAL MIRACLE**      **\$25,000.00--PRODUCTION--\$25,000.00**  
**MAGIC—MENTAL TELEPATHY—HYPNOTISM**

Presented in a pleasing and elaborate manner. **Breaking Box Office Records and S. R. O. Nightly.** Read what the Managers say:  
**Yale Theatre, Okmulgee, Okla.**—Dr. Travelutte played a full week to capacity against the strongest kind of opposition—two Big Time Vaudeville Shows and also a Carnival, and we hung out the S. R. O. sign with 1,600 seating capacity.—C. Haniotis, Mgr.  
**Orpheum Theatre, Lawton, Okla.**—Dr. Travelutte broke all attendance records of this house, and when we turn away more than two hundred with a seating capacity of 1,056 in a city of this size, on an eight-day run, we consider the attraction extremely meritorious.  
**Vernon, Tex.,** played Travelutte on a return date with capacity all week at 75-cent prices, week Nov. 21st, Opera House.  
 —N. I. Duke, Mgr.

**DR. and MRS. HERBERT I. TRAVELUTTE extend XMAS GREETINGS TO ALL.**  
**Address Crawford Theatre, El Paso, Texas, December 12 to December 23, Inc.**

## L. T. SLICKER

Wishes friends all over the world A MERRY XMAS AND A HAPPY NEW YEAR. Would be glad to hear from friends. Address L. T. SLICKER, Stage Mgr., Great Travelutte Show, Crawford Theatre, El Paso, Texas, Dec. 12 to Dec. 23, inclusive.

**RELIABLE A-1 PROFESSIONAL.**  
**FRANCIS X. HENNESSY**  
 Irish Union Piper, Scotch Highland Piper, Scotch Highland Fling Dancer, Irish Step Dancer, Stage Step and Modern Ball Room Dancer, Violinist (Musician) Teacher.  
**PLAY PARTS—VAUDEVILLE.**  
**LECTURER—(Extempo, Ad-dictum) Educational.** Mechanics, Demonstrator, Etc.  
 P. S.—Would join established professional act or sister team, or partner. Lady or gent.  
**Permanent Address, Billboard, Cincinnati, Ohio**

## KEEP BUSY!

Acts, Performers, Entertainers, Musicians, etc., "laying off" in this vicinity, are urged to send open time to the Heath-Connelly Entertainment Bureau, Nantucket Bldg., 21 S. Main St., Akron, O. When in town call at our office. Can always use Acts suitable for clubs, private entertainments, etc.  
**HEATH & CONNELLY,**  
 "AMUSEMENT AUTHORITIES."  
**MINDREADING SUPREME—**Performer in evening dress answers questions while surrounded by spectators in audience. Entirely different method, never used before. Performer never sees or handles questions. Requires no pads, impressions, prepared paper and envelopes, mechanical or electrical device, code, memory or practice. Guaranteed as represented or money refunded. \$5. LallARIE, Magician, Tunkhannock, Pennsylvania.

## SECOND HAND ARMY TRUNKS

Order quick, at once. Supply limited. Army Fibre, size, 38 length; 22 width, 15 height. PRICE, \$6.00.  
 If you order one you will reorder. I have different sizes and prices in other kinds of Fibre Trunks. Write for prices. Cash with order.  
**J. COHEN, 50 Chrystie St., New York.**

## STRAIGHT MAN

AT LIBERTY JAN. 1

Rapid talker, fair singer and dancer. Salary of 50-50 if you can get bookings. Address STRAIGHT, care Billboard, New York City.

## STRAND THEATER

Now playing high-class Vaudeville and Tab. Shows. Good, roomy stage. Located in the heart of the city. For dates wire or write J. D. AMMONS, Manager, Strand Theater, Norton, Virginia.

## ACTS SKETCHES, MONOLOGUES

Written to Order

Johnnie Bevington, Youngstown, O

## STAGE OUTFIT FOR PERFORMING HORSE

Two heavy red plush, gold embroidered blankets, red patent leather bridle, also with head blood of red plush and gold breastplate of plush and gold. Great outfit for stage or circus. Nothing finer made. M. J. MONHEIMER, 31 Lexington Ave., New York, N. Y.

## SCENERY

For Productions, Vaudeville Acts, etc.

WERBE SCENIC STUDIO.

1715 Central Ave., Kansas City, Kan.

## INDIANS, ALL LINES, WANTED

Immediately, for vaudeville act. Opera, Singers, Dancers, Instrumentalists. Apply by letter, stating what you can do, to G. H. G., 450 West 37th St., New York City.

## SPOTLIGHT LAMP WITH FIRE EFFECT

New. Sell at sacrifice. Address OHETTA, 105 W. 124th St., care Mrs. Farrell, New York.

WANTED TO BUY—Second-hand A and Bb Clarinet and Soprano Saxophone; low pitch; must be cheap and in good condition. Give description and write. C. W. KAVANAGH, Versailles, Mo.

TO EVERYONE A MERRY XMAS and A HAPPY NEW YEAR

FROM

**Mrs. Dean's "Big Boy Skip"**

**MONTGOMERY E. DEAN, Manager GREAT TRAVELUTTE**

Address CRAWFORD THEATRE, El Paso, Texas, Dec. 12th to Dec. 23d

## NOTICE—IMPORTANT!

... WANTED ...

Novelty, mechanical, scenic and unusual attractions. Also strange and curious people, but nothing gruesome. Write, giving full description of act or novelty, salary expected, open time, when and where you have been on exhibition.

Send Photos, Which Will Be Returned

Address all communications to

**H. M. GOODHUE, 168 Dartmouth Street, Suite 400, Boston, Massachusetts**

P. S.—Concessionaires also write.

## ULYSSES THE GREAT, The World's Clever Magician

Endorsed by the Famous Wm. J. Hillier, former editor of Sphinx and Magic and Magicians, author, showman, traveler, magician, gentleman, and thousands of others. Now playing the Coal Fields of West Virginia. Headquarters, Bluefield, W. Va. U. S. JONES, General Delivery.

## STOCK LOCATION WANTED

First-Class Stock Company playing last year Broadway successes. Company includes nationally known star. Address STOCK, care of Billboard, New York City.

## LEADER and ORGANIST AT LIBERTY Immediately

Competent Organist in every respect. Am also thoroughly experienced and routined in Orchestral Directing and Picture Synchronization. Have complete library. Write or wire. "ORGANIST-DIRECTOR," Billboard, Cincinnati, O. Wires will be forwarded.

## WANTED--MUSICAL COMEDY PEOPLE, CHORUS GIRLS

a Ballad Singer, male or female; a good Clarinet Player, Tenor or Singer for Quartette. This is a 25-people show, carrying one of the fastest Jazz Orchestras in the country. Need good Advance Man. Novelty Musical Act. We play the big and little ones, three-day and week stands. Address JAZZ OPERA, New Straitsville, O., Dec. 14 and 15; Newark, O., Dec. 16 to 19.

## CLARK'S UNCLE TOM'S CABIN WANTS AGENT IMMEDIATELY

who can Post and Wild Cat when necessary. Join on wire. Appleton, 15; Morris, 16; Fergus Falls, 18; all Minnesota. Wire MANAGER, CLARK'S UNCLE TOM'S CABIN.

## Photographs from Photos or Drawings

for lobby, distribution or selling. Dull or gloss finish. Prepaid delivery. Postals, \$1.75 for 50, \$3.00 per 100, \$22.00 per 1,000. 8x10s (lobby size), 25 for \$3.00, \$5.25 for 50, \$10.00 per 100. Extra poses, \$1 each. Oil colored, add 40c each. Lantern Slides, \$1 each, colored. Special prices in quantities. We stock Bathing Beauty Prints, our own poses, original, at \$5.00 dozen, \$210, assorted. Postals, \$1.00 per dozen, assorted.

**BARBEAU ADVERTISING PHOTO CO.**  
 OSWEGO, - - NEW YORK

Christmas Greetings and Best Wishes for the New Year

**William F. Jones**  
 PRESENTING

## CRYSOMANCY

The Super-Mystic Act  
 BOOKED SOLID

## "TAKIN' THE SUN OUT OF SUNDAY"

A NEW RIOT MONOLOGUE ON THE "BLUE SUNDAY" LAW. WILL BOOK YOU ON ANY TIME. Fifteen Minutes of Solid Laughs. PRICE IS \$5.00. SEND FOR IT TODAY.

**HARRY C. PYLE, JR.**  
 1064 ST. NICHOLAS AVENUE, NEW YORK CITY.

## CHARLES CHESTER and COMPANY

UNSURPASSED EQUILIBRISTS  
 Touring the Pacific Coast.

## HOTEL CALVERT

N. E. Cor. 41st & Broadway, NEW YORK.

## ROOMS

\$10.50 Weekly and Upward.

## SPECIAL CHRISTMAS VAUDEVILLE INS.

\$20.00 Policy protects men and women all over the world. CHAS. G. KILPATRICK, Roekery Building, Chicago, Ill.

## B. F. (PAT) BRENNAN

PAT CASEY OF THE SOUTH.

Booking everything from a Soubrette to a Circus. Acts in southern territory wire or wire. 115 University Place, New Orleans, Louisiana.

SAY "I SAW IT IN THE BILLBOARD!"

# LESTER Foremost Creator of Fashions for the Foot-Lights GOWNS, COSTUMES, NOVELTIES

Now established in large new quarters, STATE-LAKE BLDG., CHICAGO, ILL.

Fully equipped to make immediate deliveries

## MORE BRILLIANT THAN RHINESTONES

These wonderful creations are something new and sparkle as if set with thousands of tiny diamonds

EXCELLENT XMAS GIFTS THAT WOULD BE APPRECIATED

(Send postage for Catalog)

When in Chicago, call on Us



No. 7—TOMMY ATKINS HAT and SWAGGER STICK of solid brilliant. Regulation size. Hat, \$8.00. Swagger Stick, \$3.00. Both for \$10.00



No. 4—CLOSE FITTING TURBAN of solid brilliant. Trimmed with ostrich tips of standard colors, \$14.00. Without ostrich tips, \$10.00.



No. 8—ARTIST TANO'SHANTER. Made of any color velvet, lined with brilliant polkadots. \$10.00.



No. 12—ELABORATE PICTURE HAT of solid brilliant, 21 to 25 inches diameter. With or without silver lace crown. \$25.00.



No. 10—FUTURISTIC PICTURE HAT of solid brilliant. 21 to 25 inches from point to point. With or without crown of silver lace or ribbon. \$15.00



No. 14—POKE BRIM of solid brilliant, tied in back with silver ribbon streamers. \$6.00.



No. 9—FRENCH HEELS of solid brilliant. Special Price, \$3.50. Quickly adjusted to any slipper or shoe, giving greater sparkle than jewels. Send size of slipper or sand slippers and we will adjust them without extra charge.



No. 11—HAIRPIN of solid brilliant. \$3.00.

## Princess Zulieka and Prince Lazuli

IN

# CRYSOMANCY

The Sensation of the Season

Wish Everyone A Merry Christmas and A Happy New Year

BREAKING BOX OFFICE RECORDS EVERYWHERE

The Super-Mystic Marvel Act which has startled the world

SPECIAL SCENERY, GORGEOUS COSTUMES, EGYPTIAN MUSIC, NOVEL LIGHTING EFFECTS, FULL STAGE

Management WILLIAM F. JONES  
Permanent Address  
264 Park St., WEST HAVEN, CONN.

Under Direction LEW LESLIE  
Exchange Building  
145 W. 45th St., NEW YORK CITY

## BEN and JOHN FULLER

AUSTRALIAN VAUDEVILLE TOUR  
ALSO MELODRAMA STOCK.

Always ready to negotiate Attractions. Temporary address  
BEN FULLER, Room 408, Delger Bldg., 1005 Market St., San Francisco, Calif.

## WANTED SPECIALTY TEAMS, CHORUS GIRLS AND USEFUL MUSICAL COMEDY PEOPLE

Those who wrote before, write again. JAY McGEE, Mgr., Fan Tan Girls, week December 12, Victory Theatre, Fairfield, Iowa; week December 19, Lyric, Cedar Rapids, Iowa.

## Merry Christmas

AND

## Happy New Year

FROM

# JACK SINGER

AND HIS

## Company of Entertainers

P. S.—Yes, we played Death Moines. Ask Harry Lander.  
—JACK SINGER.

Compliments of the Season

# C. B. MADDOCK

PRODUCER OF HEADLINE VAUDEVILLE ACTS

1482 Broadway,

NEW YORK CITY

## DROP CURTAINS

Beautiful Drops, painted or plain, in Satens, Velvets and Plushes. Unique in color and design. Economically priced. RENTAL PRIVILEGE ALLOWED.

## NOVELTY SCENIC STUDIOS

DROP CURTAINS—"BEYOND COMPARE."  
220 WEST 46th STREET, NEW YORK

## DAISY GLENN

----Wishes Her Numerous Professional Friends----

## A MERRY CHRISTMAS AND A PROSPEROUS NEW YEAR

1558 Broadway (Furnished Rooms)

NEW YORK

EVERY TIME YOU MENTION THE BILLBOARD YOU PUT IN A BOOST FOR US.



YOU CAN'T GO WRONG IF YOU BUY AN  
**IVAN ABRAMSON PRODUCTION**  
**"THE WRONG WOMAN"**

Featuring Olive Tell and Montagu Love in a Society Drama of the Present Day.

The State Right Picture of the year. A tremendous Box Office Attraction. Suitable for any theatre everywhere. Highest commendation by the Motion Picture Trade Journals.

Wire **GRAPHIC FILM CORP.**, - - - **729 7th Ave., NEW YORK**

**JONES OPTIMISTIC**

**Chicago Magnate Sees Encouraging Outlook for Vaudeville**

Chicago, Dec. 10.—"Prosperity is rolling toward popular-priced vaudeville," said Aaron J. Jones, of the Jones, Linick & Schaefer interests, to The Billboard today. "While salaries of acts are now at their peak, there is no limit to the popularity of continuous vaudeville with the public. There is good reason for high salaries. More is expected of the performer today. He must have special material, scenery and costumes. Without these three things he is lost."

Mr. Jones commented on the loss of so many vaudeville acts to the big musical comedy organizations.

"Ziegfeld," he said, "the Shuberts and also George White have been consistently robbing vaudeville of its choice features. All of the new musical revues are made principally of vaudeville acts. It is conservative to say that salaries of acts have advanced 150 per cent since 1914 and at least 25 per cent the past year."

"Our houses are content with having eight good, standard acts, rather than one good act and seven mediocre ones. The year 1921 holds great promise for our brand of entertainment."

**PLIMMER CIRCUIT EXPANDING**

New York, Dec. 11.—Eight more houses have been added to the circuit booked thru the Walter J. Plimmer Agency. They are the Grand, St. Catharines, Ont.; the Temple, Broadway and Empire Theaters, Buffalo; Star, Tonawanda; Regent, Lyons, Wayne Opera House, Newark, and the Princess, Corning. Jack Birman and Clyde Griffith have been appointed to take charge of the Buffalo branch of the Plimmer Agency.

**NEW ACT FOR KINKADES**

New York, Dec. 9.—The Kinkades, who are working thru New England in a ventriloquist turn, will shortly use the material that is being prepared for them by James Madison, using two dummies. They will carry a special set.

**MORE ADS FOR CLYDE COOK**

New York, Dec. 9.—So well has Clyde Cook been received as a movie star that William Fox has decided to get behind the former circus acrobat with more and better advertising. "All Wrong" is the title of the third Cook comedy.

**WHITING AND BURT ACT OFF**

New York, Dec. 9.—Because, it is said, the Keith office refused "to come thru" with the salary asked, Whiting and Burt will close their "Little Miss Melody" act this week. They will reopen in vaudeville shortly in their old double.

**BESTRY TO MOVE**


New York, Dec. 9.—Harry Bestry, who is located in the Putnam Building, announces his removal January 1 to the new Romax Building, 245 West Forty-seventh Street.

**GREETINGS!**

**JOE WEIL**  
**PUBLICITY**

28 WEST 38TH ST.  
 TEL., FITZ ROY 1635.

AT LIBERTY—10-piece Colored Jazz Band, more or less all experienced musicians and real Jazz Players and reliable, would like to have Circus job with good circus. Address **TOM HOWARD**, Bandmaster, Martinsburg, Mo.



See the Ape with Human Brains in  
**"THE EVOLUTION OF MAN"**  
 The greatest Novelty of the Silent Drama

**A CLEAN-UP AS A ROAD SHOW ATTRACTION. FOR TERRITORY APPLY, AYWON FILM CORP., 729 7th AVE., N. Y. C.**

Season's Greetings  
 From  
**JACK REID**  
 and his  
**RECORD BREAKERS**  
 for we are getting ours

**"BUDDIES" CLOSING**  
 Members of the "Buddies" company, playing at the Lyric Theater, Cincinnati, last week, were surprised to receive notice that the show will close in Indianapolis on Saturday night, December 18. The closing can not be attributed to bad business, as the season has been quite prosperous. It is believed that inability of the Selwyns, owners and producers, to make satisfactory arrangements with the Shuberts is responsible for the decision to withdraw the production.

**NEW ACT FOR BERT SWAIN**  
 Princess Kilema is in New Orleans arranging an act in which Bert L. Swain will appear with her. This will be Swain's first appearance before the public since his return from overseas. He was formerly well known in minstrel circles as a singer and dancer. Just what the act will be and who will handle it has not been announced. Princess Kilema will resume the name of Ethelyn de Corsey.

**GREAT FOR VAUDEVILLE AND BURLESQUE**  
**SONG-O-PHONE**  
 Band Instruments



Amateur and Professional can play any piece on these instruments without any practice. **BECOME A MUSICIAN—ADD TO YOUR ENTERTAINING ABILITY—IMPROVE YOUR ACT.** Hundreds of bands have been formed of these **WONDER INSTRUMENTS** Sold by Musical Instrument Dealers Everywhere or sent upon receipt of price. **WRITE TODAY** for our New Catalog showing styles and interesting information.

**THE SONOPHONE CO.**  
 Main Office and Factory, 33-47 South 9th St., Brooklyn, N. Y.  
 Salesroom, 111 5th Ave., New York City.

PRICE LIST	
Straight Cornet	...\$1 25
Bugle	..... 2 00
Keyed Cornet	..... 2 00
Trombone	..... 2 75
Saxophone	..... 2 75
Base Horn	..... 3 00

**TANGUAY RETURNING**  
 New York, Dec. 10.—Eva Tanguay is returning to the vaudeville stage after a long absence. She appears at the B. S. Moss Coliseum Theater next week.

**MAKING HEADWAY**  
 New York, Dec. 10.—The last cap has been placed on the top of the columns of the new Loew State Theater, facing Broadway, and the front is assuming an impressive appearance.

**"MARK-EE JAZZ"**  
 Cake Walk Song. (Sure Hit for Minstrels.) Professional Copies.  
**MARQUIS ELLIS, Publisher, 614 Majestic Theatre Bldg., Los Angeles, California**

**HARMONICAS - GELARDIN & CO.**  
 EXCLUSIVELY IMPORTERS  
 IMMEDIATE DELIVERY 33 Union Square, West, New York.

**MANHATTAN FILM EXCHANGE**  
**729 7th Ave., NEW YORK**  
 Let us know your wants. What pictures or stars do you need? We have a large assortment of 1, 2 and 5-Reelers, at reasonable prices, including paper for use of Exchanges or Road Men. No film sent out unless in first-class condition.

**CARL NIESSE** MOST RELIABLE VODVIL WRITER IN THE WEST  
 EXTENDS GREETINGS TO ALL  
 (Yes, I still write Acts, Sketches, Monologs, Material, etc., at my Indianapolis address 2616 E. 10th St.)

## AUSTRALIAN NOTES

## Warning to American Variety Artistes

The exploitation of "notoriety" turns—that is the engagement of persons in no way connected with the profession, who have become notorious thru some sensational or sordid episode—is charged against Australian managements by the officials of the Actors' Federation of Australia. The "notories" it is said, are being featured on bills and programs to the detriment of the industry as a whole, while it is further alleged that daughters of well-to-do families, fascinated by the glare of the footlights, are being exploited to the exclusion of capable and experienced performers, these rich, stage-struck amateurs being engaged at ridiculously low salaries, the meager price paid them being probably the paramount reason for their appearance. This injurious practice is having the immediate attention of the A. F. A. officials, they doing all possible to eliminate these notorious acts. The A. F. A. is putting up a strenuous fight, and it desires to warn American Artistes' Federation members of the danger in accepting Australian engagements at the present time. It is alleged that there exists in the Dominion a feeling of grave unrest, which is growing alarmingly. At any moment an open rupture may occur between the managerial combines and the artists, and a number of theaters close. American artists are advised to refrain from accepting contracts until an agreement has been effected between the managers and the Actors' Federation of Australia.

## ZIEGFELD TO SUE

New York, Dec. 13.—Flo Ziegfeld threatens to sue John Henry Mears, producer of the "Century Midnight Whirl" show, for \$50,000 damages, according to Walter A. Hirsch, Ziegfeld's attorney. The proposed action is based on the alleged use by Mears in his advertising matter of the name of Annette Bade. Miss Bade, according to Hirsch, is under contract to Ziegfeld and appearing in his "Midnight Frolic" atop the New Amsterdam Theater.

## HEAVY HOLIDAY BUSINESS

Syracuse, N. Y., Dec. 10.—Holiday business in local theaters is starting early this year. Within the past two or three weeks several attendance records have been smashed at the playhouses and indications are that the high mark is to be continued at least until the first of the year.

Business at the motion pictures has been unusually good the managers report.

## FRITZI WANTS DIVORCE

Fritzi Scheff, comic opera prima donna, has filed suit for divorce from her third husband, George Anderson, in the Superior Court at New Haven, Conn. She was married to Anderson on Christmas Day, 1912. Baron Fritz von Barleben was her first husband, and later she married John Fox, well-known author.

## KETTERING HOME

Chicago, Dec. 10.—Ralph T. Kettering, general representative for Jones, Linick & Schaefer, back again from Florida, where he went in search of health. He is much improved.

## CAPPS' NEW ACT

The Capps Family has a new act, entitled "An Evening at Home," and is booked solid on the Pan. Time. Father, mother, the seven little Capps and their school teacher are in the turn.

## MONEY-MAD GAMBLERS ARE GREATEST MOVIE MENACE

At the final session of their three-day conference in Washington the lobby of the international Reform Bureau voted to rescue the moving picture industry from "the hands of the devil and 500 unchristian Jews" and following the exorcism "convert it into an instrument for the propagation of the Bible."

Dr. Craft, of the reform bureau, issued what

**We PRINT MUSIC**  
by any process—design & engrave Title Pages  
secure copyrights in your name, at low cost.  
**ARNOLD D. BROWN & CO.**  
MUSIC PRINTING-ENGRAVING  
PUBLISHERS & AMATEURS  
36 W. RANDOLPH ST.  
CHICAGO

Classy Title Page Designs  
Create More Sales

Don't fail to WRITE TODAY for samples, prices.  
Our method of drawing direct on zinc plates saves you many dollars. **ARNOLD D. BROWN & CO.,**  
Artists, Engravers, Printers, 4338 Berkeley Ave., Chicago.

THE BEST IN VAUDEVILLE

# Orpheum Circuit

A  
**MERRY CHRISTMAS**  
To The Profession at Large  
and  
To Every Member of The Orpheum Family,  
Patron, Artist and Organization Associate,  
A Host of Joyous Co-workers  
-Grown to 56,000,000 Yearly-  
Radiating Daily Happiness  
From Forty-Five Theatres  
In Thirty-Six  
Cities!



## COLORED JAZZ BAND, AT LIBERTY

Red-hot Jazz Band. Just closing successful engagement at Green Mill Gardens, Des Moines, Ia. Big repertoire of latest jazz hits and otherwise. Instrumentation unexcelled. Five-piece, using Violin, Cornet, Saxophone, Trombone, Drums, Piano and a set of xylophones costing \$200.00. We play them all. Will go any place. Have had experience. Good salary expected. Address FRANK S. PERKINS, 1086 14th St., Des Moines, Iowa.

## AT LIBERTY--WILDER H. WALTERS

Comedy. All dialects. Produce, direct. Twenty years' experience. Quick study. Rep. stock, tab. Reliable managers only. Write or wire, Dec. 20-25, Majestic Theatre, Ranger, Tex.; after Dec. 25, General Delivery, Fort Worth, Texas.

## MUSICAL ACT AT LIBERTY HAL—BIRCH—IVA

Irish Harp, Saxophone, Flute, Banjo and others. Man Bass or Baritone in Quartette. Both lead numbers, parts. Regular people. Rep. Musical Comedy or Tab. Hotel Browne, Cincinnati.

he termed a "bot" statement, in which he warned the Jews, "who have been treated so fairly in the United States, not to develop prejudice among those now most free of it, the faithful observers of the Christian Sunday, by joining the organized propaganda of theatrical interests to commercialize the Sabbath."

The imputations in the statements regarding "unchristian Jews" are regarded as unfair by unbiased men. "The trouble," said one, "is not

due to the fact that they are Jews, but arises from the fact that they are money-mad gamblers. Also, the offenders are by no means all Jews. A lot of Gentiles are just as bad."

It is the gambling element in the motion picture industry that is bringing the business into disrepute. This element is the greatest menace to the well-being of the industry, and if continued unchecked will do incalculable harm, in the opinion of leading amusement men.

## LINDRUDD-THOMAS ACT

New York, Dec. 8.—Miss Lindrudd and Peggy Thomas are no longer working under the management of Hath & Garrison in their act, "The Normandy Girls," but announce they are under other direction and will soon start on a Western vaudeville tour.

## SKELLY &amp; HITE REVUE

New York, Dec. 11.—Lew Cantor has produced a new Skelly & Hite revue, which has been given a route over the Loew Time.

The Composer of the Words and Music of "YOU'RE JUST A PAL OF MINE" wishes to sell the manuscript to some publisher. Address MAYME LAVINIA ALLEN, 1521 W. 11th St., Little Rock, Arkansas.

AT LIBERTY, DANCER—Hawaiian, Oriental, Classic. For road show, berlesque, vaudeville, picture house, or for clubs, banquets, amuseurs. Just off big time. Have scenery. Address PRINCESS OWBY, 2351 Chickasaw, Cincinnati.

WANTED NOW—Planist, for Style K Wurflitz. Picture house, Good town. Permanent job. Salary, \$15 per week. Good extra work. Can clean up \$25 extra each week for dances if you are first class. Wire me, my expense. JEWELL THEATRE, Helena, Arkansas.

WANTED QUICK—Jazz Piano Player for Dance Orchestra. Good reader. Union. Sober and reliable. \$30.00 a week and car fare after joining. Must be young man. Wire quick. G. E. WOODFORD, Chippewa Falls, Wisconsin.



# SEASON'S GREETINGS FROM

## THE WESTERN VAUDEVILLE MANAGERS' ASSOCIATION

"THE SERVICE THAT SERVES"

**JOHN J. NASH**  
BUSINESS MANAGER

**THOS. J. CARMODY**  
BOOKING MANAGER

OFFICES  
**State-Lake Theatre Building**  
**CHICAGO, ILL.**

## THE INTERSTATE AMUSEMENT COMPANY

**KARL HOBLITZELLE, President**  
**AZBY CHOUTEAU, Treasurer**

MAIN OFFICES  
**Majestic Theatre Building**  
**DALLAS, TEXAS**

**CELIA BLOOM, General Booking Manager**  
Palace Theatre Building  
NEW YORK, N. Y.

**THOMAS BURCHILL, Booking Manager**  
State-Lake Theatre Building  
CHICAGO, ILL.

# TO THE THEATRICAL WORLD

## Martin Band Instruments

BUILT TO STAND THE RACKET.

Best in the world for professional use. You've all heard about Martin's, even if you've never used one. There's plenty of reasons for their popularity, and you'll find out why Martin Horns always make good just as soon as you try one.

Be good to yourself and turn in your old Horn on a new Martin. Life's too short to fool around with anything but the best.

**MARTIN BAND INSTRUMENT CO.**  
FRED A. HOLTZ, Sales Mgr. ELKHART, IND.

## Bobby Warren's Comedians Wants

A-1 Juvenile Leading Man. People in all lines doing Specialties or Band. Wire **BOBBY WARREN**, Victoria, Texas, week of 13th; Port Lavaca, Texas, week of 20th.

## WANTED FOR VICTOR'S CONCERT BAND AND ALL-STAR VAUDEVILLE COMPANY

to enlarge company: Real Musicians, who double Stage in Singing or Musical Specialties; Comedy Acrobats, Novelty Acts, Comedy Acts who double Band. Want Baritone, Solo Cornet for Band only. Would like to hear from Young Lady Musicians who do Specialties and can play in the Band. All to join once. Musicians communicate with **JAMES F. VICTOR**, Vaudeville People with **TAYLOR TROUT**, Manager. All this week Suffolk, Va. Theatre Managers in Eastern Virginia, Maryland and Delaware desired high-class All-Star Vaudeville Co. with real Concert Band and Orchestra communicate with **MORSE PA**, Business Manager, Suffolk, Virginia.

## BEN D. WILSON MUSICAL CO. PLAYERS WANT

Singing and Dancing Light Comedian; wife, Chorus. Musical Director, sight reader, arrange and transpose; wife, Chorus. Six good looking Chorus Girls. Top salary. Wire, don't write. **BEN D. WILSON**, Empire Theatre, Altus, week Dec. 13; Dome, Lawton, Dec. 19; both Oklahoma.

## GIRLS WANTED—For TIGHT WIRE and IRON JAW ACT

Steady work and long season. Will consider teaching good amateurs. State weight and height first letter. Merry Xmas and Happy New Year to all friends. Address

**JACK MOORE & CO.**, 1226 Lowell Ave., Wichita, Kansas.

## ICELAND ICE SKATING

Broadway at 52nd Street, NEW YORK CITY

MIDNIGHT SKATING CLUB, MISS KATIE SCHMIDT, Hostess.

Meets every Thursday night, 11:30 to 1:30. Exhibitions, Contests, Fun. Supper 12:00 to 1:00.

# JUST ARRIVED !! A NEW SONG HIT FROM THE ORIENT



WORDS BY  
**BUD GREEN**

MUSIC BY  
**EDGAR FAIRCHILD**

"The Greatest Novelty Fox-Trot in Years. A Natural Hit."

That is what the New York Orchestra Leaders say of our latest number

## "HI-YO"

Orchestrations (Dance and Vocal) and Professional Copies Ready.

Join our ORCHESTRA CLUB. \$1.00 will bring you our hits for a full year.

**GOODMAN & ROSE, Inc.**, 234 W. 46th St., N. Y.

FOUR "LIVE" STAGE SONGS

**DANCE ME  
ON  
YOUR KNEE**

FOX TROT

**IN CANDY LAND  
WITH YOU**

ONE STEP

ATTRACTING  
PRODUCERS, PROFESSION AND THE TRADE

**SWEET  
NORAH DALY**

WALTZ

**DEAR HEART  
TELL ME WHY**

QUARTETTE

**ELIZA DOYLE SMITH**

On Records  
Player Rolls

Dance Orchs. by  
Harry L. Alford

and Sold by all Dealers

59 E. VAN BUREN ST., CHICAGO

Send for Prof. Copies

A NEW PUBLICATION  
FROM AN ENTIRELY NEW SOURCE

**"GOOD STUFF"**

ONE STEP

Ready for Distribution,  
PROFESSIONAL COPIES, ORCHESTRATIONS,  
BAND ARRANGEMENTS  
Gratis to the Profession

This opportunity of serving you affords me great pleasure, in view of the fact that you need new numbers. And as a means of co-operation on your part, will you kindly render this number occasionally?

**WILLIAM C. NOLL**

308 LENOX AVE., NEW YORK

European Representatives: B. FELDMAN & COMPANY, London

**DYING WITH THE BLUES**

The Most Sensational Blues Ever Written

PROFESSIONAL COPIES and ORCHESTRATIONS

Published by

Arrow Music Pub. Co., 2305 7th Ave., New York.

HIT SONGS

"Tell Me Why You Went Away"

Waltz Ballad. Easy to remember. Hard to forget. Going Big.

"AT THE LAST BARBER'S BALL" Italian Dialect Prohibition Song. Snappy One-Step or Trot.  
"MOONLIGHT IN VENICE" A Charming Venetian Waltz Song. This Number will be a Hit of Hits.  
Professional Copies and Orchestrations now on hand. JOIN OUR ORCHESTRA CLUB \$1.50 per Year. CIRCLE MUSIC PUB. CO., 165 W. 46th St., New York City.

SONG PUBLISHERS, ATTENTION! FOR SALE

THE LEAVES OF THE SHAMROCK (Are Shaped Like My Heart)

Splendid Irish Ballad.

C. F. ASHBY, 560 E. 35th St., Chicago

**WANTED FOR "EAST LYNNE"**

People in all lines. Women with Child. Those doing Specialties preferred. State all in first letter. Address J. C. BATES, care "The Billboard," New York.

**CAN YOU YODLE?**

Here are the "hit" yodels.		On Bolls and Records.	
	Price		Price
Sleep, Baby, Sleep—Solo with trio and quartette extra. Im- mense popular	1.00	Previous One (Franklin's yodel)	.60
My Alpine Yodeling Sweetheart—New, great for solo yodeling or harmony duet	.60	Hush, My Baby, Hush, My Honey Gal—Song for piano- logue) with yodel and extra harmony quartette. Ask for it on Columbia Records	.60
Linnet's Lullaby (Go To Sleep, My Baby)—New version, with new extra yodel. Hear it on the Columbia Records	.60	And two new 60c song hits extra	.60
		Alone—New for trot	.60
		O, Mother Mine—Waltz song	.60

if you've never yodeled you should learn now. SING THESE HIT YODELS AND "MAKE BIG MONEY." (Special, we'll send one each.) Don't send full price. Just pin \$1.00 bill to this ad, and mail at once.

FRANKLIN EARL HATHAWAY-330 S. Wabash Ave. CHICAGO



# A MERRY CHRISTMAS AND A HAPPY NEW YEAR



Albert S. Vierra

# Vierra's Hawaiians



George W. Vierra

Chautauqua Lyceum Vaudeville

Hula Dancers, Guitar and Ukelele Players WANTED at All Times.

Address: 3634 Bales Ave.,

KANSAS CITY, MO.

## AT LIBERTY

### M. E. BELL, Violin Leader

Double Trombone, Max Bagley, Piano and Bass Drum or Parts. Both absolutely A-1. Union, Dramatic, Musical Comedy, Tab., Rep or locate. Care ED. C. NUTT SHOW, Pensacola, Fla.

## MERRY CHRISTMAS

FROM

CLARA MADELINE

### BAKER & ARNOLD

Nifty Songs and Dances.

## MUSICAL DIRECTOR

(VIOLINIST)

## AT LIBERTY

Experienced in moving picture work and with complete library for same. Can furnish other musicians. Must have good orchestra of not less than eight. Address VIOLIN DIRECTOR, care Billboard, Chicago.

## AT LIBERTY

ON ACCOUNT OF ED C. NUTT PLAYERS CLOSING CHRISTMAS DAY

### WM. R. CHAGNON

Leads or Heavies, Baritone in Band. LOTTIE CHAGNON, Characters or Heavies. Both possess all essentials for stage or Repertoire. Write or wire. W. R. CHAGNON, Pensacola, Fla.

## AT LIBERTY—Experienced Drummer

account show closing. Bells, Xylophone and Traps. Head and cut it clean. Jazz or straight. Long jumps for right salary. Can join on wire. Troupe or locate. H. E. MOORHEAD, 229 14th Ave., Laurel, Miss.

AT LIBERTY Prof. Charles E. Brown, Acrobatic and Punch and Jolly Performer. Would like to hear from respectable Side-Shows and Medicine People. Address BOX 1, Tonganoxie, Kan. (Leavenworth Co.).

## Pianist and Trap Drummer At Liberty

after Feb. 1 for Picture Show. Popular and classic music played. Pictures equal. Drummer. Ima Marina Xylophone and Organ Chimes. Address DRUMMER & PIANIST, Billboard, Cincinnati, O.

## Wanted Immediately

Clarinetist capable playing vaudeville and pictures; six days. Must be union. Extra hotel work. Address LEON M. BLOCK, Musical Director, Orpheum Theatre, Pine Bluff, Arkansas.

## WANTED-COMEDIAN, SKETCH TEAM

Single Novelties, Skater Team and other useful People. Sherry Medicine Co., Billboard Office, Chicago, Ill.

FOR SALE Somersault Dog doing ten other tricks. Also Male Foodle, year old, partly broke. BROWN, 216 N. Camac St., Philadelphia, Pennsylvania.

SEVERAL USED MACHINES, fifty reels of Film, a large stock of Lenses, several used Screens, 1,000 Opera Chairs, cheap. CO-OPERATIVE A. & S. CO., Springfield, Illinois.



GEO. A. MORRIS

Greetings and Best Wishes to All My Friends

—from—

## "Little" Daisy

The "Queen" of Refined and Versatile Contortionists

## The Original Morales Bros.

In feats of Originality  
Dexterity and Strength  
On the Roman Rings

## ALWAYS WORKING



"Little" Daisy

Season's Greetings To All

BURT



## ACTS PLAYING VICINITY-MICH., OHIO & IND

Communicate with the

## ASSOCIATED VAUDEVILLE EXCHANGE

Breitmeyer Building, DETROIT, MICH.

JACK BELFORD, Gen. Mgr.

HUGH NUGENT, Booking Mgr.

Merry Christmas and Happy New Year

## SAM LOEB WANTS For STOCK

People in all lines for two Shows. Producers, Specialty People, Prima Donna, Soubrette, Chorus Girls and Straight Man that can deliver the goods. Top salaries. No Sunday shows. Wire or write to SAM LOEB, Gem Theatre, Little Rock, Ark.

## WANTED—GORDINIER BROS.' STOCK CO.

Leading Woman and Gen. Bus. Man for Rep. Specialty People given preference. State age, height, weight and full particulars, including salary. If you have big city ideas and small town ability please don't bother us. Must join on wire. Address GORDINIER BROS., La Harpe, Ill.

## Play the Hawaiian Guitar

## Just Like the Hawaiians!

Our method of teaching is so simple, plain and easy that you begin on a piece with your first lesson. In half an hour you can play it! We have reduced the necessary motions you learn to only four—and you acquire these in a few minutes. Then it is only a matter of practice to acquire the weird, fascinating tremolos, staccatos, sturs and other effects that make this instrument so delightful. The Hawaiian Guitar plays any kind of music, both the melody and the accompaniment. Your tuition fee includes a beautiful Hawaiian Guitar, all the necessary picks and steel bar and 52 complete lessons and pieces of music.



Send Coupon NOW  
Get Full Particulars FREE

First Hawaiian Conservatory of Music, Inc.  
233 Broadway, New York.

I am interested in the HAWAIIAN GUITAR. Please send me complete information, special price offer, etc., etc.

Name .....

Address .....

Town..... State .....

Write Name and Address Clearly. (Bill)

## AT LIBERTY

TABLOID

## COMEDIAN

Produce regular bills if you have regular people.

SCOTT MORSE, Gen. Del., Joliet, Ill.

Merry Christmas and a Happy New Year

## FORD DABNEY'S SYNCOPATED ORCHESTRA

Of Ziegfeld's Midnight Frolic

## WANTED A-1 DRUMMER AND CELLO

For the largest Picture House in Oklahoma. Opens about Feb. 1st. Must be first-class musicians and able to play the best grade of music at night. Must be A. E. of M. Only first-class musicians apply. Address GEO. SHUTTS, Wichita Theatre, Wichita, Kansas.

A-1 DRUMMER, having xylophone, Tympani, Bells, Traps and 10 cms. v. steady position. an slight read Flute and Cello Parts. Best of references. Married and a habit. Address JACK REED, 965 11th St., Boulder, Colorado.

## POPULAR PLAYS

Free catalogue of Professional and Amateur Plays, etc. FRED SCHILLING, JR., 60 N. Pearl St., Albany, New York.

WANT MAN AND WIFE For medicine show for small towns. Will give \$50.00 to right party. Must know medicine and man to do it. Don't write, wire, E. D. HENDERSON, Brownsville, Union Co., Indiana.

SAY "I SAW IT IN THE BILLBOARD."



# DRAMATIC STOCK



Communications to Our Cincinnati Offices

## FINE RECORD

For Gene Lewis-Olga Worth

Made in the South—To Close at Beaumont, Dec. 26, and Move to Miami

The Gene Lewis-Olga Worth Stock Company, which has been appearing in the Southern cities for five years, has built up a tremendous record and reputation. With hard work and perseverance, coupled with the best plays and talent available, Mr. Lewis has at last established himself and company as a permanent institution in the South, getting a dollar for the lower floor and a dollar and a half in the boxes. Each play is a complete production down to the smallest detail, copied from the flashlights and executed by his own crew which he carries.

This organization makes but three moves a year, each jump requiring a special Pullman and two 70-foot baggage cars. The company is now in its third season at the Kyle Theater, Beaumont, Tex., where it will close December 26, opening at Miami, Fla., the first of the year. While in Miami Mr. and Mrs. Lewis (Olga Worth) will enjoy their beautiful new home, which they built last year, leaving there the first of May, and opening in their own new sixty thousand dollar summer theater in Dallas, Tex., returning to Beaumont in the fall.

Mr. Lewis states that his company has played one hundred and nineteen weeks, of which six were lost because of travel.

They deserve a lot of credit, these young people, for taking their high ambitions into virgin country, and placing their standard at the top and keeping it there. The productions and performances of the Gene Lewis-Olga Worth Stock Company will live long in the memory of its many admirers.

Frank Powell, company artist, is the oldest member of the organization, having been with it for five years. The company includes Mr. Lewis, Olga Worth, Isabelle Arnold, Grace Young, Aven Johnson, Margaret Dow, Pauline Le Roy, Klock Ryder, Edward Beach, Lawrence Sullivan, Ewing Cherry, Joseph Remington, Howard Sidney, Murray Smythe, Wallace Kennard and W. D. Roger, the carpenter, in charge of the crew.

## STOCK

In Middle West Is Prospering, Says Ed Williams

Ed Williams, who has his company quartered at the National Theater, Racine, Wis., at the present time, is very optimistic about stock prospects for the coming year, particularly in the Middle West. "While financial conditions have been none of the best so far this season people seem to have enough money to attend stock performances every week," says Mr. Williams. With the railroad charges very high the only solution for the theatergoer is either stock, vaudeville or pictures. Everyone knows that the vaudeville and picture game is overdone, but in many cities a stock company is something new and a decided novelty, and with the stock putting on the very best and latest in the play line it is an easy matter to make the stock the leading theatrical attraction in any city.

This is Mr. Williams' second season at Racine, and his twelfth as manager of his own company. He will leave for a short visit to New York about January 15 to look over the latest royalty releases, while his company remains at Racine.

## BENNETT LEASES PLAYS

Chicago, Dec. 8.—A Milo Bennett has leased plays recently as follows: "Her Man of the NC 4," "Before Breakfast" and "The Other Man's Wife," to Clarence Brown and wife, for use in England, South Africa and Australia. Mr. Brown will sail for England next week. Victor Lambert is the author of "NC 4" and "The Other Man's Wife." Mr. Bennett and Fred Byers are the owners of the "Before Breakfast" play. Mr. Bennett has leased "Daddy Long Legs" to Monroe Hopkins and wife, for repertoire in Kansas and Colorado. He has also leased "Rebecca of Sunnybrook Farm" for stock

in Aurora, Ill.; "Daddy Long Legs" for stock in Sioux City, and "Damaged Goods" to the Harry North Stock, in Springfield, O.; "The Divorce Question" and "Peaceful Valley" have been leased for stock in Salt Lake City.

## PLAYERS TO DISBAND

North Bros. Stock Company To Observe Yuletide Season

North Bros. Stock Company is about to close a seven months' engagement at the new Sun Theater, Springfield, O., according to Gus Sun. The company will disband for a few weeks and reopen early in the new year. The reason for closing, according to Gus Sun, is to give way to the road show policy at the Fairbanks Theater, Springfield.

Mr. Way, leading man, will proceed to New York; Mr. Lammer to Florida, while Mr. North will go to New York to engage plays for the new season. Mrs. North will spend a few weeks at Miami, Fla. Other members of the company will spend the holidays at their respective homes.

For over thirty weeks this company has played to capacity houses it is said, and it will no doubt repeat this remarkable success upon its return.

## THIRD WEEK

Of Toledo Theater Stock Company

Toledo, O., Dec. 9.—The third week of the Toledo Theater Stock Company finds this organization of players thoroughly established in the hearts of the theater-going public. May Irwin's success, "On the Hiring Line," is the offering for the current week and its approval is being manifested by heavy box office returns. Beatrice Msude and Arthur Albertson continue to win favor and they are being closely pressed for honors by a number of others in the capable cast. Harold Holstein, managing director for the Toledo Theater Company, is planning some exceptional attractions for the holiday weeks.

## MOVEMENTS OF ACTORS

Chicago, Dec. 8.—Among the shows that have closed for the season or are laying off for reorganization purposes are the Jack Brooks repertoire company; William C. Cushman has closed the "This Is the Life" Company for the purpose of again putting out "The ToyMaker's Dream"

organization. The Flora DeVoss Company has closed, and the Frank Winninger Players have closed for the purpose of reorganization, taking the road again after Christmas.

The Jack Bessy organization closed November 27 and the people are back in Chicago. Thurston Dalley organized a stock for Lansing, Mich., and on learning that the Lansing automobile plants had laid off 7,000 men, at once canceled his entire engagement. A M Jackson, manager of the Dorothy LaVerne Company, is in Chicago this week.

Boyle Woolfolk has laid off one of his companies for reorganization purposes.

## MORTIMER SNOW

Is Back in the East

New York, Dec. 10.—Many of ye old-time stock people having lost sight of Mortimer Snow, who was featured at Harmauns Blocker's Hall, Albany, N. Y., 20 years ago, concluded that Mort had passed to the great beyond, but his appearance at the New York office of The Billboard is assurance that he is still in the land of the living, and, according to Mort, he has been very much alive on the Pacific Coast during the past 12 years. His purpose in coming East is to open up dramatic stock at the Lyceum Theater, Troy, N. Y., on Xmas day with "Way Down East," and other royalty bills to follow, for an indefinite engagement.

He has engaged an able cast that includes his former principal comedian and assistant stage director, Monte Crane.

## N. A. BECKER, NOTICE!

The mother of N. A. Becker is seeking to locate him. He is an actor, and in 1912 was with the Dalley-Wimmer Stock Co. His brother, Martin Becker, died August 2, 1920. His father has also died, leaving his mother alone. Anyone knowing his whereabouts is requested to notify Mrs. Becker, 1860 Laramie street, Chicago, Ill.

## GOLDEN CHANGES NAME

Vincent Golden, juvenile actor, popularly known in vaudeville, stock and on the screen, will hereafter be known as Richard Leeds. The change in name, according to Mr. Golden is done for family reasons. He is now associated with the Crescent Motion Picture Producing Co., Buffalo, N. Y., of which Albert E. Phillips is general director.

# LITHOGRAPH PAPER

For All Classes of Attractions: Dramatic, Musical Comedy, Minstrel and Uncle Tom Carried in Stock Ready for Immediate Shipment.

WRITE FOR PRICES ON ENGRAVED BLOCK, TYPE WORK, CARDS, DATES, ETC.

Catalog and Date Books Mailed Free of Charge

ACKERMANN-QUIGLEY LITHO CO.

115-117-119-121 WEST FIFTH STREET

KANSAS CITY, MO.



## THEATRICAL WARDROBE TRUNKS SPECIAL OFFER

Steamer Size for 6 to 8 Gowns, - - - - \$30.00 Reg. \$49.50  
Full Size for 10 to 14 Gowns, - - - - 40.00 Reg. 70.00

All these are standard make, with a guarantee for five years. Made of the best material, as Veneer Basswood, Hard Fibre covered. Shoe Pocket and Hat Box.

AMERICAN LUGGAGE SHOP

Largest Dealers in the United States.

1436 BROADWAY, near 40th ST.,

NEW YORK CITY

## REX & COMPANY WANT

(R. SNELGROVE, General Manager)

Two complete casts for No. 3 and 4 companies. Per. stock; two a week; no Sundays, and Repertoire Company; also Scenic Artist who can paint. Opens January 10. State lowest. Year contract. Address all communications to

O. H. JOHNSTONE

(SOLE AGENT)

American Theatrical Agency,

2020 Delaware Bldg., Chicago

# JACK X. LEWIS

Wants people in all lines for permanent Stock. One bill a week. Must be young, good looking and good dressers on and off stage. Only those sending photos and late programmes will be considered. If I know you, wire. Address JACK X. LEWIS, Roanoke, Va.

## FREE BOOKLET

"How to Make Up"

Sent on Request

ZAUDER'S MAKE-UP is absolutely HARMLESS

Mail orders promptly filled

ZAUDER BROS., Inc.

113 West 48th St., NEW YORK



## AT LIBERTY EDW. RODGERS and ANNA L. MARVIN

Characters Director with Characters and Hear-Scripts. Both quick study.

Feature Harmony Singing, Specialities. Address 14 Williams St., Atlanta, Georgia

## AT LIBERTY Geo. Adams

Irish, Dutch, Tramp Comedian. Just closed with Joffre Joy Riders. Stock of road. Stock preferred. Can assist producing. One year at Academy Theatre, Pittsburg. Address ELKS 339, N. E., Pittsburg, Pa.

AT LIBERTY—Characters, Comedy, Hearies, anything cast. Here writes. Direct. Age 40, height, 6 ft.; weight, 170 lbs. T. N. MILLER, Fitzgerald, Ga.

## Used Gowns and Costumes For Sale

Low prices. Exclusive, extreme and imported models. Opera Gowns and all kinds of Stage Wardrobe. Barzain, C. CONLEY, 237 W. 34th St., New York City.

## ORPHANS AS GUESTS

Christmas Week Festival To Eclipse All Others in Magnitude, Says Manager of Yorkville Theater, New York

New York, Dec. 10.—Orphan Annie, Tommys and Sammys are to be guests of the Biuey Players at the Thursday matinee performance of a revival of "The Parish Priest," to be given Christmas week. Manager Elmer J. Walters called for co-operation for the occasion from his patrons and presents of every description are being brought to the theater more than two weeks in advance of the eventful day.

Never has an orphan's theater party created greater heart interest than the affair scheduled for the Yorkville Theater Thursday afternoon, December 23. Kiddies and their chaperons will be on hand from the New York Foundling Asylum, Silver Cress Nursery, Masters' School Day Nursery, New York Home for Homeless Boys from Masonic lodges.

Gifts for the children already resting in Manager Walters' office consist of every available sort of toy ever invented and turned out by Santa Claus factories.

Entertaining orphans is an old habit with this showman, but of all the parties he has given to little ones he expects this year's festival to eclipse all others in magnitude.

Half the seating capacity of the theater is being held in reserve for the kiddies. Each toy will have an envelope attached, with a card inside bearing the name and address of the giver.

This is done to allow the children to acknowledge their presents personally to each warm-hearted contributor.

## JONES IS PLAYWRIGHT

Sherman L. Jones, well-known leading man in stock and repertoire, is winning much success with his own show, using mostly his own plays, which seem to be greatly pleasing the public.

Mr. Jones' first success as an author dates back to 1913, when he wrote "The Girl of the Whispering Pines," and which later went over the International Time.

He has written a number of plays since which have proved to be good ones. He has just finished writing a new play, the title of which will be announced later, and from all accounts it will outdo "The Girl of the Whispering Pines" in many ways.

Mr. Jones, during the past five years, has conducted "The Princess Stock Co.," playing chiefly Ohio territory each year. This coming season he will have out a No. 2 company, which will follow No. 1 over the same territory.

Bert and Geneva Cushman are touring the South with the Mac-Tuff Stock Company. Baby Cushman is featured in parts and specialties. This is their second season with the Mac-Tuff people.



JUSTUS-ROMAIN CO.

Breaks All Former House Records at Hutchinson, Kan.

Altho the "Home Theater" of Hutchinson, Kan., has been in existence and has done business for the past thirty years, and has been under the management of its present manager, Mr. Love, for the last twenty-four years, it was left for the Justus Romain Company, now playing a stock engagement there, to break all former records of attendance.

Saturday, December 4, the Justus Romain Company not only played to S. R. O., but turned at least 150 people away, after crowding them into every nook and corner of the theater. And according to the statement of Mr. Love after looking over his records, it was the biggest crowd that had ever been in this theater at one time.

And, may it also be said, those who were fortunate enough to get a seat enjoyed a performance of a class that is worth while going to see.

For that is the answer to the business that the Justus-Romain Company is doing in Hutchinson. Good shows of the better class, that please, put on by a competent cast, and staged with the greatest care. And it can be said with the greatest credit to the Justus Romain management and company that business has been on the increase ever since they opened their stock season in Hutchinson.

The city of hard times, and tight times, may be very much in evidence, but it proves that if you give the people a good show, and please them, they will turn out to see it.

"And that is the aim of Mr. Justus in all his endeavors here," says Billy F. Stobman, writing of the show. "He has a cast that is very much above the average, he puts on nothing but high-class, up-to-the-minute plays, and no expense is spared in the production of same.

"Hutchinson is not a new venture for Mr. Justus, as his company played a stock engagement of thirty weeks here last season. Therefore some of our people are not strangers to our patrons. Miss Romain is a very popular favorite at each and every performance, and our leading man, A. E. McNutt, shares the reception with her, as does every other member of the cast. Hutchinson people know histrionic ability, and are educated to judge.

"Taking into consideration the business that this company has built up since the opening of the season, it is a safe bet that this will be another thirty-week season here.

"The plays that have been produced so far are 'Turn Back the Hours,' 'Over Night,' 'A Regular Feller,' 'Which One Shall I Marry,' 'The House of Lies,' 'Cheating Cheaters,' 'The Girl He Couldn't Buy,' 'Midnight in Chinatown,' 'After Office Hours,' and the ones to follow are of the same caliber. Plays that please, and as one little 'write-up' we got here stated:

"The members of the company are all clean-cut actors, they speak their lines as tho their tongues were set in the right place, and use plain old United States accent. Our cast this season includes Ethel Romain, leads: Louise Redmond, ingenues; Frances Valer, heavies; Ima May, soubrettes; Lela Roberts, general business; John J. Justus, manager; A. E. McNutt, leads; C. G. Weston, heavies; Frank Myers, characters; H. E. Roberts, general business; John Jay, general business; Billy 'F.' Stobman, comedian.

"A happy, smiling, congenial, contented little family of real troupers, just good enough to be above that 'petty jealousy' stuff to make life worth while. They win each other, they win the patrons. So what's the answer?"

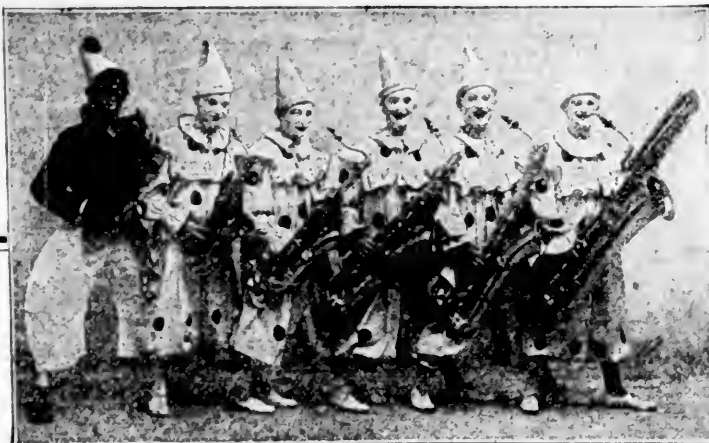
F. CHESTER WOODARD,

Graduate of Lee Nash Studios, Draws Much Comment With His Scenic Work

Winnipeg, Can., Dec. 8.—The work of F. Chester Woodard, who came to this city to be chief scenic artist for the Winnipeg Theater, has attracted much attention of a favorable nature since his arrival here late in the summer. The artistic finish to the stage settings at the Winnipeg theater this season is especially noticeable.

Mr. Woodard is a graduate of the Lee Nash Studios in New York City. Previous to his coming to Winnipeg he was for 14 weeks with the Permanent Stock Company in Miami, Fla. Besides his duties with the Permanent Players at the Winnipeg he has started painting new set-

Tom Brown's Clown Band



Equipped With Buescher Saxophones

Tom Brown's Choice Is the Buescher

Tom Brown, of the famous Six Brown Brothers, the highest priced musical act, writes, under date of January 4, 1920: BUESCHER BAND INSTRUMENT CO., Elkhart, Indiana.

January 4, 1920.

Dear Sirs:

I want to congratulate you on the wonderful success you have achieved in the perfecting to the extent that you have of your famous True-Tone Saxophones. Particularly do they appeal to the professional saxophonist that, first of all, must have accuracy in tone production and a quality of workmanship that will enable the instrument to withstand the strain of every day use.

The fact of your having eliminated unreliable features that existed in other makes in the development of your improved models has prompted me to ADOPT THEM GENERALLY for my several different musical organizations, nearly every member of which are using them and to their entire satisfaction.

Very truly and sincerely yours, TOM BROWN.

Other companies attempt in their advertising to convey the impression that the Six Brown Brothers use their saxophones. Note date of the above letter, then ask Tommie himself. His permanent address is care of Globe Theater, New York, N. Y.



TOM BROWN.



True-Tone Saxophones Easy to Play Easy to Pay

A Buescher True-Tone Saxophone opens the way for you to double your income, double your opportunities and double your popularity and pleasure. It is easy for the beginner—you can learn to play the scale in one hour's practice and take your place in the band within 90 days. Practice is a pleasure rather than an effort. A clarinet player can make the change almost at once.

Buescher is the oldest maker of Saxophones, and makes more of these instruments than the combined products of all other manufacturers.

Get This Free Saxophone Book

It tells you what each Saxophone is best adapted for, when to use singly, in quartettes, sextettes, octettes, or in regular band or full Saxophone Band. Tells how to transpose for cello parts in orchestra, and familiarizes you with many facts you would like to know, whether you are a beginner, amateur or professional. It illustrates and describes the virtues of each model of the Saxophone Family from Bb and Eb Soprano Saxophone to Contra Bass. Ask for your copy.

Buescher-Grand Cornets

With all its wonderful volume, the Buescher-Grand Cornet is exceptionally easy to blow, requiring so little exertion to start the tones, or to keep them sounding, that jumps of thirds, fifths or octaves can be taken without the slightest stopping or breaking or spacing between the tones. Its "Split-No-Tone" Bell is an exclusive and patented feature.

The Buescher-Grand Trombone

enables you to do bigger things musically. Possesses an unrivalled smoothness and velvety ease in the slides and perfect balance.

Free Trial—Easy Payments

You can order any Buescher instrument without paying one cent in advance, and try it six days in your own home, without obligation. If perfectly satisfied, pay for it on easy payments. Ask us to send you names of users in your locality. Illustrated Catalog of True-Tone Band and Orchestra Instruments free.

Buescher Band Instrument Co., 1213 Buescher Block, Elkhart, Indiana.



The Famous Buescher-Grand Cornet The biggest and most perfect tone of any Cornet

tings and drops for the Pantages; he is repainting all new scenery for the Orpheum Theater; he touched up the "Chu Chin Chow" scenery at the Walker recently; also the "Maple Leafs," "Twin Beds," Royal English Opera Company and Fiske O'Hara settings were retouched.

For "Chu Chin Chow" Mr. Woodard had a very difficult task in remounting all the original colors of this beautiful production, which he carried out faithfully and with a great deal of credit to himself, he and his assistants working day and night for a week to complete the contract, receiving the highest praise of the stage director for the work. Mr. Woodard has been with many of the largest stock companies in the country and has received notice as being the youngest man in the profession.

LIKED AT MIAMI, FLA.

Miami, Fla., Dec. 8.—The Pickert Stock Company, which is playing a week's engagement at the Park Theater, was enthusiastically received by a large crowd at the Park Theater Monday night, December 6. "Civilian Clothes" was the opening bill. A local publication said: "In spite of the many attractions in the city this week, this popular company is securing a full share of patronage."

That Lillian Pickert and Ralph W. Chambers, in the leading parts, pleased the audi-

ence, was evidenced by the applause which greeted each appearance. Especially noteworthy among the minor characters was Eddie Barnes as Zach Hart. Denise L'Amoreaux, as Nora, played a small part in a most attractive manner.

EMMA BUNTING WEDS

Wellsville, O., Dec. 8.—Emma Bunting, said to be Wellsville's only representative on the speaking stage, and who for many years headed her own stock company in the South, and more recently was the lead in "Help Wanted," was married last week to George Garrity, a brother of former Chief of Police Garrity of Chicago and of John Garrity, Shubert's Western manager, according to word reaching her relatives here. Miss Bunting is now touring the South in "The Girl in the Limousine" and honeymooning at the same time.

"BRANDED"

Offered by Pauline MacLean Players

Akron, O., Dec. 8.—The Pauline MacLean Players are presenting this week Oliver Bailey's drama, "Branded." Miss MacLean is cast in the role of Ruth Belmer Barrow. "Forever After," the offering of last week, was well received.

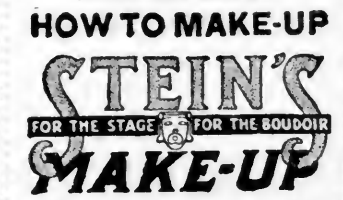
Patronage at Music Hall continues good despite the continued slump in the rubber in-

dustry, which has affected the theater business, especially the attendance at movie houses.

GIVES "VERY GOOD, EDDIE"

Portland, Me., Dec. 8.—At the Jefferson Theater, this week, the dramatic stock company is introducing the musical comedy, "Very Good, Eddie," with a local chorus and Ethel Dobson's company. A vaudeville act is strengthening the bill with a routine of whirlwind dances. Next week the company will present "Lavender Pajamas."

WRITE FOR COLOR CHART AND BOOKLET HOW TO MAKE-UP



M. Stein Cosmetic Co. 120 West 31st Street, New York





# IN REPERTOIRE



Communications to Our Cincinnati Offices

## XMAS DAY

### To Mark Close of 89th Week

### For Harrison Stock Co.—Business Reported Very Good of Late—Miles Berry in Advance

The Harrison Stock Company will spend Christmas Day in Abilene, Tex., that night concluding its eighty-ninth consecutive week without closing, and the fourteenth year of its existence. Abilene is a very suitable place to spend Christmas for this company, individual members having many warm personal friends there from whom numerous invitations have already been received.

Business with this company has been very good of late. Two or three stands in Oklahoma, where the extremely low cotton market had caused gloom, were played to small patronage. However, figures appear on the right side of the books and the managers are offering return engagements. The show is booked until the middle of February, when it will probably take up an indefinite stock engagement.

Miles Berry is now ahead of the show and a more efficient and likeable advance representative could not be desired. A large and expensive assortment of advance paper is being used.

Following are some of the members of the company: Mr. and Mrs. Chas. Harrison, Mr. and Mrs. Glenn Harrison (and Lil' Glenn), Mr. and Mrs. J. D. Colegrove, Mr. and Mrs. Palmer Morrison, Edgar Albletz, Lem. Thompson, Ray and Lila Vary, Bert Coleman, Harry L'ride and W. P. Marshall.—J. D. C.

### DOINGS OF REX SHOWS

The No. 1 company, on the F. and M. Time, is surpassing its previous achievements in all towns, is the report. The cast includes Seymour and Williams, Joe Kelly, A. J. Cole, Jap La Cour, Chas. Hannab, Wm. Wrenn, Rex, Katherine Van Esse, Gloria Maahan, Hazel Williams, Marguerite Leiphardt and Zana Vaughn.

No. 2 company, under the management of Wm. Yule, on the Griffin Time in Canada, is meeting with big business in permanent stock. The roster includes Jack Milton, Fred Dampiere, Herbert O'Connor, Fred Burton, Joe Henry, Wm. Yule, Ethel Van Orden, Georgie Noble, Marjorie Garrett and Gladys Van.

"Billy" Seymour will manage the No. 3 company, which opens January 10, while the No. 4 company, which opens on the same date, has not been completely cast to date.

Immediately after the opening of the No. 4 show Rex Snelgrove and wife (Zana Vaughn) will leave for a few weeks sojourn in Cuba.

### DUBINSKY BROS. IN TEXAS

Dubinsky Bros.' Show is experiencing some mighty chilly weather in Texas. During a recent two weeks' stand it required something more than justifiable business to disregard the weather man; it necessitated the donning of fur-collared ulsters, and during two performances it was necessary to work under severe weather conditions, even tho' the tent was equipped with heaters. The company consists of the following: Ed Peist, manager; Homer Gerholt, Mr. and Mrs. Ed Silvers, Mr. and Mrs. Jack Benson, character and heavies; Mrs. Deyington, ingenue; Wallace Griggs, comedian and director; Howard Bayington and Lella Neilson, leads; Mr. and Mrs. Frank Griffith and Conner's Orchestra. Mr. Griffith is in advance.

### FEAGIN STOCK COMPANY

Enjoying Successful Play in Virginia

Freddie Lytell, in reporting enthusiastically on the business of the Feagin Stock Company, now playing thru the mountainous section of Virginia, says: "Robert Feagin is handling the comedy and sure is making the audiences take notice." The organization, formerly styled The Paramount Players, closed a tour of the South in Georgia recently, because of poor conditions existing in the cotton belt.

The Feagin attraction opened in Norton, Va., at the Strand Theater to receipts said to have eclipsed all former week's business, thus earning a return engagement for Christmas week. J. D. Kilgore is working in advance. Special

scenery is carried and electrical effects are used in every production.

The roster includes Robert Feagin, Freddie Lytell, leads; Bale Knapp, heavy; Herbert Harkleroad, character; Grace Flanders, leads; Maybell Dillingham, soubrette, and Arline Allen.

### C. JAMES STOCK COMPANY

In Winter Quarters at Fremont, Neb.

The C. James Stock company had a very good season under canvas this summer and the outfit is now stored in winter quarters at Fremont, Neb. The work of painting and overhauling will start after the first of the year. Plays have already been selected for the coming season and construction of the scenery for same is now under way. A new lighting system is being installed.

### DAVIDSONS BUY NEW HOME

Mr. and Mrs. S. G. Davidson (Hazel M. Cass), managers and owners of the Cass-Parker-Rachford Shows, which played Northeastern Iowa last summer, have bought a beautiful bungalow at 1209 Fuller Ave., Hollywood, Cal., where they will spend the winter. Mr. Davidson is negotiating with Robert J. Sherman for several of his plays and, with practically the same cast as last season, he promises to have one of the finest dramatic tent organizations playing the Middle West.

### GETS THIRTY WEEKS

James Kohosno Hicks, former partner of G. W. Pugh, presenting Kohosno's Famous Native Hawaiian and G. W. Pugh's Comedy Dramatic Tent Show, has left the combination for a thirty weeks' engagement for the North-

western Booking office of St. Paul, Minn., at the head of his own company. The attraction, which will make a tour of Iowa, the Dakotas, Minnesota and Wisconsin, includes Princess Kola, Grace Kaipo Miller, Charles Miller and George Kalandi.

### A. H. McADAM EXPLAINS

In a letter to The Billboard A. H. McAdam, speaking for the James A. Galvin family, points out the reason for their silence to the show world during the past two months. On October 23 the Galvin family, including Mr. and Mrs. James A. Galvin, Johnny, Irene, Mr. and Mrs. James A. Galvin, Jr., and baby, Marie Buster; Mr. and Mrs. A. H. McAdam and daughter, "Tootsie," and W. G. Hutton, left New Orleans, La., and motored to Los Angeles, arriving at their point of destination November 28. During their thirty-six days en route not a mishap occurred. Mr. Galvin will launch his "World of Wonders" Company soon after the first of the year.

### IN OR OUT—IT MATTERS NOT

Indoor bookings are proving as profitable to the Coulthard-DeVoto Players as engagements under canvas. But, as one of our readers told us during a recent visit, "It's just a case of a high-class dramatic company making good." The show is booked solid until March 1, with many requests for return dates. The cast includes T. J. Coulthard, Fred M. Mitchell, Chas. Golgrove, Louis Wolford, Ralph Barrar, Chas. W. Bodine, Etta DeVoto, Martha Mitchell and Clara Wolford. Mr. and Mrs. Wolford are replacing Irvin Rouch and Ethyl Marden, who are leaving the show to assume charge of the playhouse at Warsaw, Mo. Mr. Coulthard comments favorably on Mr. Bodine's ability as an advance agent.

Copeland Bros. Stock Co.  
Wish You All A Merry Christmas  
and A Happy Prosperous New Year.



MARIE DeGAFFERELLY.

## WANTED WANTED —READ—

Musical Performers, Boss Canvasman, Electrician, Scotch Piper, for the ORIGINAL WILLIAMS STOCK CO. INC. Season 1921, opening March 25, 1921. Going North. WANTED: Kiltie Band or any Novelty Musical Organization of 6 to 10 people, doubling Band and Orchestra. Must be strong enough to feature. A-1 Director, Character, Heavy and Voice. Must be young, pretty, clever Ingenue and General Business Woman. A-1 Vaudeville Team, S. & D. or Novelty; A-1 Electrician, handle Effect Machine, A-1 color, dependable Boss Canvasman. Guarantee forty weeks' work to original people. Salary every week and professional treatment to every one. What more could you ask? Tickets advanced to Europe (with proper references), but do not pay fare on or off show. Get in touch with us for a real position with a real dramatic show, under a real tent theatre. Raymond Wilson, Ruby McGee, Shadricks, Cross and Verba, write. Address LAZONE—DeGAFFERELLY Starke, Florida.

The Coulthard-DeVoto Players  
WISH THEIR MANY FRIENDS  
A MERRY CHRISTMAS and a HAPPY and  
PROSPEROUS NEW YEAR

WANTED—Young General Business Man, Pianist—QUICK  
man or woman, capable playing few parts; Drummer, doubling Stage. Versa-versa repertoire, houses, South. Jack Lennox, Son Ward, Red Gould, Yola Saunders, wife. J. L. HAMILTON, Marble Falls, Texas.

## 30-DAY PHOTO OFFER



Life size photos made from any size photo or negative. Oil painted for \$16 00; 14x17 size, \$3 50; 2x3 ft., \$3 00. Genuine hand oil painted, not air brush work. Satisfaction guaranteed. Quick deliveries.

MUSCATINE TANGLEY CO. IOWA

## Xmas Greetings DOROTHY DAWN



CHASE-LISTER THEATRE CO (Northern)

## WANTED (Repertoire People) All Lines

All winter and summer work. We never close. Good treatment. Salaries absolutely sure. Make it reasonable. Preference to those doubling piano and specialties. Must be congenial and have wardrobe. Address quick, DUNCAN COMEDY CO., care Opera House, Seymour, Wisconsin.

Ricton's Furnished Rooms CINCINNATI, OHIO  
Write to me, or when in Cincinnati, call. Home and office, 1112 W. 7th St. Season's greetings to all.

## OWENS-DOUGLAS PLAYERS

Close Stock Run in Anderson, Ind.—P. D. Barbat in Cincy

The Owens-Douglas Players closed a season of stock at the Crystal Theater, Anderson, Ind., Sunday night, December 5. The company will reopen Christmas day. Business has been very good up until two weeks ago when a slump took effect. The cast remains the same since the opening except the role of leading lady. Mr. Owens changed leading women four times in 10 weeks, it being almost impossible to find one that would balance with the rest of the company. The roster included Mamie Lasley, Marion Raymond, Neil Hickey, Leon Tempest, P. D. Barbat, Mr. and Mrs. Maurice Drew, John Hammond, Harry Owens and E. G. Douglas. Mr. Owens left for Chicago where he will remain until the show resumes activities.

Mr. Barbat was one of the visiting stock men at the Cincinnati office of The Billboard last week. He is anticipating on playing several dates in the "Queen City" before going to New Orleans, his home, for a few weeks' sojourn. Soon after the first of the year he will again join the ranks of the Owens-Douglas Players as heavy man.

## LEAVES "SAUCY BABY"

Word reaches The Billboard (home office) to the effect that E. N. Jackson has severed his connections with the "Saucy Baby" Company. Jackson is contemplating a visit to Chicago in the near future for the purpose of securing talent for a tent attraction for the 1921 season. The tent show he says will continue its activities to Illinois, Wisconsin and Michigan. According to Mr. Jackson, several oil magnates are interested in the venture, and promise to make the organization one of the leaders in the repertoire class next season. "I am going back to the popular prices," he says, "and give my patrons the best that can be had." Mr. Jackson promises a city stock cast, orchestra and special scenery for every royalty play.



SHOES, TIGHTS, ALL GOODS REDUCED

CLOG SHOES, \$7.00
Finest Viet Kid. Lined with leather.
Light weight. Best workmanship
throughout.

HIGH TOP, WHITE CANVAS SHOES, \$1.00.
BALLET SLIPPERS. Good quality black Viet.
\$3.25. Other colors, 75c extra.

TOE DANCING SLIPPERS. Heavy black Viet.
\$5.00. Same in pink satin, \$1.00 extra.
COTON TIGHTS. High grade. Light weight. \$1.50.
SILKOLINE TIGHTS. White and pink ONLY.
Special. \$4.00.

PURE WORSTED TIGHTS, all colors, \$4.50.
COTTON LONG SLEEVE SHIRTS, \$1.50.
COTTON SLEEVELESS SHIRTS, \$1.25.
WORSTED LONG SLEEVE SHIRTS, \$4.50.
WORSTED SLEEVELESS SHIRTS, \$3.50.

GIVE HIM OR HER A COMPLETE
MAKE-UP BOX FOR XMAS..... \$5.00

Add 10c postage to above articles.

WAAS & SON
226 North 8th Street, PHILADELPHIA, PA.



J. A. SCHWENK
Head of the "International Theatrical and
Amusement Corporation," and his staff extend
Christmas and New Year greetings to all
throughout the entire amusement world.

G. MURRAY, Director-General.
GOLDEN & SCHRIER, Counselors.

REMARKABLE BARGAINS—Service, Individual
Attention, and Guaranteed Satisfaction, is my motto.
I am fully prepared to give you big cut prices on all
kinds of Theatre Supplies. Here are a few of my
many BIG BARGAINS. EXIT SIGNS, ventilated
box, with strap for fastening to wall, C. C. Bronzed,
with 8x10 glass, my price, \$2.25. TICKET HOLDERS,
the new style, each, \$1.00. CARBON SAVERS,
the very latest and the very best made, \$5c.
"DE LINE" Interchangeable ADMISSION SIGNS,
with six Signs, special price for the next 60 days
only, \$4.15. SWITCHES, to carry 40 amperes. Knife
switches, each \$2.00. I have a completely equipped
shop to do expert repair work on all makes of pro-
jection machines. I will sell all kinds of Theatre
Supplies and Machines in commission. State your
wants with me and I will secure it for you. WATCH
MY CLASSIFIED ADS. EACH WEEK. WATCH
WATCH! SAVE MONEY AND TRADE WITH ME.
SEND 3c FOR CATALOGUES AND LIST OF
GOODS. WESLEY TROUT, P. O. Box No. 228,
Donison, Texas.

AT LIBERTY

SINGING, DANCING AND MUSICAL ACT.
Six Dancing Turns, Musical Act, Carry Trap Drama.
Best of wardrobe. Go anywhere. Mind Show. Salary
your limit. Tickets if too far. Outfitter, but young
in work. J. C. STANLEY, Hotel Alton, Tulsa, Okla.

PRESS AND ADVANCE AGENT
AT LIBERTY

Experienced, young and with "pen." Good press
writer. Know publicity game. References. E. V. P.,
Billboard, New York.

DEAR C. The baby is a boy. Ev-
erything is forgiven. Come
back. There will be no trouble. PAULINE, 408
San Diego Court, Akron, Ohio.

MERRY XMAS and HAPPY NEW
YEAR TO ALL MY FRIENDS
EDDIE (BOY) McHUGH, 3625 Brooklyn Ave.,
Kansas City, Missouri.

BARGAIN FOR QUICK SALE—120-octave Street
Nylonophone, low pitch, Klysores bars, floor rack, with
wheels, resonators for every note, in Taylor Trunk,
good condition, \$75.00, \$15.00 down, trial, CIRCUS
11. KNDISON, Hippie Co., Dec. 23; West Concord,
Minn.; Dec. 27, Avonmore, Pa.; Dec. 30, Pittston, Pa.

REEDS SAXOPHONE REEDS
CLARINET

Drop postal for price list, or send two dollars for
LIBERAL NUMBER of sample Reeds. State key and
instrument. Tell your troubles. Reeds selected ac-
cordingly. Quick delivery. O. E. MANNERSTROM,
Reed Export, 1305 N. 4th St., Columbus, Ohio.

EMMETH Sonny and I need you.
Write me Tulsa, Gen.
Del. OLLIE HELLEMY, Gen. Del., Tulsa, Okla.

WANTED AT ONCE
General Business Actor with Specialties. Also Inge-
nieur for Ladies, one doubling Piano given preference.
Wardrobe, ability and appearance essential. State all
in first ticket! Yes. Address EDDIE LEE RIVERS
COMEDY CO., Vassar, Michigan.

AGENT WANTED

Good, experienced Tom Agent. Garretson, if at lib-
erty, write. Address CHAS. McDONALD, Lyceum
Theatre, Columbus, Ohio.

SAY "I SAW IT IN THE BILLBOARD."

JAZZING THE DRAMA

By ED L. COPELAND

The word "JAZZ" has been applied in so
many different ways that it is a question in
my mind if anyone can give a correct definition
of the word.

When the demand for jazz came the orchestra
leader let his hair grow longer, learned a few
aerobatic stunts, replaced his clarinet, cornet
and trombone with a saxophone player who could
turn a round off, flip-flap and a back without
missing one "blue" note; the trap drummer
added a few cow bells, a tomato can or two, a
glass crash and an anvil, and lo and behold, he
had a "jazz" orchestra.

When the tab. director discovered that his
show was losing its punch he added a new
slap-stick, a few bladders and placed a standing
order for custard pie, and thereby "jazzed" the
show back to popularity.

Still the word has not been defined, for in
my opinion it does not mean "Oakum" as we
used to understand it.

I once found a native in the back stall of a
deserted livery stable dropping harmless look-
ing raisins into an innocent bottle of Bevo, and,
when questioned, remarked: "I'm jest JAZZIN
her up a bit."

To my way of thinking he gave a definition
of the word "jazz" when he found a new way
of expressing "putting in the kick."

When a vaudeville performer discovers that
his new vehicle lacks the punch to put it over,
if he's wise he puts a kick into it by jazzing
up the act, and then all he has to do is to stand
on the street in front of the Palace Theater
Building and wait for the contracts as they
float out of the windows to him.

This is all right for these lighter forms of
amusements, but do we dare inject the "jazz"
into drama?

To answer that question one is compelled to
contradict himself in the same breath, for it
depends entirely upon circumstances.

A great deal of showmanship is necessary in
judging the audience.

If a director of a city stock company should
be so unwise as to attempt to "jazz up" his
offerings, no doubt "For Rent" would replace
the S. R. O. sign within a fortnight, but should
that same director attempt to arrange a reper-
toire of plays for a tent show he would either
jazz 'em up or suffer the humiliation of seeing
one nice tent outfit for sale cheap.

This line of "dope" may bring a storm of dis-
approval from a host of young, ambitious thes-
pians, and, no doubt, some of the older ones,
for there is no gainsaying the fact that most actors
like to act, and would rather play the better
class of plays. And they should, for the per-
former who has lost interest in his art is indeed
a bad actor, no matter how clever he might
have been once.

The average actor, however, is not a showman
from the box-office point of view.

Provide the average repertoire performer with
a complete tent outfit and a capable company,
bank roll and route sheet, and it's a ten to one
shot the venture will be a failure. And when
the crash comes the wise ones will say: "The
same old story, good actor, bad business man."
In my opinion the average performer is not a
bad business man. The majority of the mem-
bers of our profession of today are thrifty, hard
working ladies and gentlemen, who own homes,
are paying for one on the installment plan or
have enough in their "grouch bag" to buy one
when they find one that suits.

The actor who takes out the show and fails
does so not because he is a bad business man,
but because he lacks showmanship. The great
point to bear foremost in mind is that it is the
audience and not the actor-manager who must
be pleased. You must give them what they
want, no matter how much it hurts.

When the young actor-manager gets it into

his head that he is elected to go forth and
EDUCATE the tent show clientele to a higher
class of plays he'd better be careful or he'll
finish with a headache.

I don't mean to say that all a tent audience
will stand for la "oakum" or "slapstick." That's
just where the showmanship must be displayed.
The best people of the smaller towns and rural
districts are the people who make the dramatic-
tent show possible. They have all had a school
education, all own ears and have traveled more
or less and know a good show from a bad one,
but they MUST have comedy, plenty of it, and
of the jazz variety.

There are, no doubt, a few tent shows, the
ones with old established reputations, that are
still getting money with the better class of
plays, but I believe it is safe to say that the
shows getting the biggest business, in the South-
west at least, are the ones that have jazzed up
every bill they present.

The audience in this section wants plenty of
action and rough comedy, preferably a stutter-
ing kid called "Toby."

Strange what a hold this particular line of
comedy has on the people down in this neck of
the woods!

If I am not mistaken, Fred Wilson was the
first to play a complete rep. of plays with stut-
tering kid comedy parts, and all of them
"Tobies." Thru the territory where Mr. Wil-
son has built up his reputation the name Fred
Wilson is unknown, while "Toby" is a by-
word with every school kid in the country.
And I might add without offering flowers that
Fred is the cleverest kid comedian I have ever
had the pleasure of meeting. There may be
better ones, but I haven't seen them. Fred uses
very little make-up. He was born with red hair
and a snub nose. His gait and posture are
unassuming, and he was fortunate or unfortunate
enough to lose just enough teeth to make his
mouth the envy of any "Toby" comedian, and
his way of putting it over is an art seldom seen
in a character of this kind. He resorts to very
little rough stuff to put the "kick" in his plays,
for the "Toby" as he plays him is all the jazz
required.

Fred Wilson is not the only great "Toby" in
this section however. Harley Sadler is a past-
master as a stuttering kid. Younger and uses
a little more jazz than Fred, but puts a kick into
his work that has made him a prime favorite
in this territory. The late Billie Plumlee, Nat
Cross, Harvey Haverstock, Leon Bostwick and
others too numerous to mention are all clever
"kick" comedians, altho some of them do not
specialize on the character as do the first two
mentioned.

I don't wish to lionize any particular
comedian, or insist that the slap-stick is necessary
to make a success of a tent dramatic show, but
I do contend that the tent shows that have
gotten the biggest business during the twelve
months are the ones that have "JAZZED" up
their performance with plenty of rough comedy
or had a "Toby" to put the kick into the plays.

SHANNON PLAYERS IN OHIO

New Philadelphia, O., Dec. 9.—The Harry
Shannon Famous Players enjoyed a successful
three-day engagement at the Star Theater this
week. Sixteen players are in the cast and the
bill is changed nightly. They carry their own
orchestra and there is vaudeville sandwiched
between the acts. The company is playing
Eastern Ohio at the present time.

Vaughn Dell, female interpreter and ballad
singer, has just closed a successful season
of fourteen months with the LaRoy Stock Com-
pany. After a brief rest Dell will join a min-
strel or musical comedy production for the
balance of the season.

A MERRY XMAS AND HAPPY NEW YEAR TO ALL OUR FRIENDS

Wanted for our 34th Season, Opening April 30th, 1921

Musicians for B. & O. and B and Stage. Also Ticket Sellers, Colored People, Canvasmen, Dining Room on
salary and sell Privileges on per cent. This is a two-car show. Eat and sleep on cars. Last year's people
write. DICKEY & TERRY, Proprietors and Managers; BERT TAYLOR, General Agent; FRED BENNETT,
Band Master; GEO. NELSON, Stage Manager. Look Box 165, Little Sioux, Iowa.

WANTED

FIRST-CLASS VIOLIN LEADER, PIANO PLAYER, ORGANIST
Address STRAND THEATRE CORP., Sharon, Pa.

WANTED QUICK FOR "LET OLE DO IT" COMPANY.
ONE-NIGHT STANDS. A-1 GENERAL BUSINESS WOMEN. Must play piano, read or fake. A-1 GEN-
ERAL BUSINESS MAN, with S. D. or Novelty Specialty. A real Agent that can and will handle brush.
DURS, KEEP OFF! Show opens JANUARY 1. STATE ALL IN FIRST. If you must wire, pay your own
I pay mine. ERNIE BROWN and WIFE, Bob Davis, Geo. Show, write. ENGESSER-DEVERE ATTRAC-
TIONS, Box 248, St. Peter, Minnesota.

AT LIBERTY

BOYD HOLLOWAY Juvenile Leads. Height, 5 ft., 9 1/2 in.; weight, 145. Soubrette and Ingenuo Leads. Height, 5 ft., 1 in.;
age, 26. Brunette.
Best of "Modern Wardrobe." Not "WOULD-BE MANAGERS, BUT ACTORS." Can join on wire. Address
BOYD HOLLOWAY, Holloway's Cottage, Starke, Florida.

WANTED FOR STETSON'S UNCLE TOM'S CABIN (EASTERN)

PEOPLE ALL LINES
Musicians that double Stage, Man for Phineas and Legree, Colored People that sing and dance. Show
stays out all summer. Logan, O., Dec. 17; Marietta, O., 18; Jackson, O., 20. JOHN E. KANE, Manager.

Merry Christmas
Let's Co-Operate
CO-OPERATIVE BOOKING AGENCY
We are now contracting High-Grade Attractions for the 1921 season. We will have a big year. For your own interests, write us at once with full particulars, photos, etc. WE CAN BOOK YOU W. K. Farnsworth, Gen. Manager RUTLAND, VERMONT

LATEST TYPE FULLY GUARANTEED
Portable Mazda Electric Light Plant and Motorgraph. Both guaranteed like new. Rare bargain. W. TARK-
INGTON, Forum, Oklahoma.

WM. REAP AND THOS. WARK

Manager, Agent and Owner of PALMER'S UNCLE
TOM'S CABIN COMPANY, wish all their friends a
Merry Xmas and a Happy New Year. WANT—People
for their coming season, to open Jan. 10th. Plan for
Phineas, double Legree. Man for Harria, double St.
Clair. Woman for Eliza, with Child for Eva. Others
write. Address WM. REAP, Cobourg, Ontario.

WANTED BAND AND ORCHESTRA MEN
for the 21st F. A., at Camp Bragg,
near Fayetteville, N. C. Best vacancies open to the
right class of performers. Special inducement to good
Orchestra Pianist if answered at once. Write G. A.
HORTON, Band Leader 21st F. A., Camp Bragg, N. C.

WANTED Medicine Team

Must change; Singles, Doubles, real
Piano Player, read and transpose; Nov-
elty People, all kinds. Playing houses,
week stands. Address RENO COMEDY,
December 6, Iota, La.; December 13,
Breaux Bridge, La.

WANTED A GOOD STREET PIANO

Smaller the better. Give weight and full particulars.
Also a small Folding Organ. DR. EUGENE O'DELL,
Tremont, Schuylkill Co., Pennsylvania.

Wanted Pianists and Organists

with picture experience. Good salary. Steady po-
sitions. BARTOLA MUSICAL INSTRUMENT CO.,
314 Mallers Building, Chicago.

WANTED MAN PIANO PLAYER

Good faker will do. Must do straights in acts. State
if you do any specialties. Other useful people write.
V. E. CURTIS, 1510 So. 33d St., St. Joseph, Mo.

WANTED QUICK

Arlington Hotel, Hot Springs, Ark., to open Decem-
ber 20. String Bass Player and Drummer, with
Xylophone. State all in first letter. ROLLING TRUN-
DER, Kansas Med. Co., North Georgetown, Colum-
biana Co., Ohio.

WANTED COMEDIAN

MUSICAL ACT
Change for week. Piano Player; read and fake. Oth-
er Med. People write. Lowest salary first letter. NED
WALKER, 15 Penn Ave., Salamanca, New York.

WANTED—A GOOD COMEDIAN OR MAGICIAN,
who can change, for Medicine Company. We board
ourselves. State all in first letter. ROLLING TRUN-
DER, Kansas Med. Co., North Georgetown, Colum-
biana Co., Ohio.

AT LIBERTY FOR 1921, Wagon Builder

Good worker and own all my own tools. Was with
Nat Hesse Show in winter quarters last year. With
the Rubin & Cherry Shows this year. Address FRANK
LENOIR, General Delivery, Spartanburg, S. C., until
Jan. 1.

AT LIBERTY

Want to locate this real, live, five-piece Novelty
Dance Orchestra at a real summer resort. This is an
opportunity, managers, if you pay a good salary. Write
DANCE ORCHESTRA, 501 S. Topeka, Wichita, Kan.

Powerful Baby Spotlights Furnished complete
or in parts. Also
blue prints for making Electrical Stage Effects. See
list in Classified Ads, under Plans and Instructions.
SPOTLIGHT DAVEY, Hoffman Bldg., Ephrata, Pa.



# THE DRAMATIC STAGE



Without neglecting its homely and prosaic business end, we are devoting more and more attention to its finer artistic phases and accomplishments:

## WINNING PLAYS

Are Presented by Penwomen

**Benefit Matinee Yields \$2,000 for Fund To Build Club-house for League of American Penwomen**

New York, Dec. 10.—Four one-act plays, selected from a group of twenty submitted last summer in a contest conducted by the League of American Penwomen, were presented this (Friday) afternoon for the first time at a benefit matinee held under the auspices of the league at the Morosco Theater. Some \$2,000 was realized. This amount will serve as the nucleus of a fund for a league club house in the metropolis.

"Pa and Qs," a farce-comedy from the pen of Annie Nathan Meyer, the first of the group to be presented, proved a decidedly diverting affair, having to do with the trials of two youthful lovers. The comedy situations are plentiful and the characters are well drawn and true to life. To top this off the play has the advantage of an exceptional cast, all of whom are seasoned players. Geoffrey Kerr, who plays the Prince of Wales in "Just Suppose," and Joan MacLean were the lovers. Mrs. Whiffen and Leslie Howard rounded out the rest of the cast.

"The Door of Miracles," a more serious work, by Ruth Murray Underhill, is a dramatic incident of little Italy in which a patron saint plays no small part in righting a domestic tangle. William Hallman, of the "Enter, Madame" Company, contributed a creditable bit of acting in the character role of the Italian vendor of sacred images. He was capably supported by Theodora Marcone, Walter Abel, Marguerite Fairleigh and Dot Willius.

Altho rather poorly acted "Euphemista," a satirical comedy by E. de Alalga, proved nevertheless an interesting bit of stage writing. Sam Jaffe was perhaps the best of the group of actors who took part in this sketch. The others were Winifred Wellington, Marie Sermolino, Merle Madden and Georges Reneven.

"White Tulips," a fantasy of Colonial days, by Faith Van Valkenburg, rounded out the bill. It proved a rather charming little piece woven about an old Dutch frau who lived among memories of the past. In the cast were Grace Griswold, Mona Brsken, Walter Sherwin, May Arno, Howard McLean, Margaret Fitzgerald, Willis Rice, David Sheesgreen, Franca Mason, Felicia Dickinson, Hilda Morris, Musa Goodman, Hilda Cooke and Carolyn and Virginia Rice.

## HOLIDAY SLACK-UP

Evident in Boston—Four Openings Planned for December 27

Boston, Dec. 9.—The Christmas slack up has started at Boston. All the regular houses are beginning to feel the effects. The exhibitors are doing a little better, as they are pulling in the Christmas shoppers. But the big splash will come Monday, December 27, when the Shuberts are planning for four big openings at their theaters here. The advance sale started Monday. The attractions booked in at four of the six Shubert theaters here are "Maytime"

## American Academy of Dramatic Arts

Founded in 1884

FRANKLIN H. SARGENT, President

The leading institution for Dramatic and Expressional Training in America. Connected with Charles Frohman's Empire Theatre and Companies. For information apply to

THE SECRETARY

178 Carnegie Hall, NEW YORK, N. Y.

at the Boston Opera House; Leo Ditrichstein in "The Purple Mask," at the Plymouth; Eddie Cantor in "The Midnight Rounders," at the Wilbur, and "The Passing Show of 1919," at the Shubert. New Year's Eve an extra performance will be given at the Wilbur and Shubert theaters, as Aleppo Temple of the Mystic Shrines has bought these two outright for the occasion.

## BRANDER MATTHEWS ELECTED CHANCELLOR

New York, Dec. 11.—Dr. Brander Matthews, of Columbia University, has been elected Chancellor of the American Academy of Arts and Letters and a member of its Board of Directors. He succeeds Prof. William M. Sloane, who was

Broadhurst; "Little Old New York," Plymouth; "Broadway Brevities," Winter Garden; Shakespearean repertoire, Manhattan Opera House; "Bab," Park; "Pitter Patter," Longacre; "Thy Name Is Woman," with Mary Nash, at the Playhouse; "Jimmie," with Frances White, Apollo; Frank Tinney, in "Tickle Me," Selwyn; "Daddy Dumplings," Republic; "Three Live Ghosts," Nora Bayea Theater; "The Mirage," Times Square Theater; "Just Suppose," Henry Miller; "French Leave," Belmont.

## "ERMINIE" COMPANY MEETS LOTTA CRABTREE

Boston, Dec. 9.—Lotta Crabtree, the noted comedienne of years ago, was given a very pleasant surprise when she attended a performance

## AN OPEN LETTER TO GEORGE M. COHAN

Baltimore, Md., Dec. 6, 1920.

Mr. George M. Cohan:

Dear Sir—"That's the kind of a little feller I am." I'm going to answer your latest "ad."

Allow me to quote you in part:

"Don't let them trick you into something that deep down in your hearts you know you do not want. Don't place your affairs in the hands of self-chosen leaders to be ruled and dictated to how and where you are to act. The closed shop spells ruin for the acting profession."

Say, George, what are you trying to do anyhow? Fool us in the same manner as in your play, "The Tavern"? Don't be "The Meanest Man in the World." "Deep down in your hearts you know you do not want!" Ha! Ha! George. Did you write that "ad" for the benefit of Tillie, the buttonhole maker; Bennie, the barber; Pete, the imbecile, and Tony, the bootblack, who act (?) on the stage (when they get the opportunity) because they think stage work is a fine way to loaf? I have no doubt that you did not have the real stage artists in mind.

I am positive that the "hams and bolognas" do not want a closed shop, for it might send them back to peddling shoestrings.

The closed shop idea is wonderful! It is for the welfare of the stage—to lift it from the deep mire that it is in now. Anyone who is a real artist should become a member of the closed shop organization.

To place their affairs in the hands of trustworthy leaders is just what the artist-professionals need, for the affairs were never in a worse shape than they are in now. Many professionals are out of work (altho I can hardly believe that one one-hundredth of them are real artists). The closed shop organization will welcome artists, amateurs and professionals, into their ranks—but they must have talent. The organization will give them more work than they ever had before, and the decreased salary hoodoo will be buried. It will place the artists on a fraternal basis, all striving hard for the uplifting and preserving of the stage. (And I'll say that the stage certainly does need uplifting.)

Speaking about booking managers of the vaudeville circuits, I wonder if they know what a map looks like? I'll wager a 5-cent cigar against a matchstick that if you ask any vaudeville booking manager where Tallahassee is he'll say anywhere from Spain to Iceland. I have no doubt that when the closed shop leaders are given authority the managers will be introduced to something they did not know existed—"The Map of the United States."

Instead of the closed shop spelling ruin for the acting profession, as you say, it spells the very opposite. **THE CLOSED SHOP SPELLS PROSPERITY AND HAPPINESS FOR THE STAGE ARTISTS.**

You will note that I haven't mentioned anything about the Equity organization. I am not a member, so I know nothing about Equity and its officials. I don't care in what hands the closed shop issue is placed, just so the officials are trustworthy and bent on uplifting the stage. I felt compelled to write this letter because I am only a playwright, trying my very best for the uplifting of the stage and the spreading of fraternalism.

Yours truly,

(Signed) SID SINGER.

recently chosen president of the organization to succeed the late William Dean Howells.

Dr. Matthews was born at New Orleans in 1852. He has been a professor, first of literature and then of dramatic literature, at Columbia University since 1892. He is the author of several comedies, stories, essays and books of criticism and was one of the organizers of the Authors' Club, The Players and the American Copyright League.

## TO REVIVE "PEG"

New York, Dec. 11.—Laurette Taylor is to return to the Broadway stage early in the new year in a revival of "Peg o' My Heart." Miss Taylor has been resting since her return from London late last summer. Shortly after reviving "Peg" she will begin work on a film version of the play.

It was in this comedy, written by her husband, J. Hartley Manners, that Miss Taylor made her first great success here nine years ago. She starred in this vehicle for a year and a half at the Cort Theater and subsequently for more than two years in London.

## PLAYS AT REDUCED RATES

New York, Dec. 8.—Altho "Jim Jam Jams," playing at the Cort Theater, changed its name recently to "Hello, Lester," and then back again to its original title, this hasn't saved the play from Joe Leblang's cut-rate offices. Others selling at cut rates are: "When We Were Young,"

of "Erminie" a short time ago. Francis Wilson, who spotted the little lady in a stage box, arranged with the company to receive Miss Crabtree after the show. The entire company was lined up on the stage and Lotta ushered back of the curtain, where she received a royal welcome from the players. Mr. Wilson, in introducing Lotta, spoke of her as an actress who possessed the greatest personality and popularity of any known comedienne of her time. Lotta, in a gracious little speech, complimented the company on the beautiful performance, and hoped the younger generation would witness "Erminie" as being an example of what was popular two decades ago.

## REORGANIZED STAFF

Sam Harris Goes Over His Chicago Organization

Chicago, Dec. 10.—Sam H. Harris' recent reorganization of his managerial staff in Chicago seems to meet with popular approval. The first addition was Miles Murphy, who was manager of "Welcome Stranger," with a record run and record box-office receipts for the year.

Another member is Charles Shannon, for fourteen weeks in Chicago up to last Sunday, and who was manager of the "Honey Girl" company. And he made a lot of friends in Chicago. Messrs. Murphy and Shannon distinguished themselves in Chicago by their uniform gentility and the fidelity with which they watched the income and outgo—which is said to be one of the main characteristics of a real manager.

## DRAMATIC NOTES

David Glasford has been added to the cast of "Pagans."

Arthur Hopkins has gone to French Lick for a few days' vacation.

W. H. Gilmore is directing rehearsals of "Woman to Woman."

Margaret Wycherley has been engaged to play the leading role in "Mixed Marriages."

Mary Young and Harry Wagstaff Gribble are at work on a new play as yet unnamed.

Robert P. Davis has been appointed general stage manager for "When We Are Young."

Angela McCahill and Barry Macollum have been added to the cast of "Mixed Marriage."

A. E. Anson and Hilda Spong have been engaged by Al Woods for "Woman to Woman."

Mary Nash will be seen in daily matinees of "Thy Name Is Woman" the week of December 27.

Willette Kershaw has been engaged by Al Woods to play the leading role in "Woman to Woman."

Walter Jones has been engaged by Al Woods for an important part in "Come Up in a Haymow."

Arthur Row, last seen with John Barrymore in "Richard III," will be seen in New York with Fritz Leiber.

Dore Davidson, who plays the theatrical manager in "Rollo's Wild Out," is celebrating his fortieth year on the stage.

Bobby North has been engaged by John Golden to play the leading role in Montague Glass' new comedy, "Black and Tan."

Los Caritos, the Spanish dancer appearing in "Spanish Love," have been placed under a two-year contract by Wagenhals & Kemper.

Gilbert D. Vincare, of Rutland, Ill., for many years a playwright, is working on a play called "Humanity." He is the author of fifteen dramas.

Dagmar Godowsky, daughter of Leopold Godowsky, pianist, is reported to be recovering from an operation for appendicitis in a Los Angeles hospital.

It is stated that Little Betty, Oriental dancer, is busy rehearsing a series of new dances, which will be seen in a new Broadway production, with special scenery and elaborate wardrobe.

Alexander Leftwich, general stage director for Daniel Frohman, has been engaged to stage the Silk Pageant that will be featured at the Silk Show in the Grand Central Palace, New York, during February.

John H. Froome will direct the presentation of his own three-act play, "The Glory of Their Years," at the Woman's Club, Cincinnati, this week. The cast includes post-graduates and senior dramatic class members of the Schuster-Martin Dramatic School.

Zona Gale, author of "Miss Lulu Bett," now in rehearsal, was the guest of honor last week at the Book and Play Luncheon at the Hotel Biltmore, New York. William Archer, E. Harold Spender, Edwin Bjorkman, Alexander Black, Harry Litchfield and Heywood Brown were the speakers.

When Charles Sumner's play, "The Broken Road," is shortly produced in moving pictures in England, Arthur Boucher and Kylie Bellw will have the leading roles. Commodore J. Stuart Blackton, who purchased the moving picture rights of this play, is now negotiating with Mr. Sumner for the dramatic rights in the United Kingdom, looking to a simultaneous stage and screen production in London.

Why are you still struggling and why is fame so elusive? You lack inspiration. You lack ideas. You lack Samadhi.

## SAMADHI

The ULTIMATE SENSATION

Every paragraph an inspiration and full of the most wonderful possibilities. Teeming with new interests. Samadhi will help you overcome your inertia. Samadhi will show you the way to achieve.

Come down to earth and stop pitying yourself. FOR JUST YOUR PROBLEM READ "SAMADHI" Price, \$1.00.

American Clearance Corporation  
111 Broadway, NEW YORK CITY



NEW PLAYS

"CORNERED"

"CORNERED"—A comedy-drama in four acts by Dodson Mitchell. Presented at the Astor Theater, New York, December 8, by Henry W. Savage.

**THE CAST**—Lola Mulvaney, Nettie Bourne; Nick, Morgan Coman; Jerry, Edward Fielding; Mary Brennan, Madge Kennedy; Sing II, Frank Grayson; Flanagan, Joseph Fuller; Rose, Natalie Manning; Mrs. Wells, Amelia Gardner; Frank, Elmer Cornick; Margaret Waring, Madge Kennedy; George Wells, Leslie Austen; Leon-tine, Therese Quadri; Brewster, Robert Forsyth; Casey, Thomas Gunn; Uplike, Tom Walsh; Dr. Rose, Frank Patton; Smithson, Timothy Kane; Mabel, Doris Chisholm; Miss Watson, Edith Ford.

For Madge Kennedy's return to the stage Henry W. Savage has picked her a wild sort of play, which stretches the "long arm of coincidence" to the limit, is full of complication and devoid of surprise.

Miss Kennedy's role is a dual one. She portrays a poor girl who is made the tool of crooks and a rich girl who is robbed by the same outfit. She is all right in the part, but the part is not all right for her. Miss Kennedy is a comedienne of splendid ability, but does not stand out above the rest of the actresses with whom we are more familiar in mystery and crook melodrama.

Morgan Coman much overplays a dope fiend. Whoever invented the business he uses in the part should study this sort of character in real life. Edward Fielding, as "Jerry the Gent," does better with his role. His urbanity in one scene was what our English cousins would call "a bit thick." Zella Sears, as a chop suey impresario, had only a small part, but did it well.

Leslie Austen, as the "hero"; Amelia Gardner, as Mrs. Wells; Robert Forsyth, as a builder, and Therese Quadri, as a maid, were well cast. Tom Walsh was a rather curious sort of detective, but gave a performance which pleased the audience. The rest of the cast were satisfactory.

"Cornered" is said to have scored a big hit on the road, and it may do the same thing on Broadway. It is a true product of the commercial theater, inasmuch as it is all a striving for effect. There is no real human note struck in the entire performance. As a starring vehicle for Miss Kennedy it is not right. This reviewer would like to see Madge Kennedy in a good, bright comedy and "Cornered" relegated to the "movies." It is ideal for celluloid presentation.—GORDON WHYTE.

**EXCERPTS FROM THE NEW YORK DAILIES**  
Times: "As a theatrical venture it belongs in much the same category with 'The Blue Flame'—the latter should be hastily added that 'Cornered' is immeasurably superior to 'The Blue Flame' on nearly every count."

Tribune: "On the whole it seems to us an agreeable and entertaining trick play."

Mail: "—the story is sufficiently interesting and sufficiently ingenious to hold attention and furnish good entertainment."

Globe: "The broadest sort of popular melodrama, in which a perfectly good idea gets smothered under a load of verbiage."

NEW KETTERING PLAY

Chicago, Dec. 9.—"When It Strikes Home," a new play by Ralph T. Kettering, of Chicago, will have its trial performance at the Shubert Theater, Milwaukee, December 13. Walter C. Percival assisted Mr. Kettering in the preparation of the production. Edgar Selwyn and George C. Tyler will be present at the performance.

WALL STREET BACKS PLAY

New York, Dec. 10.—Evelyn Blanchard, playwright, has completed a four-act dramatic production which it is expected will be staged in the near future. The drama deals with Wall Street, and, it is understood, will be backed by Wall Street interests. There will be eleven people in the cast and the lead will be played by a woman. "The Panther and the Lamb" has been selected as the tentative name for the play. It is the fourth that Miss Blanchard has written.

HOPWOOD GOING TO LONDON

New York, Dec. 10.—Avery Hopwood, the playwright, will sail for London about the first of the year to direct rehearsals for the forthcoming production there of "The Hat," which he wrote in collaboration with Mary Roberts Rinehart.

WEDS ARTIST

New York, Dec. 11.—Ivy Troutman, last seen here in "His Chinese Wife," at the Belmont Theater, became the bride of Waldo Pierce, artist, last week in Paris, according to word

STEWART & KIDD Announce Shortly The Publication of

Fifty Contemporary One-Act Plays

Edited by FRANK SHAY and PIERRE LOVING



THIS volume contains FIFTY REPRESENTATIVE ONE-ACT PLAYS of the MODERN THEATRE, chosen from the dramatic works of contemporary writers all over the world and is the second volume in the *Stewart Kidd Dramatic Anthologies*, the first being *European Theories of the Drama* by Barrett H. Clark, which has been so enthusiastically received.

The editors have scrupulously sifted countless plays and have selected the best available in English. One-half the plays have never before been published in book form; thirty-one are no longer available in any other edition.

Both Frank Shay and Pierre Loving have been connected for many years with little theatres in the United States. This connection has afforded them exceptional opportunities for testing the validity of a great number of one-act plays, both as regards their literary value and dramatic possibilities in actual production.

The work satisfies a long felt want for a handy collection of the choicest plays produced by the art theatres all over the world. It is a complete repertory for a little theatre; a volume for the study of the modern drama, a representative collection of the world's best short plays.

CONTENTS

<b>AUSTRIA</b> Schubler (Arthur)—Literature	<b>IRELAND</b> Gregory (Lady)—The Workhouse Ward	<b>CROCKER</b> (Eosworth)—The Baby Marriage Cronyn (George W.)—A Death in Fever Flat Darles (Mary Carolyn)—The Slave With Two Faces Day (Frederic L.)—The Slump Flanner (Hillegard)—Mansions Glaspell (Susan)—Trifles Gerstberg (Alfred)—The Pot Hoiler Helburn (Theresa)—Enter the Hero Hudson (Holland)—The Shepherd in the Distance
<b>BELGIUM</b> Maeterlinck (Maurice)—The Intruder	<b>HOLLAND</b> Spiegelhof (J. H.)—Louise	<b>HUNGARY</b> Biro (Lajos)—The Grandmother
<b>BOLIVIA</b> More (Federico)—Interlude	<b>ITALY</b> Giaccosa (Giuseppe)—The Rights of the Soul	<b>RUSSIA</b> Andreyev (Leonid)—Love of One's Neigh- bor Tshekoff (Anton)—The Boor
<b>FRANCE</b> Anry (George)—M. Lamblin Porto Riche (Georges)—Francoise's Luck	<b>GERMANY</b> Eltner (Karl)—Atrium von H. Manschal (Hugo)—Madonna Di- anna Wedekind (Frank)—The Temor	<b>SPAIN</b> Benavente (Jacinto)—His Widow's Hus- band Quintero (Serafina and Joaquin Alvarez) —A Sunny Morning
<b>GREAT BRITAIN</b> Bennett (Arnold)—A Good Woman Calderton (George)—The Little Stone House Cannan (Gilbert)—Mary's Wedding Down (Ernest)—The Pierrot of the Minute Ellis (Mrs. Havelock)—The Subject of Kezia Harkin (St. John)—The Constant Lover	<b>INDIA</b> Mukherji (Dhan Gopal)—The Judgment of Indra	<b>SWEDEN</b> Strindberg (August)—The Creditor Wied (Gustave)—Autumn Fires
	<b>UNITED STATES</b> Beach (Lewis)—Brothers Cowan (Sada)—In the Morgue	<b>YIDDISH</b> Ash (Sholom)—Night Pinski (David)—Forgotten Souls

Large 8vo, 585 pages . . . Net \$5.00 3/4 Brown Turkey Morocco . . . Net \$12.00

<p>Send for Complete Dramatic Catalogue.</p> <p>Prices Subject to Change Without Notice.</p>	<p><b>ORDER FORM</b></p> <p>STEWART &amp; KIDD CO., Publishers, Cincinnati, U. S. A.:</p> <p>Please send.....Cop.....of Fifty Contemporary One-Act Plays.....Net \$5.00.</p> <p><b>CHECK HERE</b></p> <p><input type="checkbox"/> You may charge to my account.</p> <p><input type="checkbox"/> You may send C. O. D.</p> <p><input type="checkbox"/> I inclose.....</p>	<p>Ship Via .....</p> <p>Name .....</p> <p>Street .....</p> <p>City..... State.....</p> <p style="text-align: right;">R. B.</p>
--	--	---

PUBLISHERS **STEWART & KIDD COMPANY** CINCINNATI

**Irwin-Richard-Franklyn**

**Publicity Service**

..... Wish Their Many Friends and Clients .....

**A Merry Christmas and Happy New Year**

**ACTRESS DECORATED**

New York, Dec. 11.—Alice Eiseber, of the "Pagans" Company, has been decorated with the badge of Queen Mary's Needle Work Guild by Major Louis Livingston Seaman, president of the British War Relief organizations in the United States. The decoration was sent over personally by Queen Mary to be presented to the American woman most prominent in war relief work.

**JOHN STILL A THESPIAN**

New York, Dec. 11.—John Coleman, of the Gus Hill office, who was at one time quite a well known actor, is still at it. He appears in many of the Shriner's productions, and an actor who recently attended one of the shows says it reminds him of the days when John appeared as comedian in old Dan McCauley's "A Messenger From Jarvis Section."

**AFTER "ENTER MADAME"**

New York, Dec. 11.—J. E. F. Malone, the London producer, thru Sanger and Jordan, play brokers, has entered a bid for the London and English provincial rights to Brock Pemberton's production of "Enter Madame," now at the

(Continued on page 49)

received here today. Miss Troutman met her husband while in the service of the Y. M. C. A. in France during the war.

**CELTIC PLAYERS OPEN**

New York, Dec. 11.—The Celtic Players still shy of the commercial theatrical district. Last night they opened the first bill of their

new season at the Floral Garden Theater, just a hundred blocks north of Times Square. The bill consisted of "Fixing the Border," by the authors of "Dark Rosaleen," which David Belasco produced; "Honest Lodgings," a comedy in two acts by Ralph Cullinan, and "The Turn of the Road" by Rutherford Mayne.

Look thru the Letter List in this week's issue.



# THE LEGITIMATE

A DEPARTMENT OF NEWS AND OPINIONS

COMMUNICATIONS IN CARE OF OUR NEW YORK OFFICES.



## LOTUS ROBB,

Named After Ancient Flower of the Nile, Discusses Things Pertaining to the Stage

New York, Dec. 8.—Thousands of years ago when they had bearded, gray-haired prophets, and the high cost of living wasn't worrying the Pharos, lotus flowers flourished along the banks of the sluggish river Nile. A few years ago some famous writer of fiction wrote a story about the lotus, referring particularly to the Castallamor white lotus. It was a pleasing story that was woven interestingly around the wheel-shaped flower. Anyone who can write a book about the lotus, which, as far as we know, has been practically extinct for years and years, deserves some recognition. The book was named after the flower and later on a baby was named after the book. Perhaps because the baby, which was a girl, reminded the mother of the dainty white petals of the ancient Egyptian flower. This baby grew up into a beautiful girl and went on the stage.

Her name is Lotus Robb and New Yorkers know her very well. She plays the part of Goldie MacDuff, an actress, in Clare Kummer's latest play comedy, "Rollo's Wild Out," at the Punch and Judy Theater.

As I stepped into the Punch and Judy Theater this morning to keep an interview appointment with Miss Robb I found it was still a little early. But the Punch and Judy is an interesting little house, and anyone who can't find something to interest them is indeed biased. Hanging beside the box-office window is a painting done by the great French tragedienne, Sarah Bernhardt. It is called "My Pet Dog." There is some difficulty in discerning the dog at first, but just remind yourself that the Divine Sarah is not a painter but an actress, and it won't be so difficult to admire the colorful daub.

Standing there and gradually picking out various interesting features of the Bernhardt painting it was suddenly brought to our attention we came to the Punch and Judy Theater not to criticize art but to interview Miss Robb. And as she had just stepped into the door it was plain that further examination of lobby features were out of the question for the present.

"I suppose," remarked Miss Robb, "that you want to know some of the things I have done previous to my work in this play. I was with the Selwyn's 'Fair and Warmer,' taking Madge Kennedy's part in the touring company, which went to the Coast. I was ingenue in the 'Why Marry' New York company, and then followed Estelle Winwood as lead with this company. I have done a little motion picture work, but don't care much for this branch of the profession."

"Perhaps Billboard readers might be interested to know if you have ever done anything dramatic stock, musical comedy, scenario writing, opera, vaudeville or playwriting," we suggested, as we recalled a person we knew once who was able to play the drums, piccolo, violin, harmonica and piano all at the same time.

"I will have to confess to some stock experience, and I was in vaudeville a short while," said Miss Robb, laughing. "I worked in stock

for O. D. Woodward in his Omaha and Denver companies, and also for the Willis Wood company in Kansas City. I worked in stock four years altogether and must say it is a wonderful experience for any actress. While it requires lots of hard work and a retentive memory I don't consider memorizing as such. I think one should regard it more in the sense of 'absorbing' the lines. I never had any trouble at all in learning even the longest part and I played leads for two years.

"Of course, to a woman, perhaps one of the most important considerations in stock work is the clothes. It does require an elaborate wardrobe for stock. My vaudeville experience was brief, but interesting. I had an offer to join Willard Hutchinson's vaudeville sketch, which went to London for an eight months'

thought at the time that very few of the audience would probably get the significance of the business. But they did. And they didn't for get it, either, for two years later when I visited that town in another play several of the women came to me after the matinee and said: 'Oh, yes, you were the actress who appeared here two years ago and you handled some baby clothes in the second act. We thought it was a great piece of acting.'

"I also contend," said Miss Robb, "that audiences want better things than they think they do. They may deny this, but it is true."

"And what do you think the theater needs most just at this time?" we asked, as we prepared to leave.

"Ah, that is too big a question to ask me," said Miss Lotus Robb, smiling. "You had better

LOTUS ROBB



Appearing in the new Clare Kummer comedy, "Rollo's Wild Out," at the Punch and Judy Theater, New York City.

engagement. We played the Coliseum in London and my most interesting experience there was getting tangled up in the sets. The stage is of the revolving sort, such as was used here in "On Trial," and somehow I became confused and stepped out on the wrong side. But I enjoyed the tour of London and other cities for the eight months that we worked there. We returned to America just before the war.

"As for opera, I never did anything in this line, altho I recall that when I was a girl I had aspirations to become a second Melba or Tetrazzini. I read a lot, mostly autobiographies, and am particularly interested in art."

We were inclined to ask Miss Robb her opinion of the painting in the lobby of the theater, but refrained.

"I believe," continued Miss Robb, "that it is impossible to 'fool' your audience. By that of course I don't mean that a magician like Thurston or Houdini can't fool them, but that is a different sort of business. What I refer to is the actress who tries to make herself believe that people in the audience aren't very clever and that she can 'put one over' on them, as it were. I have a great deal of respect for my audiences. I recall that when playing in a town thru the Middle West on a tour I had occasion in the play to walk across stage to a chest of drawers that was supposed to hold baby clothes, altho there was no mention in my lines of the clothes. It was a piece of business of a subtle nature, for I did not even touch the clothes, and I remember that I

save that question for another interview with a wiser person than I am."—CLIFFORD KNIGHT.

### MEMORIAL ALCOVE

In Honor of the Late Geo. P. Goodale in Detroit's New Library

Detroit, Dec. 13.—Detroit's new \$3,000,000 public library, now nearing completion, will be formally opened February 1, 1921. One of the features in the beautiful new edifice of interest to theatrical people will be the music and drama room in which a memorial alcove has been built to the memory of the late George P. Goodale, dramatic critic on the Detroit Free Press for over a quarter of a century. The extensive library of Mr. Goodale will be placed in the alcove donated to the public library by his widow. A tablet suitably inscribed to Mr. Goodale will be set in the floor of the alcove.

### FROLIC FOR SCRIBES

New York, Dec. 11.—Stage stars will frolic for newspapermen in the Press Club at midnight Saturday, December 18. The affair is being staged for the Newspapermen's Benevolent League. Among those who have promised to appear are: Bert Williams, Raymond Hitchcock, George Roban, Delays, Ruth Goldberg, Clare Briggs, George Le Maire, Savoy and Brennan, and others.

## TRIFLES

### "AN ACTOR'S SONG"

With apologies to the late W. S. Gilbert)

When the rest of mankind's bent on the enjoyment  
Of a great big turkey feed on Christmas day,

The actor is engaged in his employment,

For he has to do an extra matinee.

His feelings he with difficulty smoothes,

But duty "as per contract" must be done.

Ah, take one consideration with another,

An actor's lot is not a happy one.

When he's thru, and to his hotel he's returning,

He thinks, "They'll surely have some 'turk' today."

He's right—they have—but it's been long a-burning

And tastes just like a vulture stuffed with hay.

And then he thinks of distant home and mother,

And wishes he could join their Christmas fun.

Ah, take one consideration with another,

An actor's lot is not a happy one.

Elsie Ferguson is looking for a play in which to return to the stage. It is said that she is unwilling to appear outside of New York, and this is preventing her from getting just the right kind of vehicle.

The London County Council has just placed a tablet on the site of "The Theater" at Shoreditch. This was the first theater erected in London especially for the performance of plays, and its name gives us the first recorded use of the word "theater" in connection with a playhouse.

It would be a splendid idea if those actors who are on the stage for the tag of an act were not to move until the curtain hits the stage floor. The spectacle of a lot of feet moving is not a good finish for any act.

Playwrights have often referred to the soliloquy as "dead." Any who still think so should go to see "The Emperor Jones." For six scenes Charles S. Gilpin soliloquizes, and it is about the liveliest thing to be seen in New York at present. The actor's contribution to the effectiveness of the play is great, but it was Eugene O'Neill who had the courage and skill to write it.

Madge Kennedy displays conscientious artistry in wearing a pair of cotton stockings in playing the part of a poor girl in "Cornered." No matter how poverty-stricken most stage characters are, if they are women, they can always dig up a pair of silk hose.—G. W.

### NEW SHOW 100% EQUITY

Bond Furnished by Henry James That Members of "The Flaming Cross" Will Get Salary and Fare to New York

New York, Dec. 9.—Charles Francis Park's drama of the South, "The Flaming Cross," will have its premiere performance at the Colonial Theater, Baltimore, Md., Monday night, December 13. The entire cast of this production will be Equity, and Henry James, who has financed the show, has furnished bond that each member of the company will receive, not only salary, but transportation back to New York.

The locale of the play is Georgia. Mr. Park, who is responsible for "The Yellow Streak" and "The Questionaire," has woven a pretty story of the Southland and its problems, but has deviated from the beaten path of many authors and does not use the Negro as the theme. Klaw & Erlanger are handling the bookings, and Ralph Gervers has been engaged as business manager in advance. Among the members of the cast are the following: Arthur Sprague, G. Clayton Frye, Frank Campbell, Godfrey Mathews, Ruth Tomlinson, Donna Bartlett, Wm. Warren, Tom Wallace, Leona Soule, William Evans, Doc Shields, William Roth, Al Gertler and Edward Wonn. Henry James is treasurer and Charles Park will manage the company.

### MEREDITH STUDIO of DRAMATIC ART

JULES E. MEREDITH, Director

Offers complete and thorough training in Elocution, Dramatic Art, Public Speaking, Play Productions, Educational Dramatics, Public Students' Performances. (Booklet) 105 Fuller Bldg., "Dept. B," Philadelphia, Pa. Phone, Spruce 3062.

### WARDROBE FOR SALE

Seats of all kinds. Apply JOE MANN, 1664 Broadway, New York. Circle 5982.

**\$50.00 NOW**

AND A HOME NEXT SPRING

HOUSE OR BUNGALOW AT

**GLEN HEAD**

(OYSTER BAY DIV. L. I. R. R.)

A Residential Park of unusual beauty, tested by careful restrictions, and in full view of the partial residences of Messrs. Moran, Harriman, Mackay, Whitney and others. Less than 1 hour from Pennsylvania Station. Less than 3 minutes from Glen Head Depot. Magnificent views, majestic trees, beautiful foliage, water and electric light in streets. Boating, fishing, bathing beach easily accessible. State roads; 410 miles of bridle paths. Ideal location for comfortable moderate means. NOT HIGH PRICED.

Call if you can, or we will mail you full particulars.

DEPT "K."

**NORTH SHORE REALTY CO.**

243 West 34th Street, NEW YORK.



# STAGE WOMEN'S WAR RELIEF

251 Lexington Ave., New York City

Just another little note to tell you all how generously the theatrical profession has responded to the call of the Xmas Stocking Coupon.

The writer of this column visited the Forty-eighth Street Service House last Sunday and found the wheelchair soldier sitting up, looking cheery and greatly improved in health. "Why shouldn't I get well when everybody is so good to me?" he said with a smile, and showed me how he could move his chair, stand up and other surprises, of which he felt justly proud after the few weeks of treatment thru which he had bravely passed.

Mrs. F. Barnard, St. Paul, Minn., writes: "Hope this will make some dear boy happy. With good wishes." (Enclosure.)

C. E. O'Donovan, Washington, D. C., sends ten smiles. Mrs. R. E. Digner, White Plains, N. Y.

From far off Honolulu, H. I., comes a dime from P. W. Johnson, Ratt. F., 13th F. A., Schofield Barracks. There's a soldier who remembers his comrades.

C. T. Glazier, Greenwood, Miss., is one of the faithful—and his dime arrives early. Mrs. James Lamont, Eleventh avenue, New York, a dime.

"Minneapolis, Minn.—Enclosed please find P. O. money order for \$1 for the fund toward making of a cheerful Christmas for disabled soldiers, and my very best wishes accompanies the donation. Sincerely, Alie Beon."

Here's an interesting epistle: "Am enclosing a small amount of money which was collected by voluntary subscription by the girls working in the Social Service Registration Bureau. We trust that it will do some good towards making a Christmas possible for our ex-service men. Those subscribing are: Miss Dupuis, Miss Austin, Miss Giblin, Miss Pepkas, Miss Klein, Miss Reuter, Miss Berg and Mrs. Buckner. We wish them all a Merry Christmas and a Happy New Year. Yours sincerely, Gloria From the Social Service Registration Bureau, 168 N. Michigan avenue, Chicago, Ill." Thank you, kind friends, for good wishes and your donations of \$1.25.

Another letter of especial significance comes from the members of the May Robson Company, sent thru Deputy Jack Marvin, A. E. A. Permanent address of company is care August Pitou, New Amsterdam Bldg., New York City. The letter reads: "Enclosed please find \$6. The May Robson Company would like to help make some wounded lad laugh and forget. Sincerely, The May Robson Company."

Isn't that just splendid? How the good wave thoughts are spreading thruout the world. Thank you, one and all.

### COUPON

#### THE BILLBOARD,

1493 Broadway, New York City.

Helping the Stage Women's War Relief. Hurry up, the chance to make a wounded boy laugh. Here's my dime for a Christmas Stocking.

Name.....  
Address.....

### BLIND "SEE" PLAY

Special Performance of "The Champion" Given in Boston

Boston, Dec. 7.—Grant Mitchell and members of his company gave a special matinee of "The Champion" at Selwyn's Park Square Theater Monday afternoon for the blind of Boston. No admission was charged, those present being admitted by presenting the invitations sent to them by Charles H. Hayes, director of the State division of the blind. There was a capac-

### THE NATIONAL CONSERVATORY OF DRAMATIC ART

## F. F. MACKAY

A Thorough Training School for the Stage and Platform. Vocal Exercises. Open all the year round. Mackay's "ART OF ACTING" for sale at Conservatory Room 711, 145 W. 45th St., New York, N. Y.

### THEATRICAL COSTUMER HISTORICAL

Amateur Plays Correctly Costumed.

#### CARL A. WÜSTL,

(Est. 50 Years)

Tel. 1623 Stuyvesant. 40 Union Sq., New York.

ity audience, ninety-five per cent being either deaf, dumb or blind, and many with all three afflictions.

Before the opening of the play Mr. Mitchell came before the curtain and outlined the story, telling his auditors of the different characters, describing them and also giving a mind picture of the scene where the events take place. As "The Champion" depends largely on its clever dialog for its success the audience readily grasped the situations and enjoyed the comedy from start to finish. At the end of the second act the entire company was lined up on the stage and Mr. Mitchell by a few well chosen remarks explained how pleased he and his company were to be able to present his play to such a remarkable audience. He thanked the Boston Local A. T. S. E., the musicians and Manager Fred E. Wright of the theater for their kind assistance.

Acting as spokesman for the entire company Mr. Mitchell said he wanted to thank those present for gifts presented to the members of the company. Each of the men of the company had received a small clothes brush, and the four ladies, Ann Andrews, Lygia Bernard, Lucy Beaumont and Desiree Stempel, each received a beautiful wrist bag, the handiwork of the pupils of the Wilson House. Lucy Beaumont was asked to say a few words and in a speech that really came from her heart she thanked the audience for the wrist bag she had received. She said it was a wonderful piece of work and that she would treasure it as a memorial of this occasion at Boston. The reporter asked a deaf, dumb and blind lady, thru her interpreter, how she liked the play. She answered that she had spent a most enjoyable afternoon and requested that the writer thank the members of the company for their efforts in bringing about the presentation of the play to those handicapped as were she and her associates in the audience.—EDWARD A. COADY.

### NEW ART THEATER

New York, Dec. 9.—The latest addition to the little theater group comes from Brooklyn, according to Arthur J. Busch, president of the Brooklyn Theater Guild, who is sponsoring the project. It is the Little Art Theater, and has been organized for the purpose of making the

## ACTORS' EQUITY ASSOCIATION NEWS

115 WEST FORTY-SEVENTH STREET, NEW YORK CITY

### NEW CANDIDATES

REGULAR MEMBERS—Harry C. Bannister, Jack W. Bean, Gertrude Bindhill, Wiki Bird, Evelyn Boyce, James Brady, Harry E. Breen, Rafael Brunette, Eva Cherry, Edward B. Clark, Vida Reed Clarke, Wilbur Cox, Patricia Davies, Myra Deane, Elizabeth De Witt, Aieta Dore, Prescott Ericson, Fay Evelyn, Billy Ferguson, Skeet Gallagher, L. Victor Gillard, Henry E. Gowland, Edward Graham, Norman V. Gray, Evelyn Hamby, Victor Harrison, Peggy Harvey, Milton M. Jastran, Esther Lane, Robert E. Lawrence, Tim Lester, Lew Luther, Grace Vincie McCree, Blanche Harten, Blondie Harten, Mildred Meade Mills, Ollie Minell, Jack Moran, Ethel Montrose, Lowrie Montgomery, George Metz, Bertha Natino, Leah R. Nelson, Julia Nicolay, Charles Nolan, Otto Oretto, Sr.; Maurice Penfold, Marion Reicker, Billy K. Ray, May Roberts, Elise Scott, Billie Seymour, Lane Shankland, Udena Shankland, Frank Smith, Mrs. Benon's Stone, May Thompson, James Walker, Jr.; George Young, Salvatore Zito.

MEMBERS WITHOUT VOTE—Junior Members: Zena Bear, Fred Bickel, Miss Peggy Sebald.

### MOTION PICTURE SECTION

REGULAR MEMBERS—Carl Axzelle, Florence C. Berry, Sarah Brazier, Anita Brown, Frank Buck, Barbara Butler, Marion Davies, Ernest Demure, Helen De Polla, Helen Diers, Mrs. Betty Fairchild, Madame Laurence L. Faure, Carolyn Hadden, Eugene Hamill, Edward Hoffman, Frank Honda, William J. Kim, Marie Kimball, Mollie King, Carl M. Le Viness, Kitty Marshall, Hilda Perry, Harry O. Pettibone, Alma Plume, Alfred Postelone, Ted Richardson, Caroline Rogers, John W. Sherman, Julie Louise Sherman, Harry J. Thomas.

MEMBERS WITHOUT VOTE—Junior Members: Mary AnaBorek, Julia Allison Davenport, Annie Hastings, Barbara Hastings, Frank Mersler, Cecil Roberts, Peggy Roggen, Elena C. Saphier.

If any argument were required for the "Equity Shop" surely the case of "The Little Whopper" Company would supply it. After arriving in San Francisco the owner left them stranded with at least two weeks' salaries owing them. At first it looked as if some sympathetic souls would get up a benefit to bring them back to New York, but it fell thru and for a couple of weeks they wildcatted.

The climax, however, was only postponed and the expected word arrived that they were without money and begged to be brought home.

drama "a fine art, a civic asset, a source of intelligent entertainment and a force in education" by producing the ancient and modern classics.

### CORWEY BUSY ACTOR

New York, Dec. 9.—Ferry Corwey, working with a jig saw and a pot of paint, is busy making caricatures of various principals of "Good Times" at the Hippodrome, of which he is a prominent member. Since coming to the Hippodrome Corwey has fitted up a workshop, where he has about \$3,000 worth of tools and lathes.

### "SAMSON" COMES UP TOWN

New York, Dec. 13.—Ben-Aml, in "Samson and Delilah," moves uptown from the Greenwich Village Theater into the Thirty-ninth Street Theater tonight. "The Young Visitors" ended its run at that playhouse on Saturday night and has taken to the road.

### "MIXED MARRIAGE" OPENS

New York, Dec. 14.—"Mixed Marriage," St. John Ervine's new play, opens at the Brimhall Playhouse tonight. In the cast are: Margaret Wycherly, Angela McCahill, Rollo Peters, Barry McCollum, Harmon MacGregor and Augustin Duncan.

### "WOMAN TO WOMAN" CAST SET

New York, Dec. 11.—Al Woods has completed casting for "Woman to Woman," which he will present shortly. The company includes Willette Kershaw, A. E. Anson, Hilda Spong, Charles Waldron, Graham Lucas, Harry Darton, Andree Cordray and Julia Chippendale.

### SKINNER BREAKS RECORD

New York, Dec. 9.—While appearing at the Garrick Theater, Philadelphia, last Saturday night, Otis Skinner, in A. E. W. Mason's new detective play, "At the Villa Rose," played to the biggest house he has ever had in all his long experience on the stage. The box-office takings totaled \$3,311.

### "RIGHT TO STRIKE"

To Be Produced in America by Richard Walton Tully

New York, Dec. 11.—After launching "The Bird of Paradise" in Paris early in January Richard Walton Tully will return to this country to produce, in conjunction with Percy Barton, "The Right to Strike," which is said to be the reigning sensation of the current London theatrical season. Tully arrived in London in September just in time to attend the premiere of "The Right to Strike," and next day acquired its American and Canadian rights. The play was written by Ernest Hutchinson and treats on the labor question.

### NEW DETROIT HOUSE, MAYBE

Detroit, Dec. 13.—Advices from New York of the formation of a working arrangement between the Selwyns, Sam H. Harris and Arthur Hopkins for the purpose of establishing an independent circuit of theaters in the principal cities where the triumvirate can present their own plays has led to much speculation as to which local house will come under their banner. The announcement stated that the combination would have a theater in Detroit and unless sudden changes occur in the leases for the local legitimate houses it is altogether likely that the new group will be compelled to build a house of their own. The Shuberts have secured a lease on the old Detroit Opera House which gives them possession in August, 1921, and upon the Cadillac (burlesque), which they also take over in May, 1921. Bertram C. Whitney's New Detroit Opera House, the K. & E. unit, is under long lease and not available, so it looks like a brand-new house for Detroit if the combination means business.

### AUTHOR TO PRODUCE PLAY

New York, Dec. 11.—"The Panther and the Wolf" is the name of a new four-act comedy-drama by Evelyn Blanchard, which will be produced shortly by the writer. It is described as a play based on an actual episode of the Wall street financial district.

### BRADY PLAY FOR LONDON

New York, Dec. 9.—William A. Brady has completed arrangements for the production of "Thy Name is Woman," in London on May 17. Mary Nash, who is appearing here in the stellar role, will also play the lead in the London production.

### QUITS FRENCH STAGE

New York, Dec. 9.—Mme. Grassot, "the grand old lady of the French stage," said farewell to her theatrical companions, recently, at the Vaudeville Theater, according to a cable dispatch received here today. She was tendered an elaborate fete.

### BELASCO TO STAR ATWILL

New York, Dec. 9.—David Belasco will present Lionel Atwill as a star for the first time in "Deburau," a comedy from the French of Sacha Guitry, adapted by Granville Barker, at the Belasco Theater, on Thursday evening, December 23.

### KLINE JOINS HOPKINS STAFF

New York, Dec. 11.—Harry Kline has been appointed general manager of the Arthur Hopkins enterprises. Kline was for many years with Charles Dillingham, and for several seasons was manager of the Globe Theater.

### TO STAGE "BRONX EXPRESS"

New York, Dec. 11.—William Harris, Jr., has arranged by cable with Robert Milton to stage "The Bronx Express," Milton is now consulting with Guy Bolton, who has adapted the play from the original Russian of Ossip Dymow.

## AVIENE ACTING

DRAMA, ORATORY, MUSICAL COMEDY, STAGE AND CLASSIC DANCING AND PHOTO PLAY ACTING.

43 W. 72d St., Near Central Park West, New York City.

Telephone 5225 Circle.

Celebrities who studied under Mr. Aviene: Harry Piller, Annette Kellermann, Nora Bayes, Mary Fuller, Mary Pickford, Gertrude Hoffman, Faye Marble, Allen Joyce, Eleanor Painter, Taylor Holmes, Joseph Santley, Dolly Sisters, Florence and Mary Nash, Miss Davis, and many other renowned artists. Day and Evening Courses, Public Students' Performances. Write B. IRWIN, Secretary, for free catalogue, mentioning study desired.

(Established 15 Years.)

## STAGE CAREER AGENCY

Personal Management Young Professionals Actors, Singers, Musicians Contract To Prepare and PLACE Every Accepted BEGINNER, Staging, Producing, Coaching Professional Artists Supplied, all Branches, Club Talent and Programs for all occasions. Out-of-town Orders. Interview by letter appointment only.

MISS GENE FRANCOIS, Secretary.

163 W. 45th St. (Bryant 1742) New York.



# THE AMERICAN CONCERT FIELD

and American Endeavor in Grand Opera, Symphony and Chamber Music  
and Classic Dancing

BY IZETTA MAY MCHENRY



## PREDICTIONS

### Made Last Year

Are Fulfilled by Civic Music  
Student Orchestra—Second  
Concert Is Gratifying  
Success

At Orchestra Hall, Chicago, on the evening of December 6, the Civic Music Student Orchestra, under the direction of Frederick J. Stock and Eric DeLamarter gave its first concert of the season. The playing of Dvorak's "New World" symphony under the baton of Mr. Stock amply demonstrated the excellent training he has given these young players. The slow movement was especially well played and the work of the wood winds in particular was deserving of much praise. The brasses, too, attracted much attention for their excellent work, and too much praise can not be given Mr. Stock in his unrelenting efforts to develop wood-wind and brass players from among these young musicians capable of accepting engagements with any symphony orchestra.

Under the direction of Mr. DeLamarter the Student Orchestra gave the Tchaikowsky "Polonaise," in which it delighted the large audience and aroused hearty applause.

Organized not quite a year ago, this body of young musicians has more than justified the predictions made immediately after its first concert. It has made much progress due to the keen interest and hard work of Mr. Stock and Mr. DeLamarter and practical results have been given in the engagement of four players who are now appearing with symphony orchestras. Thru the Student Orchestra the Chicago Symphony engaged Theodore Ratzel, cellist; Harvey Mathieu, French horn, is with the Minneapolis Orchestra; William Kruse, bassoon, has been placed with the Philadelphia Orchestra, and Olive Woodward, viola, is with the Cleveland Orchestra. It is encouraging to note that two of these are players of wind instruments, of which there is a shortage of players in this country, and thus is begun the chief object for which the student body was formed; namely to educate young American musicians for orchestral positions and thus make it possible to supply orchestra players without importing them from Europe.

The Student Orchestra has shown that we have a wealth of talent in the youth of our own land, and that, given opportunity to study under the right conditions, it is eager to avail itself of every advantage. With the positive results obtained, both artistic and practical, there should be no doubt as to the support which is necessary to continue the good work. The Civic Music Association, the Orchestral Association, the Chicago Woman's Club, together with Mr. Stock, Mr. DeLamarter and Mr. Daseh, have given lavishly to make possible that which has been accomplished up to the present time, and they now ask the financial support of the public-spirited citizens of Chicago in order that there may be established a school for orchestral players. Prompt and substantial should be the response, as never has there been a more worthy project brought to the attention of the public.

## CINCINNATI CONSERVATORY

Plans Musical Extension Thru New Corporation

In Cincinnati there was issued on December 3 a charter of incorporation to a new musical organization which is to be known as The Associated Teachers' Course Company, and is to control the publication of the text matter used by the pianoforte department of the Cincinnati Conservatory of Music in its extension work. Miss Bertha Raur, directress of the Conservatory, states that the new organization is not in any sense to be considered a new branch of the institution, but under a working arrangement with the Conservatory students who qualify for a teacher's certificate will be authorized to use the course wherever they may locate in the United States.

The course of lessons includes the fundamental principles of the course of study as conducted

at the Conservatory. Edward Wesson and Robert Stewart, of St. Louis, who are the original promoters of the course, known as the Progressive Series, will come to Cincinnati to aid in the preparatory work of making the course part of the curriculum of the Conservatory and will work with the local managers of the institution and the teachers of the normal department. Only qualified teachers who hold a certificate of the Cincinnati Conservatory of Music will be authorized to represent the institution in this new department of the extension work.

slant advancement to organizations throught the State would be competitive contests for choruses, and advocated the presentation of choral works and oratorios. Further announcements will be made shortly.

## DAN BEDDOE

Given Ovation by Cincinnatians

At the concert given by the Cincinnati Symphony Orchestra in its home city the afternoon of December 4 Dan Beddoe, as soloist, was

## MME. OLGA SAMAROFF



Mme. Samaroff is to have the distinction of being the first woman pianist to present in America the thirty-two Pianoforte Sonatas of Beethoven in a series of recitals which she will give in Ashan Hall, New York City. Only once before has this been done in this country and that was in 1879, when von Buslow gave a complete presentation of the Sonatas.

## DRIVE LAUNCHED

For State Music Festival in Kansas

Pittsburg, Kan., Dec. 6.—During the closing session of the convention of the State Federation of Music Clubs a movement was launched to hold a State music festival. Mrs. William J. Logan, president of the organization, has long desired that such a festival be held, and immediate steps are to be taken to hold the first biennial festival during 1921. The delegates decided that the celebration shall be held in whatever city the Kansas Federation of Music Clubs holds its convention, which, after this year, is to be held every two years, and arrangements will be made to devote the entire week to music. Professor Chas. S. Skilton, of the Kansas University, has suggested that the programs be given over to pageantry, for which rich material can be had from the pioneer history of the State, also the available Indian lore and music. Several delegates in attendance at the convention urged, however, that of much value to the mu-

given a genuine ovation. After a splendid performance of Gounod's aria, "Lend Me Your Aid," he was repeatedly recalled, and the enthusiasm of the audience extended to the musicians, who joined in the applause. His diction, richness of tone and artistic interpretation of his various numbers added another triumph to the many already enjoyed by this sterling artist.

## EMMA ROBERTS,

Noted Concert Singer, Weds Boston, Steel Man

Of much interest in musical circles throught the country is the announcement of the marriage a few days ago of Emma Roberts, one of America's most celebrated concert singers, to Charles Loughhead, of Boston, who is prominent in the steel business. Miss Roberts states she has no idea of abandoning her profession, and will fulfill all the engagements which have been booked for her throught the country.

## MATZENAUER AGAIN TRIUMPHS

With New York Symphony and Damrosch

New York, Dec. 10.—The fifth program, arranged by Walter Damrosch for the New York Symphony as another spoke in the Historical Cycle, was given yesterday at Carnegie Hall. In further demonstration of the development in the symphony he used most convincingly the "Rosemonde" overture by Schubert (1797-1828); also his "Unfinished" Symphony in B Minor, Weber's (1786-1826) "Oberon" and the "Italian" symphony No. 4 in A, by Mendelssohn (1809-1847). This last was particularly well rendered, and its extremely melodious themes caused additional wonderment upon realizing from notations offered upon program bulletins that they were composed by Mendelssohn when but 22 years of age. Is America now holding or developing some such genius, to be likewise honored and appreciated a hundred years from now? From the rapt and keenly interested audiences now thronging our numerous performances by symphony orchestras it is evident that there is every willingness "to be shown" the worthy.

Another decided treat was offered by Mme. Margaret Matzenauer, of the Metropolitan Opera forces, and was deserving of the recalls and enthusiasm showered upon her. Rivals, reproducing records of her marvelous voice, advertise it as mezzo-soprano and contralto. Be that as it may, it is more than both. It is Matzenauer, in impressively declamatory style she first sang "Death and the Maiden," and then the familiar "Erking" by Schubert. It was in her rich-voiced dramatic rendition of the difficult air from "Oberon," "Oceans, Thou Mighty Monster," one saw and heard why she is "Matzenauer of the Metropolitan." Long may she sing!

## DETROIT SYMPHONY ORCHESTRA

Makes New York Debut Under Auspices Society of Friends of Music

New York, Dec. 9.—At Carnegie Hall last evening the Detroit Symphony Orchestra, Ossip Gabrilowitsch conducting, gave its initial performance in New York City under the auspices of the Society of the Friends of Music. The playing of the Brahms First Symphony in C Minor was excellent, especially in the second and fourth movements, in which the orchestra gave evidence of the good training received under Director Gabrilowitsch. The outstanding feature of the entire program, however, was the interpretation given Mozart's Concerto for Piano and Orchestra in D Minor, with Mr. Gabrilowitsch as soloist, and Victor Kolar directing. His exquisite rendition of the work and the splendid accompaniment by the orchestra evoked tremendous applause, and not until Mr. Gabrilowitsch had been recalled twice, and orchestra and Assistant Director Kolar had shared in the ovation, was the audience content.

## FRENCH COMPOSERS

Start Fight Against Use of German Music

According to reports from France a campaign has been instituted by French composers against the preference being given to German music at every concert presented in Paris. Such eminent musicians as Messager, Roussel, Gabriel Faure and Vincent d'Indy have signed an appeal asking that the government collect a special tax from promoters of concerts who fail to present on the programs given as many French compositions as foreign numbers. The appeal states that an examination of programs of concerts would show that but few works of French writers are being used, and the major portion of the numbers are German compositions.

## ORATORIO SOCIETY

Of New York To Give Second Spring Festival of Music

New York, Dec. 10.—Conductor Walter Damrosch announces that thru the generosity of President Charles M. Schwab the Oratorio Society of New York will give a second Spring Festival of Music. A series of concerts extending thru an entire week, March 28 to April 2, will be given in the Manhattan Opera House. Mr. Damrosch is at work preparing the programs, which will require fifteen hundred singers and instrumental musicians and many of the world's most celebrated soloists.



**ERIK BYE**

**Giant Norwegian Baritone at the Capitol Theater, New York, Talks of His Country and its People**

New York, Dec. 8.—Big men, such as Rex Beach describes in his stories of our Northwest, come from Norway also.

Erik Bye is one of these Norwegians. Standing six feet, three inches tall in his stocking feet, with a massive frame, he makes an impressive appearance on the great stage of the Capitol Theater, where he is filling an engagement. In his dressing room at the Capitol last evening Mr. Bye described some of the elementary factors that perhaps contribute toward his success as a baritone. It is but natural that one should be impressed first with Mr. Bye's physique, and he partially agreed with The Billboard interviewer that while perhaps not an absolute necessity the vocal organs have much better chance of successful operation when they are built on generous proportions, especially in the case of the baritone.

Altho his voice appears to be of a more lyric quality he says he can take an "A" or even "B" flat, if you like, and among the lower notes he can sing comfortably down to "G".

"I like New York very much indeed," said Mr. Bye, "and love to be here. I shall stay thru the season at least."

"Opera has thrived in Norway and is popular with all classes, perhaps even more so than in this country. Prices are high, too. The Opera Comique in Christiania has been operating for the past eight or ten seasons, and has been very successful. It is operated by private ownership. We call it a 'limited' company in Norway. The opera at the National Theater at Christiania is also very fine indeed, as everything at this theater is bound to be. We hope in time to get municipal support for opera in Norway."

"As for my own studies, I was drudging along in a little drapery shop before I took up vocal work. I had sung about at various entertainments, and the folks told me I should have my voice cultivated. I studied in various European capitals, including London, where I was a pupil of Raimond von zur Muelken. Many Americans studied under this master. Teachers from all nations, however, are right here in New York and I should think that any aspiring vocalist could easily study under a representative expert of any country; that he desires without leaving these shores. My own studies took me to various cities, including Breslau, Vienna and Berlin."

"The war affected opera activities, altho in my own country we have not felt directly much of the brunt of the great conflict. Motion picture theaters are all doing a great business and your American stars, especially Pickford, Fairbanks and Chaplin, draw very big. Our cabarets are doing an especially good business, but vaudeville is not of much importance in Norway."

Following the interview we sat in the audience and heard Mr. Bye, assisted by the Capitol male ensemble, sing the "Song of the Viking" in

**ANNA PAVLOWA**

The Incomparable **BALLET Russe**

—AND—  
**SYMPHONY ORCHESTRA**  
LARGEST ATTENDANCE IN PAVLOWA HISTORY

BOSTON, 2 DAYS  
\$17,500

TORONTO, 1 DAY  
\$9,000

CLEVELAND, 2 DAYS  
\$15,000

CHICAGO, 1 DAY  
\$20,000

**GOOD MUSIC THRIVES**

**VASA PRIHODA**

VIOLIN VIRTUOSO SUPREME  
THREE N. Y. APPEARANCES IN ONE MONTH

CARNEGIE HALL, NOV. 22 AND DEC. 13  
METROPOLITAN OPERA HOUSE, DEC. 19

CAPACITY FIRST CONCERT OUTSIDE OF N. Y. CITY: ELMIRA, N. Y., SOLD OUT.

Management **FORTUNE GALLO**, Aeolian Bldg., NEW YORK.

**VLADIMIR JAN SUPALA**  
GREAT CZECHO-SLOVAK BARYTONO

AVAILABLE FOR CONCERTS AND RECITALS.

Management, **LOUIS J. RIES**,  
River Side Drive, Fairfield, Conn.

Accompanists, **E. RHEY GARRISON**, Piano,  
**JAN KOLOK**, Slovak Czymbal.

European Address, **JULIUS JANCO**,  
Malo Peruska, Liptov Zupka, Czechoslovakia.

the original Norwegian. As the giant Bye acknowledges the acclaim of the appreciative Capitol audience and disappears with his little band of "Vikings" in the folds of the massive drapes and the last notes of the Capitol's orchestra under the leadership of Erno Rapee have died away there comes to mind others from Norway who have made themselves famous. Borghild Langaard Lindvig, the soprano; Carl Ostvig, the tenor; Erling Kroeg and Charles Struve, also tenor singers, are all Norwegians, and in spite of Mr. Bye's way of thinking, we believe there must be something in the chilly air of Norway that makes a singer sing. And how this man Bye can sing! **CLIFFORD KNIGHT**.

**CHICAGO TO HAVE ANOTHER SERIES OF SUNDAY RECITALS**

Messrs. Wessels and Voegel, concert managers, have announced a second series of Sunday afternoon recitals for Chicago to be given in Orchestra Hall. Five celebrated artists will be presented. The first concert is to be given January 9, with Benno Moisewitsch, pianist, and on January 16 Magda Teyte, soprano, will be presented. Two concerts will be given in February, one February 13, the artist for which will be Reinold Werrenmuth, baritone, and on February 27 a recital will be given by Albert Spalding, violinist. The last number of the series will take place March 6, with the distinguished tenor, Edward Johnson, as the soloist.

**OLGA SAMAROFF**

Achieves Three Distinctive Honors

During her career as a noted pianist Olga Samaroff has won two distinguished honors, the first of which was her selection as the first American woman to be admitted to the piano

classes at the Paris Conservatoire. The second honor accorded her was at the Mahler Festival, held recently in Amsterdam, where she was the only American to play at one of the International Chamber Music Concerts given during the festival. In addition to these she now adds the distinguished honor of being the first woman pianist to present in America in a series of eight recitals the thirty-two Pianoforte Sonatas of Beethoven, which she will give in Aeolian Hall, New York City, during the first three months of the new year.

Mme. Samaroff, whose birthplace is San Antonio, Tex., studied music in Europe for a number of years, also in the United States, and made her debut in this country in 1905 as soloist with the New York Symphony Orchestra. She has achieved enviable success and has appeared with all the most noted orchestras of America and Europe.

**EXCELLENT MUSICAL PROGRAMS**  
Are Given at San Francisco's California Theater

In accordance with his announcement several weeks ago, Musical Director Herman Heller is offering exceptionally good musical programs at the California Theater in San Francisco. Recently at the regular Sunday morning concert he presented the American tenor, Theo Karle, and then his patrons were delighted with the appearance of the Stanford Glee Club of forty voices, which Mr. Heller secured thru arrangement with Selby Oppenheimer. Last week the soloist was Irene Pavloska of the Chicago Opera Company, and other celebrated artists are to be heard during the winter season. Thru these concerts Mr. Heller is performing splendid service to the city in that the large audiences which attend are thus becoming better acquainted with the higher class of music.

**CONCERT NOTES**

Leo Ornstein, famous pianist, will appear in a concert in New Orleans January 22.

In Aeolian Hall, New York, on New Year's Day, Lambert Murphy, tenor, will give his recital.

Arturo Toscanini and the famous LaScala Orchestra are to appear in two concerts in Cleveland on February 2 and 3.

Serge Prokofieff, the Russian composer-pianist, is to appear in a recital in San Francisco at the Columbia Theater December 19.

Kreisler will be the soloist with the New York Symphony Orchestra for the concert given in Aeolian Hall, New York, the afternoon of December 19.

Florence Golson, soprano, of Montgomery, Ala., and Dwight Anderson, pianist, of Cincinnati, have just completed a short concert tour of Alabama and Florida.

The St. Paul Christmas City Association has announced the winner in its song contest is Cameo Rudge, of St. Paul. Mr. Rudge's lyric, together with the musical score, will be published soon.

The Beethoven Trio of Chicago will give a series of three chamber music concerts in Academy Hall on Sunday afternoons, one concert taking place in each of the months, December, January and March.

The Glee Club of the University of Minnesota is to tour the Northwest and will be on the road from December 22 to January 20. It will give concerts in North Dakota, Montana, Washington and Minnesota. Later in the season a trip will be made thru the northern part of Minnesota.

Anna Pavlowa and her Ballet Russe are to play a return engagement at the Auditorium in Chicago on Sunday evening, December 26. Manager Fortune Gallo reports the Pavlowa tour is a great success and more requests for the celebrated dancer are being received than can be accepted.

At the Capitol Theater, New York City, this week, S. L. Rothapel is offering a musical program of much interest, and in keeping with the presentation for the first time of the feature film, "Passion," the orchestra will be augmented to the size of the standard symphony orchestras.

At Aeolian Hall, New York, the afternoon of December 4, when Harold Bauer gave his first recital of the season, every seat was taken and the audience filled the stage, and many were turned away so great was the desire to hear this noted artist. An interesting program was given as only Harold Bauer can give, and the lovers of good music are awaiting with interest the announcement of his next concert.

The Martin-Smith Music School is to give a concert at Carnegie Hall, New York City, the evening of December 30. The concert is being given with two objects in view—to demonstrate the work of the negro child in the field of music and to obtain funds for extension work among the children of New York's colored citizens. There will be a symphony orchestra of 100 and a children's orchestra of 50.

**THE IDEAL CHRISTMAS GIFT**

**MOGLIL**  
FOR VIOLINS

CHRISTMAS SALE

1431 Broadway, New York

A RICH, VIBRANT VOICE

adds Power and Influence to your personal charms. A Secret of the Masters given in our course on "HOW TO DEVELOP A PERFECT VOICE." With this system Salesmen, Public Speakers and Singers can, in a surprisingly short time, greatly improve their voice to a richness of tone and expression which aids them to Success and Popularity. This course is short, scientific and easy to master. Guaranteed or money back. Complete, \$1.00. Send your order today. **ZONE THERAPY CO., Dept. X, Los Angeles, Calif.**

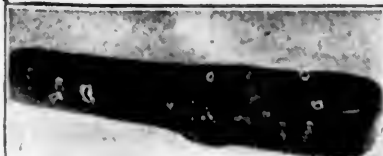
**FREDERIC WARREN**

349 Central Park West, New York City.  
Private and Class Lessons in Voice Training, Concert and Opera. Appointments by letter.

**ARTHUR ALTSCHULER**  
Cellist—Concert, Chamber, Solo. Birmingham Morning Sun says: "He will give of his best in each place and those who have heard him play say that best is well worth hearing." Exclusive direction **LOUIS BERNSTEIN**, 61 Broadway, New York City.

**ELIZABETH TERRELL**

DRAMATIC MEZZO-SOPRANO.  
Phone, Aud. 7755. Address 176 W. 137th Street, New York City.



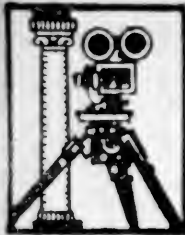
**VIOLIN CASES OF SUPERIOR QUALITY**

made of genuine and imitation leather, lined in silk plush, velvet and flannel.

Finest materials and skilled workmanship embraced in the manufacture of these cases. None genuine without our Trade Mark. POHSCO stamped on bottom of each case.

Sold exclusively by leading music dealers throughout the United States and Canada. Ask your dealer to show you these cases.

**POHS MANUFACTURING CO., Inc.**  
NEW YORK, U. S. A.



# THE SCREEN WORLD

HONEST NEWS, VIEWS AND OPINION FOR THE EXHIBITOR

W. STEPHEN BUSH - Editor

MARION RUSSELL - Associate Editor

COMMUNICATIONS TO OUR NEW YORK OFFICE.



## M. P. T. AGAINST BLUE LAWS

### Ready To Co-Operate With the Motion Picture Industry

A special meeting of the Motion Picture Theatrical Association of the World was held at M. P. T. headquarters, 32 West Forty-seventh street, New York, last week to discuss the movement now being launched by a certain group to prohibit the showing of all motion pictures on Sunday, and at the close of the meeting the following resolution was unanimously passed:

WHEREAS, The Motion Picture Theatrical Association of the World has been organized for the express purpose of safeguarding the best interest of the public seeking wholesome amusement and the conscientious members of the motion picture industry, and

WHEREAS, A movement is now being launched by a certain group of reformers to prohibit the showing of motion pictures on Sunday, and

WHEREAS, This association, while being opposed to the showing of unwholesome motion pictures any day of the week, is also strongly opposed to prohibiting the exhibition of wholesome motion pictures on Sunday, and

WHEREAS, This association believes that the prohibiting of the showing of wholesome motion pictures on Sunday would not only be un-American, but would be a great injustice to the great body of people who derive information, education and other beneficial results from wholesome motion pictures, and

WHEREAS, This association also believes that

#### FANATICS ACTIVE IN OHIO

Defiance, O., Nov. 4.—While nearly fifty business men stockholders in the new Valentine Theater, which will be hit by execution of the Sunday closing law, and public sentiment overwhelmingly opposed to closing motion picture shows Sundays, the determination of a small number of ministers to close the show houses on the Sabbath has precipitated the greatest wave of bile which has swept this city. If theaters are forced to close Sundays, as H. A. Straub, secretary of the Ohio Lord's Day Alliance and a ministerial committee have served notice that they will be, Mayor Guy Kirtley has publicly announced that any other law which is covered by any Sunday closing law, including the electric light plant, also will be closed on Sunday. "Defiance is just the cleanest town in this section of the state," said Kirtley. "Traveling men who here are continually making favorable comparisons of Defiance with neighboring cities. Personally I think the Sunday shows are not detracting from church attendance, for the people who attend them during church hours would not go to church anyway," he declared.

#### "PARISH PRIEST" IN FILMS

Herman J. Garfield's announcement that Daniel Hart's drama, "The Parish Priest," is now ready for the screen will be welcomed by the countless army of theater-goers.

Played by the eminent actor, Dan Sully, who has been seen in it year after year in very nearly every city and town that contains a theater. "The Parish Priest" is associated in the minds of Americans with "Rip Van Winkle," "The Old Homestead" and other sure-fire successes which contain tears and laughter plus that unknown something for which all dramatists strive and so few succeed in discovering.

In the Herman J. Garfield production the character made famous by Dan Sully on the stage is played by William Desmond, who is well suited to the part of the tender-hearted young priest so many have learned to love.

#### BORDER TO START SOON

The Border Feature Film Corp. of Arizona will soon start its productions of two and five-reel western pictures. Grant Merrill, star of the two-reel western pictures, is a real cowboy, reared on the desert of Southern Arizona, rode a horse by the time he could walk, and was a real ranger for ten years on the Mexican border.

this movement to prohibit the showing of wholesome motion pictures on Sunday is being launched by a very small minority of the people, now therefore be it

RESOLVED, That this association begin immediately, thru the M. P. T. membership, which is composed of representatives of over fifty of the most prominent civic, social and business organizations, leaders in all branches of the motion picture industry, a large number of representative individuals from various walks of life and a large army of field workers throughout the entire country, to definitely ascertain the wishes of the public in this important matter.

## HOW TO FIGHT THE FANATICS

Let us not slight the danger that threatens from the Blue Law Fanatics. The good cheer and the happy traditions that combined to make the "Merrie England" of the Shakespearean and pre-Shakespearean period have been dimmed into a mere memory by the fanatics who cut down the May poles and made the harmless amusement a crime on the "Sabbath."

The Blue Law Fanatics are skilled in propaganda, experts in influencing, winning and, whenever necessary and feasible, overawing and coercing public opinion. The cowardice of legislators in the presence of well-organized "uplift" movements is too well known and too well proven to need further comment.

Let us beware and let us PREPARE. We too have a right to appeal to public opinion and to plead in the forum of reason. LET US BEGIN AT ONCE.

THE BILLBOARD has prepared a booklet full of interesting and conclusive facts and figures on the question of Sunday pictures. The booklet contains the views and opinions of the mayors of all the cities where motion pictures are allowed to be shown on Sundays. The testimony is unanimous in favor of having pictures on Sundays. Everywhere the Sunday pictures promote public order and decorum.

The late Judge Gaynor's famous decision will be found in this booklet, also arguments from the Bible and history, also the arguments against censorship. Send for this booklet, which will be forwarded to you, absolutely free of cost and prepaid, upon your demand for it. The booklets are going fast. Send for yours today before the second edition is exhausted.

#### INDEPENDENT APPRECIATES BILLBOARD

Ivan Abramson Suggests Appeal to Public

W. Stephen Bush, Esq., M. P. Editor of The Billboard, New York City.

Dear Mr. Bush: Permit me to congratulate you upon your excellent and frank statement and the stand The Billboard has taken on the condition in the film industry of today. The Billboard is the only trade journal that had the courage to protest against the invasion upon the independents by the so-called monopolists, who have entered into the motion picture field for no other reason than to control the industry in all its branches.

Being one of the first independent producers, directors and scenario writers, I have foreseen this danger long ago and have called it to the attention of the independent exhibitor, exchange-men as well as the independent producer, and even have gone to the expense of printing circulars, pamphlets and books, asking the independents to unite and to fortify themselves against their destruction, but, to my sorrow, my efforts were in vain.

The invasion today is no more an expectation; it is a reality; just as I have predicted years ago; the independent producer and exchange-man have been already driven out of the motion picture field. The invaders have destroyed their investments and have deprived them of their livelihood and not a voice is raised in protest by any of the trade papers, who came into existence thru the aid of the independents. The attitude The Billboard has taken against The Paramount, First National and the Metro—who are today the producers and exhibitors of the new art—was a source of delight to me,

and satisfied my mind for my lost efforts and vitality in the motion picture industry.

I would suggest that your paper call a convention of independent producers, exhibitors and exchange-men for the purpose of protesting against the methods being used by the so-called monopolists. It seems to me that the public at large is a vital point in our favor. If we would only by some means acquaint the public with the fact that a few monopolists, in order to gain their own ambitious ends, have entered the field of the new art—the silent drama—which is today the greatest amusement of humanity, the most important factor of education and enlightenment, and which is without doubt the greatest creative art of this century. If we could only prove to the public that these men, under the guise of commerce, and with the aid of Wall Street corruptive gamblers, bring out every available theater throughout the country in order to destroy the creative art and convert it into a commercial manufacturing business, I am convinced that the public would help us to stop this invasion. I am sure that

#### ANOTHER INDEPENDENT PRODUCER

Harry Diggs and Hopp Hadley Head Organization

With a suite of offices on the twelfth floor of the Times Building, New York, from which locality they could hold megaphone conversations with many of the executive offices of the industry, including the lobby of the Hotel Astor, Harry P. Diggs and Hopp Hadley have launched an organization for independent producers, presenting several new angles, which give promise of helping solve the problems of owners of producing companies both with and without New York offices. Selecting Producers Service Company as the name best suggesting the usefulness of the new organization, the moving spirits have several different departments now functioning and, in spite of the fact that the name of the company never appears except on letterheads used in corresponding with the different studios and distributors of independent productions for which it is doing business, its activities are already attracting attention both in Los Angeles and New York.

Just how much of an advantage the organization is proving to be, especially to studios in Los Angeles, is illustrated by the action of one producer who arranged several weeks ago for the service. He wrote a letter enclosing a cast and synopsis, saying, "Here's the first. Go ahead." Another well-known director, making his own pictures, who had delivered stills and working script while in New York recently, sent a night letter from the coast, giving full instructions, and his next duty will be, according to Harry Diggs, the reading of the reviews of his picture after the New York trade showing.

#### DIS MANIBUS—SAM SPEDON

Veteran Motion Picture Writer Dies Suddenly at Atlanta

Motion picture circles throughout the country were greatly shocked to learn of the sudden death of Sam Spedon, a pioneer and veteran of the industry. Spedon, at the time of his death, was connected with the Moving Picture World in the capacity of special representative among the exhibitors. He had gone to Atlanta to attend a meeting and exposition arranged under the auspices of the Southern Exhibitors, and when the summons came to him he was in full harness performing a duty.

Spedon was prominent in the amusement field before he was heard of in pictures, being a crayon and concert artist and a lecturer of some reputation. He was then associated with Stuart Blackton, the former president of the Vitagraph Company, and like Spedon more or less prominent in vaudeville. When the Vitagraph Company was formed Spedon took charge of its publicity department, and as the head of this bureau came in touch with innumerable visitors to the Vitagraph studios in Brooklyn and, of course, with all the trade press employees and with hosts of other newspaper men. To them Sam was always courteous and helpful. His administration of the Vitagraph publicity bureau was altogether successful. When after many faithful and loyal years of service Spedon left the Vitagraph as the result of many of the reorganizations of that concern, his services were secured by the Moving Picture World. He made many friends for the publication, having a large acquaintance among exhibitors who liked him for his many sterling qualities. His death was most unexpected, as he seemed hale and hearty to the last.

#### "WAY-DOWN EAST"

D. W. Griffith's screen version of "Way Down East," a twelve-part entertainment, has just begun its sixteenth week at the Forty-fourth Street Theater, New York, the approach of the 20th performance marking the tremendous popularity of this latest of the Griffith features.

"Way Down East" is shown twice daily, including Sundays, at 2:15 and 8:15. An orchestra and vocal accompaniment adds materially to the enjoyment of the production. The big cast includes Lillian Gish, Richard Barthelmess, Hurr McIntosh, Lowell Sherman, Mary Hay and Mrs. Morgan Heimont.

the public would rather uphold the independent producers, who gave up part of their lives, their brains and vitality in order to uphold and build up the new art, and the public must be aware of the fact that corruption in any industry or art is the father of destruction, and freedom is the mother of stability.

Very sincerely yours,  
(Signed) IVAN ABRAMSON.

#### WILDCAT FILM COMPANIES

And Fraudulent Franchise Plans

The Vigilance Committee of the National Association of the Motion Picture Industry in a recent report declared that the public has lost over \$20,000,000 thru foolish investments in wildcat motion picture enterprises.

Now, if the National Association will supplement this interesting report with an account of the money lost by exhibitors thru fraudulent franchise propositions and thru bankruptcies such as the United Pictures and the Hallmark Pictures, with a word of explanation for the theater owners who have believed in the Selnick "one plus one make three" enterprises, what an illuminating document we could look forward to.

#### WM. G. SMITH ON TOUR

William G. Smith, general manager of Fidelity Trust Co., of 117 W. 46th street, New York, is leaving this week on a tour in the interests of his organization. Mr. Smith will visit the independent exchanges of the West and Southwest, taking with him prints of two of the latest productions, "Love's Flame" and "The Fighting Kentuckian."

Look thru the Letter List in this issue



# FREE TO PHOTOPLAY WRITERS

This Handsome Souvenir Book literally takes you on tour of the great Motion Picture Studios, gives you the coveted peep into Movie Land, shows you its inner workings and tells how to enter the fascinating and profitable profession of photoplay writing. It tells how Adrian Johnson, author of 300 produced successes, has, by formulating a simple, practical system of photoplay writing, brought this profession to your very door. This beautiful book, "A Fascinating Career," is yours for the asking. Illustrated with 100 photographs of Artists, Directors, Producers, Studio Interiors, Scenes in the Filming, etc. It tells what the great artists and producers think of Adrian Johnson's System and shows you how to enter this field for pleasure and profit.

Ask for a Copy Today!

The Adrian Johnson Photoplay System, Inc.  
402 Romax Bldg., New York City.

**SOUTHERN EXHIBITORS**  
We sell everything used in a theatre. Get your Supplies and Film Service from "Lizette's Greatest Independent Exchange."  
**THE QUEEN FEATURE SERVICE.**  
DOC GRAHAM, Manager.  
80-91 Potter Bldg., Birmingham, Alabama.

**FILMS** FOR SALE—1 to 6-reels. Posters, Photos. Reasonable prices.  
Type list. GUY R. HALLOCK,  
516-H, W. 2d St., Duluth, Minn.

## LARGE NEIGHBORHOOD M. P. HOUSE FOR CINCINNATI

Details of plans for a new motion picture theater near Peables Corner, Cincinnati, have been made known. The theater will have a seating capacity of 2,400. It is said that the promoters are now connected with the company that conducts the Strand, Palace and Walnut theaters in Cincinnati, and that they are planning to present first-run pictures at an admission price of about 40 cents. The auditorium will occupy only one floor of the building, the remainder being given over to stores and offices, while on the top floor there will be a dance hall.

## CASHIER ROBBED

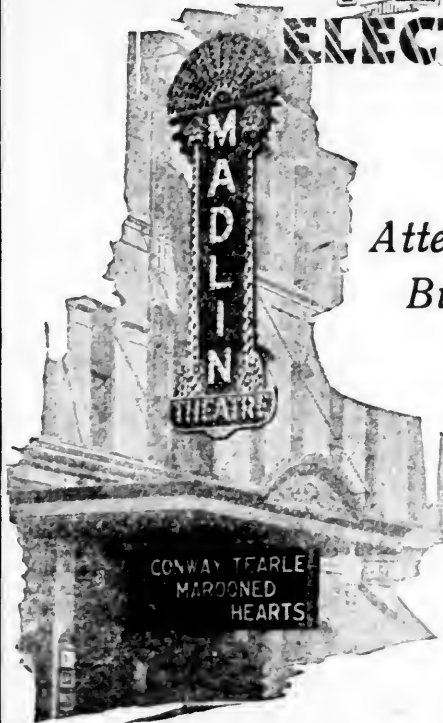
Chicago, Dec. 7.—Mrs. Anna Pravnian, cashier at the Crown movie theater, 1005 West Division street, an Ascher house, was found bound and gagged Sunday in the office of the manager of the theater. The safe is said to have been robbed of \$1,000. Mrs. Pravnian told the police a man held her up and bound and gagged her on her return from lunch, after which he robbed the safe.

## DIRECTOR GETS FIVE YEARS

New York, Dec. 11.—Victor B. Hedman, 26 years old, a motion picture director, was sentenced to five years in Sing Sing this week. In General Sessions, by Judge Mulqueen, Hedman pleaded guilty to an indictment charging him with forging the name of Joseph Seiznick to a check for \$55, which he passed on a local store. The prisoner, court records disclosed, has been in prison before on similar charges.

Look thru the Letter List in this week's issue.

# FEDERAL ELECTRIC SIGN



*Distinctive  
Attention-Compelling  
Business-Getting*

Federal Electric theatre signs are used and recommended by thousands of progressive theatre managers. Made by the largest electric sign manufacturers.

Full Information Upon Request

## Federal Electric Company

Federal Sign System (Electric)

8700 SOUTH STATE STREET, CHICAGO  
91 New Montgomery Street SAN FRANCISCO, CAL. 627-649 West 43rd Street NEW YORK, N. Y.

Branches in all large cities



**JUNE MATHIS**  
"METRO"

Head of East Coast Scenario Dept.  
CURRENT RELEASE  
"The Four Horsemen of the Apocalypse"



The Four Horsemen of the Apocalypse  
— IS A —

## REX INGRAM

Production, Photographed by John Seitz

# The Billboard Reviewing Service

## "THE TESTING BLOCK"

Paramount, starring William S. Hart.

Reviewed by W. STEPHEN BUSH

A typical Hart picture with its usual fine scenic background, excellent photography. Star fine as usual.

### THE STORY IN SKELETON FORM

Hart is an outlaw, with the usual fine and manly impulses. His passion is excited by a girl violin player, member of an itinerant troupe of performers, wandering about in the sparsely populated settlements. He subdues his gang, which has designs on the other women members of the company, and then goes after the girl who has excited his desire. He is afire with drink and breaks right into the sleeping room of the girls, but in due regard for the rulings of censor boards induces him to marry her at the bedside. This evenman marriage proves very happy, a child is born, but now the villain appears and starts his usual pursuit, causing much distress to hero and heroine, also to various horses. Villain in last reel is duly trampled to death, hero and family in transports of happiness.

### THE CRITICAL X-RAY

A typical Hart play with the star in a part which suits him to a dot. Magnificent scenic backgrounds, splendid photography. Not very much can be said in favor of the cast which supports the star, the leading woman being particularly weak. At the Rivolo the attendance, starting in big on Sunday, tailed off perceptibly toward the end of the week.

### ADVERTISING POSSIBILITIES

See press sheet.

### REST OF PROGRAM

Easily found.

### ENTERTAINMENT VALUE

Excellent for a Hart audience.

## "THE SIN THAT WAS HIS"

Selznick, starring William Faversham

Reviewed by W. STEPHEN BUSH

A preposterous story bound to be offensive to Catholic patrons. Star has very obviously passed his zenith. Photography bad in spots.

### THE STORY IN SKELETON FORM

Raymond Chapelle, a gambler, is "run out" of a Western town. Before leaving he calls on a dying pal named Blondin, who asks him to take a bag of gold to the mother of Blondin living in a little village in the Province of Quebec. Chapelle complies with the request of

the man and starts for Canada. On the way to Canada he meets a priest, Father Aubert, on the train. Father Aubert gets off at the same station as Chapelle. The latter in a raging storm reaches the place where his pal's mother lives. Here he is met by the dejected son of the widow, who demands the gold. Chapelle inquires for the mother, and even while the son tells him she is not around Chapelle sees the woman in an adjoining room and gets suspicious. As he declines to deliver the gold the son attacks him. In the struggle Chapelle disarms him and the revolver falls to the ground. The noise of the scuffle attracts the attention of the old woman, who presently rushes into the room where Chapelle and her son are still fighting.

The son calls to the mother to pick the revolver from the floor and kill Chapelle. The woman takes the weapon and shoots her son, killing him instantly. Immediately she accuses Chapelle of the murder and Chapelle runs away. Chapelle in his flight sees the priest (Father Aubert) come along thru the storm, the lightning splinters a tree, which falls on Father Aubert, knocking him senseless. Chapelle hears the hue and cry set up by the old woman, and to save himself he changes clothes with Father Aubert. The latter is identified by the old woman as the murderer of her son. He is tried, convicted and sentenced. He cannot make any defense because his memory as to the event of the stormy night is a perfect blank. Chapelle in the meantime keeps up the imposture of being a priest, but ultimately confesses the fraud, while the old woman clears Father Aubert by the confession that she killed her son by accident.

### THE CRITICAL X-RAY

It is impossible to discover any merit in this production. The plot is too full of patent absurdities to appeal to even the simplest intelligence. Such implausibilities as the conviction

of a man of murder in the first degree on the unsupported testimony of a drunken woman described and depicted as a "pariah" or outcast are bad enough, but they do not measure the full extent of the stupidity or worse of the author and director. The audiences are asked to believe that a gambler who at one time studied for the priesthood can successfully deceive his parishioners for weeks and pose among them as a priest. A priest must say mass every day, he must hear confessions and administer the sacraments—how can a reformed gambler do all these things in such a perfect way as to deceive a congregation of Catholic men, women and children? What makes the performance particularly offensive is the avowed opinion of the director or author or both that the impostor was benefited spiritually by his fraud. The play of course depends on the name of William Faversham to draw patronage. Faversham is a seasoned and capable actor, but his art is rather dormant here. It must be added that there are rough spots in the photography.

### ADVERTISING POSSIBILITIES

See press sheet.

### REST OF PROGRAM

Something of good quality needed.

### ENTERTAINMENT VALUE

Poor.

## "THE SCUTTLERS"

Story by Clyde C. Westover, directed by J. Gordon Edwards, six reels, starring William Farnum, Fox picture.

Reviewed by MARION RUSSELL

Sensational story of life aboard a sailing vessel carrying contraband cargo to Mexican ports. It is consistently interesting until the characters make a landing—then the dramatic intensity drops lamentably, and the finish is a tame one.

### THE STORY IN SKELETON FORM

Jim Landers, soldier of fortune, accepts employment with Lloyds, London, to learn whether Captain Marchen is scuttling his ships, which

have been heavily insured by Lloyds. He permits himself to be shanghaied aboard, and is treated brutally by the first mate, Erickson. He also learns to love the Captain's daughter, Laura. Her protestant, a cabin boy Jim is put in irons; Laura brings him food, and Lindquist, another mysterious shanghaied sailor, supplies him with tools to release his chains. He is supposed to have jumped overboard, but Laura knows he is hiding in the hold. Erickson now threatens the unwilling Captain with exposure unless the ship is scuttled at once. Marchen is grief-stricken, fearing for the safety of his daughter. Jim sees Erickson drilling holes in the ship's flooring and the men fight to a finish as the water gushes into the hold. All take to the life boats, and Jim helps them to an island, where the Captain dies, after signing a confession of his guilt. Then Calder, owner of a yacht and receiver of contraband arms, follows them to the island, but is outwitted by Jim, who forces him to take his party back to England. The Captain's confession relieves Jim of the unpleasant duty of testifying against Laura's dead father, and the lovers are united.

### THE CRITICAL X-RAY

Very thrilling are the scenes in the hold, where the enemies struggle desperately in the swirling water. This is the most realistic scene in the picture. Nothing could be entirely poor if Mr. Farnum is the hero, but it must be admitted that this picture falls a trifle short of expectations. Had it ended at five reels perfect satisfaction would have resulted. The last reel is superfluous, and forms an anti-climax. The ship, which supplied location for the greater part of the action, helped out the realism, but we have seen stronger situations than those which occur in the first part of this picture. We sense the wrong construction of the scenario and the dragging in by the heels of irrelevant characters which enter only at the last moment and fail to convince.

## The Billboard Is Shooting Straight

Motion picture theater owners everywhere ought to know that The Billboard prints the most reliable reviews in the journalistic field. Stephen Bush and Marion Russell are competent and experienced, as well as fair and fearless. Correct information about pictures is the staff of life to the man who must live by pictures. Subscribe for The Billboard today.

Close to a thousand valuable reviews a year for five dollars. Other excellent and useful features.

of a man of murder in the first degree on the unsupported testimony of a drunken woman described and depicted as a "pariah" or outcast are bad enough, but they do not measure the full extent of the stupidity or worse of the author and director. The audiences are asked to believe that a gambler who at one time studied for the priesthood can successfully deceive his parishioners for weeks and pose among them as a priest. A priest must say mass every day, he must hear confessions and administer the sacraments—how can a reformed gambler do all these things in such a perfect way as to deceive a congregation of Catholic men, women and children? What makes the performance particularly offensive is the avowed opinion of the director or author or both that the impostor was benefited spiritually by his fraud. The play of course depends on the name of William Faversham to draw patronage. Faversham is a seasoned and capable actor, but his art is rather dormant here. It must be added that there are rough spots in the photography.

Mr. Farnum did the best work aboard ship, but his former leading lady, Louise Lovely, is sadly missed. Her youth and beauty was a large asset in his pictures. Henschel Mayall, G. Raymond Nye and Arthur Millett contributed some effective character impersonations.

Photography worthy of mention and Mr. Edwards' direction, as usual, was worthy of the subject handled—in this case a trade above the caliber of the story, which slivered before the end.

### SUITABILITY

All theaters.

### ENTERTAINMENT VALUE

Good for five reels.

## "WHAT WOMEN WANT"

Story by George Middleton, produced by American Cinema Company, starring Louise Huff, released thru Premier Film Corporation.

Reviewed by MARION RUSSELL

Only fair story made substantial by the experienced screen acting of Howard Truesdale. Miss Huff appears stiff and constantly stares into the camera.

### THE STORY IN SKELETON FORM

The Holiday Mills are being molested by the strong-willed partner, Bates, his conquest his weaker partner, Holiday, forcing him to give up bonds, stock, etc., as well as an arrangement to force his young son, a returned ace, to marry his daughter, Susie Bates. Billy objects because he had met a girl, Francine, in France, and was sworn to marry her. Francine, a secret service agent for the French Government, promises to wait for him, and later arrives in America. But the elder Bates has inserted an article of the engagement of his daughter, Susie, to Billy Holiday, in the newspapers. Francine is broken-hearted, but vows to get even, and joins the U. S. Secret Service. In this way she gains admittance to the mills and obtains papers implicating Bates in defrauding the mills and the government thru false shipments. Billy then forces her to believe in his love.

### THE CRITICAL X-RAY

A few camouflaged scenes of airplane and a girl spying on a foreign nation during the war are clumsily presented, and the picture loses by this ordinary flashback.

Slow and repetitious as is the action, the trills also come in for a share of condemnation, for they repeat themselves in a stupid manner. Otherwise the picture may appeal to a class of fans who are not too discriminating. There is a fair amount of suspense located in the office scenes, and with the proper handling the picture might have proven attractive. Miss Huff suffers from self-consciousness, and has a bad habit of staring straight ahead. The production is not an expensive one, and its appeal depends largely upon a complicated love affair. It is clean and can be shown to family trade without fear of offending.

### ENTERTAINMENT VALUE

Fair.

## "THE WRONG WOMAN"

An Ivan Abramson picture, featuring Olive Tell and Montagu Love. Graphic Film Company.

Reviewed by MARION RUSSELL

A heart interest story consistently played by the featured performers. Will appeal to the masses who like to see lovers united after much tribulation.

### THE STORY IN SKELETON FORM

Doris is loved by Mr. White and becomes engaged, but when her foster sister, Viola, appears the man is momentarily swept away by the passion the more matured woman arouses in him. But Viola is innocent and urges the lover to keep faith with her sister. She then decides to go away and engages on a newspaper in Philadelphia. Here she meets a wealthy young man whom she grows to love and consents to a secret marriage. He goes back to New York to attend a charity ball, of which his mother is sponsor, in aid of a hospital fund. He meets Doris, who has recovered from a nervous breakdown attendant upon the disclosure of her lover's ploy. He proposed and is accepted after the girl's father has persuaded her to consent. Reading of the engagement, Viola returns to face her husband. During their interview he is shot to death and Viola accused of the crime. Later the father endeavors to unearth the murderer and finds him in the person of a drunken husband.

## OPERA CHAIRS

Necessarily good, because

Made in Grand Rapids, the Furniture City.

ALL STYLES, VENERED AND UPHOLSTERED.

Low prices on quality goods.

Send us print or sketch for Free Seating Plan.

STEEL FURNITURE CO.

Dept. B, Grand Rapids, Michigan  
NEW YORK CITY—Albert E. Robb, 28 E. 22d St.  
CHARLOTTE, N. C.—Lawson D. Jordan, 205 Trust Bldg.  
PIKE BLUFF, ARK.—Southern Film & Supply Co.  
KANSAS CITY, MO.—Opera Sup. Co., 601 Shaker Bldg.

## Muslin Banners

3x12 FT. PAINTED \$2.50

IN 4 COLORS PREPAID

MAIL ORDERS FILLED IMMEDIATELY. MOVIE THEATRES OUR SPECIALTY.

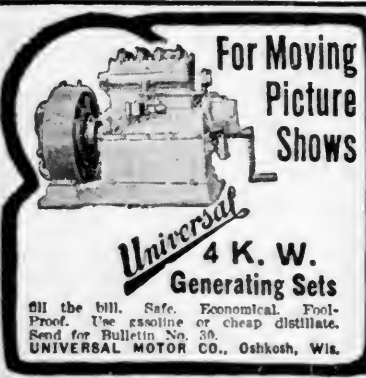
SAMPLINER ADV. CO.

729 Seventh Avenue, NEW YORK.

## FOR SALE

The Perfect Model, with Audrey Munson, \$150.00; plenty of paper. Antony and Cleopatra, 7 reels, \$125.00; no paper. Dante's "Inferno," \$175.00. Passion Play, \$200.00. We supply road shows with pictures of every description. If you don't see anything on this list that you might want, inquire about it, as we have a very large assortment.

CAPITOL PRODUCTIONS CO.  
729 SEVENTH AVE., - NEW YORK



**For Moving Picture Shows**

**Universal**

**4 K. W. Generating Sets**

All the bill. Safe. Economical. Fool-Proof. Use gasoline or cheap distillate. Send for Bulletin No. 30.

UNIVERSAL MOTOR CO., Oshkosh, Wis.

**Hi-Mark Film Sales Co.**

729 7th Ave., NEW YORK

Offers the largest assortment of Film, new as well as used, all lengths. Most notable stars. Also negatives and plenty of serials. Send your inquiry.

**FOR SALE 1000 REELS OF FILM**

1, 2, 3 and 4-reel subjects. Dramas, Westerns and Comedies. \$1.00 to \$10.00 per reel. Most all have posters and in very good condition. Every reel must be sold. Write at once. DAVIS FILM SERVICE, 3201 Broadway, Ft. Wayne, Indiana.





One of the littlest men in the world and the smallest motion picture actor.

## AT LIBERTY

Address care of the Kansas City, Mo., Office of The Billboard, 1117 Commerce Bldg.

**Motor Attachments** for Moving Picture Machines (Patented).  
For Power Machines, \$3.00 each. \$33.00 per doz.



Extra standard size attachment Helical Gears Large Gear, 75c each. Small Gear, 50c each. Attachments for Model D Edison, \$11.00. Other models \$10.00 each. Buy direct from the patentee and manufacturer. Get the genuine article. Brass Castings made to order. I. H. P. Steam Engines, \$18.00.

JAMES CHAMBLESS, Jasper, Ala.

## FOR SALE

2 Simplex Moving Picture Machines, 2 Mottographs, 1 Power'a 6, 1 Power'a 5, 1 Lot of Lobby Frames, 300 Opera Chairs, 58 Upholstered Chairs, 2 Maltese Mass. Exhaust Fans, 1 Rectifier, 2 Pianos, 1 W. W. Kimball Pipe Organ, 2 Double Stereoscopes, 2 Screens, 6 Film Boxes, 6 Enclosed Reelids, 2 Box-Office Chairs, Exit Boxes, 4 Fire Pumps, 7 Area Wood Wings, 19 ft. high, with Returns; also Lot of Draps, Borders and Spot Lights. Will sell very reasonable. Sam Frankenstein, 209 W. Washington St., Chicago.

## XTMAS BARGAIN SHOP NOW

We have a supply of second-hand Opera Chairs, Power's Machines, Simplex Machines, Moving Picture Booths and complete Equipments that cannot be surpassed. CAPITOL MOTION PICTURE SUPPLY CO., INC., 112 W. 42d St., New York. Phone, Bryant 5648.

## HOLIDAY GREETINGS FROM THE SOUTH'S FASTEST GROWING MAIL ORDER HOUSE.

We are still selling Orions at \$1.55 and Paper Date Strips at 15c each. Bargains in used Power Machines, Motors and Rheostats. Two 42-inch Exhaust Fans, good as new, at \$115.00 each. Films also. Send for list. MEMPHIS MOVING PICTURE SUPPLY CO., 52 South Fourth Street, Memphis, Tenn.

## ST. LOUIS CALCIUM LIGHT CO.

CALCIUM LIGHT furnished in tanks for Stereoclip and Moving Picture Machines. Orders to any part of United States filled promptly. Calcium Burners, Rubber Tinting, Condensing Lenses, Lime Pencils, Gelatin Colors. Roll Tickets for sale. 316 Elm St., St. Louis, Mo.

who had grown jealous of his wife's admiration of the dashing Harold. Viola is released and Doris, learning that her former lover had given his blood in the operation to save her life, now proclaims him her only true love, bringing happiness to the old musician, her father, and joy to Viola.

### THE CRITICAL X-RAY

Like all Mr. Abramson's screen fiction, he introduces a profusion of characters which detract from the central interest, and it is a bit confusing to keep track of all the love affairs which have met with disaster—matrimonially and otherwise. But with directorial skill he draws the tangled skeins together ere the finale and pulls off the numerous lovers with satisfactory results. Flaws are noticeable, such as the newspaper heading, reading SOCIETY News. This was dashed a couple times and caused a laugh by its inaccuracy in spelling. Also a couple scenes repeat themselves unreasonably.

But there is interest and appeal in the troubles of the heroines and their music loving old father, which role, by the way, was convincingly played by Montagu Love. He managed to look old and unhappy, but we would rather he kept to his vigorous impersonations and not enter, so soon, the realm of old men character impersonations. However he fitted nicely in the picture.

Olive Tell, as Viola, was pleasing, the settings appropriate, lighting and photography good.

Such a picture is sure to find an audience in out-of-town communities, where heart interest combined with a punch or two is what the fans demand.

### ENTERTAINMENT VALUE

Holding.

### "POLLY WITH A PAST"

Adapted from the stage play produced by David Belasco, scenario by June Mathis, supervised by Maxwell Karger, starring Ina Claire, six reels, Metro.

Reviewed by MARION RUSSELL.

Thoroughly chic, fascinating and delightful. Miss Claire is a wonderful find for the screen. She registers with unflinching accuracy and has all the audaciousness of the French character she so cleverly impersonates.

### THE STORY IN SKELETON FORM

Polly Shannon, a minister's daughter, lives in small town, cherishing ambitions to become a grand opera singer. Her efforts meet with disaster and she becomes a maid in a small establishment, where the two young men owners soon recognize her superiority. Their friend, Rex Zile, is hopelessly in love with Myrtle, a sedate woman, who devotes all her time to reforming the lost creatures in her mission. Rex dare not propose. His friends frame a scheme to have Polly pose as a scheming French adventuress, pretend to get Rex in her clutches, and when he is ruined Myrtle will rise to the occasion and save him from the awful creature. Polly, garbed in finery, causes a scandal at a summer resort, but Rex finds her so charming, he forgets all about Myrtle and proposes to Polly. Ultimately the tangle is cleared up and the young pair find their happiness.

### THE CRITICAL X-RAY

Slow to establish its motive the picture does not get under way until the second reel. Then its piquant charm reaches out and grips you with indisputable force. There are sufficient dramatic situations and daring innuendoes to please every type of picture goer. While the basic idea may seem a trifle exaggerated—and some scenes are painfully obvious—yet the merriment continues unabated. This is due to the talent of the featured player, likewise to the able support of her experienced associates. The varying emotions which obsess the heart of Polly after she has grown to love Rex give her opportunity to register different expressions. The writer has never seen a face which so clearly conveys every passing thought of a countenance so artless, tantalizing

# BUCK JONES

WILLIAM FOX WESTERN STAR

## SENDS GREETINGS

TO HIS OLD PARTNERS OF THE SADDLE AND RANGE

THE COWBOYS OF THE GREAT WEST



## SPECIAL PRINTED ROLL TICKETS

Five Thousand,	-	-	-	\$3.00
Ten Thousand,	-	-	-	5.00
Fifteen Thousand,	-	-	-	6.50
Twenty-Five Thousand,	-	-	-	9.00
Fifty Thousand,	-	-	-	12.50
One Hundred Thousand,	-	-	-	18.00

### THE BIG TICKET AT THE SMALL PRICE

Your own Special Ticket, any color, accurately numbered, every roll guaranteed. Coupon Tickets for Prize Drawings, 5,000, \$4.00. Prompt shipments. Cash with order. Get the samples. Send diagram for Reserved Seat Coupon Tickets. State how many sets desired, serial or dated. All tickets must conform to Government regulations and bear established price of admission and tax paid.



NATIONAL TICKET CO., Shamokin, Pa.

**MACHINES  
RE-BUILT  
EVERY  
MAKE**

**EVERYTHING FOR THE MOTION PICTURE EXHIBITOR**  
**MOTION PICTURE SUPPLIES**  
**ERKER BROS., 608 OLIVE STREET, ST. LOUIS, MO.**

**SEND  
FOR  
CATALOGUE**

and demure as that possessed by Ina Claire. She is indeed master of her art.

As an example of high-grade comedy in motion picture this should rank with the best. It will appeal to the better class fans, who admire the insinuating smartness of such an exceptional theme. Like all screenized material taken from stage presentations a vast amount of subtitling is necessary to put the idea into concrete form for the consumption of a movie audience, but that has been aptly handled, and the public will enjoy many a laugh at Polly's past. Also women will rave over her daring gowns and lithe young form. Settings, direction and continuity are on a par with the rest of the work.

**SUITABILITY**

City theaters.

**ENTERTAINMENT VALUE**

Excellent.

**"MIDSUMMER MADNESS"**

Paramount Picture, starring Jack Holt and Lila Lee

Reviewed by W. STEPHEN BUSH

A picture that left the audience at the Criterion cold. Many of the young folks giggled at the scenes that were supposed to be pathetic. A false note ran thruout the entire picture.

**THE STORY IN SKELETON FORM**

The story revolves around the vicissitudes of two young married couples. The two husbands are friends, but one covets the other's wife, and the latter being half willing almost ruptures the laws of conjugal fidelity. They are saved from the crowning disgrace by the wavering wife seeing the picture of her child. The other husband trusts wife and friend until some gossip instil suspicion into his mind, and he begins to investigate, discovering how close he came to



WITH THE COMPLIMENTS OF  
**MARION DAVIES**  
CHRISTMAS 1920

**WESTERN MOTION PICTURE COMPANY** H.D. FAIRALL, Manager

**MOTION PICTURE TAKERS**

Lantern Slide Makers.

Everything in the Moving Picture Line, from Studio Equipment to the Screen.  
WE CAN SAVE YOU MONEY. WRITE AND SEE.  
CHAMBER OF COMMERCE BUILDING. DANVILLE, ILLINOIS.

being a cuckold by the grace of his friend. How ever the friend explains that he was simply carried away for the moment, and really is sorry that he went even as far as he did. The wife also professes repentance, and is also freely forgiven.

**THE CRITICAL X-RAY**

They claim that Cosmo Hamilton's book, on which this feature is based, is a delectable bit of reading, but there is nothing delectable about the film. Its false pathos and the cheapness of the direction moved the audiences at the Criterion to derisive laughter generally at the

points when the situation on the screen was supposed to be of a very serious nature. Some of these situations were quite intolerable and offensive not only to the censors, but to common decency. A sample of the entertainment provided in this feature is furnished by the scenes showing the errant wife and the faithless husband going to a lodge in the country, after they both had plainly agreed to forget their marriage vows for the time being. They walk into the lodge, and in plainest fashion are about to indulge their desires when the eyes of the wife falls upon the picture of the child,

carefully hung in the lodge for that purpose by the director. At the sight of the child the sense of duty immediately returns, and repentance claims both the prospective sinner. The acting of Lois Weber and Jack Holt is acceptable, but Lila Lee and the rest of the cast are below par.

**ADVERTISING POSSIBILITIES**

See press sheet.

**BALANCE OF PROGRAM**

Something decent and wholesome is suggested, ENTERTAINMENT VALUE Ordinary.

**"DEAD MEN TELL NO TALES"**

A Tom Terris production, featuring Catherine Calvert and Percy Marmont. Vitagraph, Shown at Broadway Theater, Dec. 8.

Reviewed by MARION RUSSELL

A lurid mystery-melodrama that reeks with crime. Mr. Marmont adds distinction to the offering by his repressed acting, but even he is helpless to stem the mass of criminal action which overtakes the latter part of the drama.

**THE CRITICAL X-RAY**

After watching the hero thru his wanderings in London and his eventual recovery of mind when he seeks to rescue Eve, the heroine, from Kirby Hall, hidden in the woods, we felt that we were seeing some dirty bits of mystery, cleverly played, with suspense holding the reins. But when the villains discover Cole they drag the pair apart and Santos decides he will fill a new-made grave in the cellar without the formality of first killing the victim. From there on a lot of blood-curdling incidents occur until the wicked are captured and the true lovers declare themselves.

This might have been a fine picture, for it has been well presented, the burning of the ship with its frantic passengers struggling to save themselves, the fire flaming red against the sky and the sinking bulk silhouetted against the light making an impressive scene, of which details had not been neglected, but later exaggerations make for glaring incongruities and fake theatricalisms. Many character types also  
(Continued on page 49)

**"NEW YORK  
AFTER DARK"**

Great Sensational Picture  
of New York's Underworld

5 Reels of Action

New print from negative, including rights, two styles, 6-3-1 sheet posters, write, wire.

**Photoplay Co.,**

159 W. 46th Street, NEW YORK

**GO INTO THE MOVING PICTURE BUSINESS**

EARN BIG MONEY  
No experience needed. Professional Machine and Complete Outfits sold on Easy Payments. Openings everywhere. Start NOW.  
**Monarch Theatre Supply Co**  
Dept. 501.  
420 Market, St. Louis, Mo.  
CATALOG FREE

**PHOTOS and SLIDES  
REPRODUCED**

Send for Prices

**MOTION PICTURE PRODUCTS**

3238 W. Harrison St., CHICAGO, ILL.

**GO INTO MOVING PICTURE BUSINESS**

**Small Capital Starts You**  
Our Catalog FREE. Show you how to earn BIG MONEY on our easy payment plan. Begin now and get your share. We sell everything. Write today.  
**Atlas Moving Picture Co.**  
Dept. 27 538 S. Dearborn St., Chicago

**VELVET FILM CEMENT**

—\$1.00 PINT—

Lamp Colors, Solvents, Carbons at reasonable prices. Send for list.  
**CONTINENTAL DRUG AND CHEMICAL WORKS,**  
107 Broadway, Brooklyn, New York.

**MOTIOGRAPH**

Are Lamp, Rheostat, Cable, etc. A-1 condition. \$100.00. HAGERTY, 596 Sixth, Detroit, Mich.

**ATTENTION**  
**STATE RIGHT BUYERS AND ROAD SHOW MEN**

NOW READY FOR INDEPENDENT MARKET. ACT QUICKLY FOR YOUR TERRITORY

**"HOUSE OF MYSTERY"**

SPECIAL SIX-ACT PHOTOPLAY

STORY BY HAROLD McGRATH

**WILLIAM MANN PRODUCTIONS**

All of the publicity and exploitation matter is of the highest class obtainable.

130 West 46th Street,

NEW YORK

The posters, for instance, are the finest possible to make, being the product of the Ritchey Litho. Corp.



**NEW BOOKS**

**CRAIN'S MARKET DATA BOOK AND DIRECTORY OF CLASS, TRADE AND TECHNICAL PAPERS**—Now on the press, promises to be of unusual interest to advertisers generally and users of trade and technical papers in particular. It not only lists all of the business publications of the United States and Canada, giving circulations, rates, type page sizes, closing dates, etc., but supplies a market analysis of each trade, profession and industry. Thus the reader is given the basic facts of each line in which he may be interested, including its buying power, buying methods, character of requirements, etc. The volume, which is bound in cloth and contains nearly 500 pages, is published by G. D. Crain, Jr., 417 S. Dearborn street, Chicago. The price is \$5. Orders in advance of publication are being accepted at the rate of \$3.75.

**HERBERT BEERBOHM TREE**—Some memories of his life collected by Max Beerbohm, published by E. P. Dutton & Co., New York. Price, \$7. Of this book *The London Spectator* says: "I thoroughly advise anybody who is interested in the theater to read this book, for it is impossible here to do justice to the variety of amusement which it will afford the reader. There is the succulence of Lady Tree's contributions; there is Mr. Shaw's astingency, with his admirable general comments on the art of the theater; there is Mr. Max Beerbohm's delightful, affectionate irony, and there are the witty contributions by Sir Herbert Tree's daughters. In fact, the level of wit and writing in Max Beerbohm's collection is almost suspiciously high."

**PLAYS AND PLAYERS**—Leaves from a critic's scrapbook; by Walter Pritchard Eaton. Published by Stewart & Kidd Co., Cincinnati; 420 pages; \$3. A new volume of criticisms of plays and papers on acting, playmaking and other dramatic problems. Mr. Eaton is a well-known dramatic critic and author of "The American Stage of Today," "At the New Theater and Others," "Idyl of the Twin Pines," etc. There is a preface by Barrett H. Clark. The new volume begins with plays produced as far back as 1910, and brings the record down to the current year. One section is devoted to American plays, one to foreign plays acted on our stage, one to various revivals of Shakespeare. These sections form a record of the important activities of the American theater for the past ten years, and constitute about half of the volume. The remainder of the book is given over to various discussions of the actor's art, of play construction, of the new stagecraft, of new movements in our theater, such as the Washington Square Players, and several lighter essays in the satiric vein which characterized the author's work when he was the dramatic critic of *The New York Sun*.

**THE BEST PLAYS OF 1919-20**—By Burns Mantle, dramatic critic of *The New York Evening Mail*. A unique book for the theatergoer, the playwright and the student of the drama.

**MADOR-JOHNSON**  
**School for Dancing**  
Ballroom and Stage Dancing  
441-43-45 N. Clark St.,  
CHICAGO  
**AMERICA'S LARGEST DANCING SCHOOL**  
60 Lady and Gentlemen Instructors, 60  
10 Private Studios, Large Ballroom.  
Open Daily and Sunday, 10 a. m. to 11 p. m.  
Devoted Exclusively to  
Private Instruction, Individual Attention.  
All beginners taught in private studios. Tuition  
completed in Ballroom with Orchestra.  
Orchestra every evening at 7.30.  
ALBIA MADOR, Principal,  
GODFREY JOHNSON, Director.

**SPOTLIGHT DAVEY**  
Electrical Stage Effects of all kinds. Also Blue Prints  
and simple working plans for making them yourself.  
See list in classified ads, under Plans and Instruc-  
tions. Parts furnished at reasonable prices. SPOT-  
LIGHT DAVEY, Hoffman Bldg., Ephrata, Pa.

**GET ON THE STAGE**  
I Tell You How! Stage Work and Cabaret  
Entertaining successfully taught by mail. Your \$10  
opportunity. Travel, see the world as a reader or  
actor or actress. My great Professional Course—  
only one of its kind—COVERS ALL BRANCHES.  
Develops Personality, Confidence, Skill and tells  
you just how to get on the Stage. Send for postage  
for illustrated booklet, "All About Vaudeville."  
State age and occupation. Write for this free Stage Book today!  
FREDERIC LA BELLE Box 557-K LOS ANGELES, CALIF.

**H & M TRUNKS** CAN NOW BE BOUGHT  
IN NEW YORK CITY  
DEALERS IN ALL MAKES OF THEATRICAL TRUNKS  
Mail Orders Filled. F. O. B. New York City.  
**SAMUEL NATHANS**  
SOLE AGENT FOR H. & M. IN EAST.  
Dealers in Trunks. All Makes. All Sizes.  
Hartman, Indestructo, Belher, Oshkosh, Taylor, Sturphy, Bal, Neverbreak, Likly, etc.  
531 Seventh Avenue, NEW YORK CITY, Bet. 38th and 39th Sts.

**CALL!! CALL!!**  
Actors, Carpenters, Electricians, Property men, etc., do you want  
to earn \$50.00 to \$75.00 WEEKLY in your spare time?  
We have a brand new proposition to offer and would like to have  
you help us advertise it in cities, towns or villages. This is one of  
the greatest opportunities you ever had to **Earn Some Real Money.**  
Write Today. Full Particulars Free.  
**CHICAGO FERROTYPE CO.**  
1422 RANDOLPH STREET, CHICAGO, ILL.

**CURTAINS DRAPERIES**  
Complete Velvet, Sateen and Cloth Settings for  
Moving Picture Theatres, Schools and Colleges.  
ESTIMATES FURNISHED ON REQUEST.  
**CYCLORAMAS TABLEAUS**  
**ROBERT DICKIE**  
THEATRICAL SPECIALIST  
Phone, Longacre 1472  
456 B. West 40th St., NEW YORK CITY

**ENID, OKLAHOMA, LOCAL**  
**No. 312**  
**L. A. T. S. E. AND M. P. M. O.**  
OF U. S. AND CANADA  
Extend to All A Merry Christmas and A Happy New Year.

**AT LIBERTY—Stage Manager or Agent**  
Can handle stage correctly on any show, or will consider advancing for good  
Show. Young and capable. At liberty after January 15. Salary—the limit.  
**"KID" RILEY, New Strand Theatre, Doland, S. Dakota**

**WANTED ORCHESTRA LEADER, PIANO**  
Six-day town. Small Musical Comedies and Pictures. Lead four-piece orchestra. Year-round position.  
No grind. Must be A. P. M. and you must deliver. Address or wire  
HIEBLE BROS., Managers Hippodrome, Parkersburg, West Virginia.

The first annual year book of the American  
stage, including the "ten best plays," in out-  
line with the most important text.  
**"AFTER 'ENTER MADAME'"**  
(Continued from page 30)  
Fulton Theater. This is the fifth offer received  
for the English rights to the Gilda Varesi  
Comedy.

**RAISE \$714 FOR FUND**  
New York, Dec. 13.—The Dramatic Division  
of the New York Tuberculosis Association has  
been instrumental in raising \$714.80 for the  
fund.  
**ASSURED PERMANENT HOME**  
New Orleans, Dec. 9.—The Le Petite Theater  
de la Vieux Carre is now assured of a permanent  
home in the old French quarter. The ancient  
Place d'Armes has been purchased by a local  
capitalist, who intends to restore the quarters  
to its original appearance as far as the exterior  
goes.

**TO CLOSE CHRISTMAS**  
Chicago, Dec. 11.—John Drinkwater's "Abra-  
ham Lincoln" will bring its successful engage-  
ment to a close Christmas night at the Black-  
stone Theater. The run of the play has been  
twice extended from its original booking of seven  
weeks. Now Henry Miller and Blanche Bates,  
in "The Famous Mrs. Fair," insist on a Black-  
stone hearing immediately after Christmas.

**COLLIER RETURNS**  
Chicago, Dec. 7.—William Collier, long absent,  
came back to Chicago last night and housed his  
"The Hottentot" in Cohan's Grand Theater.  
Sam Harris is sponsoring the production, and it  
is a funny one, too.

**"DEAD MEN TELL NO TALES"**  
(Continued from page 45)  
stood forth, especially Harris, the captain of the  
ship, Santos, and a caretaker of the lodge at  
Kirby Hall. The action occurs mostly in Eng-  
land and the interior sets are noticeable for  
their imposing nature.  
Beautiful Catherine Calvert, as Eve, who be-  
lieved in the roving adventurer, Rattray, lead-  
er with Santos, the Portuguese gold stealing  
pirate, was not provided with a role of much  
acting qualities, but her appearance counted  
for a lot in this sometimes weird picturization.  
Percy Marmont carried the burden of the work,  
whose effort stood out convincingly. The fea-  
ture seemed to please the audience at the  
Broadway, until it became somewhat wild and  
rampant. Even then the fans found pleasure  
in watching virtue conquer vice.  
**SUITABILITY**  
In industrial centers.  
**ENTERTAINMENT VALUE**  
Excellent in spots.

**"DOWN HOME"**  
An Irwin Willat production, 6 reels, released  
thru W. W. Hodgkinson, distributed by  
Pathe. Shown at the New York Thea-  
ter December 9.  
Reviewed by MAITON RUSSELL

**THE STORY IN SKELETON FORM**  
A picture closely resembling in theme an old-  
time play of rural New England. Might have  
made a classic if the preachment had been elim-  
inated. There are some wonderful moments of  
genuine entertainment, coupled with a few novel  
ideas, yet again the intelligence of an audience  
is questioned by the extremely foolish scenes  
of the firewagon chase, which failed to draw a  
laugh at the New York theater. Purely a story  
of country folks, with their gossiping pro-  
clivities, their prejudices and narrowminded  
Yankee penurioseness, yet with a thread of  
connected interest despite the numerous people  
fitted to distract attention. One felt a sense  
of satiety which produced a state of drowsiness  
while watching the slow unfolding of the pic-  
ture. There are two novelties introduced by  
Director Willat, the first being a dramatic mo-  
ment when the blacksmith's son sees the vil-  
lain about to get away with a signed paper,  
which would give the heroine's suit deposit farm  
into the hands of unscrupulous abainers who  
know its value—and the tense suspense of an  
impending struggle which is sideswiped by  
the caption saying "Twenty minutes later"—and  
seeing the combatants, bloody and disheveled, ly-  
ing on the floor of the disordered room, indi-  
cating the ferocity of the fight which had taken  
place. Later in the picture a flashback reveals  
this battle in detail. The other telling bit is a  
revival in the village church when an up-to-date  
preacher flays the congregation for its narrow-  
minded bigotry and wicked selfishness. His  
preachment forces them to their knees, repent-  
ant, even the more tears were shed by the actors  
than by the audience. As entertainment this  
was poor, but as a spiritual message it proved  
most effective. The sub-titles in this scene  
(Continued on page 210)

**MADISON'S BUDGET**  
No. 17 contains only what is brightest,  
newest and funniest in the king-  
dom of stage fun, including a generous  
selection of James Madison's famous mono-  
logues, parodies, acts for two males and  
male and female; minstrel first-parts, min-  
strel finale, 200 single gags, one-act  
comedy for 9 characters, etc. MADISON'S  
BUDGET No. 17 costs ONE DOLLAR.  
Send orders to JAMES MADISON, 1052  
Third Avenue, New York.

**HOTEL STUMPF**  
RICHMOND, VA.  
New and absolutely fireproof. RATES,  
\$1.50 AND UP. BATH IN ALL ROOMS.  
Home comfort and accommodations for  
the profession.

**TERMINAL HOTEL**  
FORT WORTH, TEXAS  
200 Rooms. 100 With Bath.  
D. E. SODERMAN, Manager.  
Popular Priced Lunch Room.

**SHOW PRINTING**  
CARDS, DATES, HERALDS, TONIGHTERS,  
TYPE AND BLOCK POSTERS  
Very prompt shipments. Best of inks and paper (no  
"news" paper). Established 1900. Write NOW for  
Free Route Book and an estimate on what you need.  
TEMPLE SHOW PRINT, Mason City, Iowa.



# BURLESQUE

## CIRCUIT AND STOCK SHOWS

Conducted By ALFRED NELSON,

COMMUNICATIONS TO NEW YORK OFFICE.



### CHAS. M. BAKER'S ESTATE VALUED AT \$28,088.81

New York, Dec. 8.—According to the Surrogate's office, the estate of Charles M. Baker, who died as the result of an auto accident last May, comprises the following: Equipment of the show known as "The Tempters," \$1,000; one-half interest in the franchise of this show, \$8,000; one-half interest in this show, \$1,585.42; one-half interest in the profits of the show known as "Sport Girls," \$1,332.90; one-half interest in profits of the show known as "Sweet Sweeties," \$3,185.50, and two shares of American Burlesque Association (par value \$100), \$200.

Cash on deposit with the Pacific Bank, \$3,522.13; with the Central Saving Bank, Fourteenth street and Fourth avenue, \$3,000; typewriter desk and typewriter, \$75; a roll top desk, \$75; a cabinet, \$10; an armchair, \$5; four office chairs, \$6.

Forty shares of Penn Burkburnett Oil Company (par value \$1), \$2; two shares, preferred, of Commonwealth Finance Corporation (par value \$100), \$120; one share common stock of the same company (par value \$100), \$30; 120 shares of Cleveland Steel Scissors Company (par value \$100), no value; ten shares of Palmer Oil and Gas Company (par value \$100), no value, and 100 shares of American Salvage Company (par value \$1), no value.

### INNOVATION AT OLYMPIC

New York, Dec. 7.—At the Monday matinee of Sweet Sweetie Girls, Ed Jordan, the blackface character man, on behalf of the management, announced an added attraction on Friday night two wrestling bouts, viz.: Demetrius Tofalo, Greek champion, vs. Fred Olson, German-American heavyweight; Leo Pardo, Italian champion, vs. Emil Miller, of Brooklyn. Mr. Jordan supplemented his announcement with the statement that the wrestling will be so conducted that it will be acceptable to the ladies.

On interviewing House Manager Krans, Sammy informed us that beginning with the week of December 13 there will be amateur contests every Tuesday and wrestling every Friday night and that the decision in favor of same is due to numerous requests from patrons of the Olympic in person and by mail.

### CHICAGO CHIPLETS

By FRED HOLLMAN

Chicago, Dec. 7.—Mollie Williams and company is the attraction at the Star and Garter Theater this week, and, according to Manager Charles F. Donoghue (he is said to be not of Teutonic origin), the show is a success. Miss Williams takes the leading part in the performance, which is a good one indeed. Cy Lunnett and Teddy McNamara are also quite busy in the cast. Most anybody who likes burlesque will admit that.

Over at the Haymarket the "Grownup Babies" are a lively and entertaining lunch. And who do you think is back of the babies as missionary? Nobody but our venerable friend, Fred Strauss. Can you beat it? He has been only 30 years in the burlesque game at that. And, again, Billy Vall is the manager. That's another knockout. What right has Billy to be a manager? He should be two short steps across the footlights. If it's a doubtful compliment let Billy reflect that it comes from the West. And, oh, yes, since "Neise" has delegated me to add a little tail-end to his burlesque column, I wish to say that next week I am going after the Englewood Theater and the Columbia Theater for some news of their activities. I understand that Dick Seaman is awfully busy raking in the shekels for

Mr. Beatty in the Englewood Theater in the meantime during the latter's absence in New York. Dick is a long ways out, on the far southwest side, and The Billboard reporter doesn't get to see him very often, but the good will is there just the same.

### "KRAUSEMEYER'S ALLEY" CLOSES

Syracuse, N. Y., Dec. 11.—"Krausemeyer's Alley" closed here this week and will go back to New York for revision and change of cast. The Russell Sisters will quit the company and embark on a vaudeville tour on the Pantages Circuit. The show was in its fifteenth week when decision to close was made here. Rochester had

cancelled its date there, and this action may result in litigation. The show has been doing a good business in one-night stands in the smaller towns.

### MRS. PHILLIPS SEEKS DAUGHTER

Mrs. Phillips, at Fordyce, Ark., is anxiously seeking information of a daughter, Beulah Phillips, known as "Billie," who will probably be remembered by oldtimers. She at present would be about 34 years old. Last heard of she was with the "Champagne Girls" on the Western Wheel. Anyone knowing her whereabouts is asked to communicate with Mrs. J. M. Phillips, Fordyce, Ark.

## THE BILLBOARD BURLESQUE DIRECTORY

An Indispensable Factor in Burlesque

Acting under orders from W. H. Donaldson, publisher of The Billboard, since being assigned editor of burlesque not to solicit advertisements, we have found ourselves in the embarrassing position of apparently ignoring prospective advertisers, and laid these facts before Mr. Donaldson, who finally approved of a letter, viz.:

MR. BURLESQUE MANAGER.

ANYWHERE AND EVERYWHERE:

Dear Friend—The Billboard has given up considerable space to authentic news and honest reviews of burlesque.

The Billboard has an ever increasing circulation among burlesquers, consequently "People Wanted" and "Rehearsal Call" ads will be seen by burlesquers everywhere.

Enclosed please find rate sheet showing space and cost of ads.

Confident that you will appreciate the logic of advertising your wants in The Billboard, we are,

Very truly yours,

THE BILLBOARD PUBLISHING COMPANY.

Address ALFRED NELSON (NELSE), Editor of Burlesque, New York City.

While we were not permitted to make personal solicitations of advertising, our letters convinced producers of burlesque that we were anxious to render advertising service in assisting them to complete their casts and chorus, and progressive producers availed themselves of the opportunity, which was made manifest in several issues prior to the opening of the current season and artisans have criticised us for apparently ignoring their desire and ability to advertise their whereabouts; therefore, we again laid our facts before Mr. Donaldson, who has approved of our BURLESQUE DIRECTORY, which appears in the directory section of this issue, and we are confident that it will prove an indispensable factor in promoting the future welfare of everyone in any way allied with burlesque, for at a glance our readers can ascertain Who They Are, What They Are, Where They Are, from the Executives of the Columbia and American Circuits to the latest comer in the chorus, thereby saving time, labor and money in making distasteful inquiries by mail.

Altho Mr. Donaldson has approved of the directory, he insists the directory be edited weekly in order to make it authentic and reliable; therefore it is imperative that advertisers advise us immediately of any change in cast, company or mail address.

All ads must be renewed monthly, accompanied by payment in advance for each and every issue for the coming month.

A glance at the directory will convince everyone of its practicability. Programs are lost and oftentimes are not authentic, and, again, names are omitted, but The Billboard's BURLESQUE DIRECTORY will be closely censored by the editor, and no name will appear in the directory that does not belong there.

Artists' Advertising Display Cards are an unnecessary expense, whereas their name, characterization and address in the directory will get them immediate recognition by those who seek them.—NELSE.



4 CASTING CAMPBELLS

## QUICK DELIVERIES OF COSTUMES, TIGHTS, WIGS AND MAKE-UP

Manufacturers and renters of costumes—all descriptions. Amateur shows and minstrels our specialty.

OPERA LENGTH SILK HOSE—Just received big shipment, fine quality, black, white, flesh and pink. All sizes. Write for prices.

### CHICAGO COSTUME WORKS

116-120 N. Franklin Street, CHICAGO, ILL.  
(New Address). Phone State 6780.

## Merry Xmas and Happy New Year

To all our friends from  
MARGARET RAYMOND, ELSIE LABON, TRIXIE AMLIN,  
with Barney Gerard's "GIRLS DE LOOKS."

## IRVING N. LEWIS

FEATURED COMEDIAN WITH PARISIAN FLIRTS  
SEASON'S GREETINGS TO ALL FRIENDS.

## Burlesque Reviews

"THE GOLDEN CROOK"—A Columbia Circuit Attraction. Presented by Jacobs & Jermon, at the Casino Theater, Brooklyn, week of December 6.

CAST—Joe Emerson, Jack Callahan, Bob Nugent, Charles King, Wm. Schuler, Marion Phillips, Ann Meyers, Ethel Norton, Eva Sully, Barney Hart, Albert Plough, Sam Pink.

CHORUS—Misses Vivienne Martin, Margaret Raluo, Grace Millar, Peggy Murray, Imogene Evans, Trixie Pearl, Grace Thornton, Lillian Price, Paul Achey, Billie Dair, Marie Melena, Flo Collins, Peggy Cain, Ethel Norton, Elvira Lombardi, Ethel Shepard, Agnes Winters, Louise Martin, Jeanne St. John, Genevieve Phillips.

### REVIEW

The performance opened in front of a stilled drop with a prolog by William Schuler, a clear-dictioned, nattily attired straight, accepting scripts from embryo playwright and combining them into a book already prepared by A. Douglas Leavitt for the purpose of presenting mirth, melody and music. The uprising drop disclosed the interior of a drug store with Joe (Bum) Emerson, a modified bum dispenser of sodas with kicks, and Jack Callahan, a typical bum, in charge of the candy counter.

Bum Emerson proved himself an adept in mixology by subduing Soubret Eva Sully and in turn being subdued by Vamping Ann Meyers and her stuffed pup, who slipped the Bum's deception thru a straw to his amazement and the amusement of the audience, which was intensified by Ann seeking money and liquor while seeing two Jacks behind the candy counter until overcome by Bum's laughing booze.

Charlie King as Dopey Dan, leading the girls attired in checkerboard tights and bizarre costumes, pnt over "Eyes" as only a typical dope could. Comic Callahan and a feminine tough held a lively session until she handed him a knockout for knockabout fails, which he made in a fast and funny manner.

In front of drop depicting a movie theater and apartment house Schuler and Vamping Ann offered a highly entertaining sketch from life, entitled "Before and After Marriage." Their acting was artistic and realistic. In a cabaret scene the Slatko Rollickers, three maculines, lived up to their title with piano, banjo and violin, supplemented by Slatko and Soubret Sully in a whirlwind dance. Straight Schuler and Comic Bum Emerson held a laughable session in a visionary restaurant while ordering and dis-ordering various epicurean dishes.

Straight Schuler in "Mother of Mine" injected sufficient melodious sentiment to get a big hand from the appreciative Cashnotes. Straight Schuler rehearsing Comics Emerson and Callahan in his system of winning women added much to the meriment. Charley King with banjo, and Ethel Norton vocalizing, made a pretty picture, supplemented by the ensemble accompanying them with banjos. The feminine tough costumed a la Sis Hopkins, faking a flute played off stage, furnished the music for Comic Callahan's chicken dance that led up to the finale of part one.

The opening of the second part was the interior of a police station with feminine cops in realistic drills. Harry Slatko, as the desk sergeant, Straight Schuler as Captain Duty, and the comics in cells, and herein came a surprise to the audience, but not to us, for Joe (Bum) Emerson stepped out of the cast in the second part to make way for Bob Nugent in a typical tramp characterization that goes exceptionally well with Comic Callahan.

The possibilities of Nugent making good were made manifest from the start, for he went at

(Continued on page 181)

## Detroit Delineations

DEAR  
BURLESQUERS

As a commercialist seeking entertainment I found it in the Burlesque Theatres of Detroit. As a Special Representative of The Billboard I have associated with Burlesquers and found them congenial companions.

Wishing you one and all a

Merry Christmas and Happy New Year

Fraternally yours

THE MICHIGANDER

## Holiday Greetings

# HURTIG and SEAMON ATTRACTIONS

1583 BROADWAY  
NEW YORK  
Room 309 N. Y.





# THE SENSATION OF EUROPE FLOZARI

REG. U. S. PATENT OFFICE

THAT DIFFERENT DANCER  
In Oriental and Egyptian Dances

—FOR—

CLUBS, BANQUETS AND LODGES

Personal Direction F. C. RED WATSON, HOTEL HANNAH, CLEVELAND, OHIO

A Joyful Xmas, 1920

A Happy New Year, 1921

N. B.—To Photo Collectors: 15c for photo post card; 7 assorted, One Dollar.




**Quick Preparation for Singing or Speaking.**

When you start to make up, put your throat in condition too. A Bunte Cough Drop on your tongue stops the tickle, relieves dry throat. Menthol to heal, horehound to soothe.

**BUNTE BROTHERS, CHICAGO**  
Established 1876.

**Bunte** Menthol Horehound  
CHICAGO

**COUGHDROPS**

Merry Christmas and Happy New Year to all my friends.

**"BUBBLES," EGYPTIAN DANCER**



Youth, Beauty and Talent. Some Girl and Some Dancer.  
MGR. BILLY CHIDESTER,  
New Clinton Hotel, Pittsburg, Pa.

**THEATRICAL SHOES**

All colors in Stage Pumps, Spectacles in Ballet and Toe Dancing Slippers. Mail orders promptly filled.

**CHICAGO THEATRICAL SHOE CO.**  
339 S. Wabash Ave., CHICAGO.

**ACTS** SKETCHES, ETC., WRITTEN.  
CARL NIESSE, Author.  
(Recognized Establishment)  
2610 E. 10th, Indianapolis, Indiana.

JAS. E. COOPER'S "FOLLY TOWN"

Stamps Stability on Burlesque

When we reviewed James E. Cooper's "Folly Town" at its opening for the summer run at the Columbia Theater, New York City, in June we were sufficiently impressed with its merit to ask for and receive from W. H. Donaldson, publisher of The Billboard, more than our allotted space for individual reviews of burlesque, and our review in the issue of June 5 covered the production and presentation in minute detail to the extent of 3,000 words, the average length of so-called short stories in magazines, with our personal comment, viz.:

COMMENT:

A scenic production of magnitude. The color and lighting effects artistic. The gowning of feminine principals and the costumes of the choristers far superior to anything we have seen on the burlesque stage.

The company is a talented organization of artists, who co-operated in their work for the fulfillment of the desired results—i. e., modernized burlesque.

William K. Wells, chief executive of the Cooper Attractions, is credited with the "book," and the staging is under the personal direction of James E. Cooper, and there is every evidence that the brain or brains that conceived the production were entirely free from sensuality, for each and every line and action in the presentation appeals to the intellect. The Billboard commends James E. Cooper for his progressive productiveness and daring experiment, which demonstrates that burlesque can be dignified by eliminating everything suggestive of licentiousness, for he has given an entertainment that will not offend the supersensitiveness of the most puritanical. While it may appear somewhat slow to the patrons of slapstick comedy, it will satisfy those of sufficient intelligence to recognize real burlesque when they see and hear it.

Verily Mr. Cooper and his associates have furnished something new, novel and unique that promises success, and which will surely prove an incentive to other managers to give theatergoers modernized burlesque.

This way progress lies.

The "For Better Burlesque" movement is an evolutionary process.

Mr. Cooper is its prophet.—NELSE.

On a visit to Chicago we again reviewed the show at the Columbia Theater and while noting a change in cast of comies, commented, viz.:

COMMENT:

Baring the fact that Frankie Hunter and Bert Labr, the former feature comies, have been replaced by Johnnie Walker and Gus Fay, and that Alele Ferguson has been replaced by Ruth Rosemond, an exceptionally attractive, vivacious ingenue, there has been little change in the presentation since we reviewed it at the Columbia Theater, New York City, at the opening of the summer run.

Manager Joe Edmundson has localized the subway stops, which makes it a doctored hit in the various cities on the circuit. The high-priced potato offering of Straight Pearson to Vampire Elliott has been replaced with a flask of (apparent) whisky, and, considering the fact that we have spent three days in Chicago without sighting any real booze, Straight Pearson's gift, if the real thing, should have saved him from the death-dealing serpent.

When we saw the show Wednesday night the audience manifested its delight in continuous applause.—NELSE.

We have received numerous reports from various sections of the country, one and all alike commending the management for the excellence

(Continued on page 52)

## Merry Christmas and Happy New Year

From

# Mrs. Tom—Big Tom—Little Tom SULLIVAN

## ROSE SYDELL, WILLIAM S. CAMPBELL

JOE MARKS, the New Columbia Wheel Sensation

## AND THE ENTIRE LONDON BELLES COMPANY

also PAT WHITE and his NEW GAIETY GIRLS

wish everybody in the world

A MERRY CHRISTMAS and  
A HAPPY NEW YEAR



We Wish You All

## A Merry Christmas and Happy New Year

and when you need PHOTOGRAPHS, do not forget that we are still making  
25 REPRODUCTIONS, SIZE 8x10, ON HEAVY DOUBLE WEIGHT PAPER, FOR \$4.00.  
Send us money order and Photographs to col  
Orders filled same day as received.

BRASSINGTON PHOTO SYSTEM, INC.,  
166 N. State Street, Chicago

## MERRY XMAS AND HAPPY NEW YEAR L. REDELSHEIMER

Successor to Tanner & Co.

## WANTS BURLESQUE PEOPLE IN ALL LINES

Call—Write—Phone, Bryant 7909.  
Suite 801-2 Columbia Theater Bldg., 47th Street and 7th Ave., N. Y. City.

WE WISH ONE AND ALL IN BURLESQUE A MERRY XMAS AND A HAPPY NEW YEAR

# Mr. and Mrs. HARRY HASTINGS

EVERY TIME YOU MENTION THE BILLBOARD YOU PUT IN A BOOST FOR US.

# JAMES E. COOPER'S ENTERPRISES

## "FOLLY TOWN"

THE SHOW THAT STANDARDIZES BURLESQUE  
"JOE EDMUNDSON, Company Manager"

## "BEST SHOW IN TOWN"

"LOUIS OBERWORTH, Company Manager"

## "ROSE LAND GIRLS"

"MAURICE WAINSTOCK, Company Manager"

## "VICTORY BELLES"

"ART MOEHLER, Company Manager"

## "JOY BELLES"

"LOUIS GILBERT, Company Manager"

## WILLIAM K. WELLS, General Manager

Address { NEW OFFICES, THIRD FLOOR Columbia Theatre Building, 47th St. and Seventh Avenue, New York City.

### J. E. COOPER'S "FOLLY TOWN"

(Continued from page 51)

presentation, and herein we publish a copy of communication that speaks for itself:

Omaha, Neb., Nov. 28, 1920.

Joe Edmundson, Mgr. "Folly Town" Co., City Theater, Detroit, Mich.

Dear Sir: Some time back, when your show was in our city the writer attended same, and promised that I would write you a letter, stating that as local Chairman of the Anti-Immigration League I had never seen a clean show on the burlesque stage. In my opinion it was the cleanest show I have ever

witnessed of its kind, and one that should go down as a credit to the burlesque business.

The show was lacking the usual cheap "alapstick" comedy, and there wasn't anything said or done on the stage by the comedians that reflected anything on anyone's belief. This last feature is commendable, and I take this means of wishing you continued success with your production, and trusting to meet you in person when in Omaha again I am, believe me, Yours very sincerely,

(Signed) A. M. BROWAR,  
324 S. Fifteenth Street,  
Prop. Dundee Woolen Mills.

### COMMENT:

The foregoing letter emphasizes the fact that we have striven to drive home to burlesquers in general that the days of low burlesque are past and gone never to be resurrected by the progressive producers of burlesque.

During the past week we have discussed this phase of burlesque with the executives of the Columbia Amusement Company and the American Burlesque Association, and they commend The Billboard for its co-operation in demanding clean and clever burlesque, and the same is applicable to several producing managers on both

circuits, likewise house managers, actors, actresses including choristers.

We have received numerous letters from burlesquers, especially the feminine members, commending us for the stand that we have taken, for several of them have written to the effect that our reference in our reviews to their particular show being clean and clever has enabled them to send the review to folks at home as a convincing argument for their continuance in burlesque as a desirable form of theatricals. It is letters of this kind that encourages us to continue our fight for clean burlesque, con-

(Continued on page 65)

JAMES E. COOPER'S "FOLLY TOWN" COMPANY



The accompanying picture shows the members of James E. Cooper's "Folly Town" company. The members are as follows: Back Line—Mabel Erickson, Mabelle Parker, Jeanne Howard, Louisa Franks, Shirley Stewart, Jane Pearson, Franz-Marie Texas, Louis Becker, Margaret Elliott, Ruth Rosemond, James Holly, Kitty Howard, Dave Weiss, Anna Hall, Edna Slaver, Florence Douglass, Alma Kern, Fannie Randolph, Walter Pearson. Middle Line—Edward Brown, George Handley, Betty Adams, Gertrude Lavetta, Lillian Isabelle, Lois Walker, Grace Dredon, Margaret Miller, Johnnie Walker, Gus Fay, Lester Dorr, Lillian Banks, Lena Handley, Baby Ladieux, Babe Ward, Helaria Friend, Edna White, Harry Bart, Florence Mills, Jim Hall, Ben Joss, Joe Edmonston. Front Line—John Sobely, John Warren, Freddie Johnson, L. S. Thompson, J. A. Bryant, Hugh Turner, Bob Johnson, Thomas Morris.



# **C O L U M B I A A M U S E M E N T C O M P A N Y**

**THE NEWER BURLESQUE**

**Offices: COLUMBIA AMUSEMENT COMPANY BUILDING  
Broadway, at Forty-Seventh Street  
NEW YORK**

**I. H. HERK**  
President

**GEORGE W. GALLAGHER**  
Treasurer and General Manager

# **A M E R I C A N B U R L E S Q U E A S S O C I A T I O N**

**APPROVED WORTHY BURLESQUE**

**General Offices: COLUMBIA AMUSEMENT COMPANY BUILDING  
Broadway, at Forty-Seventh Street  
NEW YORK**



# MUSICAL COMEDY

## COMIC OPERA · SPECTACLE · PAGEANTRY

Conducted by GORDON WHYTE  
COMMUNICATIONS TO NEW YORK OFFICES.

### OLD SAVOY

Has No Modern 'Counterpart

Perhaps Because There Are No Gilberts or Sullivans in Present Day Theatrical World

The writer recently had the pleasure of a chat with a man who was very familiar with the Savoy Theater, London, in the Gilbert & Sullivan days. He was lamenting the fact that there was no institution of its kind, either in London or New York. The answer to that was that there were seemingly no Gilberts or Sullivans to be found anywhere.

But that did not prevent some little speculation as to what such a theater would mean to the show world if it existed. The old "Savoyard" pointed out that the Savoy was a London institution. A first night there was a function. The management, artists, employees, as well as the librettist and composer, all kept the name of the new opera and its subject matter a dark secret. By the time the opening night came all the lovers of Gilbert & Sullivan arrived with their curiosity well whetted. A long line always waited for admittance to the gallery, and many of the galleryites knowing the old Savoy productions note for note, impromptu concerts under a self-appointed leader were always in order. These concerts on opening nights by the gallery soon became a regular feature, and the rest of the audience always arrived early to listen to them.

What the old Savoy really amounted to was a high-class resident musical stock, with a "house" librettist and composer. The latter pair were also partners in the enterprise, with the actual business management in the hands of D'Oyly Carte. By this plan the operas were produced exactly as the writers wanted them. Gilbert always supervised the rehearsals of the book and Sullivan was likewise always in attendance to see that his music was being sung correctly. The company was saturated with the Gilbert & Sullivan tradition, and all being artists, the consequence was a continuous succession of musical hits, the like of which has never been known before or since.

But it is idle speculation to think of another Savoy Theater until another Gilbert, Sullivan and D'Oyly Carte are found, there were several things done there which could be successfully used in our modern musical shows. In the first place, the necessity for clear enunciation was drilled into the Savoy artists. Even the difficult Gilbertian patter songs were projected across the footlights to the last syllable. The singers had voices and knew how to sing the Sullivan songs. There was never an atom of vulgarity in any of the Savoy productions. Gilbert leaned heavily on travesty for his comedy. These points could all be used to advantage in the musical show of today. Even if we can't get writers and composers like W. S. Gilbert and Arthur Sullivan, we at least are justified in asking for musical comedy singers that can sing, actors that can be understood, and clean shows. We can hope that some author will try travesty for a change instead of "hokum."

#### "GIRL FROM BROADWAY"

"The Girl From Broadway," a snappy musical comedy, is now playing West Virginia and will proceed south to Mississippi, Arkansas and other Southwestern and Middle Western States, then back East. The company includes Blanche Swain, Peg McIntyre, Mary Davis, Hall Sisters and Belle Adams, and the following chorus: Mabel Statler, Belle Morris, Hazel Short, Helen Rogers, Nellie Baker, Margaret Adams, Rose

# SYLPH

If you would avoid the embarrassing odor resultant from excessive perspiration a little sprinkling of Sylph, a dainty antiseptic deodorant powder, will provide immediate relief.

A wonderful preparation for the care of tired, sore and perspiring feet. If your dealer is out of Sylph send us his name and 30c in stamps for prepaid package.

MIAMI CHEMICAL COMPANY.

Dept. B.

Cincinnati, Ohio.

Pebler, Madge Oakland, Belle White, Sadie Haas, Nellie Sutton, Mary Kline, Margaret Browning and Dot Hall. C. E. Anderson is manager of the company; Wm. J. Lutton, business manager; Wm. Lutton, agent, and Joe White, second man.

#### ACTRESS WEDS FIDDLER

New York, Dec. 11.—A romance that culminated in the marriage of Ruth Miles, the youngest principal in "The Passing Show of 1920," now in rehearsal, to Irving Mels, a violinist of the same production, leaked out last night despite efforts of the couple to keep the affair a secret. They were married two weeks ago.

Miss Miles is the daughter of Edgar Miles, managing editor of the United States Feature Service, Inc. The romance began seven months ago, when Irving Mels was looking for a vaudeville partner. He was introduced to Miss Miles, and the two had completed arrangements to go into vaudeville together when they were signed for "The Passing Show." Two weeks ago, about the time the attraction went into rehearsal, they slipped away one afternoon and were married at the City Hall.

#### CONOLY'S SHOW CLOSES

New York, Dec. 10.—"Captain and the Kids," a show owned by Joseph Conoly, of the Gus Hill offices, closed at Pottstown, Pa., recently and has been taken to the storehouse. Mr. Conoly gives railroad conditions as the main reason for closing the show, which had a very good start. A new book will be written for "Captain and the Kids" and a sister team substituted for the two Lilliputians who played the part of the "kids." The play was out seventeen weeks. Its first bad break came in Iowa, where the people are not so familiar with the cartoon on which the play is based.

#### TENDERED DINNER DANCE

Cleveland, O., Dec. 9.—A few fortunate Clevelanders were guests at a unique affair at Hotel Statler this week, when Jessie Reed, member of the "Follies" company appearing here, and her husband, Daniel Caswell were hosts to members of the company and the aforesaid Cleveland friends. The affair was a dinner and dance to formally celebrate to Cleveland, Mr. Caswell's former home, the marriage of Mr. Caswell and Miss Reed at Pawtucket, R. I., a few weeks ago. Mr. Caswell is traveling

with the show. Their plans, for the present, are to finish the season and, perhaps, return to Cleveland to make their home here.

#### "OH, DADDY" COMPANY

Martin Bowers, stage manager and comedian of the "Oh, Daddy" Company, reports that the show, now in its nineteenth week, is playing to excellent business and giving satisfaction everywhere. The show carries 25 people, including 12 chorus girls. There has been no change in the cast since the show opened its season. Two popular members of the cast, Carl J. LaDue, of Sioux City, Ia., and Pearl Van Wie, of Chicago, were married while the show played Columbus, Miss.

#### THIRD VISIT OF "MARY"

Syracuse, N. Y., Dec. 9.—For the first time in Syracuse theatrical history a play will make its third visit here in the same season. The show is George M. Cohan's "Mary." The piece played a half week engagement early in the season, giving five performances, an extra matinee being arranged to take care of the overflow. Two weeks ago it came back for a solid week and smashed all box-office records there. Now it is booked up for a third trip. The first time here the piece drew \$14,000 and on the second \$20,000.

#### UNA FLEMING WEDS

Chicago, Dec. 9.—Una Fleming, who won Chicago hearts in "The Velvet Lady" and "The Sweetheart Shop," was married in Philadelphia this week to Carleton B. Adams, formerly of Chicago, according to word received by the groom's parents in this city. The couple have known each other two years. Mr. Adams was formerly in the navy and is now in business in the East.

#### "ED" HUTCHINSON ILL

New York, Dec. 8.—Edward Hutchinson, who has written music for many productions, is reported to be very ill with pneumonia at his home in Flatbush.

#### PEOPLE TO WINTER GARDEN

Chicago, Dec. 10.—Dwight Pepple will have the next revue in the Winter Garden after the engagement of the present organization playing that resort.

#### PRRAISE DeRECAT

Clever Chicago Producer Scores Big in Dallas

Chicago, Dec. 9.—Emile DeRecat, Chicago producer, who built the gorgeous "Smiles of 1920" spectacle at the State Fair of Texas, Dallas, appears to have scored a huge success, judged by the flattering and prominent newspaper publicity that he received.

Mr. DeRecat's activities have been characterized by the brilliancy of his stage settings, the beauty of the women, and his original ideas in getting away from the beaten path. At the Dallas function the lovely girls, elaborate costumes, clever music and spicy atmosphere generally were widely heralded. The theme was a story of a Martian's visit to earth, the gentleman arriving in an appropriate thunderstorm. A fairy takes him around and explains the sights.

One of the finest scenes is laid in Egypt. The River Nile shimmers in the moonlight, beyond which rise the forms of the Pyramids and the Sphinx. Among the stars were Miss Swan Wood, with her Oriental and award dancing; Miss Tamings, Mme. Martelle, Miss Rodiger, the Three Romanos, Grace Chester, Jewel Shaw, Frank Norton, Cecil Morgan, Alfred Goodwin, Bruce Webster and many others. Twenty-four beauties were in the chorus. Mr. DeRecat is to be congratulated on his big achievement.

#### "BLUE EYES" OPENING SET

New York, Dec. 11.—The Lew Fields and Morris Green musical show "Blue Eyes," now in rehearsal, will open at the Globe Theater, Atlantic City, Monday, December 27. Kornblum composed the musical setting and Z. Mayo is responsible for the lyrics. It is based on a farce by Leon Gordon and Leroy Clemens. Among some of the people already engaged are: Dorothy MacKaye, Ray Raymond, Olin Howland and MacDonald MacDonald.

#### HILL TAKES OVER SHOW

New York, Dec. 10.—Gus Hill has taken over "Able the Agent," which was formerly in the hands of Henry Dickson and Ben Levine. The show closed in Boston, but will reopen, according to Hill's plans, early in January as a musical comedy. Mr. Hill is getting paper ready for his new "Boob McNutt" cartoon comedy which is being adapted from the Rubie Goldberg cartoons. It may go out this season.

#### BATES' "FADS AND FOLLIES"

Portland, Me., Dec. 10.—The new Portland Theater, formerly one of the leading vaudeville houses of Portland, is now presenting musical comedies. The 1921 edition of Bates' "Fads and Follies" opened there Monday, December 6, to packed houses. The company changes bills twice a week. Ben Loring, Doris Davis and John Fagan head the cast.

#### DELYSIA LEASES HOUSE

New York, Dec. 11.—The fact that Alice Delysia, the French actress, appearing here in "Afgar," plans to make America her home was firmly established when she signed a two years' lease on the house at 53 East 51st street, and installed herself, with her French maids, secretaries, butlers, French cooks and footman. She will play all season at the Central Theater.

#### TO FEATURE MAT CHAMP

New York, Dec. 11.—Charles Dillingham has arranged with the managers of the Stecher-Lewis wrestling match, to be held at the 71st Regiment Armory next Monday evening, to feature the winner in his Hippodrome attraction. So beginning next Monday night and at each and every performance for the rest of the season a star wrestler will meet a comer.

#### CANTOR PLAYS TO \$30,000

New York, Dec. 9.—Eddie Cantor, during his first week on the road with the "Century Promenade" production, played to record-breaking business in Philadelphia, according to an announcement from the Shubert office here. The box-office receipts on the week were in excess of \$30,000.

#### MAY GO TO CUBA

Chicago, Dec. 8.—The Marcus Musical Comedy Company of fifty people is said to be negotiating with Santos & Artigas for a Cuban tour. The attraction has two acts of twenty scenes. Ned Albert, the advance man, has already gone to Havana.

#### "MECCA" FOR CHICAGO

Chicago, Dec. 11.—Morris Gest has announced that he will bring "Mecca" to the Auditorium January 25, following the closing of the grand opera season.

# YORK and KING

and their

## Beauty Parade

Presenting High-class Farce-Comedies with Interpolated Musical Numbers.

BEAUTIFUL GIRLS  
WONDERFUL SCENERY  
REAL WARDROBE

FEATURING  
CHICK YORK AND KING ROSE

MALE QUARTETTE  
MIXED QUARTETTE  
UNEXCELLED SOLOISTS

GEORGE TWYMAN  
and  
RENE VINCENT  
"Pancakes"

20--PEOPLE--20

HARRY SMITH—  
Inimitable Tenor  
JACK STRONG—  
Real Singing Juvenile

ERNIE BURNETT, Musical Director---GIRLS---GIRLS---GIRLS---Special Scenic Artist

A 100 horse-power show without one line of smut or a suggestive gag.  
Managers can verify these figures:

Logansport, Ind., Colonial Theatre; Byearly, Manager	\$2,685.00—6 Days
Marion, Ind., Indiana Theatre; Bradford, Manager	\$2,518.00—6 Days
Peru, Ind., Wallace Theatre; Lumis, Manager	\$1,950.00—6 Days
Wabash, Ind., Eagles' Theatre; Dickson, Manager	\$2,620.00—6 Days

OPEN FOR STOCK ENGAGEMENTS.

Management R. C. FLEMING.

Permanent address, Billboard, Cincinnati, O.

## Musical Comedy Companies

We are lining up best time for long engagements in Missouri, Oklahoma, Kansas and Texas. If you have first-class company of fifteen or more people, good scenery, wardrobe and lobby, producing script bills of highest class, write or wire for full particulars.

COTTON ASSOCIATED BOOKING OFFICE, 628 Main St., Joplin, Mo. "Dad" Stewart, Booking Manager.



# FAMOUS DANCING SCHOOL

26 Years in Banking District of Chicago.  
Indorsed by Press and Public.

## IF YOU CAN WALK

We positively agree to teach Young or Old how to Dance, regardless of AGE or Weight.

POSITIVELY NO FAILURES

We Make No False Claims—We Regret That Others Do.



STAGE DANCING, ETC.  
Buck, Jig, Waltz-Clog, Skirt, Song and Dance, Chorus Dancing, Sister Acts, Boy and Girl Acts, Monologues, Vaudeville Acts, Etc.

PROF. PETER J. RIDGE.  
America's Greatest Teacher, 666 Cass St., Chicago. Professionals Perfected. Amateurs Taught. Pupils Prepared for the Stage.  
Learn To Dance. Success or No Pay.

**SOLDIERS and SAILORS**  
DANCING CLUB.  
PROF. P. J. RIDGE, INSTRUCTOR.  
Waltz, Two-Step, Fox-Trot, One-Step, Etc. Correctly taught in a few lessons.  
BUCK DANCING.

**CHORUS Dancing, Etc., SKIRT Dancing, Etc., PRIMA Donna Work, SOUBRETTE WORK, CABARET DANCING, SING, GESTURE, TOE & BALLETT, ETC.**  
Pupils Coached for Comic Opera, Musical Comedy, Minstrel, Burlesque, Sketches, etc.

NOTICE—A good chance for beginners and amateurs that are desirous of making a success—young or old.  
OUR MOTTO: Honest Dealings. No Misrepresentations. Positively No Failures.  
Your SUCCESS Depends Upon the School You Select.

CHILDREN TAUGHT QUICKLY.  
See Prof. Ridge and Save Time and Money.

**MATTER OF FACT**  
The influence of good Dancing is recognized in every walk of life.  
P. J. Ridge.

**OUT OF TOWN LESSONS**

NOTICE—Will go out of TOWN and coach PUPILS, Clubs, Lodges, Ladies' Clubs, small or large Classes, any time. Interviews Free. Positively no failures.

MILITARY DANCING and Graceful Leading Taught to Young and Old, Etc.

**LEARN A PROFESSION**

TEACHERS' COURSES.  
All Ball-Room, Fancy Exhibition Dances, Etc. Taught Rapidly. Gold Medals Awarded.  
Private Lessons Given Any Time.

If you are considering means of self-support and advancement in business life, and wish to be MORE than a mere "WAGE EARNER," learn to teach Dancing, etc.

We guarantee to make a good teacher out of any one in a very short time. Every city in the U. S. needs teachers. Success guaranteed to all.

**PROF. P. J. RIDGE**  
Address 866 Cass St., CHICAGO, ILL.

Notice—STAMP for REPLY, Etc.

## MUSICAL COMEDY NOTES

May Boley has been engaged for "The Passing Show of 1920."

Gladya Weston is to be in the cast of "The Passing Show of 1920."

Janet Admir has been added to the cast of "The Passing Show of 1920."

Jack Manning has been appointed stage manager of "The Greenway Village Follies."

"Irene" reached its 450th performance at the Vanderbilt, New York, last Sunday night.

May Leslie staged the dancing number for John Henry Mears' "Century Midnight Whirl" show.

Evelyn Cavanaugh, the dancer, recently seen in "Oh, Pat," has been added to the cast of "Oh, Pat."

Fred Stone made a flying trip to Boston last Sunday to appear in a benefit for the Children's Hospital there.

Kitty Berg, of the "Broadway Brevelles" show, has been added to the cast of the "Passing Show of 1920."

Charles McNaughton and Cyril Chadwick, of "Three Live Ghosts," are writing the book and lyrics to a musical comedy.

Tot Quarters, who has been appearing at the Century Promenade, New York City, will be seen in the new "Passing Show of 1920."

Jay Gould, Winona Winter, Maxson and Brown, the Bennett Twins and Belle Carmen have been engaged for the "Century Midnight Whirl."

Maude Eburne, of "The Half Moon," served a theatrical apprenticeship of thirteen years in stock before she had a chance to appear on Broadway.

G. P. Huntley, English actor, with "Inev-Koo," is looking for a country place in the vicinity of New York, with a view to making America his permanent home.

Efram Zimbalist, composer of "Honeydew," is at work turning the Chinese number, "The Maid, the Mandarin and the Coolie," into a symphonic tone-poem for orchestra.

Tom DeWeese, agent for "Peck's Bad Boy" company, writes that the show is doing a good business. The new version is being used, with 15 musical numbers. The show is headed for the Carolinas.

Frances White and the whole "Jimmie" Company were the guests of Florence Reed at a matinee performance of "The Mirage" one day last week. The following day Miss Reed and her players attended the matinee of "Jimmie."

Flo Ziegfeld has original ideas for Christmas gifts. He is having his famous beauties photographed at a cost of \$2,000. A set of pictures will be hung in the lobby of every first-class theater in the country.

Carl M. Dalton's "The Swede, the Tramp and the Girl" Company opened its season at Arcadia, Wis., and reports capacity business there. The company is practically the same as it was during the summer months. Doris Dale is featured. Others in the cast are: Elizabeth Van Horn, Bobbie Davis, Jim Lewis and Gus Leckewitz. Carl M. Dalton is owner and manager of the show, with Charles Tremaine ahead.

### "SALLY" COMING IN

New York, Dec. 11.—"Sally," Flo Ziegfeld's new production, will be given its metropolitan premiere at the New Amsterdam Theater on Tuesday evening, December 21. The theater will be dark the night before for the necessary preparations. "Sally" is a musical comedy, and a departure from the type of revue with which the name of Ziegfeld has long been associated. The libretto is by Guy Bolton, the lyrics by Richard Grey, and the score by Jerome Kern, with incidental ballet music by Victor Herbert. The piece has been staged by Edward Royce under the personal direction of Ziegfeld. The scenes are by Joseph Urban. Marilyn Miller and Leon Errol are jointly featured.

Charles Dillingham's production of "Hitchy-Koo" 1920, which has been at the New Amsterdam for the past three months, will leave that house next Saturday night for a road tour.

Look thru the Letter List in this week's issue.

## ---AT LIBERTY--- TIM LESTER

Versatile all-round Comedian and Dancer. Long experience. JACQUELINE MAYO, Bits and Chorus. Atlantic Hotel, St. Louis, Missouri.

### Piano Player

F. A. VANNAIS,  
Read, fake, transpose,  
Solo or Orchestra.

AT LIBERTY FOR T.A.R. REP. MUSICAL COMEDY. Also one experienced Chorus Girl. Address VANN AND MARKS, Cincinnati, O.

### Juvenile

GEO. MARKS,  
Strong Singing Specialties. American. Good appearance.

# Harry Pyle's NEW "GAGS"

Does your wife miss you much? No, her aim is perfect. They call George a "Live Wire." Yes, his kisses give me an electric shock.

If Douglas Fairbanks and Mary Pickford have a baby boy, he should be a natural Astronomer.

How do you make that out? Well, the first thing the kid sees will be two "Stars."

REAL MATERIAL WITH REAL PUNCH MEANS MORE MONEY TO YOU. THIS MONOLOGUE IS THE BEST LINE OF TALK YOU CAN BUY, NO MATTER HOW MUCH YOU PAY.

## A New Monologue for \$5.00 and I Keep It New for a Year, FREE

Here is one gag: "Babe" Ruth is a popular ball player, but he's got nothing on "Ty" Cobb. They named a cigar after Ruth, but Cobb says, "they named a PIPE after ME."  
Runs 15 minutes, with sure-fire points on Blue Sunday, Politics, "High Cost," Women's Clothes, etc., all NEW.  
Send \$5 for this "knock-out" NOW. Your money back by Special Delivery if it's not a riot. Free. I furnish new gags on Current Events every month for a year free, and, if you sing, a plot parody on "Rose of Washington Square," free NOW.  
You can't get a better monologue, no matter how much you pay, and remember, this is NEW NOW, and it will keep it new for a year. If you are in New York, call. I am near the Audubon Theatre.  
HARRY C. PYLE, JR., 1064 St. Nicholas Avenue, NEW YORK CITY.

## LOOK WANTED LOOK

ONLY REAL LIVE OIL TOWN IN NORTH LOUISIANA.  
TABLOID MUSICAL COMEDIES, From 8 to 14 PEOPLE  
Can get the money here. Tom Cofer's Musical Revue just played us here two weeks, November 22 to December 4, not to packed houses, but full houses. Seating capacity, 550. First-class house. Stage well equipped. Running water in dressing rooms. Three theatres in this town, all doing nice business. The Woodbine Theatre, the only house equipped to handle attractions. Write me your open time.  
E. H. DAVIS, Mgr. Woodbine Theatre, HOMER, LA.

## WANTED WANTED WANTED

TO SUPPORT HARRY CLAUDE DAWSON IN HIS NEW ACT, "HOW PETTICOATS WON" By HARRY CLAUDE DAWSON.  
The following people: Tall, good looking Juvenile Man; must sing. A clever Ingenue; must have singing voice and not over 30. Also a middle aged Woman who can play the part of an aristocratic maiden aunt. The people must be able to dress and look their parts, and devote their time to the success of the act. Act will open in the East around January 1 and play some of the big time. Address, giving full particulars and salary, also enclose late photo, which will be returned. Don't want any trouble makers, and if you are too good to play second leads don't answer. Address HARRY CLAUDE DAWSON, 295 3d St., Milwaukee, Wisconsin.

To All Our Friends in the Theatrical and Show World  
MERRY CHRISTMAS. HAPPY NEW YEAR.  
KERR AND McDONALD  
208 West Forty-third Street, NEW YORK.

## Milt Frankford's Song and Dance Revue

Chorus Girls wanted. Get with a good one. Wire at once. Tickets if I know you. Dec. 16-18, Acme Theatre, Goldsboro, N. C. Return date, Orpheum Theatre, Durham, N. C., Dec. 20.

SEASON'S GREETINGS  
**The Webster Vaudeville Circuit**  
SUITE 806-09 DELAWARE BLDG.  
36 W. Randolph St., Tel., State 7210  
BILLY DIAMOND Gen. Mgr. CHICAGO

**THE ART PROP SHOP**  
Papier Mache and All Sorts of Practical Stage Props, Light Iron Work, Crates and Boxes.  
5336 N. Clark Street, Chicago Tel. } Ravenswood 137  
Sunnyside 1093

**LEW M. GOLDBERG**  
VAUDEVILLE MANAGER AND PRODUCER.  
Third Floor Woods Theatre Building, CHICAGO.  
Also operating HARPER and BEACH THEATRES.

Greetings from Johnstone's  
**AMERICAN THEATRICAL AGENCY, CHICAGO**  
Helen O. H.

**TAYLOR TRUNKS**  
210 W. 44th St., NEW YORK. 28 E. Randolph St., CHICAGO.

**WANTED QUICK--PIANO PLAYER AND SKETCH TEAM**  
Change for week. Work acts. State lowest. I can guarantee twenty weeks solid if you are right. Address CHOCTAW MED. CO., Caledonia, O., week of Dec. 13; Prospect, O., week of Dec. 20.

EVERY TIME YOU MENTION THE BILLBOARD YOU PUT IN A BOOST FOR US.



# TABLOIDS

Communications to Our Cincinnati Office



A HAPPY CHRISTMAS AND A GLAD NEW YEAR, TARDOM.

MESSAGE TO THE BILLBOARD says that Kirkland's California Kewpies are doing a wonderful business over the Barbour Time.

BUNNY WHITLOCK is anticipating going to the Coast at the expiration of his twenty weeks' contract at the Sherman Theater, Moosejaw, Sask., Canada, with the Lord & Vernon Musical Comedy company.

LEW BECKRIDGE AND WIFE (Beckridge & Fancher) are back on the Spiegelberg Time as members of Barney Smuckler's "Jazzy Yampires," making their fourth tour of that circuit.

WE HEAR THAT RAY READ, A. William Young, Francis Zull and Dolly Parker are going big in bur-le-que. They are with "Puss Puss" on the American Wheel. The quartet is from the ranks of tabloid.

FORTY-THREE WEEKS is the record of "Happy" Jack Gerard's "Honeymoon Girls" over the Spiegelberg Time. Kirk Bennett has assumed the management during the absence of Mr. Gerard, who was called to Atlanta, Ga., on business.

WALTER AND AGNES ST. CLAIR are about to close their engagement of twenty-nine weeks at the Coliseum Theater, Phoenix, Ariz. The popular tabloid producer and his wife are threatening to motor to their home, 750 Samuels avenue, Ft. Worth, Tex.

AFTER THREE SOLID MONTHS at the Olympia Theater, Sioux Falls, S. D., the Neston-Lucas company moved to Sioux City, Ia., for an indefinite term. The company played 23 different musical comedies while in the former city, many of which were said to have been from the pen of Mr. Lucas.

MAL STEWART AND TOY REVERE have returned to the home of their parents, Route 7, Box 146 C, Seattle, Wash., after an absence of ten years. Stewart promises some lively tabloid news from the Pacific Coast as soon as he gets straightened out.

CLAUDE MATTHIS just closed a ten weeks' engagement with the Swaggerty & Brady Musical Comedy Company, which has been playing a stock run at the Lois Theater, Terre Haute, Ind. Matthiis will report for duty when the show reopens the second week in January.

HAZEL HESTON'S "Ginger Girl" company, which takes rank among the leading tabloid shows en route, opened an indefinite engagement at the Model Theater, Sioux City, Ia., after concluding a fifteen weeks' run at the Olympic Theater, Sioux Falls, S. D. Addition of two chorus girls is the only change in personnel in a long time, it is reported.

ELLSWORTH BENLOW AND JACK STAIB, specialty team, will join Milfin & Myres' "Variety Girls" Company at Lebanon, Pa., December 13. These boys were with F. M. Jones' "Bonita Girls," which was to close at the Grand Theater, Joliet, Ill., December 11. The "Bonita" Company will reorganize in about six weeks.

IT IS ANNOUNCED THAT FRED FRAZER, manager of Willis' Musical Comedy company, and Ralph Helston, principal comedian, will sail for England at the end of the current season. Fred played practically everything on the other side a few years ago and has also made his bow in Australia and New Zealand. The turn, a black and tan act, is being specially written for them, Fred says.

TOM LEIGH, the eccentric singing, dancing and talking comedian, just finished a twenty weeks' stock engagement, as comedian and straight, at the Elite Theater, Flint, Mich. Leigh has a list of vaudeville dates to fill then he'll be back in tabloid again. He flatters L. F. Sardin, proprietor of the Elite; Walter D. Barry, house manager, and R. Lee, company manager, for their successful business methods.

FRED HURLEY'S "Oh, Look Girls" were the guests of M. E. Melner, manager of the local house at Scottsdale, Pa., Thanksgiving Day. "Turkey in" everything was included on the menu. These present were Bob Shinn, company manager; Bob Shinn, Jr., Lake Kellum, White and White, Miller Sisters, Billie Starr, Irene Cooley and Alice Lee. Mr. Hurley, who was spending Thanksgiving week with the show, also took part in the festivities.

LITTLE MISS MANHATTAN MUSICAL COMEDY COMPANY was the first to introduce tabloid diversion to patrons of the new Rialto Theater, Denison, Tex., when it opened for a three days' run Thanksgiving Day. Under the managerial reins of Elton Ralston, the company includes Fern Ashell, Aline Hart, Phyllis Hughes, Maud Dayton, Elton Ralston, James Whitehouse, Harry Corday, Elmer Kramer, Arthur Searles and ten chorus girls.

CANDLER BROS.' "BROADWAY FOLLIES" are now in their thirty-third week on the

Sun Time. The company is carrying 12 people and presenting all script bills with Al (Lightning) Candler doing the principal comedy. The specialties include Hagan and Wilson, wizards of the steel guitar; Lillian Meek, soubret; Candler and Hughes, Southern song birds; Walter Nichols, baritone, and the Folly Trio and Jazz Band. The chorus includes Rose Dent, Jane McCoy, Maye Hughes, Carrie Prince, Leora Nichols and Esther Bates.

JACK WESTON, musical director with Martin's "Footlight Girls," sends word from Norwich, Ct., that he and members of the company are well satisfied with the progress to date in the New England States. "This is our first tour of the New England States," writes Jack, "and if all theaters and house managers compare with those at Norwich, this territory will rank with the best." Moe Parker joined the latter part of November, and with Bill Martin doing his share of the comedy, it is hard to say who is responsible for the most laughs.

ART GILBERT'S "La Salle Revue" opened on the V. C. M. C. Time November 1. Twelve people are carried, including Art Gilbert, manager and producer; Eddie Russell, comedian and novelty chit dancer, who recently played the Pantages circuit; Chick Fletcher, characters; Grace McKenna, soubret; Isabelle Livingston, characters; Poloka Duo, Hawaiian singers and players, and a chorus of six. Beautiful wardrobe is a notable feature. Special scenery is used for each bill. Mr. Gilbert is very optimistic over the present season.

WITH A FINE LOT of script bills and a repertoire of high-class vaudeville specialties, Bert Southern's "Hawaiian Butterflies" company of 20 people is enjoying liberal patronage in Oklahoma and Texas houses over the Corrigan Time. The roster includes Bert Southern, producing comedian; Teddy Harris, light comedy; Eton Allen, characters; Allyn Lewis, general business; Billy Mack, soubret; Lola Lemon, ingenue; Ted Riser, characters; Johnnie and Gussie Miller, specialties; Bernie Burrows, musical act and director, and a chorus of ten.

WHETHER OR NOT THEIR TWENTY WEEKS' ENGAGEMENT will be extended at the Sherman Theater, Moosejaw, Sask., Canada, is

crowding the minds of members of the Lord & Vernon Musical Comedy company. Moosejaw dailies credit it as being one of the best miniature musical comedy organizations ever seen in that city. With this in their favor and with the support of the public, which we hear they are having, an extension looks favorable. The policy of the house is three shows daily, or a total of 18 shows a week, and two forty-five-minute bills each week.

CONSIDERING THESE TURBULENT TIMES of strife, Gardiner's "Ragtime Revue" is holding together very nicely, not a change of personnel having been made since last June. The roster includes Ed Gardiner, manager; Ruby Pilgreen, soubret; Mack (Jasbo) Mason, comedian; Bobby Fitzsimmons, light comedian; Joe Barrett, straight; Margaret Wolfe, characters; Harry Welch, characters, and George Lowry, tenor. The choristers are Edna Flippin, Olive Kennedy, Dot Stead, Teddy King, Katherine Barrett, Georgia Russell and Dolly Darby. Edgar Settle is musical director.

E. J. MURPHY'S "Love Hunters" are booked for a ten weeks' tour of the Hyatt Time, after which the show will play the Pantages Circuit. Slim Jim Wordley has joined and it is reported that this fellow is a born funster. Grace Peters, ingenue, has also added much support. Other members are Grace Dodge, prima donna; Francella Boyer, characters; Gladys West, soubret; Marie Williams, juvenile, and E. J. Murphy, leads. One of the strongest features of the show is the Knickerbocker Quartet, composed of Lew West, baritone; Ed Critchley, bass; Joe Williams, second tenor, and Sam Barton, lyric tenor, the latter filling the spot left vacant by Harry Ackerman.

PAULINE HINNMAN, soubret, with the "Regular Girl" company, featuring Marion Mason, has gone to her home in Boston, Mass., to spend the holidays. "Dad" Smith, the agent, will locate in the "Bean City" and book the New England Time at the expiration of the company's New York and Pennsylvania dates. Manager George Clifford has been handed several flattering offers from the maritime provinces, which he may accept later on. The roster of the "Regular Girl" company includes Marion Mason, prima donna; George Clifford, Pauline Hinman, soubret; Steve and Dot Mills, The O'Brien Family, Dolly, Billie, Della, Jack and Dick; Kennard Denn, Bessie Holmes and Loane King.

A LETTER BEARING THE INITIALS G. M., manager of the Opera House, Pomeroy, O., was received by The Billboard (Cincinnati) office, last week. The message read as follows: "Smiling Bobby Jones' Jazz Opera just played

## Ballet Pumps

Vici Kid .....\$2.00 Per Pair  
Patent Leather .....\$2.50 " "  
Colors .....\$2.50 " "

Guaranteed to outwear two pairs of ordinary ballet pumps. All orders given immediate attention. Boots, Comedy Acrobatic Shoes of All Kinds. Send for Circular.

GRIFFIN THEATRICAL SHOE CO., ROCHESTER, NEW YORK.

## The KETTLER COMPANY

WIGS, GREASE PAINTS TO ORDER OR TO RENT.

32 W. Washington Street, CHICAGO Phone, Central 4621.

## FOR SALE

ENTIRE PRODUCTION OF "THE GRASS WIDOW." Formerly owned by Corey & Stark, Inc., consisting of the following: Three Taylor Trucks, fitted with the most gorgeous wardrobe ever seen in Musical Comedy; 11 boxes of Props, National Cash Register, Scenery, etc. Original cost of show was around \$10,000. First \$2,500 taken in. For further communication address C. L. JENKINS, care Hoover-Howlands Co., Columbus, Ohio.

## THE TAB. SHOP

Home of Real Material. Musical Comedy Manuscripts, \$3.00 each. Book of Hints, \$10.00. Special Vaudeville Material written to order. We write for the best. Harry J. Ashton, 517 N. Clark St., Chicago.

my house. I will say that it is the first show of its kind that does not misrepresent. It gave all that it advertised and more. It was the best show that I have ever played. They have the fastest-stepping chorus that I have seen. Miss Jones is one of the best 'blues' singers that I have ever heard. The comedians, Chas. (Bud) Reeves and Eddy Peeri are very funny. The show made a decided hit with the audience."

VIRG DOWNARD SAYS "HELLO" to TARDOM. The popular manager apologizes for his silence during the past few months. The joys of a brand-new auto would be apt to cause most of us to forget the more arduous activities of life. Virg has a show of 14 people and reports business good. The roster includes Virg Downard, manager and comedian; Billy Deharten, comedian; Harry Mack, straight (his fourth year); Kittle Downard, prima donna; Gracie Ritchie, soubret; Dick Zano, characters; Harry (Bevo) Beverage, piano, and the Musical Zanos, novelty musical act. The chorus girls are Sylvia Dare, Jessie Dare, Verne Watson, Gladis Watson, Jerry Murray, May McMail, Grace Ritchie.

MACK'S MERRY MERMAIDS, under the management of A. N. McDonald, inaugurated an eight weeks' run at the Hamona Theater, Phoenix, Ariz., Sunday, December 5, to be followed by three months work at El Paso, Tex. The Triple M company was organized in Los Angeles the latter part of October and since then has been playing three day and week stands thru California, Nevada and Arizona. Script bills are promised Phoenix theatergoers with a twice-weekly change of program, including musical numbers. Included in the cast are Pat Patterson, comedian and producer, late of the Hurlbank Theater, Los Angeles; Al Cotton, well-known variety boy; Anita Meredith, soubret, who appeared with Kolb and Bill last season; Dolly Fowler, ingenue; Vic Vernon, leads; Norma Riegan, characters, and 12 lively choristers.

AFTER A SEASON OF ONE-NIGHT STANDS, the "Saucy Baby" company opened in tabloid at the Ideal Theater, Joplin, Mo., November 20. The executive staff includes E. B. Coleman, general manager; E. N. Jackson (Mr. Jackson has just severed his connection), business manager; Chas. E. Colvin, secretary; Jiggs Rosenkren, advance agent; Howard Frank, musical director; Tom Burns, orchestra director; Geo. F. Graves, stage manager; Lee Hradley, stage carpenter; Albert Fisher, electrician; Geo. Sevang, property master, and Madam Stegall, wardrobe mistress. The acting cast includes Billy Graves, Geo. Graves, Marlon Cavanaugh, Sophie Davis, Ilucy Morey, Chas. Werry, Jack Hill, Ambrose Halsey, Ick Maloney and Howard Frank. The chorus members are Jessie Hush, Billie Werry, Ora Frank, Iona Hush, Hirdle Mack, Nina Stegall, Lillian Mack, Norma Halstead, Alice Walters, Vallie Berg, Lou Kelly and Adeline Chester.

GREER AND LAWLER'S "Pioneer Girls" company is scheduled for a two weeks' layoff commencing December 18. Frank Lawler will proceed to New York on a business mission; Bob Greer, Cal West and Earl Stanley are planning a hunting expedition in the Davis Mountains; Tom and Itee Dunn will vacation at El Paso, Tex.; Bonnie Mack, Helen and Minnie Rose will visit Joplin, Mo.; Elma Ferguson will go to her home in Duluth, Minn.; Bala Wolf to her home, and Bob Mason, the

## GUS SUN BOOKING EXCHANGE CO.

GUS SUN, President. HOMER NEER, General Manager. Extends cordial greetings of the Christmas Season to its Friends, Patrons, Contemporaries and Showmen Everywhere.

Now offering play or pay contracts for more than a season's work

NEW YORK CITY: Wayne Christy, 212 Putnam Building.  
CHICAGO: Coney Holmes and Paul Goudon, Woods Theatre Bldg.  
BUFFALO: J. W. Todd, 726 Brisbane Bldg.  
SPRINGFIELD: A. W. Jones, Regent Building.

STRETCHING FROM COAST TO COAST IN DIRECT AFFILIATION WITH CONSOLIDATED AMUSE CO., KELLIE-BURNS ASS'N., BERT LEVY CIRCUIT, Reserve Bank Bldg., Kansas City, Mo., Empire Building, Seattle, Wash., Alcazar Theatre, San Francisco AND THE BERT CHRISTY CIRCUIT OF SALT LAKE CITY, UTAH.

A Comprehensive, Convenient and Efficient Service for Vaudeville Artists and Managers Alike.

## TAB. MANAGERS, NOTICE!

WE WILL BE READY TO BOOK YOU FOR 30 WEEKS BEGINNING JAN. 10th, 1921.

We will study your interest and will not route you in a manner that the railroads will get all your money. We will arrange hotels at reasonable rates. We must have real shows. We have had experience as Tab. Managers, Producers, Owners and Booking Agents. We know what managers want. We will give both the houses and companies the same treatment we would expect. Our circuit will be Maryland, Virginia, West Virginia, Pennsylvania and Delaware.

MR. GUY JOHNSON, the father of Tabloid Musical Comedy, will call in person on any manager or company for personal interview. Managers of theatres, let us hear from you. BALTIMORE THEATRICAL EXCHANGE, 123 East Baltimore Street, Baltimore, Maryland. John T. McCallie, Proprietor; Guy Johnson, Manager Tabloid Department.

## MERRY CHRISTMAS HAPPY NEW YEAR

MANAGEMENT COL. J. L. DAVIS, MILTON SCHUSTER. TWENTY-FIVE PEOPLE. COMPLETE SCENIC PRODUCTION. BEAUTIFULLY COSTUMED. LITHOGRAPHED PRINTING.

7th SEASON THE MILTON SCHUSTER MUSICAL COMEDY COMPANY

B. W. ROBINSON, Company Manager, and EDDIE MEDLEY. Presenting a Series of Broadway Successes, Full Evening Performances at Tabloid Versions. For open time address HYATT'S BOOKING EXCHANGE, Room 205, Oelawa Bldg., 36 West Randolph Street, Chicago.

## WANTED—AT ONCE—WANTED

FOR "STONE, LEE & GIBBS" FROLICS OF THE DAY CO.

3 A-1 Chorus Girls, 3, on account of enlarging show. Best of treatment. Show looked solid. "Lottie Burke," "Margaret Cherry," "Violetta Palmer," "Erna and Norma Guy," "Gladys Pierson," wife at once. Would like to hear from friends. WANTED—Two sets of Scenery, Palace Arch or Garden and Center Door, fancy. Must be in good condition. Wire NAT LEE, Business Manager Frolics of the Day Co., week of Dec. 13, Hippodrome Theatre, Parkersburg, W. Va.; Sun Theatre, Portsmouth, O., week of Dec. 20.



We Take Genuine Pleasure in Extending  
**THE SEASON'S COMPLIMENTS**  
 TO ALL OF YOU

# Barbour's Booking Agency

—AND—

## CIRCUIT OF THEATRES

**BIGGEST TABLOID CIRCUIT ON EARTH**  
**70 Weeks' Time Offered Recognized Tabloid Attractions**  
 Can Always Place Reliable People in All Lines

FOR BOOKING ADDRESS

**ENSLEY BARBOUR,** Third Floor, Metropolitan Building  
**MUSKOGEE, OKLAHOMA**

shimmying violinist, to Chicago. Little Hazel Greer will visit her parents at Wichita, Kan. Chorus girls who have seen six months service with the Greer and Lawler attractions are promised half salary during the recess period. The personnel will be increased to 18 people before the show resumes activities at San Angelo, Tex., about January 3, and there will be all new scenery, wardrobe and special bills.

**THE ALL-STAR REVIEW**, which is playing the Sun Circuit exclusively, is in its eighteenth week. The show carries 12 people, with two new sets of scenery and 75 sets of wardrobe, it is said. Only a few changes have been made in the company since it opened. Jack Kemp, the Irish comedian, better known as the "Tad with the funny cackle," never fails to please his audience. Dancing "Babe" Kelly, soubret, continues to be a favorite. Eddie Lew Kraker, eccentric comedian, is scoring big with his different line of musical and dancing specialties. Alberta Nelson is doing the ingenue parts and has a pleasing personality. Robert H. Nelson, general business man, also tenor in the trio, is a fast boy. The chorus includes Edna Kemp, June Morgan, Peggy McClure, Bessie Brown, Julia White and Alice Girard. Manager Morris H. Luther states this is the best company he has had in several years.

**EDDIE COLLINS**, formerly with Watson's "Beef Trust" on the Columbia Wheel, is at the Griffin Theater, Sault Ste. Marie, Ontario, Canada, where his company has been playing for the past ten weeks. The company carries a full line of scenery and electrical effects, together with a clever cast of well-known musical comedy favorites, including Florence Wilnot, Mae Dale, Nat Wilson, Lew Pearce and a singing and dancing chorus. This is the company that played stock in Western Canada for 70 weeks for W. B. Sherman, jumping from Moonjlaw to Sault Ste. Marie to fill an extended engagement. The roster is Eddie B. Collins, Florence Wilnot, Mae Dale, Nat and Elsie Wilson, Lew Pearce, Margaret Keller, Elsie McCormack, Billie Perry, Edna Murphy, Lizzie McKeever and Lucy Ward. Jack Kerr is the musical director. Mr. Collins is enlarging his company, which is booked until November, 1921.

**FRANK NEWMAN**, who formerly had the "Merry Casino Girls" down South, journeyed to Boston, Mass., with his "Century Girls," and was immediately booked by the Keith (Bo-

(Continued on page 56)

**WANTED For Hap Moore's Merry Maids Co. SHOW BUSINESS IN THE SOUTHWEST**

MUSICAL COMEDY PEOPLE IN ALL LINES FOR ROTARY STOCK in Cincinnati, O. One bill a week. Straight Man and Prima Donna, or Ingenue who can sing. Real Piano Player, also Comedian, Irish, Jew or Eccentric, that can sing. Can always place Chorus Girls. Forty weeks last season. Now in fifteenth week this season. I want real performers who will appreciate steady engagement and good treatment. Salary no object to Principals and Chorus Girls if you can deliver the goods. State age, height, weight, lowest salary. Don't write. Wire quick. Immediate engagement. To open Dec. 18.

HAP MOORE, Manager, Casino Theatre, Cincinnati, Ohio.

By GRIFF GORDON

MERRY CHRISTMAS AND A HAPPY NEW YEAR TO ALL WHO KNOW ME.

**BIG SCENERY BARGAIN**

FOR SALE THE SPECTACULAR MUSICAL COMEDY PRODUCTION "AROUND THE WORLD IN THIRTY MINUTES"

In six (6) magnificent Scenes. Fourteen Dye Drops and Satin Cyclorama. In new condition. Cost \$1,745. My price is \$570.00. Interested parties address FRANK LIEBIG, Philadelphia.

**HEADQUARTERS For The "EQUITY" PERFORMERS**

WANTED—Chorus Girls, Dramatic, Musical Comedy People at all times. Highest salaries procured competent people. Reliable managers let us fill your open dates.

**THE OLD RELIABLE MARSHALL-BORDER-GORDON THEATRICAL ENTERPRISES**  
 1118 MCGEE STREET, KANSAS CITY, MISSOURI.

WE ISSUE "EQUITY" CONTRACTS.

**Wanted Quick, for Eddie Collins' Big Revue**

Two CHORUS GIRLS to enlarge Company. Twenty weeks in one theatre. Nothing to buy or furnish. Three shows daily. No Sunday work. Only four chorus numbers. WILL ADVANCE TICKETS (must have reference). Address, stating height, weight and if you can lead numbers to  
**EDDIE B. COLLINS**, Griffin Theatre, Sault Ste. Marie, Ont., Canada.

**WANTED TWO EXPERIENCED CHORUS GIRLS**

to join at once. Salary \$30.00. Wire Cleveland, Dec. 13, 14, 15; Wynona, Dec. 16, 17, 18; both Oklahoma. **BENNIE KIRKLAND**, Manager Kalfarnia Kewpics.

**LOBBY FRAMES AND PAINTINGS**

Prove that you have faith in your own show by having good lobby displays. Give us an outline of what you need and we will send prices. We produce high quality Lobby Frames, Oil Paintings, any size, from your photos; Enlargements, Color Photos and substantially built shipping cases.  
**BROWN ART CO.**, Lombard Bldg., Indianapolis, Indiana.

**AL MAKINSON WANTS**

all Dramatic People—and Managers, also—to know that I always want people, all lines, who do Specialties, every week, and I always have a few available. When you wire or write state what you do and salary. I need some Single Men and Teams right now. Also want Ingenues, Soubrettes and Chorus Girls for Taba. Never mind what condition Chicago is in—I'm all right here.  
**AL MAKINSON**, Gayety Theatre Bldg., Kansas City, Missouri.

**WANTED FOR STOCK MUSICAL COMEDY**

Straight Man or Juvenile, Character Comedian, Prima Donna, Soubrette, General Business Man. Must have good voices and wardrobe. CAN ALWAYS USE experienced Chorus Girls. Salary \$25.00. Long engagement. To open January 2. El DeVelde, Henry Saxe and wife, Odowde and LaPierre, Ruth Marshall, Curley and Madge Confer, Arthur Higgins, producer, says write.  
**MORRIS & WLEER**, Palace Theatre, San Antonio, Texas.

The average New Yorker thinks that Texas and Oklahoma are still the "wild and woolly," that buffalo and wolves and animals of the plains are still occasionally caught in the main streets of some of our Western towns. Get that thought out of your head. Some of our cities out here are more sedate and pious than your New England towns. The show game, we are proud to say, will compare very favorably with the most exclusive Eastern productions.

When we say tabloid you think "Wild West" miniature musical show. If \$20,000 is any argument in favor of our "tab." with thirty-five people, let me say that was the net earnings of one tab. show in just the summer season under canvas. Here is another \$10,000 net earnings of a tab. show of fourteen people in one season. Comparing the investment in some of the shows, we can show you net earnings over 500 per cent per month; not bad.

There are two booking offices that do business in this Southwestern territory, Ensley Barbour, Muskogee, and B. E. Corrigan, Oklahoma City. They book about 100 shows each week. There are few others who try to handle shows, but they have so little time that any new show coming into this territory soon learns to get on the larger circuits. Barbour books about 75 per cent of all shows playing, he being the oldest established agent in the booking business. He has acquired, by careful dealings, an interest in many of the very best theaters, and also an interest in many of the best shows.

I can remember the time when tab. shows were something like a disease, but now any show to even get by must be something worth while. Instead of the many tramp performers who used to roam these plains, not unlike wild buffalo, we now have real performers who are real artists, and capable of playing in \$2 top attractions.

There are many big Eastern productions that try to come thru this section, but many close before they go far, because our theater patrons have learned to select quality and expect it with price. The average price of admission here is 75 cents top, more often 50 cents gen-

(Continued on page 66)

A  
MERRY  
XMAS

# "Peace On Earth"

A  
HAPPY  
NEW YEAR

Where lives the man or woman of the English-speaking Stage who has not heard the sentence commencing with the above words "At Christmas Time?" But how few are there who know that there is considerable doubt as to the remaining words of that well-known quotation.

This I believe is due to a mistranslation of the original.

*In English it is generally rendered "Peace on earth and good will towards men." But in the original Latin, the words are "Peace on earth towards men of good will."*

With all due humility and with a knowledge of the conditions at present existing in the world I believe the latter to be the more correct and sensible rendering.

Even at Christmas Time why should we wish Peace and Good Will towards all men? Shall we wish Peace and Good Will to murderers, to robbers, to swindlers?

Did we wish Peace two years ago to the Kaiser and his horde? Did we wish Peace and Good Will two years ago to the Turks? Do we wish Peace and Good Will now to the murderers of the Armenians?

But we certainly wish Peace at all times to men of good will, meaning thereby men who have good will towards humanity, towards the right, towards the Law and towards us.

And so, this Christmas Time, the American Artistes' Federation and myself, following out our belief, wish "PEACE ON EARTH TO ALL MEN OF GOOD WILL."

But we wish no Peace with Injustice. We wish no Peace with Tyranny. We wish no Peace with Robbery.

WE WISH NO PEACE WITH SELFISHNESS, HARD-HEARTEDNESS, AND WICKEDNESS.

We desire no Peace with those Agents in Pennsylvania who are charging Actors 30, 40 and 50% for the procuring of engagements.

We desire no Peace with those Agents or combinations of Agents who break the law in New York State by making the Actors pay more than 5% (the legal rate of commission).

*We desire no Peace with persons like those who last week left six girls, one of them seventeen and one of them eighteen, stranded in New York, one thousand miles from their homes, and this week left two other young girls penniless and destitute.*

We desire no Peace with the Agents and representatives of Managers who aided and abetted and condoned and attempted to defend the stranding of those unfortunate girls who owe their return to their homes to this Organization.

We want no Peace with men and women who are so devoid

of bowels of compassion and who for the sake of filthy lucre and to avoid a little less gain, risk the Moral, Physical and Spiritual Welfare of young girls.

We want no Truce with Treachery. We want no Peace with Injustice. We have no good will towards tyrants and we have no good will towards oppressors.

Even the man who gives Christmas (this annual festivity) its title drove the money-changers out of the Temple with whips. He wanted no Peace and had no good will for such men.

HE used FORCE to bring Peace into his Father's house.

He made nor sought no Peace with unrighteousness.

But we want Peace and we want Good Will not only at Christmas Time but at all times.

But that proper Peace will only come when the thugs of theft and of tyranny, the slaves of despotism and the children of chicanery are convinced that their time has passed, that they must surrender.

Peace was only declared and made with Germany when the Germans found their case was hopeless and that they were opposed by an overwhelming force.

General Peace in the Vaudeville, Burlesque, Chautauqua, Tabloid, Minstrel and Circus Professions will only come when the Managers find out that they are opposed by an overwhelming force, not by the individual Actor, but by the Actors acting collectively in one Organization, and that Organization the Actors' OWN Association.

The one Society that stands for the Actor in these fields

and these jurisdictions is the AMERICAN ARTISTES' FEDERATION.

The one Society that will fight for him to the bitter end is the AMERICAN ARTISTES' FEDERATION.

The AMERICAN ARTISTES' FEDERATION wants Peace, but it wants it only with Men of Good Will, and a Peace based upon Fair Play, Justice and Right.

To all those who want the same thing, to all those who desire the same thing, to all those who want Righteousness, Truth and Fair Play to prevail, the AMERICAN ARTISTES' FEDERATION and MYSELF wish a very, very, happy Christmas.

And we know that our members join with us in our heartfelt sentiments, "Peace on earth towards men of good will."

## GIVE YOURSELF THE BEST CHRISTMAS PRESENT.

If you haven't an application blank, fill out the following: "Please make me a member of the American Artistes' Federation, subject to the By-Laws and Constitution."

Signed: .....

Date .....

Address .....

Then send it in with \$11.00 to the American Artistes' Federation, 1440 Broadway.

**DO IT NOW AND WE WILL DO THE REST.**

CUT THIS OUT

MAIL IT AT ONCE

TO ALL  
MEMBERS OF  
THE  
A. A. F.

AND TO ALL  
OFFICERS  
AND  
MEMBERS  
OF THE  
A. A. A. A.

*Harry Mountford*



# JUST OUT McNALLY'S No. 6 BULLETIN

PRICE, ONE DOLLAR PER COPY

Gigantic collection of 132 pages of new, bright and original Comedy Material for vaudeville stage use, embracing everything that can be of use to the performer no matter what sort of an act, monologue, variety or fill-in bit he may require. Notwithstanding that McNally's Bulletin No. 6 is bigger in quantity and better in quality than ever before the price remains as always, \$1.00 per copy. It contains the following gilt-edge, up-to-date Comedy Material:

### 10 SCREAMING MONOLOGUES

Each one a positive hit. All kinds, including Helms, Irish, Nut, Wop, Kid, Temperance, Black and Whiteface, Female, Tramp and Stump Speech.

### 14 ROARING ACTS FOR TWO MALES

Each act an applause winner.

### 11 Original Acts for Male and Female

They'll make good on any bill.

### 42 SURE-FIRE PARODIES

on all of Broadway's latest song hits. Each one is full of pep.

### A ROOF-LIFTING TRIO ACT

for three males. This act is a 24-karat, sure-fire hit.

### A RATTLING QUARTETTE ACT

for two males and two females. This act is alive with humor of the rib-tickling kind.

### A NEW COMEDY SKETCH

entitled "There's One Born Every Minute." It's a scream from start to finish.

### Great Tabloid Comedy and Burlesque

entitled "A Night in Paris." It's bright, breezy and bubbles over with wit.

### 12 MINSTREL FIRST-PARTS

with side-splitting jokes and hot-shot cross-fire gags.

### GRAND MINSTREL FINALE

entitled "Magical Boxes." It will keep the audience yelling.

### HUNDREDS

of cracker-jack Cross-Fire Jokes and Gags, which can be used for sidewalk conversation for two males and male and female.

### BESIDES

other comedy material which is useful to the vaudeville performer.

Remember the price of McNALLY'S BULLETIN NO. 6 is only One Dollar per copy; or will send you Bulletins Nos. 3, 4 and 6 for \$2.00, with money back guarantee.

WM. McNALLY

81 East 125th Street, New York

## PROFESSIONALS

wanting new dances, HAVE a professional P.T.T. them on for you. DANCING MASTERS wanting new routines FOR your schools, CALL and see me. I have taught several of the dancing masters who were in connection here in AFRICANTOWN. Will furnish names on request. IRMA DONNAS must know how to dance. JUVENILES, single and double dances. SPECIALTY dances also. GIRLS, don't stay in the chorus. LEARN specialty dancing. MANY dancing stars have been in the chorus. CLASS and private lessons for beginners. Professional and amateur shows put on. I can place competent pupils with Broadway shows. 233 West 51st St., New York City. Phone, Circle 1275.

### JACK BLUE

Producer of Stage Dances. Formerly Dancing Master for Geo. M. Cohan & Ziegfeld Follies.

### Subscribe for THE TERPSICHOEAN

Formerly the Two-Step Magazine. Established 1882. Devoted to Dancing as an Art and a Profession. Published monthly, except July and August, for the Dancing Profession and Public. \$2.00 per year in U. S. A. Single copies, 25c. Canadian and Foreign Subscriptions, \$2.50. Advertising rates on application. THE AMERICAN DANCE PUBLISHING HOUSE, 129 1/2 S. Wittenberg, Ave., Springfield, O.

## Crossman & Gourley

Representing ONTARIO BOOKING OFFICE

Room 36 Yonge Street Arcade, Toronto, Canada, Phone Main 5378.

Booking Acts of all descriptions and outdoor acts of all kinds. Write in for next season. Now arranging our 1920-21 Catalogue for Fairs, Reunions, Parks and Celebrations.

**ACTS** Plays, Sketches Written  
TERMS for a stamp  
E. J. GAMBLE, Playwright, Ohio.  
East Liverpool, Ohio.

## SCENERY

Diamond Disc, Oil or Water Colors  
SCHELL SCENIC STUDIO, COLUMBUS, OHIO.

## SCENERY and PLUSH DROPS

for HIRE  
Catalog. AMELIA GRAIN, Philadelphia.

### TABLOIDS

(Continued from page 57)

ten) office. The show met with such success that Keith's New York branch took hold of the show and booked it solid as a feature act in all its vaudeville theaters. The show plays all-week stands, changing twice a week and running 25 minutes. The "Century Girls" just finished the Wilmer & Vincent Time, all of which theaters are running five acts of vaudeville. Next week's bookings take the show into New York State, after which it plays return dates over the Toll Circuit. Frank says many of his friends will be surprised to learn that Billy Lightbelle left the show six weeks ago, taking out a girl act in vaudeville. Raymond Lewis, who is well-known in the South as a blackface comedian, filled the spot and is doing wonderful. Pant and Bunkley are still with the show, making their third year. Eight chorus girls are carried and ten acts of scenery are used.

MILLO DeHAVEN'S "MUSICAL MAIDS" played the Perfect Theater, Huntington, Ind., week before last. James A. Hefferman, the manager, is quoted by Mr. DeHaven as saying that the attraction was one of the best of the season. The attraction has five saxophones and each artist doubles in instrument and voice. Paris gowns of the finest are also a feature.

ARTHUR HIGGINS' MUSICAL COMEDY COMPANY, which opened a stock engagement at the Palace Theater, San Antonio, Tex., July 4, is at present in its twenty-third week. The roster includes Arthur Higgins, comedian and producer; Red Mack, comedian; Earl Miller, straight; Ben Williams, general business; Paul Herring, characters; Marie Mack, prima donna; Hazel Finerty, soubret, and Olive Higgins, characters. The chorus includes Patsie Miller, Margaret Miller (Miller Sisters), Edith Goodwin, Virginia Reed, Babe Herring, Girtle Shaffer, Leslie Dainton, Margarete Davenport, Cathern Ford, Florence Chubb and Nellie LaBelle.

Joe Marion and wife, who have just finished a successful stock producing engagement at the Pershing Theater, Fort Worth, are at present in San Antonio, spending the holidays with Mrs. Marion's relatives. They have also joined the company, bringing the total to 21 people. A seven-piece orchestra has been installed for the winter season. The Higgins show will remain in San Antonio until March 1, 1921.

WE HAD A VERY INTERESTING CHAT with DeWitt Kirk last week. Kirk made a lassy getaway, explaining that he did not wish to consume too much of our time. An appointment with his wife (Katherine Deagon), who was Xmas shopping around Cincy, was another reason for his quick exit. At any rate we found Kirk to be a very interesting chap, and we would like to have him in our midst again. The Kirks, who closed with Frank King's "Dainty Girls" at Hannibal, Mo., Monday, December 6, were on their way to their home in Winchester, O. (their first visit in three years), with hopes of rejoining the show after the holidays. They do a double piano act, and the Mrs. lends numbers in the chorus. The show has been booked over the Hyatt Time, and Kirk says business has been very satisfactory. All script bills are being used, which are produced by Roy Hughes. The company, which numbers twenty-two people, including the chorus, is managed by Doc Jones, with Frank Wolf blazing the trail. Frank King, who is the proprietor of the Bijou Theater, Quincy, Ill., is owner of the show, and, as Kirk says, "A dandy man to work for."

KLARK'S LONE STAR BEAUTIES are still in Oklahoma enjoying fine patronage, with a big demand for return dates. The Peerless Four, buck dancers, are going big, as is Babe Klark with her ukulele, Carrie Delmas, clog dancer, and Chas. Scanlon, acrobatic dancer. The roster includes, besides the ones named above, Shorty Flint, producer and principal comedian; Chas. Scanlon, straight and specialties; Ed Klark, manager and comedian; J. M. Klark, characters; Babe Klark, prima donna; Carrie Delmas, soubret; Mrs. D. B. Klark, characters, and a chorus of nine.

WE HEAR THAT THE "BROADWAY FOLLIERS" are making quite a record out West. The following is what The Evening Bulletin, published at Miami, Ariz., said about the show, in part, when it played there recently: "They laughed, they roared, then they yelled, that is what ever hady did from the rise of the curtain until the last word was spoken. Al Cotton and Al Johnson started the audience on the road to happiness with their riotous vaudeville act. One worked from the stage, while the other sat in the audience. It seemed as tho the house was about to be torn down the way the people laughed at their rapid-fire gags. Bud Davis, as the Sheriff, was an able assistant for the fun-making, he playing the character perfectly. Audia Meredith, prima donna, with her wonderful personality, was well received.

"The 'Broadway Beauties' lived up to their billing, everyone was a beauty of the first rank. They sang and danced their way into the hearts of everyone. Gorgeous gowns and dazzling office. The show met with such success that Keith's New York branch took hold of the show and booked it solid as a feature act in all its vaudeville theaters. The show plays all-week stands, changing twice a week and running 25 minutes. The "Century Girls" just finished the Wilmer & Vincent Time, all of which theaters are running five acts of vaudeville. Next week's bookings take the show into New York State, after which it plays return dates over the Toll Circuit. Frank says many of his friends will be surprised to learn that Billy Lightbelle left the show six weeks ago, taking out a girl act in vaudeville. Raymond Lewis, who is well-known in the South as a blackface comedian, filled the spot and is doing wonderful. Pant and Bunkley are still with the show, making their third year. Eight chorus girls are carried and ten acts of scenery are used.

"The 'Broadway Beauties' lived up to their billing, everyone was a beauty of the first rank. They sang and danced their way into the hearts of everyone. Gorgeous gowns and dazzling office. The show met with such success that Keith's New York branch took hold of the show and booked it solid as a feature act in all its vaudeville theaters. The show plays all-week stands, changing twice a week and running 25 minutes. The "Century Girls" just finished the Wilmer & Vincent Time, all of which theaters are running five acts of vaudeville. Next week's bookings take the show into New York State, after which it plays return dates over the Toll Circuit. Frank says many of his friends will be surprised to learn that Billy Lightbelle left the show six weeks ago, taking out a girl act in vaudeville. Raymond Lewis, who is well-known in the South as a blackface comedian, filled the spot and is doing wonderful. Pant and Bunkley are still with the show, making their third year. Eight chorus girls are carried and ten acts of scenery are used.

(Continued on page 60)



### So convenient and effective for sore throat

With gargles or sprays it is impossible to keep a sore throat under anything like continuous treatment. With Formamint, it makes no difference where you are, at work, in crowded car, shop, theatre or church, you can dissolve one of these delicious, almost candy-like tablets in your mouth once an hour or so. An effective yet harmless antiseptic is released and, carried by the saliva, continuously bathes the entire lining of the mouth and throat, checks germ growth, and gives the sore, infected tissues chance to heal.

Formamint tablets used when especially exposed to infection reduce your danger of catching sore throats, and even influenza, from others.

Children can—and should—use them freely as defence against throat affections and influenza which spread so readily in congested school-rooms.

Formamint is sold by all druggists. Any druggist will tell you how widely Formamint is recommended by throat specialists, physicians and dentists.

# Formamint

GERM-FIGHTING THROAT TABLETS

Formamint is our trade mark. It identifies our product. Bauer Chem. Co., Inc., N.Y.

## THE ELCHA COMPANY

Edward Elcha, formerly with the White and Strand Studios, Broadway, New York.

CATERING ESPECIALLY TO THOSE PERFORMERS WHO LOVE

## Portraits of Refinement

Special rates to the Profession.

NOTHING IS MORE SUITABLE THAN A REFINED PORTRAIT OF ONE'S SELF FOR CHRISTMAS.

ON ALL PORTRAITS FOR PRIVATE USE AS HOLIDAY GIFTS A SPECIAL REDUCTION WILL BE MADE.

230 West 135th Street,

NEW YORK, N. Y.

## SCENERY AND PLUSH DROPS FOR RENT

AMELIA GRAIN, PHILADELPHIA

THE ONE PLACE IN THE WIDE, WIDE WORLD

where the professional as well as the amateur producer can rent a drop, a setting or the complete production of any opera or play ever written. Absolutely reliable service. Catalog.

## SHEIK HADJI TAHAR ENTERPRISES

Furnishes artists representing all nations; also anything in Oriental Props or Costumes for private entertainments, vaudeville, circus and pictures. Phone, Bryant 7909. Suite 801-2, Columbia Theatre Building, 47th Street and 7th Ave., New York City, N. Y.

EVERY TIME YOU MENTION THE BILLBOARD YOU PUT IN A BOOST FOR US.

PRICE  
**50c**  
COMPLETE



Patent Applied For.

**"The Tooth Brush You Can Boil"**  
Steril-Silver Handle—Lasts a Lifetime.

REFILLS  
**25c**  
EACH

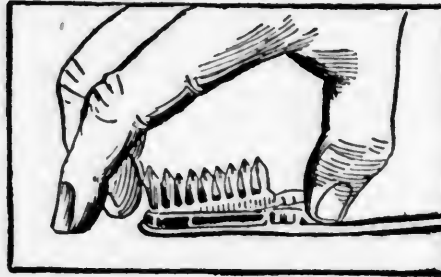
# INCOMPARABLE *Saniway* TOOTH BRUSH

EVER CLEAN ECONOMICAL

The perfect Tooth Brush at last! The first really sanitary Tooth Brush and at the same time economical.

Bristles are set in an aluminum alloy block, which is detachable from the handle. Can be boiled to sterilize without injury. Occasional boiling keeps the Brush sweet and clean, besides overcoming remotest possibility of infection from anthrax or handling between factory and user.

**SENT, PREPAID, ON RECEIPT OF PRICE, 50c**  
Attractive Proposition to Dealers



Inserting or Removing Refill Simple, Quick and Easy.

Handle is of solid metal, highly polished—not nicked. Can not absorb impurities or become filthy. May be engraved with owner's name.

Refills, 25c. Trimmed as pictured No. 1, or No. 2, which slopes slightly toward front end.  
Special Alloy Sterling Silver Handle, \$1.50.  
Genuine Sterling Silver, \$3.00. Triple Gold Plate, \$3.50. Extra Refill with above handles.  
Genuine Leather Morocco Finish Case, with pockets for brush and two refills, \$1.00.

**ORDER DIRECT FROM FACTORY**  
Every Brush Guaranteed

MADE  
IN  
U. S. A.

**THE CARTWRIGHT MANUFACTURING COMPANY, Inc.**

FACTORY AND GENERAL OFFICE, SYLVANIA, OHIO, U. S. A.

MADE  
IN  
U. S. A.

## CENTRAL ENGRAVING CO.

THEATRICAL DESIGNERS AND ENGRAVERS



MAKERS OF  
**THEATRICAL  
LETTERHEADS,  
HALFTONES,  
AND ZINC  
ETCHINGS.**

ZINC, ELECTROTYPE,  
STEROTYPE AND  
ALUMINUM DUPLICATES.

ENGRAVERS TO HIS MAJESTY  
**OLD BILLY BOY.**

Write for Catalog.

25-27 OPERA PLACE · 6TH FLOOR · BILLBOARD BLDG.  
MIKE McDONNELL PROP. x CINCINNATI, OHIO

## TERRACE GARDEN

CHICAGO'S MOST BEAUTIFUL RESTAURANT-THEATRE.

**BOOKING HIGH-CLASS, REFINED ATTRACTIONS**

DOUBLES, TRIOS, QUARTETTES, ETC.

Act must be refined and measure up to a standard which will be appreciated by the highest class of patronage. If your act meets with the requirements above communicate and state full particulars to  
FRED HURLEY, Stage Director.

## STAGE DANCING TAUGHT BY WALTER BAKER

formerly dancing master at Capitol Theatre and assistant to Ned Wayburn in Ziegfeld Follies.

Call CAPITOL STUDIO, Inc., Van Dyck Bldg., 939 8th Ave., near 56th St., N. Y. City, Circle 6130.

## FOR SALE

IN ONE OF THE LARGEST CITIES IN ALABAMA

Lease of theatre, fully equipped for vaudeville and pictures. Theatre: Two motor-drive Power's machines, a large stage, plenty scenery. Seating capacity about 1,200. A real opportunity for a live man. For full particulars, address  
THEATRE MANAGER, Box 5, care Billboard, CINCINNATI, O.

## ROSE COSTUME COMPANY

Makers of special designs in Novelty Wardrobe for Vaudeville and Productions. Big stock of Musical Comedy Wardrobe. Get our prices. Something new all the time. 180 W. Washington St., CHICAGO.

EVERY TIME YOU MENTION THE BILLBOARD YOU PUT IN A BOOST FOR US.

### TABLOIDS

(Continued from page 89)

zing costumes were displayed, everyone being of the latest design.

"Babe Davis makes a very pleasing soubret. Dolly Fowler won instant favor, while Roy Lee Royce, Peggy Carroll and Elsie McDonald did excellent work in the smaller parts afforded them.

"Judging from all that has been said, the show as a whole was 100 per cent entertainment from start to finish."

IT HAS JUST BEEN LEARNED THAT GUY JOHNSON, who has been playing the leading tabloid circuit for years, has associated himself with John T. McCaslin, the veteran booking agent of Baltimore, Md., to form a new tabloid circuit in Maryland, Delaware, Virginia, West Virginia and Pennsylvania. As tabloids have been the cause of much prosperity in other sections of the country there is no doubt that this new venture will be welcomed with open arms by the managers in that vicinity. While Mr. McCaslin and Mr. Johnson have contemplated this move for some time, they have just started arranging the circuit and have prospects of 30 weeks already. Every company will be reviewed by Mr. Johnson personally, as a protection to the house managers. All theaters will arrange to make the performers comfortable. The house manager will also arrange reasonable hotel rates for their shows, as well as transportation of trunks and other baggage. Mr. McCaslin will arrange to route all shows so as to keep down railroad expenses as low as possible. Many of the jumps will be made by auto buses. House managers and company managers will be compelled to work in harmony with each other, otherwise neither will be booked thru their office. So says Mr. McCaslin.

HARRY FELDMAN'S "Yankee Doodle Girls" are now in their fourth consecutive year in the Southwest, experiencing only one losing week in that time. Practically the same cast of principals remain as when the company entered the Southwest.

Mr. Feldman claims to have the distinction of being in the State of Texas 54 consecutive weeks and in that time played only 12 towns, which proves that return dates were demanded.

Pete Pate, featured comedian-producer the past season, left the company in Ardmore, Ok., to join a well-known partner for a vaudeville act. From latest reports he is meeting with the same success that was his while with the "Yankee Doodle Girls."

Agnes Geary, soubret, continues to please with her charming personality, clever dancing and "bines" singing.

The company is now en route to Sioux City, Ia., where it will open a stock engagement commencing December 28, laying off the week before Xmas. Some of the members contemplate a visit to their respective homes.

The roster is as follows: Harry Feldman, principal comedian, owner and producer; Joe Jacobs, Lew Morgan, Joe Barnett, Jerry Sheehan, Wm. Griffin, Katherine Murdock, Agnes Geary and Jillian Griffin, principals. The chorists are Pearl King, Mamie Geary, Stella Jacobs, Mildred Putnam, Blanche Smith, Muriel Vernon, Billy Wilson and Eleanor Williams. Frank O. Robinson is musical director.



**FOR MEN WHO DRESS WELL**

### THE TROUSERS GARTER

Pat. May 13, 1920

**Threefold Purpose:** It holds up the socks. It holds down the shirt. It makes the trousers hang straight whether the knees bend inward or outward.

It is not a "Form" or "Harness." It contains no "pads," "air-cushions," "metal springs," etc. It is simply a beautiful garter fitting inside knee curvature, self-adjustable.

Descriptive circular, sealed envelope containing no advertiser's matter mailed free

The T. Garter Co.  
Dept. L.,  
Lock Box 131, Chicago, Ill.

## "SANDOW" FIBRE THEATRICAL TRUNKS

AND WARDROBE TRUNKS



MADE IN DALLAS

Write for Catalogue.

WILKINS TRUNK

MFG. CO.

"Makers of the Goods We Sell"

In Dallas, Texas, 20 Years

## UNIFORMS

Also Theatrical and Character

### COSTUMES

of every description. No order too small or too difficult. 5,000 Illustrations.

### UNIFORMS

Any Foreign Nation—Military and Naval

Russell Uniform Co.

Largest Uniform and Equipment Makers

1800 Broadway, New York

Phone: Bryant 1405



## CLOG SHOES

Retail and wholesale. Send for price list. Minstrel

Costumes and Supplies

HOOKER-HOWE COSTUME COMPANY,

Box 705, Haverhill, Massachusetts.

**BE A STRONG MAN**  
Write for particulars. SAMSON CO., 1214 N. Chester St., Baltimore, Maryland.



# J. A. JACKSON'S COLUMN

In The Interest Of The Actor, Actress  
And Musician Of America.

COMMUNICATIONS TO OUR OFFICES, 1493 BROADWAY, NEW YORK.

## A SURVEY

### Of the Year Gives Cause for Christmas Cheer—Progress of Our Group Augurs Well for the Future

The present state of affairs, as it relates to our group in the profession, gives ample reason for a sincere thanksgiving and an assurance of a very merry Christmas.

By the rules of proportion, the colored performer is now receiving more nearly a reasonable measure of opportunity than ever before.

To a greater extent he has been "making good," and as a consequence the field of operation open to the race has been slowly growing larger.

Public interest in the Negro artist originated with the jubilee singer and the minstrel. For many years these two styles of entertainment were all that was expected of our race.

The old continuous performance houses then employed some of our talent, and the vaudeville of today continues the practice, one that has grown much more than is generally realized.

From vaudeville to burlesque was an easy step for most artists so inclined, but not for ours. However, thanks to friends high in the business ends of the "Wheels," a very large number of these shows now carry colored acts, varying in size from a single upwards to outfits that number a dozen people.

Broadway, the zenith of the actors' desires, has our representative. Bert Williams is still there. He is with Mr. LeMaire in "Broadway Brevities" at the Garden, where he enjoys great favor with a public that knew him with the "Ziegfeld Follies" for many seasons.

This season's most gratifying bit of news of especial significance to us is the distinctive impression made upon dramatic reviewers by Chas. Gilpin in the title role of "The Emperor Jones" with the Provincetown Players. The unanimous praise given his work will encourage producers to afford openings for others of our group.

Last spring Butler Davenport presented "Justice," a serious drama based upon the race problem. It was played first by the Bramhall Players, and is now being offered over the Quality Circuit by H. G. Doggett's Company, with the author and a mixed cast. This play, I believe, will take a place with "Uncle Tom's Cabin" in the dramatic folk lore of the race.

Frank Wilson, a Negro, wrote "Confidence," a tabloid in which Edna Thomas made her debut with so much success that the author has been engaged to write a dozen plays for the Quality Co.

In the music field Pace & Handy, who came from Memphis a few years since with their "blues," have become fixtures in a district that holds them in high esteem professionally and personally, and Broadway is hard to impress. They employ a large staff of people, and this summer moved into their own permanent quarters. Many of their long list of numbers have been given worldwide distribution, and they have definitely placed the colored artists' work on the "mechanics."

Mamie Smith's rendition of "Think of Me, Little Daddy" is the pioneer production of a song by a Negro artist of her sex on the records. The song was written by Perry Bradford.

Other song writers to achieve success this year are: Kramer and Layton, Bernal Barbour and Will Vodery.

A number of our boys have created a demand for their services in producing and training new acts and musical numbers. Among those prominent in this phase of the business are: Jesse Shipps, Quattle Clark, Bernal Barbour, Alex Rogers and Luckyth Roberts. Some of the biggest acts of the season testify to their respective abilities.

A pleasing note in the year's business is the uniform success that has so far attended our road shows this year. "Broadway Rastus," by Irving Miller, his brother's (Quintard Miller) "Broadway Gossips"; the revival of the Lubric Hill show, "My Friend From Kentucky"; the "Bronze Bastards," "Al Gables' Varieties," and the Drake & Walker "Bombay Girls," to say nothing of the big Frank Montgomery "Hello" Company and the "Smarter Set," have all been well received, as have been several others. Billy King's productions add further luster to this record.

Colored minstrels have been favored with good business, according to reports from the Harvey, the Georgia and Herbert's attraction.

More uniformity of work, more stable conditions, better salaries and a greater degree of responsibility on the part of managers and agents is noted.

The ownership and control of houses by representatives of the race have been on the upward trend. This is the most important feature of the year's progress and definitely assures our interest in the ultimate profits of the business, meanwhile greatly enhancing our employment opportunities by erasing to some extent former handicaps.

The "movies," both in the East and on the Coast, show improvement from our point of view. Our folks are getting more and better work than ever before—not only as atmosphere, but in dramatic and comedy parts.

and Eva Walker, a reader, are each typical of a host who have made such advances as to be fully accepted upon their respective artistic merits, with color being neither an attraction nor a detraction.

Then, too, an advance in morale, if we may appropriate an army term, is noticed. Harmony prevails in the professional clubs, and a more serious note is evident in the objectives for which they are striving. The trifling element among us is slowly but surely being taught to realize the need of better work and better deportment, or they are being submerged by the rising tide of talent who have a proper conception of the demands of the day.

Some of our acts and some shows have gone "floey," and, in most cases, deservedly so. The day has gone by for unstudied and unprepared acts or for nerve substituting talent. So, too, has the day of harnstorming on the strength of cross-lined paper and the fare for a company to the first stand.

With the notable exception of Pace & Handy's participation in the music publishers' association and a few members in Equity, our people, either as managers, producers or performers, are not sufficiently interested in the general welfare of the business. However, we have had a good year and may do better next year, so therefore a Merry Christmas to all.

### CHARLES S. GILPIN



Playing in "The Emperor Jones," produced by the Provincetown Players, New York City. —Photo by Abbe, New York.

There are several film companies capitalized and directed by Negroes who are producing worth-while work. Typical of this class, the Lincoln, the oldest company; the Micheaux, Virgil Williams' Company and the DeSarte. The latter has yet to present its initial picture, but it seems to promise well.

Correspondence from carnival and pavilion people indicate that Negroes employed or engaged in these branches have had satisfactory seasons, as has the medicine show crowd.

The musical organizations reflect the disciplinary lessons of the war, and have, in some instances, capitalized their wartime experiences. Orchestras and bands have knocked the color line sky high by sheer ability. Some of our organizations have become firmly established, and their names have a good will that is of tangible value.

The "Black Devils," under Tim Brynm; the 15th Regiment, under Lieutenant Fred Simpson; the 8th Regiment of Chicago and the Desdunes Band of Omaha have added tremendously to their reputations and to that of race musicians.

The Chief Club and Johnson's Players, of New York, typify the string group. Similar groups are in evidence in almost every city of the country. Many of them have not the reputation of these larger and older bodies, but the difference is one of degree only.

In the concert field Harry Burleigh's singing has transcended race designation. Roland Hayes is being favorably received in England. Augustus Lawson, the organist; Hazel Harrison, pianist,

### "THE SMARTER SET"

Salem Tutt Whitney and his brother, Homer Tutt, with the big "Smarter Set" company playing "Bamboula," have settled down to a long run at the Avenue in Chicago.

Since the days of "Williams and Walker" this show has more nearly than any other become the race's traditional institution; not alone because of the excellency of the company, but because these men have established a personal regard for themselves thru their extensive studies of race history and music.

Howard and Craddock took a big share of the applause last week at the Alhambra, New York.

Lulu Coates and her four crackerjacks are a strong feature with one of the strongest shows in burlesque, "The Girls of the U. S. A." Saw them at the Columbia last week and can understand what prompted so many burlesque managers to Hurlig & Seamon's lead and install colored acts.

### OMAHA HAS A GOOD BAND

The Desdunes Regimental Band of Omaha has just about become the established "it" of the Middle West musical world.

During the past summer it was engaged for the three most important civic functions in that state, viz.: The Chamber of Commerce tour to 102 towns, the Omaha Auto Men's trip across the state, and the State Fair, where it played to over 400,000 people.

Jeff Smith is the cornet soloist; Levi Broomfield is tenor, and Miss J. J. Jewell is the soprano soloist. Dan Desdunes, an ex-minstrel man of wide acquaintance in the profession, is the leader.

### TWO VENTRILOQUISTS DOING NICELY

John W. Cooper is back to his Brooklyn home after filling a succession of very desirable club dates. He has a big booking of this type of engagements ahead and is being much sought after for such entertainments.

Hiram Sorrell and his "Incorrigible Sambo," has closed with Rockwell's "Sunny South" company and is going into vaudeville, opening this week in Hampton.

### NOTES

Eva B. Walker, dramatic reader, of Minneapolis, is negotiating for Eastern engagements. "My Friend From Kentucky," the Lubric Hill revival, with Andy Tribbie and Dick Stewart, goes to Chicago for an indefinite run.

Edna Thomas has made such pronounced success with the little race playlet, "Confidence," that Mr. Walton has in preparation for her a more pretentious piece of dramatic work.

Little 5-year-old Daisy Scott, an unusually clever child, is working for the Famous Players in a big picture production. She is working under the chaperonage of Mrs. Cora Mines, the character woman, and with such guidance should develop into a very capable little actress.

R. G. Doggett's company, presenting Butler Davenport in his race drama, with a mixed cast, played successful weeks at the Lafayette, in New York, and the Putnam, in Brooklyn. It was an interesting experiment, and will result in the same people presenting some more pretentious work in the near future. The cast is a good one, tho the audience did not take kindly to Miss Helen Links' subdued manner of speech. Little Mildred Maloney and Chas. Randolph were especially good for children.

Drake & Walker's "Bombay Girls" are at the Star Theater, Pittsburg, Pa., for a run of three weeks, commencing November 22. Mr. Drake's company has been together for nine years. Each one of his musical shows has been compiled by himself. The music for these shows is written by Mr. Irvin C. Pughley, the leader of a very fine jazz orchestra that is carried with the company. They opened to a packed house, and the entire performance went over with a bang. There are about 20 in number. They sing well, dance well and the comedians are funny. The show is clean and full of pep.

### THE TOWN TOP-PIKS

After an eight weeks' run at the Grand, in Chicago, truifport and Brown, a clean pair of boys, have been brought to New York with their pleasing musical comedy, "Strutt Yo' Stuff." The show opened at the Lafayette, December 4, and after two weeks moved to the Putnam, Brooklyn. They will go over the Quality Circuit.

Ida Foreyne, India Allen, Margaret Thomas and Gertrude Saunders are the female principals. Edw. Howard, Charles Shelton and Leonard Scott are the supporting men. A chorus that sings and dances well is kept busy.

Babe Townsend, who wrote the book and lyrics, also handles the stage and does a character part. Dave Layton, Jr., who is responsible for the music, is directing the orchestra. Billy Schoeler is taking care of the business end of things.

### BIG THANKSGIVING MIDNIGHT SHOW IN NEW ORLEANS

The Sid Perrins Company played a special performance for whites after the usual show on Thanksgiving night in the Lyric Theater, New Orleans, and packed the house.

Slim Henderson, Iris Hall, Inez Denver, Geo. Whitshire, Helen Dolly, Rosa Henderson, Ida Wilson, Willie Richardson, Willie Eldridge, Mattie Spencer and Isabel Johnson constitute the company.

Have you looked thru the Letter List?

### MICHAELS THEATRICAL BOOKING AGENCY

Colored Singers, Dancers, Musicians, and All Kind of Colored Talent supplied on short notice. Managers and Acts write or phone at once. Also supply Colored Performers for motion pictures. Expert producers of neat, good looking Chorus Girls. 2376 Seventh Ave. (Phone, Audubon 6091), New York City.

EVERYBODY IS SINGING  
"I WANT MY LITTLE BROWN DADDY"  
15c and "SHIMMY HON" 15c  
MAUDE NOOKS HOWARD, Publisher, 1613 Harvard Avenue, Columbus, Ohio.

SEASON'S GREETINGS,  
PROF. MAHARAJAH  
(The Original W. A. Barclay), Magician and Hypnotist. 17 East 131st St., New York.



# MELODY MART

## THE POPULAR SONG BOURSE



COMMUNICATIONS TO OUR NEW YORK OFFICES

### MUSIC PUBLISHERS

#### Will Lose Thousands Thru Failure of Plaza Corp.—Bernstein's Claims Covered by Insurance

New York, Dec. 8.—A splendid example of business foresight has come to light in the music publishing world in connection with the failure of the Plaza Music Corporation. It is estimated that the amount of loss accruing to the publishers in this and other recent failures will amount to nearly four hundred thousand dollars, but thru the business acumen of Louis Bernstein, of Shapiro & Bernstein, his firm will not lose a cent.

Bernstein's claims, which amount to nearly \$150,000, are entirely covered by claim insurance, and he will receive this sum if the companies that have failed are not in a position to pay, an outlook which seems very likely to eventuate. Mr. Bernstein advised the other music publishers to protect the payment of their outstanding accounts by the same method, but they did not follow his advice and stand to lose many thousands of dollars by so doing. Mr. Bernstein said to a Billboard reporter in discussing the situation: "I certainly deplore the situation as regards the other music publishers on account of this failure, but I am very happy for Shapiro & Bernstein, as we will not lose a cent."

### YOUNG SONGS GOING OVER

Columbus, O., Dec. 10.—"Algiers," Oriental fox-trot song; "Back to the Sweet Long Ago," waltz ballad; "He Picked a Wild Flower," comedy one-step, and "Ireland, My Ireland," waltz ballad, are four new songs being widely advertised by the Young Music Publishing Co., and to date the firm has received letters from hundreds of acts and orchestras using these numbers. The "Wild Flower" song is an unusually good comedy number by J. W. Gulnan, and is equally good for dancing. Among the artists who have lately put this one in their acts are the Primrose Four, Rome and Gaut, Johnny MacLaughlin, Josie Heather Co., Lindley's Sextet, Bobby Randall and others. It has been recorded by the Mel-O-Dee Roll Company, and is one of the finest dance selections of the season, being mentioned by the New York papers as one of the six best selling rolls in that city. "Algiers" is a real Oriental fox-trot, with lyrics that surpass those of the majority of songs of this nature. This song is by J. W. Gulnan and C. F. Marks. "Back to the Sweet Long Ago" is by Russell Young, writer of "Ireland, My Ireland," and the large number of acts using the Irish ballad will find this new one equally as good.

This company has started a big advertising campaign to popularize its publications. It has opened an office in Kansas City, in the Grand Avenue Hotel, with E. J. LaFrance in charge.

### REMICK NOTES

Chicago, Dec. 9.—The vaudeville team of Long and Perry is making a sensation on In-trestate Time with their singing of "Japanese Sandman," a favorite song published by Jerome H. Remick & Co. Grace Wallace and Boys are singing the same song and "Daisy Daisies." Mary Riley and The Kentucky Ser-

naders, at Edelweiss Garden this week, are featuring "Daisy Days," "Rose," "Japanese Sandman" and "Avalon."

Evelyn Simmons, at Marigold Garden, is featuring "Avalon," "Japanese Sandman," "Annabella Lee," "Springtime" and "Dearest One."

Lyons and Yocco, on Orpheum Time, are successfully singing "Your Eyes Have Told Me So" and "Avalon." Thompson and Beatty, at the Majestic this week, are featuring "Japanese Sandman" and "Avalon." Elroy Sisters, at the same theater, are featuring "Japanese Sandman," and Brown and Summers, at the Hippodrome, are singing "Rose" and "Just Like a Gypsy." Bothwell Brown's big act on Pan. Time is featuring "Japanese Sandman"

### USING "O-H-I-O, O, MY O"

Chicago, Dec. 11.—"O-H-I-O, O, My O," the new comedy song by Forster Music Publisher, Inc., is said to be gaining in popularity each day. Joe Bennett, professional manager, reports progress with the following prominent list of acts, all using the number: Al Johnson, Al Herman, Gene Green, Frank Hurst, Jerome and Albright, Lilian Bernard, Jim Reynolds, Billy Glason, Watts and Hawley and others mentioned in a previous issue of The Billboard.

### "SOMEONE" SCORING

Jack Dichter and Bob Lewis, of Philadelphia, writers of "You Tell 'Em," announce that their latest creation, "Someone," a ballad fox-trot and a typical musical comedy number, is

meeting with great success in Philly. It is being featured daily by the "Six Happy Boys," who are also using "When Myana Left Havana," a Castilian fox-trot.

### RIVIERA NOTES

Chicago, Dec. 9.—Art Hickman's Orchestra is now featuring "Desertland," one of the big hits of the Riviera Music Company, at the St. Francis Hotel, San Francisco.

Sig. G. B. Lombardi, who conducts the orchestra department for the above company, has appointed as his assistant Peg Osborne, who recently returned from a chautauqua trip with the Lombardi bands.

Margaret Rurrell and Lucille Wisner, with the Riviera Company last year, have returned to the professional department.

### "JEALOUS BLUES" POPULAR

W. Earthman Farrell, known as "The Dixie Song Writer," writes that many orchestras, including Art Hickman, are using his popular number, "Jealous Blues." The song is published by Kendis & Brockman.

### WEAVER & HARRISON

Chicago, Dec. 9.—Weaver & Harrison, music publishers, will release two new numbers shortly: "Manila Bay," which is a Spanish fox-trot, and "It Took a Wild, Wild Woman to Make a Tame Man Out of Me," a comedy song. Both have been recorded for a number of mechanicals.

## METROPOLITAN MIRTH—MELODY—MUSIC

### COLUMBIA BURLESQUE CIRCUIT "THE GOLDEN CROOKS"

- EVA SULLY—"The Corner Drug Store."
- ETHEL NORTON—"Pay Day on the Levee."
- SCHILLER AND MEYERS—"Before and After Marriage."
- SLATKA ROLLICKERS—Instrumentalists.
- SLATKA AND SULLY—Vocalist and Instrumental Specialty.
- WILLIAM SCHILLER—"I Lost You, Mother of Mine."
- NORTON AND KING—Banjo Specialty.
- ANN MEYERS—"Sahara Rose."

### AMERICAN BURLESQUE CIRCUIT "SWEET SWEETIE GIRLS"

- FLOSSIE DE YERE—"Dixie," "The Land of Old Black Joe," "Japanese Jazz."
- FOX AND YOUNG—"Argentine."
- MARION LAWRENCE—"Honolulu Eyes," "Sleepy Moon," "Cherry Blossoms," "Where the Harvest Moon Is Shining."
- ALPHIA GILES—"Gonna Jazz My Way," "Swanee Shore," "Marseille."
- MISS BERNARD—"Marion."
- OLYMPIC HARMONISTS—MARC GEIGER, Director.
- selection—"Katenko" ..... Friml
- fox-trot—"Starlight" ..... Stanley
- One-Step—"Korinthia" ..... Knight

### B. F. KAHN'S UNION SQUARE THEATER—New York City BURLESQUE STOCK COMPANY

- MARGIE PENNETTI—"I'm Going a Way Up To Mars," "Kismet," "La Veeda."
- HATTIE REAL—"Look for Me in Tennessee," "Down on the Farm."
- HELEN ADAIR—"Japanese Sandman," "Young Man's Fancy."
- LAURA HOUSTON—"Something to Remember You By," "Mamma's Getting Mad."

### MAURICE RICHMOND RESIGNS

#### Leaves Enterprise Music Supply Co. in Order To Enter Jobbing Field on Own Account

New York, Dec. 9.—Maurice Richmond, who has long been identified with the Enterprise Music Supply Company, the well-known distributor of sheet music and musical accessories, and who in recent years has been general manager of the concern, announced on Wednesday that he placed his resignation in the hands of the administrator of the estate of A. H. Goetting, under whose direction since the death of the above the concern has been operating. Mr. Richmond's resignation was accepted, following which The Billboard learns that he will in a very short time enter into the music jobbing business on his own behalf. His knowledge and experience in the industry in all its branches make him well qualified for his entry into such activities under a new management. It is understood that he will soon have a specific announcement to the trade in regard to his future.

### MUSIC PUBLISHING HOUSE LOCATED ON THE FARM

Hadley, Pike County, Illinois, has a real novelty in a firmly established music company that has to its credit the fact that the office is located on the farm, and yet its national song hit, "America, First, Last and Forever," is gaining widespread favor on its own merit. The young composer, Hermes Zimmerman, in addition to being an accomplished song writer, is also a genuine farmer, a member of the Pike County Farm Bureau and a breeder of thorough-bred hogs. He takes as great pride in these latter as he does in his song writing.

So popular has his "America, First, Last and Forever" become that it is now being translated into several languages.

### BOURNE CHANGES

Chicago, Dec. 10.—Kenneth Bourne, formerly with the C. C. Church and Tell Taylor organizations, is now in charge of the sales department of the music publishing house of Williams & Piron. This house has a new number, by Clarence Stout, writer of "O Death, Where is Thy Sting?" entitled "Give Me Liberty or Give Me Death." It is planned that this song shall be recorded with the Columbia company by Bert Williams.

### NEW MUSIC HOUSE

Chicago, Dec. 10.—The Stroube & May Music Publishing Company, 119 North Clark street, is out with its initial release of songs. One number, "Why Light Out for Cuba When You Can Get Lit Up at Home," is believed by the firm to have particular promise, and was introduced by Sophie Tucker. Another song, "An Angel Is Missing From Heaven," is also braked on by the firm to show form.

### "SOME LITTLE BIRD"

Chicago, Dec. 7.—Van Alstyne & Curtis, music publishers, will be represented in Detroit this week by Egbert Van Alstyne, who will appear personally in the Strand, Broadway and Majestic theaters, introducing the firm's new hit song, "Some Little Bird."

### RIVIERA NOTES

Chicago, Dec. 10.—The Riviera Music Company announces that Robert C. Long is making a hit in vaudeville with "Rose of China," on Orpheum Time. The Riviera people also announce the opening of their San Francisco office, at 908 Market street. L. S. Goelzen is in charge.

## ORCHESTRA LEADERS, "ATTENTION!!" HERE'S ANOTHER JANSSEN ACE!

# RAGAMUFFIN

## FOX TROT

(by the composer of "Dancing Honeymoon")

Novelty's—the cry now-a-days! Here's One! Step on it NOW!!

Published also as a SONG. Words by Francis De Witt (writer of "When the Moon Shines on the Moonshine"). Price, 60 cts.

Get your Orchestrations Direct from the Publishers

OLIVER DITSON COMPANY,

Dept. X

178-179 Tremont St., Boston 10



# W. C. HANDY

ORIGINATOR OF THE BLUES

and writer of "St. Louis Blues," "Memphis Blues," "Yellow Dog Blues," "Beale Street Blues," "Jogo Blues," "Long Gone" and "Shoebots Serenade."

ANNOUNCES THE BIGGEST NOVELTY  
SONG HE HAS EVER WRITTEN

# "LOVELESS LOVE"

A BLUE SONG ON A SUBJECT OF UNIVERSAL APPEAL

This song will add a definite commercial value to any act in which it is used. In view of this fact, we have decided to issue no professional copies of this number. If you wish to use a sure-fire hit in your act, send us 30 cents for a regular copy and orchestration. Place your order now. The song and orchestrations, in all keys, will be ready January 1, 1921.

YOU CAN OBTAIN PROFESSIONAL COPIES OF

**"PICKANINNY ROSE"**

JUST RELEASED ON PATHE RECORDS

**"THINK OF ME, LITTLE DADDY"**

JUST RELEASED ON COLUMBIA AND EMERSON RECORDS

**"BRING BACK THE JOYS"**

AN ANTIDOTE FOR THE "BLUES"

**"THAT THING CALLED LOVE"**

AS SUNG BY MAMIE SMITH ON OKEH RECORDS

**"YOU CAN'T KEEP A GOOD MAN DOWN"**

ALSO SUNG BY MAMIE SMITH ON OKEH RECORDS

**"LONG GONE" | "PEE GEE BLUES"**

ANOTHER "CASEY JONES"

PLAYED BY W. C. SWEATNAM'S ORCHESTRA

Commencing January 1st, 1921, we are increasing the price of our Orchestra Club from \$1.00 per year to \$1.50 per year. At the same time we are increasing the number of issues to fifteen. Join now and take advantage of the lower rate.

*Yours with the compliments of the season.*

**PACE & HANDY MUSIC CO., Inc., 232 W. 46th St.,** <sup>Opposite</sup> **N. V. A. New York, N. Y.**

# "ALL HE HAD WAS A FLIVVER"

A REAL LAUGH PRODUCER.  
A ROLICKING MELODY.

**DERWIN MUSIC CO., - 165 West 46th Street, NEW YORK.**  
(ONE DOOR EAST OF BROADWAY)

**RAY MILLER'S RAPID RISE**

"King of Melody" Has a Hit in His "Black and White Melody Boys" With the "Ed Wynn Carnival"

For composing, playing, talking, boosting and fairly bubbling over with melody, Ray Miller has come into the title, "King of Melody," just like Ed. Wynn, thru his inimitable style of entertaining, is known as "The Perfect Fool."

Mr. Miller and his Black and White Melody Boys are a bit of the great "Ed. Wynn Carnival," which played the Grand Opera House, Cincinnati, last week.

The programmed as artists of jazz with the Wynn attraction, Ray Miller and his boys, he says, "play melody—and a little jazz," for he is not reluctant in admitting a difference between the two.

No one, better than Mr. Miller, appreciates the long run of popularity enjoyed by the scrambled style of syncopation, but, in his belief, its life is not without ending.

In jazz, he points out, there is a pandemonium of instruments, stands and music and a whirlwind of stepping and body twists, with musical notes secondary, while in melody is offered harmony—which is more lastingly pleasant with an audience.

Mr. Miller, a young man, who might easily pass for Douglas Fairbanks, was a performer out San Francisco way until four years ago. Then he walled into melody, and formed the Black and White Melody Boys. His organization, until interrupted by the war, made quite a name in California. Soon after the big fight was ended Miller and his boys appeared in New York at leading cabarets. It was while filling an engagement at Maxims, in the big town, that Ed. Wynn came across the melody sextet.

And, since 15 months ago, when Mr. Wynn's show began its successful career, Ray Miller's Black and White Melody Boys have assisted in adding spice to its every performance. Aside from making friends of the tens of thousands of people played to thruout the country in this capacity, the Miller organization has heightened prestige by the "canned numbers" offered thru leading record companies, and also the songs of Mr. Miller which are listed among the "best sellers."

Ray Miller's name is identified with such hits as "Can You Tell," "Underneath the Dixie Moon," "Rose of Spain," and "June," the two

*Broadway Is Encoring*  
**GYPSIANA**  
The Irresistible FOX TROT  
A Nation Wide Success  
*Hear It* *Get It*  
Coming Bye-Bye Land - A Beautiful Lullaby -  
Chas. E. Roat Music Co. Battle Creek Michigan

## WRITTEN TO ORDER PLAYS, SKETCHES AND ACTS

Up to the minute, Original and Exclusive Material. Write for Liberal Terms Now. Our Material Will Assure Bookings. Old Acts Made New. Weak Acts Made Strong. We also have a number of Sketches and Acts to lease on royalty basis.

If in the city, call.

**W. E. NELSON PLAYWRITING CO.**

Suite 232, 1400 Broadway, Knickerbocker Theatre Bldg., New York City.  
Phone: Fitzroy 6176.

TWO BIG FOX-TROT HITS YOU CAN'T AFFORD TO MISS.  
**"WHEN I'M STROLLING WITH YOU"**  
A Song Beautiful in Sentiment and Melody.  
**"I WASN'T BORN JUST YESTERDAY"**  
Everybody Sings It. Everybody'll Sing It.  
Send for Professional Copies and Orchestration.  
AHRENBEE MUSIC COMPANY, 218 South Wabash Avenue, Chicago, Illinois.

**ATTENTION! PROFESSIONAL SONG WRITERS. HAVE YOUR WORK DONE RIGHT, SO PUBLISHERS WILL RECOGNIZE IT.**  
We will arrange your music for \$5, revise your complete song for \$2 (music, \$1; words, \$1), words to music, \$10; music to words, \$10, including complete piano score. Send care Central Music Co., Suite 14, 61st and Union Ave., Chicago, Illinois.

former numbers being preent musical features of the "Wynn Carnival."

Mr. Miller is not alone in melody, so far as his players are concerned. He plays the drums; Earl Oliver, the cornet; William Fazioli, the piano; Jimmy Welton, the saxophone; Andy Sindler, the trombone, and Charlie Hook the banjo. Each member is an artist in his respective line. Mr. Oliver enjoys the distinction of being first cornet soloist in the 160-piece

band, known as General Pershing's, during the war. The pianist, Mr. Fazioli, who is a graduate of the Conservatory of Music of Boston, is among the few who can exhibit a degree "in harmony" of that famous institution.

As to records, Ray Miller's Black and White Melody Boys have contributed quite a few numbers to the lists of Okeh, Aeolian, Gennett and the Pathe companies and are future artists for Columbia and Victor.

In practically every city visited the Miller Melodists find time to boost their art by attending meetings and celebrations of leading local associations where they render melody and then have it talked by Mr. Miller.

**JACK MILLS NOTES**

New York, Dec. 9.—The latest number to be added to the Jack Mills catalog is "Strut Miss Lizzie," a new comedy song and foxtrot by Creamer and Layton. The day of its acceptance was hardly over before recordings had been arranged with seven phonograph companies. Ernest Hare and Al Bernard are calling it a "natural."

According to Milt Hagen, Mills' publicity manager, the "mine" in "Heart of Mine" stands for a gold mine, the which he believes the song will become. The name Milt Hagen recently received a package of valuable manuscripts from San Francisco. According to Milt, he saved about one week's time by having them shipped that way.

**JACK ROBBINS A FATHER**

New York, Dec. 9.—Last Friday the star dropped a nine-pound son into the family of Jack Robbins, the progressive young general manager of the Richmond Music Company. Mrs. Robbins is convalescing nicely, the baby is crawling lustily and Jack Robbins is all "russed up" over being a father.

**JACK MILLS A SHRINER**

New York, Dec. 9.—Jack Mills, head of the music house of Jack Mills, Inc., was recently initiated into the mysteries of the Mystic Shrine. Congratulation on his ability to "ride the goat" have been the order of the day at his offices all this week.

## SWEEPING THE WEST

LIKE A PRAIRIE FIRE!

### INDIANA MOON

Composed by OLIVER WALLACE,  
who composed "HINDUSTAN"

This "natural" waltz hit is sweeping them off their feet in the Far West. We gave you Mickey, Peggy, Oriental, Slow and Easy, etc. Here's another hit!

**DANIELS & WILSON, Inc.**  
145 W. 45th St., NEW YORK. 233 Post St., SAN FRANCISCO.

INDIANA MOON

Lyric by ARTEUR PASSED  
CHORUS

Music by OLIVER G. WALLACE

ly - di - an a moon hear me sing - ing,  
ly - di - an a moon, you are bring - ing

**FOXIEST OF FOX-TROTS**

### LOLA My Brazilian Maid

Lyric by LOUIS WESLYN  
Music by EVA APPLEFIELD  
Dance Sensation Extraordinary  
Orchestrations Ready

### BOW-WOW ONE STEP

Orchestras are wild about this clever tune! Band Parts, Orchs., now ready.





# "BROADWAY ROSE"

BROADWAY'S GREATEST SPOTLIGHT BALLAD

Featured by 1,000 Vaudeville Artists. Published for Orchestra as a Fox-Trot. 13 parts and piano, 25 cents.

PROFESSIONAL MATERIAL FREE TO PROFESSIONALS.

FRED FISHER, Inc., 224 1-2 West 46th Street, New York City.

### BIESE AGAIN ILL

Chicago, Dec. 8.—Advices from New York today announce that Paul Biese, Chicago orchestra leader, who established a precedent in weight-reducing last February, when 50 pounds of superfluous fat was removed from his abdomen via the operating table, is again ill. Mr. Biese is being brought back to Chicago, where he will be taken to the American Theatrical Hospital and again operated on by Dr. Thorek, according to report. The advices state that hernia has developed.

### NEW CLIFFORD NUMBER

Chicago, Dec. 8.—"You're the Only Girl I Love," is the title of a new fox-trot ballad, with a catchy tune and excellent lyrics, published by the Francis Clavier Music Company. The author is Salvatore Tomaso, of whom much has been heard in band and orchestra circles. He was for years manager for both the Ferullo and Creatore bands. Mr. Tomaso will specialize in production music. Professional copies of the above number will be ready shortly.

### "ORGAN AND CHOIR" ON ROLLS

Roy L. Burch's song, "The Organ and the Choir," which has gained considerable popularity, has been cut for the word rolls by the Q. R. S. Co.

### JAS. E. COOPER'S "FOLLY TOWN"

(Continued from page 52)  
ident that by doing so we our doing our bit for better burlesque in the interest of everyone in any way allied with this form of theatricals. We have no desire to pose as a moralist, but we believe in doing the greatest good for the greatest number, and that applies especially to the women in burlesque, for without them burlesque would not prove the attractive entertainment that it is today, and in order to hold the really good women now in burlesque and supplement them from time to time with women who will go into burlesque if assured of moral environments. We take this means of again commending James E. Cooper and his associates for setting an example with "Folly Town" as a "Stamp of Stability on Burlesque."—NELSE.

### GRACE ALLEN VISITS

Grace Allen, who has settled down in Cincinnati for an indefinite stay, was a welcome Billboard caller last week. Miss Allen is an Oriental dancer, and last season appeared with the John Robinson Circus. The talented young lady is contracting club dates and when not engaged is filling in as chorus girl in the local burlesque houses. Miss Allen hails from the Pacific Coast and her many friends in the movies are awaiting her return. She has worked in practically every line of the profession, having also posed for the "celluloid."

### BROOKLYN BURLESQUERS

The Jack Coster Social Club of Brooklyn will tender a theater party and banquet to Mallon and Well of the "Bowery Burlesquers" when they play the Casino, Brooklyn. Eddie (Dare) Fox, with the "Sweet Sweetie Girls," had aspirations when a young fellow to be a pugilist and boxed at the Sampson Club in Brooklyn and had several knockouts to his credit.—DOC MILLER.

According to the Detroit dailies, Arthur McKay, special representative of The Billboard over the pen name, "The Michiganian," took an active part in the capture of two gunmen who held up and robbed card players at the Allied Athletic Club, of Detroit.

## 10 Sure-Fire Parodies and a Comic Medley for \$5

Riot Parodies, with Knock-Out Punch Lines on "Avalon," "When My Baby Smiles at Me," "Hold Me," "Margarita," "Broadway Rose," "Oh, By Jingo," "After You Get What You Want You Don't Want It," "Rose of Washington Square," "There's a Vacant Chair in Home, Sweet Home, When the World Goes Back on You" and "Daddy, Dear Old Daddy."  
A LAUGH IN EVERY LINE, AND A SMASHING PUNCH AT THE FINISH WILL ENABLE YOU TO STOP A SHOW WITH ANY ONE OF THESE PARODIES. HERE IS ONE, FREE:

### PARODY ON "I LOVE YOU JUST THE SAME, SWEET ADELINE"

I.  
Adeline, I bought a "Flivver," can't you hear her shake and shiver?  
If you can't your ears are "tin," sweetheart of mine.  
She is made of tin and copper, when you start it's hard to stop her,  
But jump in, we'll take a spin for Auld Lang Syne  
She looks just like an "oil can" on a board,  
But it was the only car I could afford (A Ford).

#### CHORUS:

The steering wheel is loose, Sweet Adeline,  
The clutch gets me "in Dutch," sweetheart of mine;  
When she starts to shake, look out—  
Or your false teeth will fall out,  
You'll loose them just the same as I lost mine,  
Sweet Adeline, Sweet Adeline.  
I get the parts in "Woolworth's" for a dime,  
Gasoline is much too dear, but she runs on home-made beer,  
AND she gets there just the same, that Ford of mine.

#### THEN FOR AN ENCORE:

The times are not the same, Sweet Adeline,  
For a drink you have to wink, ain't that a crime?  
Every now and then you hear there are "splinters" in the beer,  
The alcohol is "wood," sweetheart of mine.  
Sweet Adeline, Sweet Adeline,  
The worst thing is you're liable to go blind.  
"Wimmen" wear "M" to the knee,  
I want to see what I can see,  
Safety first, I'm drinking tea, Sweet Adeline.

Send \$5 for these Riots NOW. With each order I will send FREE a New Comic Medley of Late Song Hits. Sensational Punch lines make this Medley a Riot for a Closing."

Send for this REAL material NOW. YOUR MONEY BACK BY SPECIAL DELIVERY IF YOU ARE NOT SATISFIED. IF YOU ARE IN NEW YORK CALL I AM NEAR THE AUDUBON THEATRE.

HARRY C. PYLE, JR., 1064 St. Nicholas Avenue, NEW YORK CITY.

## ALL MUSICIANS

who play Cornet, Trumpet, Trombone, French Horn, Clarinet or Saxophone and troubled with

High Tones, Low Tones, Weak Lips, Pressure, Sluggish Tongue, Clean Staccato in fast passages, Poor Tone, Jazzing and any other troubles, should get our

## POINTERS ON TEACHING BY MAIL

Sent Free Name Instrument  
Beginner or Advanced

VIRTUOSO SCHOOL, BUFFALO, N. Y.

**WILSON ART SERVICE**  
209 S. STATE ST. CHICAGO.  
PHONE - WILSON 3267

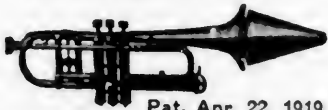
**Artistic Title Pages!**  
MUSIC PUBLISHERS—Mail us a copy of the words of your songs for a **FREE ESTIMATE**

### Season's Greetings From CAL DeVOLL

SONG WRITER  
"Alabama Lullaby," "Kiss a Miss" and numbers with the following publishers: Leo Felst, J. E. Remick, Irving Berlin, Forster Music Pub., Inc., Belwin, Shapiro-Bernstein, McKinley, Will Rossiter and others. Special material for acts.  
CAL DE VOLL, Care Elks' Club, Chicago, Ill.

## SAXONETTE

A Good Saxophone Imitation



Pat. Apr. 22, 1919.

Made of Polished Brass

Cornet, \$3.00 Trombone, \$4.00 Baritone, \$6.00  
Postage, 25c. Postage, 25c. Postage, 35c.

MAGIN-MAYER CO., Belleville, Ill.

**LEARN PIANO BY EAR IN ONE WEEK**

By the quickest and easiest system in the World. Teaches you all tricks and pointers for playing correct BASS, which is just what you need. Anyone can learn in a week.

Write F. W. LITTLE, Box 36, Arsenal Sta., Pittsburgh, Pa.

**RAG AND JAZZ PIANO PLAYING**  
TAUGHT BEGINNERS IN 20 LESSONS  
ADVANCED COURSE FOR PLAYERS

Under personal direction of Axel Christensen, America's Premier Ragtime Pianist. Christensen teaches in most cities—see your telephone directory—or write for free booklet about our splendid mail course. Piano teachers in unoccupied cities write for attractive proposition.

CHRISTENSEN SCHOOL OF POPULAR MUSIC  
Suite 5, 30 E. Jackson Blvd., CHICAGO

SAY "I SAW IT IN THE BILLBOARD."

Who Could Resist Irresistible

# BIDDY



An Irresistible Fox-Trot Song  
WITH A SAUCY IRISH MELODY THAT CAPTIVATES  
AND TANTALIZES

## Other Song Hits Galore From the House of Fox:

### "BLUE JEANS"

A NATURAL SONG HIT THAT WILL SWEEP THE COUNTRY

"MY CUBAN ROSE"  
ALREADY IN SEVERAL BROADWAY SHOWS

"AMORITA"

THE EXTRAORDINARY SPANISH FOX-TROT SONG

"DEAR OLD DIXIE MOON"  
A BEAUTIFUL POPULAR BALLAD

"DO ANOTHER BREAK"  
GREAT NOVELTY "STOP TIME" SONG

"ALABAMA MOON"  
THE PHENOMENAL WALTZ SONG HIT

"STOP IT"

A RAGGY, JAZZY, NOVELTY ONE-STEP SONG

"ONE SWEET DAY"  
A HIGH-CLASS MELODY BALLAD

"SWEET LUANA"  
A WONDERFUL, DREAMY HAWAIIAN SONG

Cleveland—SAM FOX PUBLISHING Co.—New York

P. S.—Be sure and visit our New York Professional Studios at 158-160 West 45th Street.

### SHOW BUSINESS IN THE SOUTH-WEST

(Continued from page 57)

eral admission. Playing to capacity all the time and giving to theater and show manager about \$1,000 each per week. Many weeks are much better, some not quite so good. This is for the average show of thirteen people on a fifty-fifty basis. There are bigger shows that draw better that will double this, and the taste of the public is for the cleanest shows possible.

We are in possession of a letter from a booking agent in the Carolinas, saying that the average price for a tab. show there is \$375 to \$425. He also states that conditions there are very bad, that vaudeville is making great inroads on the tab. business. Why? I have talked with two men who came thru that section and are successful managers, because any man who can start without a bank roll and carry a show thru that section and do it independent of booking agents and managers is Some General. I salute him. The stories that performers tell about what some theater managers do to shows would bring tears to the eyes of a stone statue. That section is old and very bigoted, while Oklahoma is new, and our manager has learned the lesson that to do business he has got to give a square deal to public and performer as well. There are a very few exceptions, as in anything else, but in most cases our manager prefers to treat his show with the very highest regard.

Tabloid will soon be called something else, for our best managers who have come into this territory with tab. shows learn very fast that they will pay for it, hence they all want to go the other fellow one better and try very hard to improve their shows. This makes a demand for real performers, and salaries have gone up about as high as is possible to pay. The very best performers are willing to work for less money for a real manager than for "fly-by-night" managers, and the newer the actor the more money he wants and the shorter he lasts on the show. Several of our best managers are



## MR. DRUMMER How About You?

Are you equipped like the drummer opposite?

Bass and snare drums in one case and all traps in the other.

OR

are you still lugging around that big, bulky and awkward bass drum?

## Barry Drums

are made specially for your convenience and are the most modern up-to-the-minute drums on the world's market. Made for the drummer who cares.

Write for Catalogue "C"

**Barry Drum Mfg. Co.**

3426 Market St., PHILADELPHIA.

putting out real productions and the tabloid show is a tabloid only in name.

By request Ensley Barbour names three such as the best on his time: "Midnight Whirl" Company, with Billie House, carrying a carload of scenery; "The Show Girls," with Margaret Lillie, and "Beauty Parade," with Fritz Field. These and others he has are almost

terly" Company. "Yankee Doodle Girls" and "Mysterious Smith" as shows that are in constant demand on the time and can play any house two or more times yearly and fill every seat at every performance. He further states that it is an injustice to the other shows to name only three, as there are many that will do the same thing.

It is generally conceded that the thirteen-people show is the most profitable to all parties concerned, with an occasional big show thrown in. Such a show will consist of comedian, juvenile man, general business or character man, a prima donna or soubret, a character woman, six or seven girls and a musical di-

Ensley Barbour can offer such a show forty weeks that will play to about \$2,000 weekly to a fast and clean show. Corrigan is newer in the field, but he can offer about half that time at the same figure. But they must be shows.

Bert Smith has established himself with his ragtime workers to the extent that he can play almost any theater any time he wants to. He has launched his latest venture with the "Beach Peaches." These shows are extravaganzas pure and simple, with lobby and wardrobe that make many real burlesque shows blush. Billie Wehle has successfully launched six excellent shows, every one better than his own number one. And he pays real salaries, using the policy that quality and not quantity counts most.

If you have not got a real show it's harder to book here than it is to play the Orpheum Circuit hand organ.

Not everything is musical shows with us. We have many excellent dramatic companies, with strong casts, doing capacity business all the time. There is one manager who has the largest tent equipment in the dramatic show line of anybody in the world—Morris Dubinsky. I doubt if he knows how many yards of canvas he actually spreads each season. He employs something like a thousand actors each summer season in all of his enterprises.

Oklahoma is the richest, Texas the largest, Kansas the driest, and, we think, show business is the best in the Union.

### OUR BIG HIT

# "EMMA LOU"

SUNG BY **EDDIE LEONARD**, THE GREAT MINSTREL  
AT PALACE THEATRE, N. Y. C.

### Get these SOUTHERN MELODIES FROM THE SUNNY SOUTH

"Down In Miami On Biscayne Bay" "Underneath the Royal Palm Trees"  
"Tell Me You Are Coming Back To Me" "When the Faddists Have Their Way"

Professional copies now ready. Join our Orchestra Club, \$1.00 per year.

22-22 Havlin Bldg. MIAMI, FLA. **DIXIE MUSIC PUB. CO., INC.**, Gaiety Theatre Bldg. NEW YORK CITY.



**THEY LOOK** SMALL  
**BUT**  
**THEY'RE VERY**  
**BIG**

**HINDOO HOP**  
 (FOX-TROT ODDITY)

**A LA PAREE**  
 (FRENCHY ONE-STEP)

**CORONADO LAND**  
 (ENCORE WALTZ)

Small Orchestra, 25c Each  
 Full " 40c "  
 Song Copies, - 30c "

**ON HILO BAY**  
 (HAWAIIAN GUITAR WALTZ)

**MOORISH ROSE**  
 (FOX-TROT UNIQUE)

PUBLISHED BY  
**BELWIN, Inc.**  
 701 7th AVENUE, NEW YORK CITY

DON'T MISS THESE. THEY WILL SWEEP THE COUNTRY

"WOULD A LITTLE BIT OF LOVE MAKE LIFE SEEM SWEETER?"

"THE GOLDEN THREADS ARE TURNING INTO SILVER"

BY A NEW SONG WRITER WHOSE SONGS ARE GRIPPING THE HEARTS OF THE GREAT AMERICAN PUBLIC. SEND FOR COMPLIMENTARY COPIES.

FRANK B. ROBINSON, COMPOSER AND PUBLISHER, Klamath Falls, Ore.

MUSICAL MUSINGS

By O. A. PETERSON

The most fraternal bunch of real musicians that I ever met is here in Amarillo, Tex., at the Deandi Theater.

The leader is Otto Liebelt, and he seems to have nearly all the big music in existence. Men who have been here a year say they have not been thru his entire stock yet—and we change music every day.

Frank H. Lavacek is clarinet; H. B. Logsdon, drums; Bill Cummings, trombone; O. A. Peterson, cornet, and Geo. Carsey, piano.

Otto Liebelt is one of those ideal leaders who does not take life too seriously, and never was known to scowl at one of his men, no matter what happens.

If there were more such leaders the musician's lot would, indeed, be a bappy one. No frowns, no wild gestures, no sudden changes or corrections in tempos merely to let the audience know who is boss.

Frank Hill, trombone player, formerly with J. F. Murphy's Shows, is in Atlanta, Ga., where his wife is recovering from a recent operation.

Joe Goetz, lately connected with carnival and minstrel attractions, is wintering in Baltimore, Md.

J. S. York, member of the jazz band with the No. 1 County Fair Company (feature picture), advises that Billy Powell, trombone player, formerly with the leading minstrel shows, is practicing law in Farmington, W. Va., and tendered a banquet to York and his fellow players during their recent engagement in that town.

Merry Christmas—Happy New Year to All "N-O-R-M-A" Dedicated to Miss Norma Talmadge. Words by Marvin Jackson—Music by May Hill. Most beautiful "movie" song ever written. Get a copy of this New Year Song NOW. Also on phonograph and player rolls. INTERSTATE MUSIC CO., Macon, Mo.

NEW MATERIAL My Acts and Songs all register, and my business has grown because I am a natural writer. Can write hokum or high-brow stuff, and know what the crowd will laugh at and what they won't. I write for the best and also supply weekly columns of humor to the "Star" and "Clit" Vaudeville. Poor material kills talent. My reputation means something. Do justice to yourself and let me be the man to write that new Act or Song. ARTHUR NEALE, Suite 201, Gaiety Theatre, 1545 Broadway, New York.

You will need a coat of armor if you sing this song. "For Every Tear There's a Smile Somewhere" For everyone who hears it will want to hug you. Piano Copies, 15c. Orch., 11 Parts, and Piano, 25c. ESTES & ESTES, Brooklyn, Mich.

Wilbur T. Baughman, ex-member of Vogel's Minstrels and Holmes Concert Band, is heading an independent band in Toledo, O. As a cornet soloist Baughman is said to be making quite a name for himself. He is using Jules Levy's numbers, and "Ina Polka," a solo composition of his own. The success of the latter piece is said to warrant publication, and probably will offer it soon.

"United for dizzy jazz," Russell M. Brown and Raymond O. Bell are meeting with popular favor in Michigan towns. The "twin melody syncopators" are youthful demons of the saxophone, violin and piano. Bell doubles on the two latter instruments. The team is headquartered in Albion, Mich.

The "Who is the oldest trouping musician?" query brings word from A. L. Murat that Sam Riekey, trombonist, despite his years—sixty in number—hasn't a gray hair in his makeup and "still cuts it clean."

The Five Clown Jacks of Syncopation, with Lillian Bernard, are going over big on the Orpheum vaudeville time. Miss Bernard formerly sang at the Rainbow Gardens in Chicago, and recently, while appearing in the Windy City with her jazz boys, proved herself a favorite in that town. This turn has stopped not a few bills on which it has played thus far.

The Clown Jacks of Syncopation are Addie Combs, clarinet; Ray Stillson, saxophone; Eddie

Willis, piano; Al Benson, drums, and P. D. Knight, trombone.

The success which characterized the summer engagement of Al Sander's Novelty Orchestra at Chester Park, Cincinnati, is being repeated in Louisville, at the Seelbach Hotel. Additional togger, in the way of jewelry, seems to reflect the luck of these boys during the recent run of the ponies at Churchill Downs. Their play in the Falls City is until the middle of January, and after that it is probable that the Sander combination will appear at a resort in Florida.

"Give 'em jazz with their cats if you want to feed a full house," is the way George Ade probably would style the moral from this story:

Some few months ago, in a big Mid-Western city, were opened the doors of a large cafeteria, the furnishings of which might be described as elaborate. Well-cooked food, of great variety, was offered at reasonable prices. This, however, did not draw sufficient business to warrant the heavy expense at which the establishment was being operated. And, just at a time when it looked as if the "business suspended" sign would have to be flashed, the idea of a jazz band occurred to the manager. A live combination of musicians was hastily procured and in a few days after their initial engagement the dining had the biggest play in town. Naturally the jazz band continues, and so do the crowds. Now there is no sign of closing, but prospects of enlarging.

W. B. Fowler and his Band, formerly of the Walter L. Main Show, is now trouping with the feature film, "The County Fair." At every stand, 'tis said, the natives assemble to hear the Fowler combination play its celebrated "blues" numbers, in which the slip horn is not a side issue. The organization is 100 per cent union and classed as a fine lot of boys.

P. De Journal, who, while a member of the Temple City Four, was billed as "Jack Stanley," is now introducing "Jazz-O-Maniacs," the "teasing toe ticklers," with much success in dance, clubs and entertainments thru the South. Mr. De Journal's own compositions are featured. He continues at the piano, his brother, C. De Journal, plays the banjo, and Don B. Lea presides at the drums. Clovis, N. M., is being made headquarters.

A flood of Christmas and New Year's greetings have been received from readers of this department. (Continued on page 70)

A beautiful love song expressing the old sentiment of Love's Old Sweet Song. Will become equally as popular among Vaudeville and Concert Artists as "SUNSHINE OF YOUR SMILE."

I'D BUILD A WORLD IN THE HEART OF A ROSE

WALTZ ARRANGEMENT, 10 PARTS AND PIANO, 25 CENTS.

PUBLISHED IN FOUR KEYS WITH ORCHESTRATIONS. ALSO ARRANGED FOR FEMALE, MALE AND MIXED QUARTETTE.

A SENSATIONAL HIT

A song that every Vaudeville Artist is looking for. "The Famous Bell Song." You sing it once and your audience immediately joins in with the refrain—a continental success.

A Leader Among Waltz Songs ON MIAMI SHORE

THE BELLS OF ST. MARY'S

PUBLISHED IN TWO KEYS WITH ORCHESTRATIONS ALSO ARRANGED FOR FEMALE, MALE AND MIXED QUARTETTE PROFESSIONAL COPIES SENT UPON REQUEST

ONE-STEP ARRANGEMENT, 10 PARTS AND PIANO, 25 CENTS.

A Leader Among Waltz Songs ON MIAMI SHORE

CHAPPELL-HARMS, Inc., (Professional Dept.) 185 Madison Ave., N. Y.



LANDED OVER NIGHT---HERE TO STAY

# SLEEPY HOLLOW

(WHERE I FIRST MET YOU)

EVERYBODY SAYS: "BEST WALTZ SINCE 'HAWAIIAN MOONLIGHT.'"

EVERY ORCHESTRA WILL PLAY IT

WONDERFUL MELODY FOR ACROBATIC, MUSICAL, MAGIC AND ALL DUMB ACTS.

*False Andante* VOICE

*mf* Sweet-heart, I've been dreaming of a by-gone day When you said you  
Un - der-neath the wil - low 'neath a sky of blue, While the moonlight

loved me so; Sil - very stars are gleam-ing just Seems they know that I want to go *rit.*  
soft - ly beams, I will make my pil - low white to light my way, Once a - gain I will stroll in dreams  
*a tempo* *p-mf* I dream of you,

Back to Sleepy - Hollow, - Sleepy - Hollow, - Where I first met you, - I'll dream a-gain, all the

dreams we knew, I'll dream a - gain, dear, of your sweet eyes of blue. In the shadows - falling - you are - calling -

As you used to do, - While mem'ries - follow - "Sleepy - Hollow" - Where I first met you. *mf* Back to you. *rit.* *a tempo*

Copyright, MCMXX by McKinley Music Co., Chicago British Copyright Secured.

A NOVELTY FOX-TROT WITH A NEW "KICK" TO THE LYRIC.

## DO YOU?

ALL ARRANGEMENTS READY. GIRL AND BOY DOUBLE.

## PLAY ME A DIXIE MELODY

A DIXIE FOX-TROT. SOME MELODY. ALL ARRANGEMENTS READY.

A NEW TRICK IN BOTH MELODY AND LYRIC

### JUNE

(WE WILL BE HAPPY IN JUNE)

A 2-4 DIXIE SONG

### SHIMMY MOON

GREAT OPENER OR CLOSER

SPECIAL VERSIONS ON THIS NUMBER

### IRISH

(EVERYTHING ABOUT YOU TELLS ME THAT YOU'RE IRISH)

A WALTZ LULLABY

### PICKANINNY BLUES

NOT A BLUES. A BEAUTIFUL MELODY

## McKINLEY MUSIC CO.

145 West 45th Street  
NEW YORK

CHICAGO:

Grand Opera House Building

BOSTON:

228 Tremont Street

PITTSBURG:

Savoy Theatre Building

WISHING ONE AND ALL A MERRY XMAS AND HAPPY NEW YEAR

## "ALGIERS"

An Oriental Fox-Trot Song, with a beautiful poem. Send for your copy now; it's ready.

## "BACK TO THE SWEET LONG AGO"

A splendid Waltz Ballad. A wonderful number for acts using steel guitars.

## PROF. SINGERS AND LEADERS

We will be pleased to send you Free Song or Dance Orchestrations.

WRITE US NOW.

YOUNG MUSIC PUB. CO.,  
COLUMBUS, OHIO

## "IRELAND, MY IRELAND"

If you sing Ballads, you will want this one. Full of harmony. Send for Quar. Arr.

## "HE PICKED A WILD FLOWER"

Greatest Comedy Song of the year, with clean lyrics. Mel-o-Dee Roll 4095.

## "NO OLD IDEAS IN A YOUNG SONG"

### MUSICAL MUSINGS

(Continued from page 65)

ment. The well wishes are showered upon The Billboard and various friends of the respective greeters. To run all the names of these parties would mean a list second only to the now famously valuable routes department of Billy-boy. Therefore be it understood that, as the good will of musicians and friends of musicians so rules, you are heartily wished a very Merry Christmas and a joyous and prosperous New Year by your many friends and The Billboard.

After its close with the Smith Greater Shows, about December 20, the Black Hussara Band, directed by T. R. Yarborough, will be in Columbia, S. C., for the winter, with twelve pieces. Concert and dance engagements will be played. That Prof. Yarborough and his players have measured up to all requirements at dates filled by the Smith Greater Shows is evidenced by the compliments of the press, fair associations, showfolks and the public.

Robert J. Maddeford, leader of the Royal Canadian Orchestra, has been engaged to direct the winter free concerta in Daytona, Fla., beginning December 14.

Tallahassee, Fla., will have a first-class band, according to present plans. H. W. Jackson is organizing musicians, and subscriptions are being taken to provide instruments for the players.

Burt Stoddard, trombone player, who was stricken with tuberculosis of the spine last August while on the Cole Show, is recovering, under the excellent care of his wife, at their home in Cleveland, O., and expects to be able to start on his twenty-first show season next

YOU'VE SUNG THE REST, NOW SING THE BEST.  
ZOELLER'S HITS  
FEATURED WITH GREAT SUCCESS BY MARGIE WINTERS.  
"I AIN'T GIVIN' NOTHIN' AWAY"  
SOME BALLAD CONTENTMENT  
FOX-TROT IN OLD KENTUCKY  
THE ZOELLER MUSIC CO.,  
Louisville, Ky.

It's a Dreamy waltz song Ballad.

### NOTICE MUSICIANS AND SINGERS

It takes 5 minutes to learn it and a life time to forget.

## WON'T YOU PROMISE TO BE MINE

THE COMING NATION-WIDE HIT.  
Write for Professional Copies. Send 12c for Regular Copy.  
J. N. GILGEN, Grand Opera House Building, Buckhannon, W. Va.

## MUSIC PRINTERS AND ENGRAVERS

of anything in Music by any process.  
Estimates gladly furnished. 43 years experience  
in music printing. Largest plant west of New York.  
Established 1876 The OTTO ZIMMERMAN & SON Co. Cincinnati, Ohio

### MONEY WRITING SONGS

A successful music composer and publisher writes a book explaining how to make money publishing songs. Contents: Correcting Your Faults, Writing a Melody, Directing the Ambitious Young Composer, Placing Your Songs Before the Public. Lists over 500 Music Dealers—200 Band and Orchestra Dealers. You need this book. Only one of its kind on the market. Only \$1.00, postpaid. Money back if you say so. Send for circular. UNION MUSIC COMPANY, 437 Sycamore St., Cincinnati, Ohio.

spring. Mr. Stoddard's mother, at the age of 74 years, succumbed December 4.

Chief William Nimmo, of Cincinnati, whose Klitties Band scored not a few successes during the past season in Southern Ohio, is going to make a full season of it in 1921, playing fairs, home-comings and fall festivals throuth the Middle West. His piper, dancer and singers are said to be one of the classiest and cleverest Scotch organizations in the country. A few years back, while head of the Cincinnati detective bureau, Mr. Nimmo organized the now famous Queen City Police Quartet. He and his players donated their services last week at the big benefit entertainment in Cincinnati for Joe Reilly, the popular boxer and

father of two children, who died December 8, two days after the benefit was given.

Tom J. Graham's famous All-American Jazz Band is enjoying a successful tour of dance dates in New Jersey. The new "Cat Step" is one of their feature numbers. The organization is all union and will probably take to the road about March 1.

The Billboard is a hot favorite with Locals of the A. F. of M. throuth the country, to which rule No. 174, New Orleans, La., is no exception. Few musicians are more enthusiastic in the praise of Billyboy than Geo. De Drott, the popular secretary of the Crescent City organization.

### HASENBEIN NOTES

Racine, Wis., Dec. 11.—"You'll Never Know, Nor Care," a classical waltz ballad, by J. W. Carden and Len Fleming, is considered one of the best numbers of Max E. Hasenbein & Co., Inc. Over a hundred vaudeville acts are using it already, and it is proving to be one of the most popular request numbers with orchestras.

"There's Gonna Be a Long Dry Spell," a sensational one-step, by the same writers, and "Is It Love?" a real love waltz ballad, by August Wager and Len Fleming. These songs were tried out by several vaudeville acts and orchestras in Racine and Milwaukee, and were received so enthusiastically that the publishers are proceeding at once with their publication.

### GILGEN'S WALTZ SONG

J. N. Gilgen, of Buckhannon, W. Va., has composed a song, entitled "Won't You Promise To Be Mine," which he says has been finding favor with the audiences of West Virginia theaters and he believes it will prove a hit. It is a waltz song with an air which catches the popular fancy and in addition has that quality known as "heart interest" that is so essential to success.

### "HEART" SONG SCORES

Bobby and George Wilson, song writers and comedians, in their new comedy act, "Boozology," are said to be meeting with gratifying success with their song, "You Found the Road that Leads to My Heart."

### CAMPBELL'S SONGS OF HOME

1. SOLDIER BOY.
2. MARCHING ON.
3. SOLDIER'S MONUMENT.
4. MOTHER-LOVE. Song of Cheer.
5. THE DAY PERFECT.

Professional copies free to professional singers. Send card and write. Others, 25c.  
FRANK ELLSWORTH CAMPBELL, Goshen, Ind.

### MELODIES A LaPEP

"OH, HOW I LOVE YOU, BABY EYES"

Ballad Fox-Trot. Natural Hit.

"Isabelle, You Look Like Mel-en Brown"

Novel creation. One-Step.  
Orchestrations, 20c each. Professional Copies free to Singers.

LE BLANC MUSIC PUB. CO.,  
186 Plumer Street, Toledo, Ohio.

## SONG BOOKS BEST ON EARTH

Two sizes, 9x12 and 10x14. Also Joke, Conundrum, Fortune-Telling and Dream Books. Send 10c for Samples. NO FREE SAMPLES.  
HAROLD ROSSITER MUSIC CO.,  
331 West Madison, Chicago.

### LATEST COON SONG HIT. HENRY JACKSON JONES

Professional copy for stamp. Regular copy, 20c.  
AUGUST MUSIC CO., 301 Best St., Savannah, Ga.



# SOPHIE TUCKER

(Queen of Vaudeville)

FEATURING

IF THAT'S WHAT YOU WANT HERE IT IS  
EVERY DAY  
HONOLULU LOU

Stopping the Show at Every Performance.

The Season's Biggest Sensation

THE SHEPARD N. EDMONDS MUSIC PUB. CO.

1545-7 BROADWAY, NEW YORK. GAIETY THEATRE BLDG. SUITE 512.





HIT



SONGS

AL JOLSON'S  
SENSATION  
**GRIEVING  
FOR YOU**

A TYPICAL JOLSON  
FOX-TROT SONG

By **JOE GIBSON**  
**JOE RIBAUD**  
and **JOE GOLD**

**EDDIE  
CANTOR'S  
BIG HIT**

Paul Whiteman's  
Biggest Fox-Trot Hit  
  
PLAYED NIGHTLY AT  
PALAIS ROYAL, N. Y.

**Feather  
Your Nest**

By **Kendis and Brockman**  
and **Howard Johnson**  
**SONG BIRDS THIS IS  
YOUR NEST EGG**

Great for Doubles and Singles  
and a Wonderful Bal-  
lad Version

You  
Can't  
Go  
Wrong  
With  
Any  
Feist  
Song

**I Never  
Knew**

(I COULD LOVE ANYBODY LIKE I'M  
LOVING YOU)

By **Tom Pitts, Ray Eagen,**  
**Roy K. Marsh**

Revised by **Paul Whiteman**  
**DANCE ORCHESTRAS GET  
THIS ONE QUICK**

TORONTO  
193 Yonge St.  
  
BOSTON  
181 Tremont St.

SAN FRANCISCO  
Pantages Theatre Building  
  
CHICAGO  
Grand Opera House Building

**LEO FEIST, Inc.**  
711 Seventh Ave.,  
New York

PHILADELPHIA  
Globe Theatre Building  
  
ST. LOUIS  
Galumet Building

MINNEAPOLIS  
216 Pantages Building  
  
KANSAS CITY  
Gayety Theatre Building

## BALLAD SINGERS

The best song of the year. Can be sung by any voice.

SINGLE or DOUBLE

A Peachy Duet. It lays

JUST RIGHT

A Wonderful Melody for

SINGLE STRINGS

# "I LOVE YOU JUST THE SAME"

By WM. J. GOING

12-Part Orchestration to Singers for Ten One-Cent Stamps

ERATO SONG HOUSE, Schenectady, N. Y. Box 504

Jim Finning, send address

A regular

## Home Song

the kind that "MA" wants to hear just

## "Once More"

The Best Chorus ever written for making "Love Play" to the Boxes.



"That the Profession May Know"

## OPEN LETTERS

"For oft-times VIEWS are livest NEWS"



Isn't it a fact that the kind of letter you find most interesting and readable is the one that says much in a few words? Much verbiage obscures the point. Brevity is the soul of wit—and it makes for clearness. Be brief.

Sturgis, Mich.

Editor The Billboard,  
Dear Sir—An "Open Letter" to Fair Secretaries:

The Great Fussner, Spiral Globe Equilibrist, contracted with the Labor Day Association for its celebration, September 6 and 7. The contract was signed April 29, 1920. About August 10 the committee received a letter from Mr. Fussner, stating that he had quit the business and was going on the road as a traveling salesman for a wholesale electrical house. About a week later we received a letter from an act in the northern part of Michigan, stating that Mr. Fussner was there playing an engagement. The Labor Day Association of Sturgis had sent out about 7,000 heralds and other printed matter, with a cut of Mr. Fussner's act, and a lot of harm was done to us when he did not appear. Yours truly,  
(Signed) C. M. HIBBARD,  
Chairman, Labor Day Association.

New York, Dec. 2, 1920.

Editor The Billboard:  
Dear Sir—Relative to the production staged on the old Huntington circus grounds of Boston, Mass., September 11-18, and for which my name was used and largely advertised as the head director of same, with the insert, "The man who staged the Great Joan of Arc production of New York City on May 10," this has given me cause to protest, in order that an injustice of this kind may not happen again and injure the reputation of perhaps other producers or directors. I did stage the Joan of Arc production, with a cast of 13,000—10,000 singers and 3,000 actual players. I was the responsible producer and director, but I had absolutely nothing whatever to do with the Boston affair, which I am informed was a complete failure. The Boston production was called "Europe in Battle."

Your kindness in publishing this will be greatly appreciated. Respectfully,  
(Signed) FREDERICK H. TIMS,  
3202 Perry Ave., New York City.

Sidell, Ill.

Editor The Billboard:  
Dear Sir—In your issue of November 27 I saw an article written by "Sid" Singer, of Baltimore.

In regard to big and small Time 1, as a performer, will say that there are many acts that should be "pulling a bell cord over a mule's back" or working in some "beanery." But I have seen acts on small time as good as any that worked on Keith's Circuit. Ask Mr. Singer if he ever saw a bad act on the big time? One thing an act must do there is to donate an extra five or ten per cent. Usually the managers, and also the public, want to laugh. They want comedy or "hokum," altho it must be clean "hokum."

Yes, I am doing a high-class musical act, but when the managers know that I do black-face "hokum" they ask me to do it. I have played big time as well as small time, and I will say that it takes a real act to please the small-town people.

Hoping that you will find space to publish this, and if so I will come with another, I remain,  
Yours truly,  
(Signed) JACK PALMER,  
of Jack and Marie Palmer.

222½ W. California Ave.,  
Oklahoma City, Ok.

Editor The Billboard,  
Dear Sir—Having been in the show business for some twelve years or more, I would like to openly resent remark passed by a member of the Sterling Rose Trio. The top-monger, or smallest one of the trio, passed a very cutting remark on an order whose members number so many in the profession, said order being the Elks.

The above mentioned individual had been finding fault all morning with the boys of the stage, but they being real stage hands at this theater (Liberty) did not say a word back to him. Having a couple of notices on the bill joining the Elks, and the Elks and Sbriners having a big day in town,

It must have had some effect on him, for without any just cause whatever, either from the stage hands or anybody on the stage, as nobody said a word to him, good, bad, or indifferent, he turned around to the flyman and me and made a remark which would not look good in print.

You know as well as I, half of the profession are Elks, and proud of it. As I was not working at the house (Liberty) I could not, or did not tell him where to get off.

Thanking you in advance for the space granted, beg to remain,

Respectfully yours,  
(Signed) W. E. DELOREY.

Jamestown, N. Y., Dec. 3, 1920.

Editor The Billboard:  
Dear Sir—I have just finished reading the editorial in this week's Billboard, entitled "Avarice," and I can not refrain from writing

you to express my appreciation for this editorial. I sincerely trust that this is but the forerunner of a series of editorials or articles that will help to make the carnival "safe for the public."

I have been very fortunate during the past season to represent a carnival that lived up to The Billboard's idea of a clean show, that is no girl shows of any sort or description, and no grift, not even the percentage wheel, and I hope that the day will soon arrive when the rest of the carnival managers will realize that in order to "get by" that they will have to eliminate these features, but I am sorry to say that I do not think some of them will ever realize this fact, and the managers who are desirous will be made to suffer.

During the past season, my first in the Middle West, I encountered many difficulties in closed towns, closed by these managers who can't see beyond their nose. I could cite several of these instances to you, but will not take up your time any longer, but I want to appeal to you to use your influence thru your articles to help the managers who are desirous of giving the public clean amusement.

I am not writing this letter as an Open Letter, but rather to express my appreciation to you personally for the splendid editorial, and hoping to see several more of the same character.

Very truly yours,  
(Signed) CHARLES F. WATMUFF,  
811 Prendergast Avenue.

105 Truesdale Ave., Laporte, Ind.

Editor The Billboard:  
Dear Sir—I have just finished reading a letter of complaint in your "Open Letters" Department, written by W. W. McAleny, Beaumont, Tex., in which he scolded the motion picture machine operators for not leaving the reading parts of the picture on the screen long enough to enable the audience to read them. This gentleman may be well acquainted with the theatrical business, but in his letter he certainly shows that he has a lot to learn about the "movie" business. If he will but only take the time to examine a film, one that is new, and then an old one, he no doubt will, in the future, think before he leaves any more notes at the ticket windows. Films are not made of steel, and no matter how careful the operator is about handling them they will break or tear at times. If one patronizes a theater where old pictures are being shown, those which have been repeatedly patched, he should be thankful that he had even seen the title of the picture. Those who aren't acquainted with the conditions under which some operators have to work had better get acquainted before they start to yell. It's always the same old story: "Why don't they get a real operator?" Why don't all managers give their operators a chance to be "real operators?" I am not operating at the present time, but I know, from past experience, how to sympathize with those who are working at the business. If your favorite theater isn't giving you the service that you think you are entitled to, then "move" to one that does exhibit up-to-date pictures, but in the meantime don't "pass the buck" to the operator. I remain,  
Yours very truly,  
(Signed) ROBERT W. BARDORFF.

Mason City, Ia.

Editor The Billboard,  
Dear Sir—Please find space to publish this note in your "Open Letters" Department. "Wet Vaudeville" Managers and Agents: I arrived one day ahead of my opening, and took a "peep" at the matinee. The theater was beautiful, the orchestra good, and the picture fine, but the three acts of vaudeville were "rotten." As a result, the house was empty, the management making no money, and paying low salaries. The bill had two "sympathy" acts on it. That's how the house manager is "wet." Why doesn't he close the acts, protect his house patronage, and elevate the house standard? Isn't it better to play two very good acts, pay real salaries, make some money, and satisfy the patrons? Any agent who will frame such a bill and send it in to a manager should have "crape on his door." Why don't agents demand to see what grade of goods they are handling, and then set a price worthy of the goods, as any commission merchant does today in any real business?

Out of seven theaters I have played in the last ten days with the "Darling Saxophone Four," a road show, I have had the managers tell me when they paid me: "Glad to have you with us. Wish I could give you \$50 for these two shows, instead of \$35, for you are the first 'single' here in long months worthy of your hire; for the 'singles' I get are 'rotten.'" Now agents, get a line on your "singles." You don't need to look acts till you know them. Then the "single" artist can have as much work as any two "bum singles" thrown together, looking as a team.

To better artists: Let us get together and refuse to put our art and talent in a bill where there is any "muck" that will tarnish the act from an artistic standpoint. Then we can elevate vaudeville and not degrade our talents. Yours respectfully,  
PEARL GRAYSON.

Butler, Pa.

Editor The Billboard:  
Sir—In reply to W. W. McAleny's "Cheating the Audience" article in the issue of November 27:

Did W. W. McAleny find out for certain whether or not the trouble he referred to was

(Continued on page 74)

## DEAR FRIENDS

My motto is: "Truth Conquers All Things." I SHALL FORFEIT \$100.00 if I cannot make any audience laugh or cry at will. I write laugh provoking and "heart throbbing" acts for the stage. Best terms. "SID" SINGER, Baltimore, Maryland.

## LOOKING?

For something with money in it,  
Something new and up-to-the-minute,  
Something I failed to Popularize  
And something you can Dramatize?  
WHEN WIFIE BROKE HER GLASSES  
is the Songthing that you need  
To draw the crowds around you  
And fill your purse with speed,  
if you wish to own the plates

And the Copyright, ask for this  
SONG THING while the BILLBOARD  
is in sight, then play the  
Songthing over till an offer  
Shall be mine, make it fair and  
Honest that I may not decline.

MRS. LOUETT B. RICHARDSON

346-48 Federal St., GREENFIELD, MASS. Enclose dime or stamps.

THE LATEST SUCCESS, BY THE WRITER OF RAILROAD BLUES.

## LOUISIANA BLUES

Professional Copies and Orchestration ready. Dance Orchestration, 25c.  
A BEAUTIFUL, MELODIOUS WALTZ BALLAD.

## DON'T SAY GOODBYE

Professional Copies and Orchestration ready

JAMES S. WHITE COMPANY, 224 Tremont St., BOSTON 10, MASS. IF IT'S MUSIC, WE DO IT.

To Our MANY "BOOSTERS" Best Wishes for a Merry Christmas and a Bright New Year. Here's Offering:

"I WONDER WHY YOU HANG AROUND"

Novelty, Fox-Trot,  
Just Off the Press.

"IN A WORLD JUST MADE FOR TWO"

Ballad, One-Step,  
None Better.

Send for Professionals.

NEW YORK OFFICE: Room 405 Astor Theatre  
Bldg., 1531 Broadway.

THE MILLER PUBLISHING CO. (Not Inc.)  
124 South Loomis Street, Chicago.





# ROSE OF CHINA

A RIVIERA HIT! FOX TROT BALLAD

PROFESSIONAL COPIES and ORCHESTRATIONS READY

The Riviera Music Co. CHATEAU THEATRE BUILDING Chicago

## OPEN LETTERS

(Continued from page 72)

caused directly by the operator? Entirely too much has already been spoken and written along the same lines as W. W. McAleeny's article, inasmuch as the operator is usually the first and last to be blamed for such faults.

In my estimation this particular trouble was caused by short-length sub-titles, together with considerable speed. But would W. W. McAleeny or any one else blame either of these on the operator, if the operator happens to operate his mechanism in accordance with instructions received from the house manager or director, by telephone, or better, a buzzer or bell system (two bells, full speed; one bell, slow, etc.)?

Mr. McAleeny's reference to Mr. Bush's article was certainly uncalled for, inasmuch as Mr. Bush has had sufficient experience to have referred to whatever faults, concerning the screen, had come before him at the time the article was written. When men like Mr. Bush are fair enough to overlook such matters, and consider them human nature events, in that faults will occur in all settings, I cannot understand why W. W. McAleeny, possessor of a union card for 42 years, actually walked out of a theater in Beaumont, Tex., and registered his "The operator may be union, but he is a darned poor one" (union operator), when nine to one he didn't know then, nor now, whose fault it really was.

Most everyone realizes, "tid-bit" operators included, that Beaumont has been the center of an immense labor war during the past several months. With that fact facing us, would it even be thinkable that operators in Beaumont are hiding behind our own International Alliance to hold a job? It certainly would not.

And with the above fact in mind, what else should prompt a person who has carried a union card for 42 years to register disapproval to the manager, when he should fully be realizing that said "knock" was certainly not placing any hand-painted crockery where he, nor his own union, would be in a reasonable grabbing distance, and this particularly in Beaumont, Tex.?

Hoping that you will find space for the above in your valuable paper, I am,

Very truly yours,  
(Signed) C. S. BLACK.

123 E. 88th St., New York City.

Editor The Billboard:

Dear Sir—I was much amused by the various letters I read in The Billboard in reply to

WHY

Ludwig

Drums are used everywhere



Look around you—more professional drummers are using Ludwig Drums than all other makes combined. Our Drummer's Guide tells the story—it's free.

LUDWIG & LUDWIG

1611-13-15 N. Lincoln St.  
CHICAGO, ILL.

"Drum Makers to the Profession."

**not an accident**  
**Just "Raising the roof off"**  
**WITH OUR CYCLONIC SUCCESS**

**"Her Mother Is A Better Pal Than Mary"**  
**GETS AS ENCORES AS YOU MANY WISH**  
**—and then some**

**WRITE for your Professional Copy**  
*Shows for a bigger "hand"*  
**BIGGER-HAND MUSIC PUB. CO.**  
**99 Nassau St. New York**

**Orchestration too, if you will USE IT.**

**OF COURSE!**  
**SHE'S FEATURING**  
**"WISHING LAND"**  
the waltz song they're all "discovering," just like Fred Forster, the Chicago publisher, predicted.

**PAUL L. SPECHT, 441 Elm St., READING, PA.**

**SOME SONG-WALTZ**  
**"IN THE GARDEN OF DREAMS, BRIGHT EYES"**

An Imaginative Lyric, a Waltz Melody. Orchestration, 11 and Piano (including Saxophones), 25c. Piano Copies, 25c. ARTHUR WHITE, Publisher, 4109 Williamsburg Ave., Richmond, Virginia.

**MUSIC ARRANGED BY AN EXPERT**

from lead sheet, for Voice and Piano. Up-to-date Orchestration. Moderate prices.

**THEO. G. BEACH, - - 207½ West 48th Street, New York City.**

EVERY TIME YOU MENTION THE BILLBOARD YOU PUT IN A BOOST FOR US.

my letter which the editor was kind enough to publish, but I believe that consolation is better than advice, and one can get more consolation out of the fact that not one song out of every thousand published ever becomes popular. Indeed, I believe that not even one in 10,000 ever attains popularity. I believe if every writer would publish his own songs he would stand a good chance of making a success at the start, rather than running in and out of the publishing houses trying to induce others to publish his songs. I reiterate that good songs can never be written by a staff of writers, or by collaboration. If this were true, it should not be a very difficult matter to "rig" up some kind of a machine, somewhat similar to the adding machine, for writing songs. A good song must be the product of one single mind and intellect. What would a Raphael, a Van Dyck or a Whistler look like if a half dozen people dashed it up? So long as publishers employ a staff of writers to grind out songs by collaboration no amount of money, spent in advertising, will give them anything but a short and fleeting life.

There is nothing the matter with my songs. I know my piece in literature. I have written over 500 songs, and if I couldn't write one without the aid of four thousand and seventy-five others I'd find something else to do.

After all, isn't there too much talk about song writing? How about a good readable song or poem. It is my honest opinion that a good effort in this direction would stand as good a chance of making good as any of these "bodge-podge" vehicles for carrying on a tune. I would rather have the credit of writing one good song than a thousand collaborated, staff-written, machine-made ditties.

My songs have been used in various schools and are always accepted by the public libraries, and after all the public is the best judge, and until my work has become more widely known it's best to mark time. I trust that you will, in justice to me, publish this letter, as I cannot allow any reflection upon my reputation as a poet and author by a publisher or any one else.

Thanking you for giving my letters space in your much esteemed paper, I am,

Yours very truly,  
(Signed) NATHAN L. LEWIS.

Baltimore, Md.

To the Editor,

Dear Sir—I am enclosing a little prose, taken from my copyrighted play, "The Mirror of Life," and would appreciate it if you could print this in the Christmas number of "Billyboy."

Please do not consider this as a piece of fancifulism, but rather as a work of art, if you can. I do not care to get into any discussions

(Continued on page 76)

**HAVE SOME FUN!**  
**START A SHIMMY RIOT!!!**  
**"THAT PYRAMID JAZZ"**  
A Sensational Fox Trot or Camel Walk  
Orch., 25c. Vocal and Piano, 15c.  
**PANELLA MUSIC CO.**  
PITTSBURGH, PA.

### A SAMPLE PARODY

"TRIPOLI."  
Resting on the shores of Tripoli,  
Languishing for a good strong drink,  
They saw something on rising tide  
That just made his old eyes blink.  
CHORT'S  
Just a case of whisky floating by  
On the restless tide  
When poor lark saw it he just made  
One fine running dive  
With a flash they dove in,  
But the guy could not swim.  
Now he's resting where no one will care,  
On the shores of Tripoli.  
Extra Chorus

All rights reserved. Rights to sing parody in public, 50c. OTTIE COLBURN, 13 Clinton Ave., Brockton, Massachusetts.

**ALL LEADING ORCHESTRAS ARE NOW PLAYING**

**"THAT JOLLY DANCING CROWD"**

A Snappy, Novelty Fox-Trot, that makes you want to dance. Song, 15c. Orchestration, 25c.

**JOHN P. KIDDON,**

205 Gilbert Avenue, DETROIT, MICH.



# CUBAN MOON

THE SUPER-MELODIOUS FOX-TROT

# CUBAN MOON

WOW! WHAT A TUNE!

# SWEET MAMMA

## (PAPA'S GETTING MAD)

A REAL, DEEP-DYED-IN-THE-WOOL-BLUES. MARVELOUS FEMALE AND DOUBLE VERSIONS! GREAT CATCH LINES! WILL IMPROVE YOUR ACT 100%! WIRE FOR IT TODAY.

# PRETTY LITTLE CINDERELLA

THE SUPERB HARMONY WALTZ. ALWAYS A HIT! GOING STRONGER EVERY DAY. THE WONDER SONG.

# WELCOME STRANGER

A SUPERB BALLAD! HOT OFF THE PRESS! SURE-FIRE.

# HE ALWAYS GOES FARTHER THAN FATHER

A BRAND NEW COMEDY SONG. ALWAYS MAKES 'EM LAUGH. PLENTY OF EXTRA CATCH LINES AND VERSIONS.

## OTHER JACK MILLS ORCHESTRA HITS:

- |                       |                    |                |
|-----------------------|--------------------|----------------|
| <i>One-Steps</i>      | <i>Fox-Trots</i>   | <i>Waltzes</i> |
| "VENETIA"             | "CHINA BOY"        | "CUBANA"       |
| "DANCING WITH YOU"    | "HEART OF MINE"    | "NORMANDY"     |
| "DON'T WANT A DOCTOR" | "OUGHT TO SEE HER" | "TWILIGHT"     |

# JACK MILLS, Inc.

Music Publishers

W. 45th Street near Broadway

NEW YORK CITY

ORCH-ESTRA CLUB

\$2.00 YEAR

DANCE ORCHS.

25c EACH

Regular and Piano Copies, 30c Each

# CHRISTMAS GREETINGS

Announcing Our First Release

# YOU'LL NEVER KNOW, NOR CARE

WALTZ BALLAD

Coming: Is It Love?—There's Gonna Be A Long Dry Spell

MAX E. HASENBEIN CO., Inc., 1116 Kewaunee St.,

RACINE, WISC.

## OPEN LETTERS

(Continued from page 74)

with iconoclasts, atheists, cynics or realists,  
for I am, and always will be, an idealist.

### VINCIT OMNIA VERITAS

I sat in a chair in my study, and thought  
Of the wonderful, deep mysteries of Life:  
Why had God placed us in this world  
And what really was life?  
Perhaps we were here to fight only for might,  
And battles were our chief aim in life.  
And Life, ah, what was Life?  
From a scientific standpoint it was only  
A conglomeration of atoms and electrons;  
"Atoms? Ha, ha! That is not Life,"  
Said a sweet, little voice behind me.  
"Life is the Inspiration of God,  
And God is the Inspiration of Life."  
I looked behind me and saw a beautiful vision  
of light.

"Who are you, and why are you here?" I  
asked.

"I am a messenger from God," the voice said,  
"And I am here to answer all the world prob-  
lems."

"That have always been troubling Mankind."  
"Tell me," I said, "Why is Man in this  
world?"

"To love one another, and do everything possi-  
ble  
For the betterment of Mankind," replied the  
vision.

"But," I said, "If we do this, what is our re-  
ward?"

"We must all rot in the earth anyway."  
"No, no," said the messenger, "say not so,  
For there is Life in the Great Beyond.  
And reward for all who live up to the laws of  
God."

"What is religion?" I asked.  
"Religion," spoke the messenger, "is Man  
made;

It never was God's wish that there  
Should be more than one religion—  
The religion of faith and good-will."

"Wars," asked I; "how does God feel about  
them?"

"The Almighty God sheds tears when he sees  
Mankind

Fighting for greedy, filthy power," answered  
the vision.

"Why doesn't he intervene?" I asked.

"He cannot," quoth the angel, "because he  
made a promise

That he would not enter the sphere of Man-  
kind."

"Who is God?" I asked, "and what form does  
he assume?"

"There is only one God, the God of Mankind,  
Animals and Vegetation. He is Supreme," said  
the vision of light.

"He is everywhere, but in spirit only.  
Because of his great promise. He"—

"What and why is Death?" I interrupted,  
And the wonderful messenger from God said:

"Death is more beautiful than Life, for  
the deeds of this world are rewarded  
By God in the Great Hereafter.

## THOUSANDS OF COPIES

of your songs will be sold with our

## NEW IDEA ILLUSTRATED SLIDES

Send us your copy and \$4.50 for a Sample Set

## STANDARD SLIDE CORP.

209 West 48th St., NEW YORK CITY

## GREAT DEMAND FOR SONGS

To make a success of marketing your own composition, a book covering all essential points is published. Con-  
tains over 100 pages of valuable information, including lists of ten-cent stores, music jobbers, record and piano  
reel manufacturers, music dealers, musical magazines, etc. Positively the best and up-to-the-times book ever  
offered. \$1.60, postpaid, and if not as claimed will refund money. Send for detail.

JACK GORDON PUB. CO., 201 No. Hoyne Ave., Chicago

## MUSIC ENGRAVERS AND PRINTERS

Largest  
Music Printers  
West of New York

ANY PUBLISHER  
OUR REFERENCE

RAYNER, DALHEIM & CO.



Estimates  
Gladly Furnished  
on Anything in Music

WORK DONE BY  
ALL PROCESSES

2054-2060 W. Lake St., Chicago, Ill.

Death"—The messenger dissolved in a misty  
haze.

I awoke, remembered the beautiful dream I had  
And pondered as I wondered

If some of the mysteries of Life  
Had been solved.

(Signed) "SID" SINGER.

Chicago, Ill.

Editor The Billboard:

I have noted with genuine pleasure the fact  
that The Billboard, the greatest of theatrical  
journals, has seen fit to devote a department  
to the interests of the colored artist and his  
employer. I believe that you are sincere in the  
statement that this was done with no thought  
of segregation, but to so centralize the news

items of the colored performer as to bring them  
more directly to the observation of the casual  
reader of The Billboard. I sincerely hope that  
our colored artists will take advantage of  
The Billboard's generosity, not only to air  
their grievances, which are many, but to say a  
good word for the white managers who have  
stood by the colored performers, especially the  
colored vaudevillian; also to speak of their  
hopes, their desires, their aspirations and their  
accomplishments, and to encourage one another  
to greater endeavor, and thereby elevate the  
standard of the colored artist.

We colored artists hope to see the time when  
white managers will allow their love of art and  
fair play to obliterate their petty prejudices,  
and constrain them to assign colored players to

interpret colored parts in their dramas, comedies  
and operas. It stands to reason that the genuine  
beats an imitation; and now that we have  
colored artists qualified to take the parts that  
could be assigned to them, why not give them a  
chance?

Now that the color line has been erased by  
the American Federation of Labor, why have not  
some of our many colored stage hands made  
application for admission to the Stage Hands'  
Union? By all means there should be a union  
of colored stage hands in New York, Chicago  
and Philadelphia.

Grievance No. 1: I am a charter member  
of the Musicians' Protective Association, local  
591, A. F. of M., of Philadelphia, Pa. We are  
now carrying five colored union musicians with  
our Smarter Set Show. For the last ten years  
we have carried union leader and drummer. Sev-  
eral times we have been called upon to support  
the Federation in a protective fight against  
non-union musicians, and have always complied  
with the request or demand. Yet despite this  
ready and willing acquiescence on our part,  
time after time, and at place after place, in  
the North as well as the South, white musicians  
have absolutely refused to play with our colored  
leader. At Peru, Ind., and at Waco, Tex., the  
white musicians put it in writing that they re-  
fused to play with our leader, because he was  
colored. These letters of complaint, directed  
to the president of the Federation of Musicians,  
has to date elicited no reply. One season we  
sent in at least twenty complaints of this sort  
without obtaining any satisfaction. Yet when it  
was thought that we might refuse to help sup-  
port the union in its fight against non-union  
musicians we were threatened with expulsion  
and fine, and our union stage hands received  
notice to walk out. Hardly fair, is it?

Now for a little bit of inconsistency: At  
Dallas, Tex., the white musicians have never  
refused to play with our colored musicians.  
Not only have they played with them, but three  
of our leaders have been placed in the union  
at Dallas. Yet when we played at Ft. Worth, a  
trolley ride from Dallas, we found the white  
musicians unwilling to play with our leader,  
who was admitted to the union at Dallas. The  
white stage hands have always been our friends,  
have always aided us in all ways possible to  
give a creditable presentation of our shows.  
North or South we know of no union crew of  
stage hands in the personnel of which we have  
not two or more personal friends. Last season  
our stage crew was from Montgomery, Ala.,  
and served us to the highest point of efficiency.

H. D. Collins, the oldest and greatest director  
of colored shows in the business, is piloting  
the Smarter Set Co. and its great show, "Bam-  
boula," with unprecedented success.

Sincerely,  
(Signed) SALEM TUTT WHITNEY,  
Smarter Set Show, Inc.

Charles City, Ia.

Editor The Billboard:  
Dear Sir—The following may be material for  
an editorial, if not a useful bit of information  
(Continued on page 75)

## THE HOUSE OF "DIFFERENT" SONGS ANNOUNCES!

"WHY LIGHT OUT FOR CUBA

WHEN YOU CAN GET LIT UP AT HOME"

INTRODUCED BY

SOPHIE TUCKER

"AN ANGEL IS MISSING FROM HEAVEN

BUT I'LL NEVER TELL WHERE YOU ARE" (A "NATURAL," SINGABLE "HIT" BALLAD).

"EGYPT"

(ORIENTAL BALLAD FOX-TROT).

"LITTLE GIRL OF THE GOLDEN WEST"

(BALLAD BEAUTIFUL).

"INDIANA WALTZ"

(CONTAGIOUS INSTRUMENTAL).

"MY APHRODITE"

(SONG FOX-TROT).

119 N. CLARK ST. STROUBE & MAY MUSIC PUB'G CO. CHICAGO, ILL.



IT'S ALL IN THE SONG

THREE  
PROVEN  
SUCCESSSES

GRA-NA-DA  
CASTILIAN FOX-TROT

ANY TIME  
DAY WHERE  
FOX-TROT

SOMEBODY  
SONG ONE STEP

ARTIST COPIES AND VOCAL ORCH. READY  
DANCE ARRANGEMENTS, 25c

WOHLMAN

MUSIC PUBLISHERS  
MAURICE RICHMOND INCORP.  
330 AMSTERDAM AVE., NEW YORK

PROFESSIONAL AND ORCHESTRA DEPT.  
1352 BROADWAY  
New York

FLYING EAST, WEST, NORTH AND SOUTH  
OUR OVERNIGHT SONG SENSATION

# "SOME LITTLE BIRD"

PROFESSIONAL COPIES AND ORCHESTRATIONS READY. GET YOURS NOW.

**VAN ALSTYNE & CURTIS, 177 No. State St., CHICAGO.**  
**165 W. 47th St., NEW YORK.**

## OPEN LETTERS

(Continued from page 76)

for performers who are forced by circumstances to play the 'sticks.'

While playing a route of two weeks on the Carrell Circuit the following actually occurred to me: I have an act composed of five girls and myself, having played for the past four seasons, and a standard small-time act, having played for all offices, East and West.

I opened at Des Moines, Empress Theater, with the proper facilities for presenting my act to the best advantage, played four days, at the end of which one girl left to go home, having given the legitimate two weeks' notice. I had rehearsed a girl in her place, and was all set to leave for Mason City, Ia., when she did not show up to make the train. I arrived, and played my engagement at Mason City, having previously informed the management that I was one member short in my cast. At the finish of the same engagement he called me aside, and asked my idea of a reasonable settlement, whereupon I produced a letter received from E. F. Albee, some time ago, covering, in his opinion, the situation I frequently find myself in. Thomas Arthur is the manager at Mason City, Cecil Theater, and after reading the above-mentioned letter he said he was willing to abide by Mr. Albee's decision. We settled, and went merrily on our way to Charles City.

We carry no scenery, doing the entire act in a house set, interior, center door, fancy, hanging a number of college pennants to create atmosphere for a sorority girl apartment. Consequently we are able to easily put a few small props and four changes of wardrobe for the girls in a large Herkert & Meisel trunk.

I brought on the one trunk from the depot to the theater, because it is a two-day stand, and two trunks, ordinarily meant for hotel, were left at the depot, to transfer to another depot of departure.

Upon my arrival at the stage door I met Mr. Waterhouse, all heated up because the confidential baggageman had informed him of my attempt to give him a quick one and get the money. He rather forebodingly advised me I "could not get away with anything like that." I agreed to have the other two trunks hauled to his theater, provided he would pay the baggage charges if they contained no theatrical wardrobe or props. He then took my word for it that we could do a girl act with one trunk, stating he would see for himself.

It was a Sunday opening. He evidently was pleased with the act, or the attendance, for he said nothing more about the missing trunks.

The town critics, so numerous about the lobby of a small-town hotel, informed us that our "Show was real good; in fact one of the best we have had here lately."

Mr. Waterhouse owns and manages the theater, owns the entire block, including the first-class Hotel Hildreth, and a number of stores. He rents out the hotel and lives in a frame building just back of the theater. He manages the stage, secures all props and is the electrician. With the aid of a large boy he is quite able to handle the three or four acts he



Learn to Jazz on the  
**SAXOPHONE**

A complete method on ragging the Saxophone explains by new system of models how to fill in sustained notes, how to play variations, etc.

Thompson's Simplified Chart of Fingering also included in this book. **ORDER NOW!**

Price \$1.00

**FRANK J. HART SOUTHERN CALIFORNIA MUSIC COMPANY**  
812-814 SOUTH BRIDGWAY, LOS ANGELES

HUNT'S NEW ONE.

A Wonderful Song for a Good Singer.

A SURE HIT.

## "The Dream That Made Me Cry"

Get Your Copy.

A. J. HUNT, Publisher,

ALTOONA, PA.

plays Sunday and Monday of each week. At the Sunday evening performance they lacked speed in clearing away the props and paraphernalia of a magic act, and he commanded me to get busy and help. I informed him I did not carry an I. A. T. S. E. card, and he became very angry and abusive, using profanity before a number of my girls. I showed him to cool off, after he had missed a single act light cues, then explained to him that owing to my knowledge of the act on we knew there was no use of creating a panic back stage. He then accidentally let his front curtain down, instead of a drop, in one.

The above happenings, together with the fact that I was a girl and two hotel trunks short, was an inking to me that I would have a pleasant farewell party. Nur was I disappointed. All of the other two acts received their photos and salary immediately after their finish. I got my photos, and the young lady informed me I would have to go to his office for my money. I packed my trunk, the girls left for the hotel, and I went to his desk. Our dialog follows:

Mr. W.—Mr. D., here is your money, with one-sixth deducted for your missing girl.

I—I cannot accept any such salary, Mr. Waterhouse, because I value my services a little higher than a possible one or two weeks' old chorus girl, for I have put in my life at this business. I buy all wardrobe, pay salaries, commission, baggage, collect telegrams, postage and

a number of incidentals. I often make performers out of raw material for my act, and therefore I cannot accept your generous offer.

Mr. W.—Well, there it is; take it or leave it.

I—Are you a member of the V. M. P. A.?

Mr. W.—I am not a member of anything.

I—I asked you, because I have a letter from Mr. Albee that covers this case very thoroughly (producing letter, which is read by Mr. W.).

Mr. W.—I wonder if Mr. Albee would say the same a number of years ago, when he managed the Boston house.

I—Oh, but Mr. Waterhouse, things in show business have changed materially since those days. Today the performer can demand a square deal.

Mr. W.—Well, your contract calls for six people, five girls and yourself. You only have four girls. Now, I have talked this over with Mr. Jake Rosenthal, at Dubuque, and Tom Arthur, at Mason City, and they agree with me that a manager is entitled to pro rata, the number of people in an act, for a missing person.

I—That might apply for a quartet, or a trio, but not in my case, where I use a number of girls to sing chorus, or dance. I can very easily promote an amateur in a few days to the part, and do you think her services would be of equal value to mine, a comedian of pronounced ability in all booking offices?

Mr. W.—My audience doesn't know you—never heard of you before.

I—Then why do you give my name prominence in front of your theater?

Mr. W.—That must be done with all attractions, to let people know we have one here. Nevertheless I will do as the others, in this case. You were a girl short in Mason City.

I—Yes, and I wish Mr. Arthur were here to inform you what a regular manager does in a case of this kind.

Mr. W.—That is easy to find out. (Going to phone and calling Mr. Arthur on long-distance.) "Hello, Tom. What did you do with D. being a girl short?"

"Oh, I thought you said pro rata."

"No," he said you asked him what he paid the girls."

"Oh, the act is all right, but he don't carry anything."

Well, Jake Rosenthal said he usually deducts pro rata for the number of people.

"I want to do what is fair, sure, sure, Tom. Yes, business is pretty good, considering the weather we are having."

"All right, I only wanted to know what you would do. Good-by."

(To me) "Now, what do you think is fair?"

I—Owing to seven days constituting a week out here I think you are entitled to two-sevenths of one girl's salary.

Mr. W.—What about R. R. fares? You know your salary is based on the number of fares you must pay, etc.

I—(Producing contracts) This will convince you that I am playing your house at a big cut in salary, and owing to the fact that I have pleased your audience, with one member out of the cast, unknown to them, I think you might overlook my expense of traveling, because none of your patrons refused to pay the full amount of admission, nor demanded any comeback if they noticed a girl out of my act.

Mr. W.—Why should you receive the benefit of a railroad fare for one you haven't got to pay?

I—It may buy me a few meals when I am forced to lay off, or pay for a few unnecessary telegrams. Why should you receive the benefit of it, when you fully expected to pay in full, before my arrival, with one girl short?

Mr. W.—And another thing: You fellows have the nerve to come into my house and walk out onto the stage with your street clothes on.

I—(Parting overcoat) If you take a good look at this suit, you will notice that it is grey. Did you notice the one I wore on the stage?

Mr. W.—You are getting enough money to wear real clothes.

I—I know of nothing better to wear than a neatly pressed business suit for the part I am doing. One doesn't usually dress in a tuxedo or full dress, then enter and tell an audience they just got off the train. But why all this unnecessary talk? Do you want to pay me or not?

I cannot stand here and quibble all night with you. Now if you want to hold that money go to it, but maybe I'll get it and a little more, later on.

Mr. W.—Don't get fresh; your talk doesn't scare me. I'll pay you what is fair, but I'll

## SONGS OF CHARMING WORDS AND BEAUTIFUL MELODIES

(JUST OFF THE PRESS)

**CUPID Will Have To Work "Triple Shifts" EVERY DAY IN THE YEAR (Who Says He Will?)**

**"EYES, THE KIND YOU ROLLED AT ME"**

**"I'D RATHER BE A SHAMROCK THAN ANY FLOWER THAT GROWS"**

**"YOU CAME INTO MY HEART JUST LIKE AN INSPIRATION"**

**"IT'S YOU THAT I MEET AT TWILIGHT"**

ORDER ONE AND YOU WILL WANT THE OTHER THREE—ONLY 25 CENTS PER COPY

**Professional Singers:** Program or other proof entitles YOU to courtesy of receiving song orchestrations and prof. copies FREE. These songs will be a credit to YOU. "Be a Live Wire. Get the Latest and Best Out."

**Orchestra "Leaders":** Two beautiful medleys of the above songs now ready, one for 20 cents or both for 35 cents on receipt of price. Positively NO FREE copies. **SINCERE WISHES OF A MERRY XMAS AND HAPPY NEW YEAR TO ALL.**

**WOLVERINE MUSIC & PUB. CO., 816 Remington St., SAGINAW, MICH.**



Spencer Williams Says: "Merry Xmas and Happy New Year."

AND DON'T FEEL BLUE WHEN YOU LAMP THESE WONDERFUL BLUES HE IS OFFERING YOU FOR THE COMING YEAR OF 1921

RAY MILLER'S

SANDMAN BLUES

A LOG CABIN LYRIC.

By RAY MILLER AND SPENCER WILLIAMS.

A SUGAR CANE MELODY.

A LOVE-SICK WAIL.

NEGLECTED BLUES

By ANTON LADA AND SPENCER WILLIAMS

FEATURED BY LADA AND HIS LOUISIANA FIVE NIGHTLY AT THE WINTER GARDEN RESTAURANT, CHICAGO

ANOTHER TISHOMINGO.

ARKANSAS BLUES

By ANTON LADA AND SPENCER WILLIAMS

SOME PAPA SEETA.

HE'S MY MAN  
(YOU'D BETTER LEAVE HIM ALONE)

By LADA AND WILLIAMS.

A BABOON RAZMATAZ.

JUNGLE BLUES

STOP MONKEYING 'ROUND AND GET THIS RINGTAIL FIT.

Words by  
ANTON LADA

BLUE FLAME

Music By  
SPENCER WILLIAMS

FROM THE RIDICULOUS TO THE SUBLIME.

FOX-TROT BALLAD.

DON'T OVERLOOK OUR PRESENT CATALOG OF HITS:

POPULAR SONGS

"I WONDER WHY"  
(I LOVE YOU)

Waltz-Ballad.  
By CLIFTON AND BRAHAM.

"THAT'S WHY"  
(I KNOW I LOVE YOU)

Ballad-Fox-Trot.  
By CLIFTON AND BRAHAM.

"EGYPTIAN GLIDE"

Oriental Fox-Trot.

"BETTY"

A Novelty Song and Dance.

"I'M SO LONESOME"

An Appealing Ballad.

"YOU'RE  
THE ONLY  
GIRL  
I LOVE"

A New Fox-Trot Ballad.  
By SALVATORE TOMASO.

BETTER CLASS BALLADS

"DREAMS"

By AL. SWEET.

"LOVELIGHT"

Words and Music  
By LEAVENWORTH MacNAB.

"TO YOU DEAR"

Braham's Ballad Supreme.

"THE YELLOW VIOLET"

M. E. GORDON  
AND CLAY SMITH.

"When Your Pal's Away"

Words and Music  
By LEAVENWORTH MacNAB.

PROFESSIONAL COPIES NOW READY

Join Our Orchestra Club. 12 for \$1.50

FRANCES CLIFFORD MUSIC CO., (Publishers of) Kimball Hall, CHICAGO  
Real Songs

Frisco  
Song  
Whistle

Every Drummer Needs a  
Song Whistle.

If you can't sing, use a  
Frisco Song Whistle. It is  
a wonderful interpretation  
of the female voice.

The Frisco Song Whistle  
is played in the same man-  
ner as a slide trombone,  
except for a slight tremolo  
on the handle.

Write for new catalog.  
**LUDWIG &  
LUDWIG**

"DRUM MAKERS TO THE  
PROFESSION."

1611 N. Lincoln St., Chicago, Ill.

**LOVE'S MARCH**  
by  
**JOHN M. WALTERS**  
BOX 208 BURNS, KAN.  
AT MUSIC STORES

BIG SONGS "ADVERTISE," "Call Me Dearly,"  
HIT "Rings," "Happy Days," "Sunbeam,"  
"The Organ and the Choir," "Come to My Arms,"  
10c each. Roll, \$1. Agents, if you sell music write us  
Halcyon Pub. Co., 307 E. North St., Indianapolis, Ind.

SAY "I SAW IT IN THE BILLBOARD."

deduct the railroad fare from Mason City  
here. Do you want to take it or not?

1—Yes, certainly I'll take it. I've got to get  
to the next city. (Receives money, with two-  
sevenths of one girl's salary and one fare de-  
duced.) Want me to sign a receipt?

Mr. W.—No. You'll never get it again.  
1—And God forbid that I ever have to try  
offer this. (Exits into alley, thru main en-  
trance.)

There were several other speeches that would  
not look good in The Billboard, but which I as-  
sure you, when once started by Mr. Waterhouse,  
received a grand finale from me.

The following is a portion (copy) of E. F. Al-  
bee's letter to me, dated October 1, 1920:

"It is pretty hard for me to make a rule  
on any specific case, as to whether a manager  
should deduct if the individual, whether in the  
chorus or the principal, is out of the cast.

"Managers have different ideas in these cases.  
Personally, I think that the conditions should  
be stated in the contract, then if the manager is  
a liberal fellow, and the artist has not taken  
advantage of him, or his contract, by not  
making the proper effort to replace the 1st  
member, I think you will find the manager  
considerate.

"We have found so many times that sets  
start out all right and then deteriorate; first  
one member drops out, then another and the  
act goes along. Some managers receive it and  
the artist gets away with it until he runs into  
a manager who wants his contract fulfilled.

"The only solution I can figure out is, if the  
act is not as contracted for, go to the manager  
and state the case, and endeavor to get him to  
take it, as it is, for that particular week. Of  
course it is then up to him as to whether he will  
pay the full salary, or merely deduct the girl's  
salary which you would be obliged to pay pro-  
viding she was there to fill the place. If the  
girl was there the manager would be satisfied  
and if she isn't there he is not getting what  
he is paying for, and if he does deduct the  
girl's salary you are not losing anything on what  
you agree to give the manager when signing the  
contract.

"I think it all bears on the contract and the  
manager's liberality.

"However, I will take it up at the next meet-  
ing with the managers.

(Signed) E. F. ALBEE.  
I don't believe Mr. Albee would object to a  
copy of the above being printed, as it would  
avoid many misunderstandings between perform-  
ers and managers who have like cases.

Wishing you continued success, I am,

AN ANXIOUSLY WAITING READER.

P. S.—Please omit my name and number, if  
given publicity, until such a time as it becomes  
necessary to use it.

I would willingly swear to the truth of the  
contents of this letter.

"SHE DON'T SEEM TO LOOK AT ME"

"MEET ME AT THE MOVIES"

and "JOIN IN THE CHORUS WITH ME"

These fine songs are only three of the 100 songs in  
the Lewis Musical Museum. Single copy, 15c. \$1.00  
a dozen. NATHAN L. LEWIS, 123 E. 85th St.,  
New York.



MUSICAL MATERIAL

is the saving grace of many a Vaudeville Act  
and many a Dance Orchestra depends on it for  
its popularity. The best musical material is the  
ONLY choice for successful professionals. We  
recommend:

- "The Moan"
- "In Babyland"
- "I Like To Do It"
- "Oh! My Lady"

They are four of the veri-best

THE  
**HENRY BURR**  
MUSIC CORPORATION  
1604 BROADWAY, N. Y., N. Y.



# CHAUTAUQUA DEPARTMENT

By FRED HIGH



## Pleasure the Basis of Progress

### Business and Morals Are Based on the Pleasures of the People—Satisfaction Comes From Doing Things—The Pilgrims Met This Problem

Again we come to that merry time of year when the heart beats faster and the hopes grow stronger as we anticipate the great event when Santa will unload his sleigh into the stockings of good little boys and girls and leave neckties, socks and pocket handkerchiefs for the men.

Mirthfulness seems to be the natural expression of a healthy people. Even the great event which the Christian world celebrates at this festival time is enshrouded in merry-making. And each year we try to hope that henceforth we shall have reason to sing "Peace on earth, good-will towards men," with a hope of making it a psalm of praise instead of a plea for mercy, which all too often it now is.

We have lately been celebrating the great event of the landing of the Pilgrims at Plymouth Rock. We have celebrated it in story, song and pageantry more than in sermons. We need to know more about those hardy forefathers who even now are often being slandered and vilified by low comedians and base ingrates who put ignorance ahead of knowledge and blab about the intolerance of the Pilgrim fathers when they should be diligently studying the facts in the case.

When the Pilgrim fathers had been at their new home about three months an Indian named Squanto came into their settlement, and acted as interpreter. He taught them how to plant Indian corn, which was the first great lesson that they had to learn if they were to make this coastline their home. They must learn to live on the products of the land in which they sojournd.

But it wasn't long, not many years after the memorable trip across the water, before merriment began to take the place of prayer, and Bacchanalian feasts began to supplant their psalms of praise and thanksgiving.

People change, but human nature doesn't vary a great deal. So our forefathers had their first run-ins with the very same problems that had given them trouble across the ocean. Pleasure then, as now, when undirected and allowed to take its own course, was low and vulgar.

Whoever thinks of those early settlers having a Bacchanalian feast? Yet it is a fact that just north of Plymouth there was a roysoring, drunken set of adventurers, under the leadership of a lawyer, Thomas Morton. They made merry at what was then called Clifford's Inn. They led a wild frontier life, very much after the style of Buffalo Bill's time. They traded with the Indians for beaver skins. They set up a Maypole, and then proceeded with their drinking and dancing, which feat was finally recorded by Governor Bradford, in his Plymouth Plantations, as an occasion when these old birds would carouse in their merry sport and so far forget themselves as to invite the Indian squaws to join in with them, and all would frisk around together like so many fairies or furies, and they even indulged in worse practices.

Then, as now, the pleasure of the unbridled caused the death of the innocent when not directed in the right paths. Not only was the moral sense of the Pilgrims affronted by these practices and this loose conduct, but Morton's gang was busy selling liquor and firearms and ammunition to the Indians, thereby endangering the very existence of Plymouth settlement.

Captain Miles Standish was sent to arrest the "Lord of Misrule," as Morton was called, and when the Captain arrived he found the disciple of Bacchus busy crowning his sweetheart Queen of the May. Right here was where some howling dervish started the cry of Blue Laws and their interference with the people's pleasures.

We are not concerned with the ignorance of many who think it smart to rail against the

Pilgrims. What we want to bring home at this time is the lesson that we should learn that is deeper than nationality, personal peculiarities, religious notions and all such things. That is the universal need for means of expressing our joyousness. Amusements are a part of the plan of nature and should be given the same profound study that we give to the passing of laws, the study of health and morals, for after all it is said and done these things are all based on amusement or that form of expression which we term amusement.

in this higher realm. They are the teachers and preachers of the spirit world. They may be clowns or concert artists or a thousand other varieties of what is generally known as artists, but in each case it is the same noble human force that compels action.

#### REPORT ON CONDITIONS

##### In North Dakota Community Chautauquas

The following letter was received from Miss Edna Eugenia Lowe, and it gives so much real information about the heart interest that animates so many lyceum and chautauqua artists that we wish to reproduce her letter here: "I am up here working for the Federated Community Association and have been since early in October, but I do not expect to return after Christmas. The Trio that came with me felt that they did not care to return without me.

"Conditions were pretty bad up here before election. You can't imagine the tension over this Non-Partisan League up here. The three weeks before election the people were so stirred up that they could not think of lecture

#### MOZART LADIES' QUARTET



The personnel of the Mozart Ladies' Quartet is the Misses Grace Dye, cellist and pianist; Ruth Heller, reader, pianist and soprano; Helen Tower, violinist and soprano; Corliss Martin Carter, violinist and contralto.

The lyceum and chautauqua today has the great basic principle that all business and progress is based on the ability to give joy and pleasure to the people. Amusements, entertainments we sometimes prefer to term them. The people want to be amused. For more than a quarter of a century the writer has studied the provinces of that great faculty in human nature that seeks to express itself in some form of pleasure.

There is probably no class on earth that does as much and expects as little in the way of remuneration, and who suffer as many inconveniences and hardships, as the men and women who entertain and amuse the world.

There are no greater optimists in the world than these same people. When the season is over they can all figure out how near they came to making a fortune. This keeps them busy thru the fall, but by the first of the year they begin to see visions of the millions that they will make next season. Here is a story that illustrates their urge. A wagon show had been trouping thru the mountain district of North Carolina. They had just had six weeks of chilling rains. One night as the canvasmen were loading the tent on the wagon one of the fellows who had a pair of overalls and a piece of a shirt, held together by one galls, shouldered his end of a big pole onto the wagon, drew the collar of his shirt together and said: "Wouldn't this be awful weather to be on the bum?"

But aside from the hopes and aspirations of genius, which finds its greatest expression in our field, there is the spiritual element that lives on satisfaction that comes as the reward of effort. Money is incidental to those who live

courses. In many of our towns we found the advertising had not been put up, no tickets were sold and no provision made for us, and no interest shown in us after our arrival, giving three programs in each town as we did you can well imagine that the work was discouraging. I caught a heavy cold the first week out and was so ill for three weeks that I could scarcely appear on the platform.

"Everything is going splendidly now. We are having big crowds and the poor hungry people in these little towns just eat up our programs. They have never had a play reader up here before or a health lecture and the death-like stillness all thru my programs is really very impressive. It seems sometimes as if they forget to breathe.

"I really think Mr. Karr is doing a wonderful work up here. I thought at first that it was the fault of the Bureau that conditions were so bad, but I have been convinced that local conditions were such that the Bureau could do very little at first. I sent in some pretty bad sounding reports for awhile, and each time Mr. Karr assured me that everything would clear up after election, and to my amazement it turned out just as he said it would. We couldn't ask for bigger audiences or a better spirit than we have found this month.

"The strain of the first month about used me up and I feel the need of a rest, so I am going to stay at home for while after Christmas. I will be on the Coit-Alber Sevens next summer, and have some recital work and Teachers' Institutes booked for spring.

"I know you are interested in this movement, so I am glad to tell you a little about

it. I believe the idea is splendid, and it seems to be going well. The State is well organized, our jumps average ten and twelve miles, which makes travel easy. In many towns where just one series had been booked the committee came to me and said it wanted the other three series this winter, and Mr. Karr says he is receiving letters right along from new towns asking for a course."

Then there is another side that is strong. It is the selfish satisfaction that comes to one as a reward for helping another. The following article appeared in The Waynesburg, Pa., Democrat-Messenger and was written by Fred High. It tells so much that it is reprinted here so that its message may be passed on:

Chicago, Ill.—Waynesburg has special reason to be proud of its young people. We should never lose sight of the fact that the youth of our land needs constant encouragement and appreciation. It is for that reason that I am printing these few lines which I hope will be of help to others.

Last summer a young Waynesburg boy toured the Redpath Chautauquas from Louisiana to Michigan and then played a number of big fairs and resorts as a member of Al Sweet's band. Andrew Purman, Jr., may have had a fine time on that extended trip and his letters to me were full of enthusiasm and gratitude which showed that he did have a great summer. But the letter which I prized most was the one which Al Sweet wrote and thanked me for the favor I had done him in getting him such an unusually competent drummer.

The other day Miss Grace Dye, who is touring the Pacific Coast, wrote a fine letter in which she told of the delightful trip she and the other three members of her company are having. She said: "This is the fifth week out and we are having a most glorious trip. I wish to thank you sincerely for making this trip possible for me."

Word from the Bureau is even better, as it is to the effect that they have received good reports from all the towns in which Miss Dye's company has appeared.

Grace wrote one sentence that should be read to every school child in Greece County. It is this: "We spent all of one afternoon on Bandon Beach and saw the great Pacific Ocean. This trip has surely well paid me for all of my work and efforts."

The other day I happened to stroll into a music publisher's office here in Chicago and there saw a letter from Charlie Correll, who trained the Elks' Minstrel Show, which he had written to his own company as a report on how the show was progressing. Here are two paragraphs of that letter which are of interest to the people of Waynesburg and are of double value, as the sentiments were written in cold-blooded business. He wrote Joe Bren of the Joe Bren Production Company and said:

"Waynesburg is a fine town. The show here is progressing with a little more speed than usual and it looks to me like it will pass last season's record by a big margin. There is a regular crowd here and they get right behind the show in great shape. They expect to pack the house for three nights and that's a going some for a town of this size.

"Waynesburg is fortunate in having a lot of talent that it would be hard to find in a large city and among the cast there are several stars. One in particular that I have taken particular notice of and a great fancy to is a little girl who is doing the 'Peachie' number from a box. She has a great contralto voice and will certainly carry her part of the show thru in professional style. We have had a great many girls take this part in other towns, but this one is 'different' and I think she has a great future in a professional line if she ever decides to go out. Her name is Miss Edna High. No doubt Godden has written you about her. Among the older members of the cast are several who are above the average and the whole show looks to me like a knockout."

For several years it has been my good fortune to be where I could be of assistance to many young people who have talent and rare entertaining ability and it has always been a source of delight to see these young people, even in a measure, realize the hopes of their dreams.

This has probably been more personal with me, as I can never forget that it was in Waynesburg that I first received evidences of appreciation of what in previous years I had struggled to do, but had apparently failed. Waynesburg applauded even when I killed poor old Macbeth so dead that so far as I know he has never been resurrected. Applause is cheap, but appreciation is the greatest fuel ever stocked into a human furnace, and it is this knowledge that caused me to write this letter.

Probably the greatest remuneration ever given was paid by Evanston, Ill., Chamber of Commerce for a talk given by Fred High, December 8, when the official announcement stated that the speaker is editor, publisher and owner of The Billboard. The subject announced was "Helping the Other Fellow." The members of the association certainly put this idea to its test when they gave away The Billboard.

#### LYCEUM PRINTING

We Specialize on

LYCEUM AND CHAUTAUQUA PRINTING  
Circulars, Window Cards, Books and Catalogs.  
A. H. ANDERSON PRINTING CO  
STREATOR, ILL.



GIFTED ARTIST INTERPRETS ENTIRE FOUR-ACT PLAY ALONE

Miss Gay Zenola MacLaren Convinces Lyceum Course Patrons of Wonderful Gift of Imitative Recitals

Presenting an entire play, word for word, imitating exactly the voice of each character, reproducing every gesture, every bit of stage business, from curtain to curtain, Miss Gay Zenola MacLaren of New York City Friday night convinced approximately 1,499 community lyceum course patrons that as an entertainer she is in a class entirely by herself.

From the moment of being introduced by the Rev. W. H. Rogers her appreciative audience lunged on her every word and marveled at her remarkable talent. She displayed an almost ventriloquistic power of changing her voice to portray six different characters to such an extent that the audience was able to distinguish between the characters the moment they were supposed to enter. Combining unique genius with womanly beauty, Miss MacLaren decisively proved that she is an unusually gifted young lady.

"Bought and Paid For," a four-act vehicle, was the play she interpreted as the second number of the lyceum course in the First Methodist Episcopal church auditorium and even those who saw the play itself admit her mimicry could not be improved upon.

The play, a story of a self-made rich man who woos and wins a poor young girl only to lose her because of his periodic drunken sprees, and then the reconciliation, was so realistically interpreted that one had but to close his eyes to forget for the moment that the entertainment was being given by a single artist.

Appearing in six different roles, as Robert and Virginia Stafford, James and Fanny Gill, Josephine, the maid, and Ozo, the Japanese valet, Miss MacLaren gave a powerful and convincing demonstration that she possesses a rare gift of mimicry. Her interpretations throughout were faultless.—MUSCATINE (14) HERALD.

A LETTER OF APPRECIATION

That All Artists Should Read

The following letter was received from George W. Demara, Providence, R. I., song writer and composer. See if you agree with his contention when he says:

"Your very interesting comment on the value of artists picking their own songs is something that should spur all who possess original talent to have more confidence in the selection of their own material; but it seems the very reason why many good songs are never taken up. The majority of performers must wait until some star will introduce a song; then to appear as capable will in turn probably use the material, and render same in imitation style—these performers can't be classed as artists.

PITTSBURGH LADIES ORCHESTRA

Organized 1911. Has made Concert Tours in 11 States. Vocal and Instrumental Entertainers. ALBERT D. LIEFELD, Director. 305 McCance Block, Seventh Ave. and Smithfield Street, PITTSBURGH, PA.

Preparing small companies for Lyceum and Chautauqua work.

HARRY M. HOLBROOK

Manager LYCEUM AND CHAUTAUQUA DEPARTMENT. LEO FEIST, INC., MUSIC PUBLISHER, 119 North Clark Street, CHICAGO.

WILLIAM STERLING BATTIS

IN LIFE PORTRAYALS. Specializing on the characters made immortal by Charles Dickens. Personal Address, 6315 Yale Ave., Chicago, Illinois.

Ellen Kinsman Mann

TEACHER OF SINGING Fine Arts Building, CHICAGO.

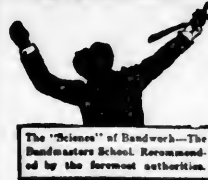
CHRISTMAS CHAUTAUQUA INSURANCE

Kilpatrick's \$20.00 Travel, Accident and Health Insurance protects Chautauqua Artists, men and women, all over the world. Write CHAS. G. KILPATRICK, Rookery Building, Chicago, Ill.

CHICAGO CIVIC BUREAU

TALENT BROKERS R. F. GLOSUP, Manager, Room 914 Steinhilf Hall, 64 East Van Buren Street, Chicago, Illinois.

BE A LEADER



Mr. Musician--

YOU can learn the secrets of the band business—the many things which make the high-salaried Bandmaster successful. Be a specialist—trained by "THE CHICAGO COURSE" of scientific methods. You can easily and quickly learn this paying profession. WRITE FOR FULL PARTICULARS—NOW, THE NICHOLS BAND CIRCUIT Home Office: LIBERTYVILLE, ILLINOIS

MUSICIANS WANTED

YOUNG MEN AND YOUNG WOMEN

Singers, Readers, Violinists, Cellists. All instruments. Those doubling preferred for this winter, next summer and next winter. Write for application blank. L. O. RUNNER, 5527 Lake St., Chicago, Ill.



FOR CHAUTAUQUA, PARKS, FAIRS, ETC.

HOLIDAY GREETINGS

FINK AND HIS BAND

America's Representative Musical Organization

1236 Washington St., KANSAS CITY, MISSOURI

Let them select their material on the confidence of their own ability; very few can do it.

"As your department is intended for such purpose, I herewith send you some copies of a novelty number, and feel assured that every consideration will be given the song, as much so as if my concern were an established New York concern."

Mr. Demara sent along a few professional copies of a song, "You're a Mean Baby," and, if you want to study his efforts to please, drop us a card and we will send you a copy. Address Fred High, 35 S. Dearborn street, Chicago, Ill.

BUREAU NEWS FROM ELLISON-WHITE

Stefansson, Arthur Walwyn Evans, Ralph Parlette, Davis and Company and the Little Symphony Orchestra closed their tours in our territory last week. Ralph Parlette says we achieved somewhat of a record in his routing. In four weeks' time he spoke in five of our Western States and did not have an open date.

The Martino Trio, Roselyth Knapp Breed and Frederick Warde open in our territory this week.

The two Mozart companies, Albert Lindquist and assisting artists, McAllister Trio and the Watteau Duo are all in the West now, furnishing the musical attractions for our many courses.

W. H. Stout, president of the I. L. C. A., and Maude Willis, of playreading fame, both of whom are filling lyceum dates in our territory now, have been office visitors during the past week.

SYLVESTER A. LONG'S ADDRESS

Makes Great Impression on State Teachers

L. W. Mayberry, city superintendent of schools, stated Monday that the greatest treat and without greatest surprise to those who had not hitherto known him was the address at Hutchinson State Teachers' Meeting given by Sylvester Long, of Wichita, on the theme, "Hungry Folk." Mr. Mayberry said the Wichita man's address supplied an inspiration to every

one of the 1,000 teachers present, and created an impression that will cause a demand for his oratory in future.

"Mr. Long's lecture was more thoroly enjoyed by all present than that of any of the other inspirational talks," Mr. Mayberry said, "despite the fact that the other speakers numbered such men as former Governor Brumbaugh of Pennsylvania, Rabbi Wise, Dr. Frank Gun-saulus and Dr. Newell Dwight Hillis."—WICHITA (KAN.) EAGLE.

LYCEUM AND CHAUTAUQUA NOTES

A speaker at the Showmen's League Banquet said: "A pessimist is a man of little faith and great fears. He usually wears a belt and a pair of suspenders." A young lady near us was heard to remark: "Thank goodness I'm not a pessimist."

Ray Andrews says: "The other day we received an application for platform work from a community lecturer. Among other things he wrote: 'I have a constructive discussion on civics. Civics, you know, is the science of interfering in public affairs.'"

A prominent lecturer's daughter asked her father this conundrum: "What is it that has eight legs and can sing?" Now father, being the proud possessor of a Ph. D. degree, promptly gave up. The young lassie, who had just come home from the high school auditorium, where she had attended the second number on the lyceum course, said: "Why a quartet."

According to the Delphos (O.) Courant, the local chautauqua committee has a scrap on with James L. Loar, has arranged for a meeting of the committee to buy talent, and has invited the Redpath and Coit-Aiber bureaus to attend and make a bid to supply talent for season of 1921. The committee is composed of J. H. Judkins, Dr. G. G. McCoy and Otto Weger. Their receipts last season were \$1,508.60.

Strickland W. Gillilan gave the address at the graduation exercises for Brown's Business College, Springfield, Ill. There were seventy-four graduates, and they and the faculty sat on the stage while the friends of the bereaved ones occupied the seats in the auditorium. All of the seventy-four were shorthand artists, and each one took Gillilan's speech verbatim, and

1920 CHAUTAUQUA COMMITTEE REPORTS

Delighted, 100; Well Pleased, 90; Fair, 80; Unsatisfactory, 00

(Continued from last week)

Table listing financial reports for various locations under 'INDIAN ART & MUSICAL COMPANY' and 'KERRY SINGERS'. Includes entries for Franklinville, Avoca, Black River, Salem, Platon, Remsen, Baldwinville, Marlon, Chuteauqua, St. Johnsville, Conemaugh, Elmburg Falls, Palmyra, Dundee, Hodge, Bergen, Newport, Barker, Prof. M. H. Jackson, Wagner, Dr. Hilton Ira Jones, and Kilties Band.

Table listing financial reports for 'KALALUHI HAWAIIANS', 'CHAS. E. KEITH', and 'KERRY SINGERS'. Includes entries for Remington, Coelville, Pickerington, Platon, Franklinville, Remsen, Marlon, Holley, Dundee, Chuteauqua, Black River, Conemaugh, Avoca, St. Johnsville, Bergen, Elmburg Falls, Baldwinville, Palmyra, Barker, Salem, Newport, and Kilties Band.

Table listing financial reports for 'Claremont', 'Summerside', 'Mt. Union', 'Tilton & Northfield', 'N. Attleboro', 'Newport', 'B. W. KING', 'R. E. PATTISON KLINE', 'DR. STANLEY L. KREBS', 'DR. IRA LANDRITH', and 'LEITER LIGHT OPERA CO.'. Includes entries for Claremont, Summerside, Mt. Union, Tilton & Northfield, N. Attleboro, Newport, B. W. KING, R. E. PATTISON KLINE, DR. STANLEY L. KREBS, DR. IRA LANDRITH, and LEITER LIGHT OPERA CO.

the town is fighting yet over the question as to what he said.

President W. H. Stout will have a Chicago I. L. C. A. Roundup and Dutch Luncheon at 1:30 Monday, December 20, at the Auditorium Hotel. Luncheon in the Oak Room will cost 50 cents. The Board of Directors will meet that same day and arrangements will be made for holding the next I. L. C. A. convention. Both the time and place will be decided, so come prepared to take part in the discussions. Stay an hour and get acquainted and renew friendships.

Peter Clark McFarlane, noted writer, one of the foremost contributors to The Saturday Evening Post and Collier's, is the latest acquisition to the list of celebrities to be presented in the West during 1921 by Ellison-White. A contract has just been closed which will present him to the E-W. Chautauqua Series audiences during the coming summer. McFarlane will tell of his personal experiences in interviewing world figures. He is a brilliant speaker and his recent platform appearances in the East have caused little less than a sensation. A Detroit paper in commenting on his recent appearance there said: "McFarlane showed he is not only a great writer but he is also a tremendous public speaker. He swept his audience to the heights of laughter, tears and thrills."

When a reporter of The Courier in Findlay, O., wrapped himself around his typewriting machine to describe a speaker, this is what came out of the trance: "Hundreds of Findlay people sat for three hours last night within the radiant halo that shines from Calvary's cross and heard Thomas Brooks Fletcher play on every emotion of the human heart. His full diapason carried people to the eclipsing heights of panegyric, where they sat transfixed by the indescribable beauty of his word pictures—his pathos, his pity and all his transcendent figures of rhetoric. Playing deftly on the harp of human heart strings, he thrilled his hearer into a perfect hush, and his peroration was as the rush of waters over a broken dam."—THE PITTSBURGH (PA.) POST.

Telephone Wabash 5189, Cable Address "Hewbu"

THE HEWETT BUREAU

MUSICAL AND DRAMATIC

For Artists and Those Who Seek Them

FINE ARTS BUILDING

410 Michigan Boulevard, CHICAGO, ILLINOIS

Talent Supplied For:

CONCERT VAUDEVILLE CHAUTAUQUA LYCEUM HIGH CLASS MOTION PICTURE HOUSES

Applications now being received for summer Chautauqua, 1921, and Lyceum 1921-22. Attractions organized and coached for local and road work at all times.

A FEW AVAILABLE ATTRACTIONS:

MABELLE CHURCH VAN ALSTYNE Costume Reading, "Abraham Lincoln's Romance."

DWIGHT EDRUS COOK

Dramatic Tenor.

JOAN YOUNG

Dramatic Soprano.

MARY LENANDER

Operatic Contralto.

FRANK A. COWAN

Concert Tenor.

DR. EMANUEL STERNHEIM

Lecturer.

KATHERINE CARROLL SMITH

CONCERT CO.

Readings, Piano, Voice, Viola.

COFFER-MILLER PLAYERS

"The Rivals" and "Twelfth Night."

DEARBORN MIXED QUARTET

Quartet Singing, Reading, Saxophone.

CHEROKEE INDIAN MAIDENS

Trio. Indian Songs in Costume.

HEREFORD MIXED TRIO

Soprano, Tenor, Baritone.

EBERLY & McGRATH

Saxophone Duo.

COLONIAL DUO

Soprano, Contralto. Costume.

HEWETT GIRLS' QUARTET

Classical and Popular.

LYONS SYNCOPATED SOCIETY BAND

Jazz Artists.

# MAGIC AND MAGICIANS

Edited at the Cincinnati Office of The Billboard, Where Letters and News Items Will Be Gratefully Received

"Pop" Krueger is in the big town entertaining the elite with his trickery.

Fred Dix, of Toledo, O., is busy with church entertainments. His offerings are always well received.

B. H. Nye is handling the act of Nalla Axmi, the mind-reader, playing to excellent business in the Middle West.

Max Holden, of Holden and Graham, recently arrived from England, states that he is merely here on a short visit.

Perry Taylor is fitting merrily over the vaudeville circuits. His tricks are clever and his patter hard to beat.

Houdini is at present engaged in writing and arranging a special five-reel feature picture, to be done by his own organization.

Ab Ling Foo, the Chinese magician, is at present playing in and around Porto Rico with great success, according to late reports.

Felix Hermann played the Rialto Theater, Chicago, recently with a novelty magic act, featuring a quick trunk substitution that had them all worried.

With the Christmas season at hand magicians are in great demand. Parties, entertainments and theaters are using novelty acts of all sorts and as popular as any la magic.

It is reported that Howard Thurston has formed a \$175,000 company, with B. C. Elliott as one of the incorporators, to build what will be known as "Temples of Mystery."

The Wizards' Club of New York will hold its next big affair on February 11, with Radano, the hypnotist, and Gordon Majeski among those already promising their attendance.

Frank J. Powers, the hypnotist, presenting Mrs. Herbert L. Flint in "The Little Hypnotic Sunbeam," is meeting with popular favor, according to reports from the Southwest.

Welsh Miller, the famous coin manipulator, and T. Nelson Downs' only real rival, is due to return to the States shortly, thru inability to obtain satisfactory bookings in England.

"The Miracle Mergers," written by Houdini, will be off the press by New Year's. Another of his literary offerings, "The Magic of Rope Tricks and Escapes," has already been published in England.

Dunninger managed to get his name in the New York dailies again in connection with his showing at the entertainment and dance of Dan Tallon Post, American Legion, at the Hotel Pennsylvania, New York, on December 1.

Houdini, when asked if he ever attended a spiritualistic seance, replied: "Hundreds of them. And I never saw one thing done by a medium or supposed psychic or ghostly aid that I cannot do by plain trickery."

Gordon & Company in their new digital dexterity act are being kept busy filling dates in and around New York. Their act is clever, and includes sleight-of-hand, mind-reading and several new productions, presented with fine comedy effect.

In keeping with the now popular "quiz departments" conducted by leading publications we advance this one:

Question—Who is the great mystifier, of most interesting personage and perfect body development, with muscles like steel, fingers as dexterous as a violinist's and as powerful as a stardore's, who can operate a typewriter with his toes and also cook a splendid meal?

Answer—Houdini.

Writing from New York City, Carlo Stefanik, "European Illusionist," reports that the illusion, "Noah's Ark," first shown in England, then built on new lines by him for Mae.

Hermann, widow of the late Hermann the Great, is not properly presented unless the ark is shown only with the skeleton frame (sides, front and back open) and offering some 50 animals with Noah's wife also appearing. He takes exception to the incomplete showing of this particular illusion by "copyists."

Dorny put on his act for Swift & Company employees at Washington, D. C., for the Ladies' Night Entertainment of the S. A. M. in New York and for Swift & Company in Philadelphia, in a period of four days, proving himself able to barnstorm a little if necessary.

A well balanced program of novelty acts, followed by an informal lunch and a whirl of the terpsichorean art, as known to the present day, made the recent Ladies' Night Entertainment of the Chicago Assembly, S. A. M., a most successful affair.

Gus Fowler, the Watch King, will be among the foreign acts to play the States shortly, according to recent information. His act is said to be different from anything offered before, in that every trick involves the use of clocks or watches.

Packed houses greeted Blackstone in Chicago when he played return engagements of one week each at the Victoria and Imperial Theaters. This young entertainer is rapidly forging to the front as one of the most brilliant performers of the day.

Houdini's famous trick, and one of which he is justly proud, is drinking a glass of water while standing on his head. He demonstrated this stunt recently in New York to an informal gathering at which Sophie Irene Loeb, feature

writer for The Evening World, and Howard Chandler Christy, noted artist, were present

William Krueger, son of the famous Prof. Krueger, the Cup and Ball King has signed a long-term contract with Terry & Gorman's Joyland Circus, and will be found in their side-show with the Stefaniks, Czechoslovak magicians.

The Great Lloyd, magician and lecturer, writes from his home, 220 West One Hundred and Thirtieth street, New York City, that he is recovering from a recent operation for appendicitis sufficiently to entertain offers of road work early in the spring, in which his wife will assist.

Hats off to each and every magical entertainer who, during the Yuletide season, will use a few (otherwise spare) hours in taking a small amount of magic out to an institution where parentless children or aged and infirm men and women are confined and injecting joy into their systems by offering a varied program.

Harold P. White, Treasurer of the Wizards' Club of New York City, and well known to magicians everywhere, is now making his residence in Washington, D. C. He recently took second prize of \$750 in a contest held by a New York newspaper, but thru modesty something about it until his picture appeared in the paper. At last the modest magician.

So successful have been the entertainments of "The Great Mystics," directed by Prof. A. F. Piper, in and around New Orleans, that, upon the completion of winter club dates, the show probably will be vaudevilleized and booked for big time. Lucille T. Piper (White Mahatma) is featured, with crystal gazing. She appears in beautiful Oriental costume, and is assisted by her brother, Albert.

Joseph Mercedes, professionally known throughout the country as "Mercedes," is now producing acts in New York City, N. Y. When he was a lad of 12 years Mercedes began his show career in carnivals and museums.

## HORNMAN'S NEW COIN CUP

For Appearing and Disappearing. A brass cup is given to examine. Performer borrows a quarter, which is wrapped in tissue paper, put in the cup and given to spectator to hold. Performer asks "if he would pay 10c to see a new trick." He says "Yes." Performer tells him to take the paper from cup, on unwrapping finds 15c. Performer remarks "That's your change." **HIG LAUGH FOOLS THE WISEST. \$1.00, Postpaid.**



## DE LAND'S DOLLAR DECK

A Deck of Cards with 12,000 marks. With this deck you can perform every card trick known. Price, complete, with full directions and Mechanical Locator, \$1.00. **WILL GOLDSTON'S BOOK, "Easy Road To Magic."**

With 60 Illustrations and Patter. Price, 75 cents. Small Catalog FREE. 30 YEARS IN MAGIC.

HORNMAN MAGIC CO., Sta. 2, 304 W. 34th St., New York.

# MAGIC CARDS AND DICE

Inks, Shiners, Strippers, Slick Aces, Books, Etc.

## MAGNETIC LODESTONE

Goods sent by mail C. O. D. if 50c is sent with order. Quick service and satisfaction guaranteed. Catalog Free.

B. B. SMYTHE CO., Newark, Mo.

# CANADIAN MAGIC

For PARLOR or STAGE

Professional Catalogue 25c. Small Catalogue Free

Japanese Magic and Novelty Store 24 Yonge St. Arcade, Toronto, Ont., Canada

# MAGIC

TRICKS, BOOKS AND SUPPLIES. Feature Acts in Mind, Reading and Spiritualism. Large stock. Best quality. Prompt shipments. Large illustrated Professional Catalog, 10c. **CHICAGO MAGIC CO., Dept. D, 140 S. Dearborn St., CHICAGO, ILL.**

## MAGICIANS' SUPPLIES

Crooked Games exposed. Learn how easily you may be cheated. Catalog FREE. **D. VINE & CO., Swanton, Ohio.**

## True Secrets of Mind Reading

as performed by The Zancies Carter-Price Magicians and others, made clear for professional and amateurs. Tells all. How Mind Readers Tell Names, Numbers, Birth Dates, Name Objects, etc. Complete bound book. \$1.00, mailed sealed. **Oaks Magical Co., Dept. 545, Oshkosh, Wis.**

## MAGIC DOT TRICK, 10c

Dots appear and disappear at command. Two complete sets, with illustrated directions, 10c. Sell one set for a dime and get your money back. **DAVID CHANCE, 802 Kaha Bldg., Indianapolis, Indiana.**

## TRICKS, NOVELTIES, JOKERS' GOODS

Trick Matches, Small Bombs, Snore Powder, Itch Powder, Laughing Camera, Snake Flashlight, Mechanical Mouse, 100 others. Send for price list. **J. GRANDEFIELD, 1238 Theriot Ave., Bronx, New York.**

SOMETHING NEW ON CARDS AND DICE. NO-TICK. Only manufacturer to put out "Long Distance Readers" for \$1.50 per deck. Red and Black Pencil (can be made to roll up red or black, as demonstrator desires). Price, \$2.20. Write at once for descriptive catalogue. **SPRINGFIELD MAGICAL CO., 211 1/2 N. 4th St., Springfield, Illinois.**



## MAGICIANS!


We are the Headquarters for Magical Apparatus—ILLUSIONS, TRICKS, CRYSTAL-GAZING ACTS, MINDREADING BOOKS, SENSATIONAL ESCAPES, HANDCUFF ACTS, MILK CANS, MAIL BAGS, STRAIT-JACKETS, also Novelties, Jokes, Card Tricks. Our Catalog mailed to you free.

—WRITE NOW—

### HEANEY MAGIC CO.

DESK 401 Wholesale and Retail. BERLIN, WIS.

WANTED TO BUY—Used Magic, Illusions, Escape Goods. Send a list of what you have



## MAGIC—FELSMAN'S—MAGIC

Magic Tricks for the pocket, parlor and stage. Largest assortment in the world. Immense stock and immediate shipments. Large (wonderfully illustrated) Professional Catalogue, 25 cents. Money will be refunded with first order of \$1 or more. Send a 2-cent stamp for 50-page Illustrated Catalogue. Book of Card Tricks, 25c postpaid. Thurston's Book of Pocket Tricks, 25c postpaid. Trick Pack Cards, 50c postpaid. Subscribe for Felsman's Magical Review, a monthly magic magazine, \$1.00 per year.

**ARTHUR P. FELSMAN.** Dept. 12. (New Address) 3234 West Harrison Street, CHICAGO, ILLINOIS. Successor to A. Roterberg.


## THE KNIGHT'S TOUR

AN ASTOUNDING, PRACTICAL, PERPLEXING PROBLEM.

The effect of the Knight's Tour, as presented by that Pair of old Master Magicians, "KELLAR"—In the days of yore—CREATED A SENSATION. In the past it required STUDY and MEMORIZATION. With the aid of the "Sherma Creation," ANY ONE can present the effect in five minutes' time.

NO STUDY—PRACTICAL—MECHANICALLY PERFECT

Worthy of a feature position in any program. GREAT for the Mind Reading Act. ASTOUNDING for the Club Worker. A SENSATION for the Stage. Really new. A MECHANICAL MEMORY COMPLETE, fifty (50) cents. **SERVIN LEROY, OF LEROY, TALMA, BOSCO, SAYS "PERFECT—GREAT."** Send for new CATALOG, JUST PUBLISHED, AND CARD TRICK, for **MARTINKA & CO., INC., 493 6th Ave., New York City, New York.**



## QUALITY MAGIC

Just send a quarter and your name and address. You will receive some interesting material and our great catalog.

**THAYER MANUFACTURING CO.,**  
334 So. San Pedro St., LOS ANGELES, CALIF.

## THE LATEST NOVELTY MEPHISTO PENCILS

## THE PHANTOM TUBE SPIRIT PHOTOGRAPHY

## HORNMAN MAGIC COMPANY, 304 West 34th Street, NEW YORK CITY 31 YEARS IN MAGIC

Frank Hartley's Waltzing Egg Shell on a plate. Absolutely the latest thing in magic and juggling. Can be performed anywhere. Causea wonderment and laughter. Get this in your routine. A sure winner. All that you need is a plate and an egg. Full secret can only be obtained from us. Price, \$1. Something entirely new in a pocket trick. Two Pencils of different colors, one of which is wrapped in tissue paper and placed in a neat wooden case and the lid put on. You can instantly tell what colored Pencil was placed in the case without seeing the other Pencil. Beautifully finished. A most baffling mystery. Price, complete, only 75 cents. Just out. The latest invention. Most baffling trick. Made in three sizes, for parlor and stage. Priced at \$2.50, \$6.00 and \$8.00. Write for descriptive circular and catalog.

Finest impromptu card trick invented in years. You can instantly reproduce an actual miniature photograph of a card selected by anyone from a borrowed deck. Photo paper can be examined before you commence the trick. This new effect has been sold to a selected few artists for \$50.00. Our Special Xmas Offer, 75 cents.



In late years he has been a headliner in vaudeville and just completed a 65-week engagement with the Loew interests, the last 20 of which were in Gotham.

Among other things said about this department is one comment that calls attention to the interest contained in the business cards of the various advertisers. According to this admirer, there is no item of magical apparatus used in or pertaining to any branch of black art that can not be had from, as he says, "one or the other of the live magical supply houses that appreciate the field covered by Billyboy."

A big program of magic, said to be the best offered by the Rhode Island Society of Magicians, was offered at the organization's recent annual entertainment in Providence. "Old and New Magic" was presented by George N. Thurber; "Classy Conjuring Conceptions," by Vernon Vox; "The Land of Mystery," by C. Foster Fenner, and "Escapology," by Harry (Handcuff) Ellis. The Committee on Arrangements included John Openshaw, W. J. Satchell, E. H. Rushton, H. H. Ellis and C. F. Fenner.

Haywood, ventriloquist and magician, is perhaps the first in his line to conduct a motorized show from New York to San Francisco. He left the big town on May 17 last, and arrived at the Golden Gate early in October, in time to attend the meeting there of the American Magicians. Haywood is an enthusiastic member of this organization, and identifies his connection by having the emblem of the society painted on the sides of his car.

Modern magicians, says the writer of a New York paper, do tricks far more baffling and mysterious than the wizards of the past ever performed and further amuse their audience by laughingly telling them it is trickery, at the same time challenging the patrons to guess the secret. Reputable magicians fool their watchers, but do not make fools of them. Modern magic is a highly technical science, as cold and accurate as chemistry, and it offers wholesome entertainment.

"Odeon," the "Mental Miracle," advises that he is filling club, department store and lodge dates thru the South with much success. He accredits himself as having slept in grave yards and visiting various penal institutions, etc., for the purpose of studying characters and gaining spirit connections. Too, Odeon, who "years back was understudy of 'Pauline,'" says he "puts them to sleep in windows, etc., if they want it." His parting shot is "Watch me grow."

The mail bag escapes and card tricks of Prof. Nelson Shirley in Northern New Jersey are reported as causing somewhat of a sensation. He is a student of the Great Zelo and worked for a year, during the war, as an entertainer in the War Camp Community Service. Later he traveled under the name of "La Wanda" and, since a year ago, has been billed as Prof. Shirley. His continued success at club dates will, no doubt, lead to his entry of vaudeville.

Magic is, perhaps, more popular now than ever, with many high-class and numerous lesser important mystery shows on the road, even in face of the highest travel expenses known. However, there is such a thing as overdoing any

**SIDE SHOW MAGICIANS**

I am headquarters for the cheap line of Card Tricks, Magic Books and Novelties. Supply 90% of the Magicians with goods to sell. Large stock always on hand. Prompt shipments. Lowest in price. My Transparent Art Cards are the fastest selling novelty on earth. New line for 1921 ready March 1. Make note of this address and send for samples. CHAS. V. LEE, 145 East 23d St., New York, New York.

**Magic Floating Ball, 75c**

**BETTER MAGIC, 25 CIGARETTE TRICKS.** Amateurs, 25c; String Tricks, 25c; Helpful Hints to Vaudeville Patrons, 15c; October Eagle Magician, 10c. All above only \$1 postpaid. Big \$2 value. New Catalogue free. C. Pentz, 207 So. 5th St., Minneapolis, Minn.

**FEATHER FLOWERS** Finest on Earth. Send 10c for sample. Flowers and plants for sale. Flower Pot, Fertilizer, Nickel Base and Upright, Thin Top and Giant Bouquet, over 100 inches in circumference, \$25.00. Darts, per dozen, \$3.50, \$6.00 and \$10.00. Silver Bouquets, \$5.00; pair, \$9.50. Candle to flourish, \$6.50 and \$8.50. Any kind of Effect made to order. Four Magic Catalogs, 15c. B. L. GILBERT, 11125 So. Irving Ave., Chicago, Illinois.

**BUDDHAS** Sphinxes, Skulls, Magic Vases, Galatea Figures Etc., Etc., made of unbreakable papier mache, for Magicians. Address **AMELIA GRAIN, Philadelphia.**

**BOOKS FOR MAGICIANS.** Send for latest lists. **ROBERT W. DOIDGE, 16 Elm St., Somerville, Mass.**

**The GREATEST FORTUNE TELLER of Modern Times**  
**DESTINY**

**KNOW YOUR FUTURE**  
**READ YOUR OWN FORTUNE IN THE WHEEL OF FATE.**  
DESTINY consists of a unique dial arrangement that can be set on any day and month of the year. It gives you a complete HOROSCOPE—the stars you were born under—their predictions and your general characteristics. The only conception of modern times, enabling you to cast your own and your friends' complete horoscope.  
**DESTINY WILL TELL**  
A wonderful seller for Astrological, Pitch Men and Mind Reading Acts. A fast self-seller for novelty stores as a fortune telling game. Send 25 cents for sample and wholesale quotations.  
**GEORGE POPE, 493 Sixth Avenue, NEW YORK CITY.**

**CARDS-DICE**

For Magical Use. The very latest and highest grade of work obtainable in this line. A trial will convince. Catalog Free.

**H. FRAZELLE**  
Box 416, - Los Angeles, Cal.

**MAGICIANS—IT'S HERE—THE KNOCKOUT**

We offer to the Magical fraternity of the entire world the cleverest, most baffling, mystifying and perfect production effect ever conceived by human brains, and we call it The Knockout, for that is just what it is. A self-contained trick that an armless, blind man can perform and knock the wisest audience on earth cold with wonder and amazement. Our full descriptive circular explains all. No postal cards answered. This is a big thing. Don't pass it up. If you can't write today, keep this ad. Address **JOHN C. GREEN, The Magician, Lock Drawer 339, Gen. Post Office, Toronto, Canada.**

**MAGICIANS GET THIS THE HANDY MAN**

The funniest and best comedy magic sketch ever written around the tricks that nearly every magician has. A laugh a second and then some. (For three males.) Price only 25c. coin. **JAMES T. HERR, 2919 W. North Avenue, Baltimore, Maryland.**

**ORIGINAL HAND SHADOWIST, EXPERT COIN and CARD MANIPULATOR, Etc.**

twenty years' experience, who has appeared on all principal vaudeville circuits and featured with leading attractions, thoroughly understands magic, is handy with tools, would like to join reputable magic show, to present his specialties and assist in other work. For particulars and references write **SHADOWIST, care Billboard, Cincinnati, Ohio.**

particular brand of amusement. For instance: Only a couple of weeks ago, in Texas, there were no less than ten hypnotic shows playing within a two-hundred-mile radius. From this it is easy to appreciate just how soon virgin spots will so remain with too many shows of the same kind in one section.

E. H. Mayer, of Hamilton, O., who has been a student of magic for several years, selected his home town as the port from which to shove off in his professional career, under the name of "Rosa-Rosa." His debut as a trickster was in the High School Auditorium and registered success. His program is marked with original material, and, by way of diversity, musical spice is offered by his partner, Agnes Justice, also of Hamilton. A black plush curtain and properties of high order afford a beautiful setting for the act.

La Mer, "The Mystic," closed a three-month engagement with Rinaldo's Entertainers in Ft. McKinley, O., on December 3, and opened with the Campbell & Schaffer Jubilee Company in Covington, Ky., on the 6th. During a visit to the home office of Billyboy the young magician and escape artist reported that people in the towns of Ohio, Pennsylvania, Indiana and Michigan, played to while with the Rinaldo attraction, were highly favorable toward the occult and that his offerings met with success. La Mer features rope, handcuff and box escapes, with magic and crystal-gazing as additions of his work.

"Big Bill" Breen is fast making a reputation for himself among the magicians of New York City as an expert manipulator and originator of new and up-to-date card tricks. Rumor

has it that he intends writing a book of card tricks and sleights shortly, confining it to his originalities. Such a book should be among the most popular sellers, for good card books are rare, and if Bill does write and includes his pet moves it will be well-nigh priceless, for most of his sleights were designed especially to puzzle magicians, and those who have seen him work will readily admit his moves were over their heads.

Guy Jarrett, inventor of many tricks and illusions being used by some of the foremost magicians of today, is one of the few who can make a small pocket trick seem greater than the biggest illusion he ever devised. To see Jarrett do the old peg-pencil is to marvel, and then to see him do the old linking rings with eight solid rings, and link and unlink them at will, is to marvel even more, but when he takes a pack of cards and does what he terms his "instantaneous"—well, then you just wonder whether he's human. And strippers—why, there are only two men can do what Jarrett does with strippers, and he's both of them.

A leading metropolitan daily comments on the Society of American Magicians in this fashion: "It is as self-respecting a body of professionals as any medical or ecclesiastical or legal or teachers' association, with a nice sense of the ethics of the magician's profession, and, most important of all, its members are doing most to counteract the new wave of spookery now flooding the country."

The article goes on to say that there is a demand for clean hocus-pocus, not claimed as anything else, which smilingly offers the theater patron his money's worth of amusement

and pliques one by defying a guess on how it is done.

Charles V. Lee, for 30 years a magician and marionette worker, known as Lee's Manikins, retired from the show business in 1916 to enter the mail-order business. Lee was manager of the Globe Museum in New York for several years, owner of Lee's Vaudeville Circus, toured with the principal circuses as side-show manager and magician, and played most every important museum that existed. He was known by all the old-timers as the king of selling magicians. Several of the boys induced Lee to go into the business of manufacturing card tricks, books and novelties for magicians to sell. Last season he supplied most of the side-show and carnival magicians with their line of merchandise and this coming season he expects to supply them all with a new line of novelties.

Judging from late reports from England, that country, formerly the haven of magicians, is so overcrowded with magical acts that the greatest percentage of them are not working, and some are coming to this country in search of routes. Among the English acts recently arrived are Claude Golden, who opened a tour of the Keith Circuit on December 6, and Billy O'Connor, who opened on the same date, while Mr. Hymack, the world-famous quick-change artist, opens a tour of the same time at the Alhambra, New York, on December 27. Frederick Culpitt, who is reputed to be one of the cleverest sleight-of-hand artists of today, is also expected shortly. Will Hland will bring his illusion act back early in January to play out an old contract, but will return to England early in March. Rumors have been flying thick and fast to the effect that Chris Van Bern is also due here shortly, but no confirmations have been received as yet.

Now Doug. Fairbanks is becoming a magician! In his latest picture, "The Mark of Zorro," movie fans are given an opportunity to see their favorite doing magic. What he does isn't much, but—see the picture anyway. While on the subject of movies, Larry Semon, the famous Vitagraph comedian, is a great magic fan, having been broken in by his father, known to our fathers as Zera Semon, when only a few months old, being produced from the "Magic Portfolio" as a finale to this spectacular production. Harold Lloyd is also a "bug," and it would not surprise us in the least to hear

(Continued on page 85)

**A HANDSOMELY BOUND XMAS GIFT**

**"LATEST MAGIC"**

BY THE World-famed Authority **PROFESSOR HOFFMANN**

(Angelo Lewis) **New and Original Stunts, Card Tricks, Sleight of Hand, etc.**

All fully described and illustrated **8x5 3-4 in., Handsomely Bound in Cloth Gilt 2nd Ed., Revised and Corrected Price, \$2.15 Insured Mail**

**SPON & CHAMBERLAIN**  
126 B Liberty Street, New York

**ILLUSIONS**

In stock, "THE MYSTIFYING LADY AND TRUNK VANISH." Also a lightweight Levitation. Also a very fine Asrah. All are new and ready for packing. Illustrated Catalogue, price 25c.

**JOHN G. HAUFF, Illusion Builder,**  
324 N. Western Av., CHICAGO, ILL.

**TEN "REAL MIND READING SECRETS"** (European.) Never been presented in this country. No apparatus or expensive apparatus required. Secrets with full instructions, \$1.00, worth \$100.00 to any mind reader or magician. **HARRY B. COLE, 400 S. Halsted St., Chicago, Illinois.**



# MINSTRELSY



COMMUNICATIONS TO CINCINNATI OFFICE.

MERRY CHRISTMAS AND A HAPPY NEW YEAR, brothers of minstrelsy. And the same goes for those who like to read this department.

Lasse White postcards that business con- sidered "okay," considering the present business depression throught the country.

"Happy" Allen, of Guy Bros.' Minstrels, was the guest of Hi Henry's Minstrels at Geneva, N. Y., recently. "Happy" cut quite a figure with his Canadian fur collar, they tell us.

Hi Tom Ward, now appearing with the Price & Bonnell Minstrels, will lead his own black- face troupe next season. The attraction, he says, will open Decoration Day and play week stands exclusively.

Frank H. Young's Minstrels, carrying thirty- five people, including a fourteen-piece band, are now playing the Palm Fete at Miami, Fla. Claborne White, considered one of the best "jig" agents in the business, is handling the ad- vance.

C. Foster Elliott, Irish basso and interlocutor with Price & Bonnell's Greater Minstrels, stopped in The Billboard office last week and told a few yarns. He was very much enthused with the show in general. Many other boys of the P. & B. troupe took advantage of the layover in Cincinnati and paid a visit to "Billyboy."

Leland Foster, female impersonator, erst- while member of the Price & Bonnell Greater and John W. Vogel's Minstrels, and who has just closed with Reid's Musical Tabloid, has returned to his home, 452 W. Sixtieth street, Chicago, for the holidays. Charles Ellis, of the Temple Amusement Exchange, will handle Foster's bookings while in the Windy City.

We are held responsible for a "wee" mis- take which occurred in the issue of November 27. "Buddy Jordan is captivating his audiences with HIS song, 'Blues Ain't Nothing But a Woman on a Beer Man's Mind.'" Is the article referred to. There is neither doubt about the popularity of the number, nor Jordan's ability to put it over. But we believe due credit should be given its composer, "Snowball" Jack Owens.

The courtesy of the Howard-Wells Amuse- ment Company, which operates the Victoria Theater, Wilmington, N. C., is mentioned by the Dan Fitch Minstrels, which appeared at that house the week of November 22. In a letter to The Billboard, the popular minstrels were guests of the Howard-Wells Company at a Thanksgiving feast at the Wilmington Hotel, November 25. "There was variety—it was an ideal Thanksgiving Dinner and every member enjoyed it" is the way the message reads. Among those present were Dan Fitch, "Happy" Jim Bonham, Charles Chiles, Waldo Roberts, Trevor Lewis, Emmett Miller, Felix Allen, Myrtle Everett, Laura Ruth and Florence Gross.

H. P. Bulmer, who, together with his wife, is spending the winter at Biloxi, Miss., writes: "M. C. Dodson's (all colored) Minstrels played here November 23 to a well-filled tent, giving a very pleasing performance. Mr. Dodson says that business has been very good throught the season. Their band was really the most unique of all colored minstrel bands I have ever had the pleasure to hear. Band books, in fact, notes, are unknown to the members of Mr. Dodson's band. While the slide trombone (and who can play one like a real jig) was doing the most of his shifting for positions with his feet, the cornets would be climbing a telephone pole in order to reach a higher note than His Majesty, "Sir Trombone." Mr. Dodson closed his show at Hattiesburg, Miss., December 2. The cars are on the way to Gary, Ind., where the show will reopen in the spring.

James A. Kennedy, minstrel comedian and monologist, in private life James De Lancy Chisholm, has reached the ripe old age of 62. Forty-six years ago the acrobatic song and dance team of Burton and Kennedy was formed and after a while they joined Aronalds Bros.' Minstrels. Dog training caught the eye of Burton and the team disbanded. Kennedy join- ing Barlow, Wilson, Primrose & West's forces at Stenbenville, O., later filling the place left vacant by Frank McNish. In 1881 Kennedy signed with the Hi Henry Minstrels at Go- vanda, N. Y. One year later, to be exact, August 1, he joined I. W. Baird's Minstrels at Boston, Mass., trouping with that company until 1886. The following year was spent with Cal Wagner's Minstrels, followed by a session with Hi Henry's Minstrels as principal com- edian, doing opposite end to Fred Russell, until

1893. The last three years of "smutting up" were enjoyed with Boyd and Boyer's Minstrels, altho the veteran user of burnt cork may "carry on" in minstrelsy again this season.

Christmas has a wonderful charm for show folks; on the road the major part of their time, they know little of domestic engagements, so is it little wonder they begin their preparations for Yuletide weeks in advance?

For years the Al G. Field Minstrels have played Indianapolis during Christmas week, consequently the "boys" have numerous friends in that city and dinner parties will be numerous. Charles Schaefer and wife will be the guests of Jack Richards, as will also his mother, Mrs. Richards. Mrs. Edward Conard (and her two sons) will spend the week with her husband, manager of the troupe. Harry Frillman, stage manager, will have as his guests Mrs. Frillman and children. Bert Swor, the "comique principal," will have friends from Chicago during the week. Miss Church, sister to "Billy"

Church, will sojourn as his guest. Mrs. Carl Lee is planning to spend the week with her husband, and Bert Edwards, advance agent, will spend the week with the company.

Billy S. Garvie, who has taken a keen interest in minstrelsy since the early '70s, says: "Fif- ty years ago negro minstrelsy was one of the most popular amusements, and among the leading troupes on the road in 1870 were Kelly & Leon's, Jack Haverly's, La Rue's, Moran Bros.' San Francisco, Buckley Serenaders, Madge & Fannie's, Newcomb's, Billy Aronalds' Madge & Gaylor's, Green's, Minkling's, Fred's, Georgia Minstrels, Sanford's, Comings & Dixey's, New Orleans, Harry Montague's Ex- cellenters, Sweetman & Frazer's, Campbell & Huntley's, Bryant's and many others. Wilkes Sweetman, one of the minstrel boys of 1870, is living in New York. Geo. Guy, owner of Guy Bros.' Minstrels, now on the road, is the only minstrel of 1870 now in minstrelsy. Geo. and Willie Guy were a juvenile song and dance team with Kelly & Leon's troupe. Joe Fox and William Ward, the veteran team of the world, now playing the U. B. O. Time, are the only liv- ing members of Duprez & Bonnell's Minstrels, the first troupe to go to California on the Union Pacific Railroad when it opened." When space permits we're going to print the program of Duprez & Bonnell's Minstrels, the show

which Mr. McGarvie considers the greatest minstrel troupe of that time.

Quite some years ago two Irish acrobats wanted to get on Broadway and applied to the late Oscar Hammerstein, the impresario, for work. Mr. Hammerstein had an opening for a sensational burlesque act, such as they were doing, but the Irish names did not appeal to him as being suitable for a European im- portation as he wished to bill the offering. James Welch was the name of one, but we cannot recall the other. At any rate, Welch and his partner were engaged by Mr. Hammerstein and told to return to his office a day or so later and he would have a new name (team) for them. This they did, and were handed a small slip reading: "Bonelli and Bonelli." Immediately they were put to work doing an acrobatic bur- lesque act billed as a sensational European im- portation. At the tryout the act went over with a bang. At once the late impresario saw a point, and his conversation ran some- thing like this: "The turn is great, but it must be changed. You must take out that one real sensational part." "Our act will be a dead one," replied Bonelli and Bonelli. "If we eliminate that part." "No, you mis- understand me. You must take it out for a special announcement." "Oh," said the acrobats, filled with joy over their triumphant opening. "That's different." The next time they went on the real sensational part was announced before the audience as not having been done by any other acrobats in the world, that nobody had ever dared to attempt it, etc., etc. And when the feat was performed it knocked the audience off its feet. And that James Welch of those days is the same James Bonelli, the owner of the Price-Bonnell Minstrels today.

George W. Englebretth contributes, under the heading of recollections, the following: "George Wilson, dean of minstrelsy, was the keystone of the 'Big Four,' Barlow, Wilson, Primrose and West. Wilson discovered Dan Quinlan. It was a good discovery—it saved the Shuberts the trouble. Jimmy Wall was a real B-best com- edian on his first trip out with Hi Henry and his side partner was Dick Jones, a famous cork 'smutter' of the halcyon days, later Howe, Wall and Walters. Bark's Winters, famous for his 'White Wing' song and fur collars and Billy Emerson, 'Grand Billy.' (I can still hear his gifted voice singing 'If I Only Could Pick the Winner.') Frank McNish was the father of silence and fun. Billy Van, formerly heralded with W. S. Cleveland's Magnificent White Top Minstrels, with a larger cast than Jack Haverly's Mastodons (40, count 'em, 40) ever had.

"Still in my thoughts there lingers the Bean Brummel of all middle men, the one and only Billy West. 'The Two Arthurs,' Deming and Higby, who still make merry in cork. If George Primrose, the veteran minstrel owner, and Honey Boy (George) Evans, famous for his min- strel songs, could have lived to see Hill & Dockstader's forthcoming Broadway minstrels, what a revelation!

"It's a pleasure to recall the olden days and some of the original burnt cork favorites. God bless all, the dead and remaining ones. It was a different game in days gone by, but nowadays the cork doesn't seem to smell the same. There are many old minstrel warriors of former days that I will mention at some later date. Long live minstrelsy! The memory of Corners and Dixie and others seemingly forgotten."

During a conversation with a minstrel man, who visited the home office of The Billboard last week, the following burnt cork celebrities of past and present days were recalled: off- hand: J. A. Coburn, Lew Baldwin, Neil O'Brien, Lew Dockstader, Henry Boys (George) Evans, Danny Duncan, Price Jenkins, Bill Conkling, Ed Rowley, Roscoe Humphrey, George ("Pop") Sank, George R. Guy, Pete Detzel, Joe ("Hags") Leighton, Paul Cholet, Jack Flaherty, Hi Tom Ward, Whitney Ward, Nathan Talbot, Sugar- foot Gaffney, Arthur ("Doc") Sanson, Mack ("Jasbo") Mahon, Bert Proctor, Edw. C. Cliff- ord, Roddy Jordan, William Turner, Richard Turner, Clyde Broome, George Milner, Fred Collins, Sid Tracey, Tom Donahue, Murt Shea, Cleon Coffin, Honey Harris, Elmer Elgin, Evans Nelson, Joe Carroll, Bob Tenney, Jimmie Wall, Bob Cleopdill, Happy (Blue) Lawson, Homer Featheringill, Harry Ford, Lee Edmonds, Har- old O'Brien, Eddie Powell, Mike Handley, Willard Weber, Frank Gilmore, Al Tint, W. M. Murray, Leon Daughters, Happy Jim Bonham, Dan Fitch, Bert and John Swor, Jimmie Cooper, Carl Lee, Harry Frillman, Tommy Hyde, Lasse White, "Happy" Benway, Jimmy O'Mara, Charles Chiles, "Dad" Lorier, Jim Daniels, Chas. Alton, Leo Dube, The Great Weber, George Faust, Sam Lee, Felix Allen, Leland Foster, Herbert Willison, Steve Berrian, George Gale, Grant Gardner, Tom Queen, C. F. Elliott, Pat Rogers, Harry McBride, Gene Gazette, Leahy Boys, Tom Powell, Sam Gilder, "Happy" Harry Foote, Charles F. Blackford, Joseph Costa, Arthur Higley, George



**AL G. FIELD**  
Dean of Minstrelsy and Founder of the Al G. Field Greater Minstrels

Extraordinary Spectacular

## HENRI NEISER "The Human Spider"

Feature Novelty Al G. Field Minstrels

Direction Max Hart

### Greetings to All

Unique

Weird



# GREETINGS!!

I wish all my Friends, and Enemies as well, a Merry Christmas and a most Happy and Prosperous New Year

# "SNOWBALL" JACK OWENS

The WRITER, that is ALRIGHT! . . . When it comes to RIGHT WRITING

Houlton, Tom Stockman, Frank Tomlin, Felix Allen, Harry Van Fossen, Edmond Balz, Doc Holland, Billy Mann, John Cartmell, Roy Tidwell, Harry Shunk, Lew Wilson, Bobby Geasanz, Doc Quigley, John Healey, Herbert Williams, Manuel Romaine, Reese Prosser, Billy Board, Bobby Vanhorn, Joe Dunleavy, George Wade, Percy Reed, Mike Latham, Carl Shilling, Frank Fuhrer, Charlie Gano, Frank McNish, Fox and Ward, Bernard Grunville, Frank Tanager, George Morgan, Billy Cawley, Richard Bowen, Harry Holman, James Bonnetti, Jennings and Renfrew, Leighton Bros., Arthur Deering, Al Tyrell, Eddie Mazier, Tony LaPearl, Harley Morton, Eddie Moran and McIntyre and Heath.

Perhaps many of these listed would be pleased to meet the name of the one who has seen most of them in action.

### MAGIC AND MAGICIANS

(Continued from page 53)

that Charlie Chaplin is quite a magician, judging from some of the work done in his earlier comedies. Charlie's brother, Syd, is known to be a clever sleight-of-hand artist. If they ever need work they can team up and do a comedy magic act in vaudeville.

Robinson & Company, a new comedy magic act, have been playing to great crowds in and about New York the past few weeks. The act is somewhat different from the usual run, dealing with the Robinsons in French character, doing the wine, water, milk and beer trick. Then a comedy of errors with a borrowed handkerchief that is claimed, eclipses Alexander Herrmann's famous handkerchief trick, then into Chinese, presenting, as a finale, part of Robinson's Hong To Min Act, which was a feature on vaudeville bills here and abroad until several years ago. For laughs the act is hard to beat. The French character gives many opportunities for comedy, and combined with effects the result is 100 per cent laugh evoking. The Chinese finish lifts the turn to a higher level, leaving the audience with the knowledge that they have seen something different, and the applause proves that they realize it. Magicians should see the act whenever the opportunity presents itself, as it affords an object lesson of what can be done when small effects are properly presented.

A. DeLandry, with Princess Marie, is working in the Indianapolis section, under the banner of Hurten, doing small magic and mind-reading, while building a new show, engagements for which bookings in the Hoosier State, Kentucky, West Virginia and Tennessee already are under way. DeLandry is known in this section. His advance work is being done by W. D. Marshman. In the new show DeLandry promises to offer a telepathy turn that will "have them all guessing."

DeLandry recently saw the performances of Alexander, Zombab, Chandra, Jovadah de Raja and Blackstone and, he states, "judging from the way people flocked to see them I could only conclude that magic is a robust and healthy youngster with a long and prosperous life ahead."

He also says: "I have been a showman for the past 22 years, but since adopting magic I have become so wedded to it that I will devote the rest of my career to this, the most interesting work I have ever done. In hopes that some day I will attain a position worthy of the name 'magician.'" Baby Virginia, wonderful song and dance artist and sensational illusionist, appearing in the famous escape from a Chinese torture cell, will be a feature of De Landry's attraction.

## MANAGERS—OF VAUDEVILLE, MOVING PICTURE THEATRES AND TRAVELING SHOWS

Have "Aeroplane Day," and give the kiddies and grownups an Aeroplane that flies indoors and outdoors. The greatest flying toy on the market. This Aeroplane has drawn from 1,500 to 2,500 children on special Saturday aeroplane matinees. They are being given away in theatres of all kinds all over the U. S. and other countries, and stand repeating, because they loop-the-loop, do nose dives, tail spins and fly around the room and come back and do all the stunts of a big aeroplane, because they are constructed on scientific flying principles.



A FLYING AEROPLANE

Price of these Aeroplanes, \$20.00 per thousand. Your ad included, printed on wings, in 5,000 lots. Samples free to managers.

TERMS—25 per cent with order, balance C. O. D. If add is printed on them, 50 per cent must accompany order. Address

VAN & BELLE MFG. CO., - 1579 West First Ave., Columbus, Ohio.



## MINSTREL COSTUMES

Scenic and Lighting Effects. Everything in Minstrel Supplies. Write for 1920 "Minstrel Suggestions." HOOKER-HOWE COSTUME COMPANY, Box 705, Haverhill, Mass.

## MINDREADERS! BEST YET!

I was billed to appear at the A. O. U. W. one evening with a Mind Reading Act. At 7 p.m. that evening I found my assistant was quarantined and could not leave home. I studied awhile, then decided to put on the act anyway. After my ordinary tests, different persons were requested to draw cards from an ordinary deck of cards. As one present was invited to call my assistant by phone, and she named every card correctly. You can present this act. Am selling method I used for three dollars (\$3.00). No slight of hand necessary. Guaranteed practical. WM. CLIFFORD, 223 So. Main St., Stillwater, Minnesota.

A dispatch from England stated the effects of Chung Ling Soo and LaFayette were sold at auction. To the casual observer the message might mean nothing, but to the magician, especially the illusionist, it means the passing of two of the greatest shows ever assembled. Chung Ling Soo (Wm. E. Robinson) was an American, who, not meeting with success here, went to England, adopted a Chinese name, and masqueraded as a Chinaman for a number of years. In contrast to his experience in this country, he was a sensation over there, and soon had a world-wide reputation. He was killed two years ago while performing his feature trick, the bullet catching, and it was only then that the general public became aware of the fact that he was not a Chinaman, altho magicians knew it for a few years. His "Birth of the Pearl" and "Willow Pattern Plate" illusions will be remembered forever as masterpieces of ingenuity and showmanship. Among his effects were many valuable pieces of apparatus, most of them, perhaps, never duplicated, and the purchaser, no matter what price he paid, received the most prized items a magician could possess. The Great LaFayette's show was another that was world famous, and his death, a few years past in a fire, terminated the career of a master showman. It was stated some time after his death that his entire show had been purchased by Lalla Selim, the acrobat, of the present team of Selim and Nagle, but nothing more was heard of it until the cablegram announced its sale.

In China the secrets of magicians never leave the magicians' societies, and the conjurer is a great man, according to Long Tack Sam, the Celestial sorcerer, whose mysteries, in particular his disappearing bowl of gold fish, have pleased audiences in every important vaudeville house in the United States.

Long Tack Sam unhesitatingly ridicules the American magician for telling audiences about trickery after having performed difficult and perplexing illusions. Magic is a venerated profession in the Orient, he explains. The Chinese magician begins his study of the art of necromancy when a child as apprentice to a recognized magician. And not until attain-

ing manhood is he given a certificate of graduation and allowed to sally forth and work his art on the street corners, in the popular theatres and the places of the mandarins.

When a Chinese magician works an illusion his people, thinking the spirits have done it, fall over. Because he is a "friend of the spirits" the magician is welcome anywhere in China and men bow before him. In the land of poppies, says Long Tack Sam, a magician would rather be beheaded than admit his marvels are tricks.

Long Tack Sam was taught magic by Wang, who, now past the four-score mark in life, is regarded as one of the greatest men in China.

Madame Zulleka, "Only Lady Hypnotist in the World," now appearing over the Shubert Time with The Great Everett Show, has the following to say about hypnotism: "Hypnotism is one of the subtle mysterious forces of nature which can be more accurately described than defined. It is best known from its marvelous results. The most powerful forces of nature are the unseen forces which mold the minds of men, harness the intellectual faculties of a human being, direct the channels of his thoughts and alter his very personality. Hypnotism is one of the laws of our Creator and stands today as the most valuable therapeutic that has ever been discovered. Under its influences the blind have been made to see, the deaf to hear and the paralytic to walk. Nothing that has ever been devised will furnish as much amusement and mystery as can be obtained from demonstrations of hypnotism."

The Madame recently returned from a triumphant tour of Europe, where she gave many exhibitions and moved vast audiences by wonder, amusement and mystification. She is said to be naturally gifted with extraordinary talents and is credited with correcting children of evil tendencies, improving people's memories and mental faculties and abetting others in ridding drug and liquor habits. It is also reported that Madame Zulleka possesses decorations for efficient labors rendered in base hospitals during the recent war.

Francis DeMills, escape artist, who is wintering in Atlanta, accompanied his query, "Now who in the world said magic, mind-reading, occult science, etc., is dead?" with what could be termed a young bale of clippings from newspapers of the Georgia capital telling about Alexander, "The Man Who Knows," showing at the Atlanta Theater two weeks ago.

One of the Atlanta dailies arranged with Alexander to have him answer questions submitted by its readers. The mystifier agreed and got along nicely the first day or two. Then came a steady bombardment of interrogatories, touching on everything from "Where did I leave my umbrella?" to "Does she love me?" and "Will I succeed?" The paper admitted that some 25,000 questions had been received. Not all of them, of course, could be answered, as the wizard had to put in a few hours each day playing to what is reported as "capacity business at every performance." Alexander answered questions from the stage and, because of this feature, helped himself into another world of publicity—press and word of mouth. It happened that while he was in Atlanta a "mixed baby" case was attracting no small amount of attention. While Alexander was giving a thought transmission demonstration one of the fathers in the child scramble asked if he was the parent of the little girl who died or if the surviving baby of doubt was his offspring. Alexander replied that there had been no mixture of babies in the Grady Hospital of Atlanta and that the child who died was the one belonging to the questioning man. Now it is possible that Alexander will be called to show the court, when the case is tried, the "scientific method by which his decision was reached."

Have you looked thru the Letter List?



AL. TINT  
THE YODELING MINSTREL

A Merry Christmas and a Happy New Year to all My Friends

### SPECIAL CHRISTMAS POLICY MINSTREL PARADE INSURANCE

ACCIDENT, TRAVEL AND HEALTH. Write CHAS. G. KILPATRICK, Rookery Bldg., Chicago, Illinois.

PLEASANTVILLE, N. J.

# The Billboard

The Foremost Weekly Theatrical Digest and Review of the Show World.

THE SHOW WORLD ENCYCLOPEDIA

The Billboard Publishing Company,  
W. H. DONALDSON.

PUBLICATION OFFICE:

Billboard Building, 25-27 Opera Place,  
Cincinnati, Ohio. U. S. A.  
Long-Distance Telephone, Canal 5985.

Private Exchange, connecting all departments.  
Cable Address (Registered), "Billyboy."

## BRANCH OFFICES:

### NEW YORK

Broadway and Forty-fourth Street, second floor  
Putnam Bldg. Entrance, 1493 Broadway.  
Phone, 6470 Bryant.

### CHICAGO

Crilly Building, Monroe and Dearborn Streets.  
Phone, Central 5450.

### ST. LOUIS

Gamble Building, 629 Chestnut Street.  
Long-Distance Phone, Olive 1733.

### SAN FRANCISCO

605 Pantages Theater Building

### KANSAS CITY

1117 Commerce Bldg. Home Phone, Harrison 3657.

### SPECIAL REPRESENTATIVES:

Baltimore, Md., 924 Equitable Bldg.; Phone  
St. Paul 1473. Washington, D. C., 506 The High-  
lands, Philadelphia, Pa., 905 W. Sterner St.;  
Phone Tlora 3525. Omaha, Neb., 218 Brandeis  
Theater Building. Los Angeles, Cal., 411  
Chamber of Commerce Bldg.

ISSUED WEEKLY and entered as second-  
class mail matter at post-office, Cincinnati, O.  
ADVERTISING RATES—Forty cents per  
line, agate measurement. Whole page, \$28.00;  
half page, \$14.00; quarter page, \$7.00. No adver-  
tisement measuring less than four lines ac-  
cepted.

Last advertising form goes to press 12 M.  
Monday.

No telegraphed advertisements accepted un-  
less remittance is telegraphed or mailed so as  
to reach publication office before Monday noon.

### SUBSCRIPTION, PAYABLE IN ADVANCE.

	U. S. & Can.	Foreign.
One Year.....	\$5.00	\$7.00
Six Months.....	2.75	3.75
Three Months.....	1.50	2.00

THE BILLBOARD is for sale on all trains  
and newsstands throughout United States and  
Canada which are supplied by the American  
News Co. and its branches. It is also on sale  
at Brentano's, 37 Avenue de l'Opera, Paris,  
France; at Goring's American News Agency,  
17 Green Street, Leicester Square, London, W. C.  
C.; at Daw's Shipping Agency, Ltd., 8 Eagle  
Place, Finsbury Circus, London, S. W. 1.; at  
Willis' American News Store, 1 Green Street,  
Leicester Square, W. C. 2; and Vachon's  
American and Continental News Store, 15 Little  
Newport Street, Charing Cross Road, W. C. 2.  
When not on sale, please notify this office.

Remittances should be made by post-office or  
express money order, or registered letter, ad-  
dressed or made payable to The Billboard Pub-  
lishing Co.

The editor can not undertake to return un-  
solicited manuscripts. Correspondents should  
keep copy.

The Billboard reserves the right to edit all  
advertising copy.



Vol. XXXII. DEC. 18. No. 51

## Editorial Comment

SHOWFOLK, we greet you Merry Christmas.

With our cover this year we have tried to make the design as appropriate and representative of that day—which we hope will be a happy one for you—as possible.

And we think we have accomplished our aim.

We present to you the Clown and the Santa Claus and the holly with its berries, all set off in five striking colors.

The design breathes that Christmasy spirit.

It radiates sunshine.

And in our opinion it is the most appropriate cover we have ever gotten out.

If we have pleased you with it we are satisfied.

That was our sole aim.

NO matter how much our daily lives may have the appearance of crass materialism the approach of the Christ-

mas holidays invariably brings to the surface a flood of altruistic impulses that are an indubitable refutation of the repugnant theory of the innate depravity of man.

And nowhere is the spirit more manifest than among the people of the show world. It might seem strange that this were so if one looked at it from a narrow viewpoint, for showfolk are often grievously misunderstood and their worthiest impulses misconstrued by those outside the profession. Yet the fact that they have the heart to keep striving in the face of misunderstanding, disappointment and hardship shows conclusively that they are made of the right stuff. As the poet has aptly sung:

"It isn't the blows you deal,  
But the blows you take on the good old earth  
That shows if your stuff is real."

So, looking at it from this angle, showfolk, of all people, should make the

Reserve Board's statement treats of present conditions generally in an optimistic manner, declaring that the difficulty of transition will not be much further aggravated, and that a normal situation will be restored with far less than the usual distress attendant on periods of readjustment.

This applies to the show world as well as to business in general. In the theatrical field the necessity for a readjustment of conditions has been evident for some time—in fact, readjustment is in progress. And, thanks to the Equity Association, the actors and actresses of the country are in a better position than ever before to combat adverse conditions in whatever form they may be encountered. The railroad rate question is giving outdoor showmen something to worry about, but the fight for equitable rates is being carried in to every State, and indications are that the outcome will be favorable. It is the general opinion that by the opening

## "FOR YE HAVE THE POOR WITH YOU--"

By FRED HOLLMAN

The most famous names in stagemod, playing in Chicago, collaborated in a benefit last Friday for the Annual Christmas Fund, in Cohan's Grand Theater. It was a notable occasion, with equally notable names—and all in the name of Mercy. It was the old story of actors oft repeated. It was the ready response of stagemod to the straining cry of children and the querulous call of impoverished fathers and mothers.

And, think of it—Harry Riddings, George White, Sophie Tucker, Barney Bernard, Willie Collier, Otto Kruger, Violet Heming, Jane Cowl, Ethel Barrymore and many other stars. And this aggregation could make any act of charity effective.

However, it isn't so much in names. Those great hearts who helped were not seeking blazonry. They did it because it is "in the blood." The Billboard is not seeking to herald the names of those who helped so much as it is seeking to call attention and recognition to that marvelous strata away down in the theatrical heart. We believe the actors would rather have it so. The holy spirit of the Yuletide, bearing on its cosmic wings the strange tale of the Nativity, has sunk deep into the heart of Childhood. Now that the birthday of the Master has again approached, it is but seemly that the Heart of Childhood, near to Nature as it is, should long for a recognition of that Day. So the actors set themselves to the task that the Day should not pass unnoticed and unconsecrated.

It was not for the opulent that the actors strove in the grim, hard grind. The stage is not merciful in its demands on its hewers of wood and drawers of water. Brains and muscles and bodies—some of them—were already well-nigh broken thru the treadmill's ceaseless call. But it was for the weak, the stricken and the forlorn, those who had fallen at the varied mileposts, that the actors strove Friday afternoon. And it seems that a little afterglow from the Master's crown must have shone upon them as they went about their unselfish work.

Without ritual, prayer book or surplice, the actors went quietly to their task of bringing cheer—the cheer of the Nazarene—into the cold, hard homes of the poor. Down into the lanes and highways of a great and careless city, into the hospitals and lazzarettos, into the bleak and chill, into the heartaches and suspense, there is where the actors helped place the mandate of the Christ. And it was done easily, simply, happily.

If, as we are told, bright angels hover above those who minister to their fellow men, then surely those messengers must smile upon those who give of themselves that childhood's longing may not go unrequited.

And now the men and women of the footlights have gone back to their daily tasks. Their own familiar curtains have blotted out the memory, to some extent, of the Christmas Fund, for they must give again of themselves to their daily labor. That is a part of the price they must pay. And they pay it without protest.

But out in the brooding silence of the near Christmastide, out where the fairies of dreams and fancy float to the toll of midnight bells, it may be that the Unknown is sending new inspirations to the men and women of the stage whose mission it is to uplift, to comfort and to help. Thanks to the actors and—Deo gratias.

Christmas holidays a time of general rejoicing, merrymaking and good cheer. For to them has been delegated the precious privilege of driving care and gloom from the lives of the masses, bringing in their stead joy, cheer and sunshine—of changing the drab colorings of every-day life to iridescent hues by the magic of their art.

WITH a new year looming just ahead, there is much in the present outlook to justify showmen in being optimistic of the future. There are some difficult problems to meet, it is true, but there have been difficult problems in past years and you lived thru them. Instead of allowing them to become stumbling blocks you used them as stepping stones to something better. And you'll do it this time. The report of the Federal Reserve Board characterizes the close of the business year of 1920 as the turning point in the transition from war-produced conditions to the normal economic basis of international and industrial life. The

of the outdoor show season next spring conditions in most lines will have returned to normal, and that no unusual difficulties will be encountered. Park men especially are optimistic in regard to 1921, believing that it will be one of the most successful years they have ever experienced. The same may be said for the fairs if the views expressed by the secretaries in attendance at the annual meetings in Chicago recently may be taken as a criterion.

The organization of new circuses, enlargements and new alignments of the old, and the ambitious plans announced by the various carnival organizations indicate that there is going to be unusual activity in these lines.

Nineteen twenty-one looms up as a year of opportunity.

The Central Theater property at Biddeford, Me., owned by Mrs. Susan Bryant of Saco, and leased to Alfred Black, who runs a chain of theaters in Maine, New Hampshire and Vermont, has been sold to the Biddeford Theaters, Inc. Harry Mulqueen, the manager, will remain in charge of the theater.

## QUESTIONS AND ANSWERS

R. A. D.—The address of the British Famous Films, Ltd., is 5 Great Newport street, London, W. C. 2.

G. T.—Tiddle-De-Winks is one of the American Wheel attractions. It is routed in The Billboard each and every week. Ruth Hastings is prima donna.

K. L.—Ida St. Leon played an important role in "Our Children," with Henry Kolker. Yet she is one of the actresses to graduate from the sawdust ring.

T. V.—Ailee Calhoun, one of Vitagraph's newest stars, is a former Cleveland girl. Miss Calhoun's new starring picture, "Princess Jones," is about completed, it is said.

K. T.—John Barrymore interpreted the role of Nathaniel Duncan in the comedy, "The Fortune Hunter." It was produced at the Gaiety Theater, New York, September 4, 1906. It was a Cohan & Harris play, by Winchell Smith.

S. S.—George Primrose, the late minstrel, was born in Picton, Ont., and not London, Can., as you state. It is a common thing to hear people misstating his birthplace. This is due to the fact that Primrose moved to London very shortly after his birth.

L. E. F.—The idea of agricultural fairs such as State and county fairs was originated by Elizabeth Watson, a prosperous merchant of Albany, N. Y., records tell us. Thru his influence in 1810 the New York Legislature appropriated \$10,000 a year (for six years) for premiums on agricultural products and family manufactures.

T. E.—There was a Mrs. William Lee Brown, who was a member of the Chicago Stock Company in 1915. Mrs. Brown, who used the stage name of Georgia Lee, died in the General Hospital, Elizabeth, N. J., April 1, 1915. She was born in Stewartson, Ill., but for several years had made her home in Malden, Mass. She had one daughter.

C. D.—The result of the great 100-mile American Skating Derby of 1915, held at Convention Hall, Washington, D. C., from March 24 to 27, was as follows: Clon and Eglington first, with 52 points; Martin and Bacon, 39 points; Yale and Shipley, 24 points; Blackburn and Moore, 13 points, and Woodworth and Moffit, 12 points. Al Flath was director and referee.

Les D.—"Arizona" was a play in four acts by Augustus Thomas. It was produced by the Messrs. Shubert, Brady and Selwyn, at the Lyric Theater, New York, April 28, 1913. Wil Farnum played the role of Colonel Bonham, while Dustin Farnum took the part of Lieutenant Denton. Others in the cast were Rapley Holmes, John Perne, Jennie Dickerson, Chrystal Herne, Alma Bradley, Elsie Ferguson, Phyllis Young, George O'Donnell, Walter Hale, Vincent Serrano, J. W. Hartman, Oliver Byron, John Drury, Harry S. Haddfield and Frederick Kley.

## Marriages

BERG-VANCE—Alphonse Berg, manager and owner of "Fashions de Vogue," and Isabelle Vance, of the same show, were married December 2 at Jacksonville, Fla., while the production was in that city.

DUNN-BRADLEY—Joe Dunn and Mary Bradley, bookers in the Bart McHugh Vaudeville Agency, were married a short time ago.

GARRITY-BUNTING—George Garrity, brother of John Garrity, Shubert's Western manager, and Emma Bunting, now touring the South in "The Girl in the Limousine," were married a short time ago.

HALDEMAN-LUFSEY—George W. Haldeaman, of the World's Famous Trio of Flyers, and Virginia Lufsey, nonprofessional, were married recently at Lakeland, Fla., where the flyers made their winter quarters.

HOPPER-NELSON—Al Hopper, well-known showman, and Margaret Ruth Nelson, nonprofessional of Rockford, Ill., were married September 25. It has just been learned.

LADEUC-VAN WIE—Carl LaDuc and Pearl Van Wie, both of Kilroy-Britton's "Ob, Daddy" Company, were married December 1 at the Court House, Columbus, Miss., by Justice of Peace C. M. Reeves. Mr. LaDuc is the drummer and Mrs. LaDuc is a chorus girl. At the close of the season the couple will make their home at San Francisco.

LEE-WARD—Harry Lee, an electrician with "David Warfield Co.," and Babe Ward of the "Folly Town" Company, were married December 4.

THORNTON COOK—James Thornton, famous in vaudeville for almost two score years, and Josephine Boyle, proprietress of the Little Green Tea Room, New York, were married in that city December 3.

## Births

To Mr. and Mrs. Ralph Dickerson, a seven-pound boy, at Houston, Tex., December 3. Mr. and Mrs. Dickerson are fair concessionists.

To Mr. and Mrs. Al C. Wilson, a 6-pound girl, at the Clarendon Hotel, Chicago, November 25. Mr. Wilson is director of the Broadway Players, now playing stock at the Warrington Theater, Oak Park, Ill.

To Mr. and Mrs. Tomny Thompson, a 7-pound boy, at Cleveland, O., November 17. Mr. (Continued on page 87)

## OBITUARIES ON PAGE 210



Theatrical Briefs

The Royal Theater, O'Neill, Neb., has been sold to J. B. Mellor, and will be operated in the future by Messrs. McMillan and Mellor.

Manager Harry Vincent, of the Phillips Theater, at Orlando, Fla., is having a complete new ventilation system installed.

The New Daytona and the Crystal theaters, Tampa, Fla., have reopened after a few weeks in the hands of decorators and carpenters.

The Empress Theater, Washington, D. C., one of the first moving picture theaters in that city, has been sold by Arthur Hordan to Marcus Notes.

Al D. Brown has been given the management of the Duval Theater, the legitimate house in Jacksonville, Fla., by the S. A. Lynch Company, owners.

The Woodmen of the World at Plant City, Fla., are going to remodel their building for a motion picture theater, which will be known as the Ben All.

The opera house at Six Lakes, Mich., was partially destroyed by fire, caused by an overheated stove, a short time ago. The theater was not insured.

S. B. Cummings and Dave Kelly have purchased the People's Theater, Quimby, Ia., and will remodel the house and make many improvements in the building.

W. W. Frye, owner of the Grand Theater, St. Marys, W. Va., has purchased the Lyric Theater, in that city, and will present moving pictures in both theaters.

Dee Robinson and his brother, Sam, have purchased the beautiful Irvin Theater, at Bloomington, Ill., for the chain of theaters of which Dee Robinson is the head.

Earl Bell, who has been assistant manager of the Victory Theater, Kokomo, Ind., has been promoted and made manager of the Victory Theater at Richmond, Ind.

Mrs. Ada H. Oberman will reopen the Little Theater, Davenport, Ia., and the new location at Sixth and Brady will bring a good neighborhood patronage. It is said.

H. Vinson has bought an interest with Mr. Whitely in the Cozy Theater at Mesquite, Tex., and has moved his family to that city. He will assume the management at once.

W. H. and P. H. Dickson of the Dickson Amusement Co. will erect a theater at Wabash, Ill., to cost about \$1,000. Merl Hodges will be in charge of the construction work.

The Broadway Theater, at Danville, Va., a \$40,000 building, was opened to the public a short time ago. This theater was erected on the site of the theater which burned last January.

D. V. Marquis, proprietor of the Orpheum Theater, at Bartow, Fla., and Nelson Leach have opened a theater at Haines City, Fla., in charge of Leach, showing pictures three times a week.

Lon Burton, who formerly owned the Marion Theater, at Live Oak, Fla., has returned there after a year's absence and bought back his house from Spencer & Delegal, who are retiring.

W. H. Helfer, who bought the picture theater at Allice, Tex., a short time ago, is now having it remodeled, and will play road attractions occasionally. Besides new equipment, a large Wurlitzer organ will be installed.

The Horn Theater, Baltimore, Md., recently reopened after extensive improvements, costing approximately \$125,000, had been made. The seating capacity is now 1,000. The theater is owned by Frank and Paul Hornig.

The Orpheum Theater property and also the moving picture business at the Hendrum Auditorium, at Ada and Hendrum, Minn., respectively, have been purchased by Ullman, Pytlík & Khostorius, of Pisek, N. D., from C. E. Wentzel. "Biloxi, Miss., is getting to be a real show colony," says H. P. Buimer, well known in stock and repertoire circles. "Three shows are running daily, and several dramatic shows are enjoying the advantages of Biloxi's climate and the gulf."

The performers at the Globe Theater, Kansas City, were the guests of Cyrus Jacobs, manager of the theater, at a turkey dinner on Thanksgiving Day. The dinner was served in the dressing room immediately after the afternoon performance.

The Isis Theater, at Houston, Tex., has installed a new \$10,000 pipe organ. The instrument is one of the newest models, with an electrical contact, and is handled thru electric cables. It has especially built sound chambers. The Isis Theater reports very good business.

The Wilmont Theater, at Hazlehurst, Miss., has been purchased by Mr. Peritz, who will soon convert it into a very attractive movie theater. New equipment will be installed, and it is said that it will be one of the finest houses between Jackson and New Orleans. Mr. Peritz is offering prizes for a new name.

The Princess Theater, Springfield, Tenn., under the management of the Crescent Amusement Co., Nashville, Tenn., has been opened. The house has a seating capacity of 700. Meliss



Send the Coupon and We'll Send You a Lachnite

Don't send a penny. Upon your simple request we'll send you a genuine Lachnite gem mounted in either of these solid gold rings on 10 days' trial. These exquisite gems have the eternal fire of diamonds. They withstand the diamond tests of beauty, acid and fire. Over 200,000 people have accepted this offer and have found the way to own beautiful jewelry at a trifling cost.

If You Can Tell It From a Diamond Send It Back

When the ring comes make the first small deposit (\$4.75) with the postman. Wear it 10 full days. If you can tell it from a real diamond send it back and we'll refund your deposit. If you decide to buy, merely pay the balance at \$2.50 a month. Total price of either ring is only \$18.75.

Send Coupon—No Money!

Send us your name and address today. Use the coupon or a letter or a post card. Be sure to send your finger size. To do this cut a strip of paper just long enough to meet over the second joint of the finger on which you intend to wear the ring. Send the coupon now—not a penny in cash.

HAROLD LACHMAN CO., Dept. 8309, 204 South Peoria Street, Chicago, Illinois

Harold Lachman Co., Dept. 8309, 204 South Peoria Street, Chicago, Illinois

Send me prepaid Ladies' ring on 10 days' free trial. When it comes I will deposit \$4.75 with the postman. After 10 days I will either return the ring or send you \$2.50 a month until the balance has been paid. Total cost to me, \$18.75. If I return the ring you will refund my \$4.75 immediately. I enclose my finger size.

Name .....

Address .....

FOR SALE

COMPLETE MUSICAL AMATEUR PRODUCTION

Music, Librettos, Scenery, Costumes, Trunks, Electrical Effects, Lithos, Cuts, Etc., ALL in FIRST-CLASS CONDITION. A real bargain and golden opportunity for someone wanting to enter the amateur producing field

Address GEO. W. SMITH, 2136 N. Fourth Street, Columbus, Ohio.

Walling, who is the manager, has announced that only photoplays will be shown at first, tho it is probable that vaudeville will be offered later in the season.

A fire, which started in the projecting booth, destroyed seven reels of film and damaged the picture machine in the Elite Theater, Lawson, Mo. Thru the prompt action of a number of people the crowd in the house at the time of the fire remained cool, and no one was injured in leaving the building. The house will be re-

opened as soon as a new machine can be installed.

Announcement has been made that P. C. Crown, who is part owner and present manager of the Liberty and Aldrome theaters, DeLeon, Tex., will remain in that city. Some time ago it was rumored that some Dallas (Tex.) parties were interested in the purchase of the Liberty, but the deal has been definitely called off. The public seems to be well pleased with the class of pictures run in both theaters.

SHOWFOLKS AT HOME AND EN TOUR

Appreciative Recipients of Convenience and Comfort

Present day showfolks are appreciative recipients of convenience and comforts at home and on tour, which probably accounts for the numerous communications to The Billboard from theatrical producing managers, agents and artisans, likewise those associated with many and varied outdoor shows seeking information relative to the names, addresses, phone numbers, etc., of hotels, apartments, boarding and rooming houses catering to showfolks.

In order to render valuable service to readers, we will establish a bureau of investigation and information at our New York office as a ready reference directory of desirable hostelries catering to showfolk.

HOTELS, APARTMENT, BOARDING AND ROOMING HOUSES—If you desire the patronage of showfolk, ever ready and willing to pay for convenience and comfort, we will list you in our card index file free of charge if you will furnish us the information desired under the proper heading, viz.:

THE BILLBOARD HOTEL DIRECTORY

CITY..... STATE.....

NAME..... ADDRESS..... PHONE.....

FURNISHED APARTMENTS

CITY..... STATE.....

NAME..... ADDRESS..... PHONE.....

FURNISHED ROOMS

CITY..... STATE.....

NAME..... ADDRESS..... PHONE.....

BOARDING HOUSES

CITY..... STATE.....

NAME..... ADDRESS..... PHONE.....

MANAGERS, AGENTS, ARTISTS and ARTISANS—If you desire the convenience and comforts of a Hotel, Furnished Apartment, Boarding or Rooming House catering to showfolk, communicate with us and we will furnish the information free of charge, in order that you can make your reservation in advance, or phone for full particulars on your arrival in the city, thereby saving you the time, labor and expense of visiting numerous places seeking living accommodations. Address all communications to ALFRED NELSON, The Billboard, 1193 Broadway, New York, N. Y.

New Theaters

S. C. Young is building a new theater at Dunedin, Fla.

A new theater is being erected on the site of the old Opera House at Rockford, Ill., by Frank G. Hogland and J. H. Camlin.

A fireproof theater is to be erected at Wellsboro, Pa., next spring by O. B. Roberts & Son, managers of the Bache Auditorium, that city.

Sylvester Nicolette, a contractor, is planning the erection of a new theater on Fall Island, New York. The theater will be a two-story structure.

A dance hall and photoplay house is being built at Brewster, Fla., by the American Agricultural Chemical Company for the benefit of its employees.

A. C. H. Chamberlain, manager of the theater at Madera, Cal., is planning to build another house in that city to seat about 1,400 people and cost approximately \$125,000.

A new movie house is under consideration at Kenosha, Wis., by a Milwaukee syndicate headed by John Keating. Site has been purchased at 216 Main street, and plans will soon be ready.

The new Rex Theater, Corry, Pa., is so far advanced that Manley Parker, manager, anticipates opening the house before Christmas. It will be one of the finest movie houses in that section.

The Howard Theater, at Atlanta, Ga., the largest picture theater in the South, will open about December 13. The house has a seating capacity of 2,700, and the estimated cost is \$800,000.

Brennan Brothers, formerly of Daytona, Fla., have gone to Hastings, Fla., where they are planning the erection of a photoplay theater and auditorium. The new house will be of stucco finish.

The contract for the new theater to be erected at Farrell and Madison streets, Eau Claire, Wis., by the Coliseum Company, has been let to the Schneider Construction Company, which will start work at once.

James Chest, the well-known moving picture man, has purchased the brick block owned by Augustus Jones, at Utica, N. Y., and will convert it into a picture theater. Work on the building has already begun.

J. Levy is planning the construction of a theater on the site of the "Fair" store, Amarillo, Tex. The house will accommodate 1,700 people, and dramas, moving pictures and vaudeville shows will be the policy.

The new Pastime Theater, at Duncan, Ok., has just been completed, and it stands well in the first line of modern theaters in that part of the State. Vaudeville and motion pictures will be shown daily. Tabloid shows may be run later, it is said.

Five Points, Cleveland's (O.) newest photoplay theater, opened its doors on Thanksgiving Day. Messrs. Schuman, Fine and Kramer, who now own and operate the Denison Square, Jewel, Savoy and Yale theaters, also will operate the new house in conjunction with John Kalafat, who will act as resident manager.

Births

(Continued from page 86)

Thompson is connected with the Clarence A. Wortham Shows

To Mr. and Mrs. William J. Coultrey, a boy, recently in Chicago. Mrs. Coultrey is the treasurer of the Ladies' Auxiliary of the Showmen's League of America.

To Mr. and Mrs. Johnny Davis, an 8 1/2-pound boy, in Chicago, a short time ago. Mr. Davis has been with the Walter L. Main Circus.

OUR CHRISTMAS OFFER WORTH \$100 TO EVERYONE

who buys Show Printing. Good for December only. Also free Route Book. Write or wire today



Marissa, Illinois

Trunks, Bags, Suitcases

DIRECT to you at wholesale prices. Save half on your luggage bills. Guaranteed goods, equal to any and better than a whole lot. Rebuilt Wardrobe Trunks a specialty. Send for catalogue.

REDINGTON CO., Scranton, Pa.



PLAYS

Large List New Professional and Amateur Vaudeville Acts, Stage Monologs, New Minstrel Material, Jokes, Hand-Books, Operettas, Folk Dances, Musical Readings, Speakers, Recitations, Special Entertainments, Tableaux, Drills, Dialogs, Wigs, Beards, Grease Paints and Other Make-up Goods. CATALOGUE FREE. WRITE NOW T. S. DENISON & CO., DEPT. 16, CHICAGO



# CIRCUS HIPPODROME MENAGERIE SIDE SHOW AND HIS MAJESTY, THE TROUPER



**Economical Handy Safe**

Used by U. S. Government.

**Universal 4 K. W. Generating Sets**

supply safe, economical and handy lighting facilities for Circuses, Fairs, Carnivals, Picture Houses, etc. Write for Bulletin No. 30 today.

UNIVERSAL MOTOR CO., Oshkosh, Wis.

**4 Sleeping Cars  
1 Stateroom Car  
1 Observation and Sleeper**

Located our shops, Atlanta. Suitable for fast passenger service.

**Southern Iron & Equipment Co.,**  
ATLANTA, GA.

## TENTS SHOW AND CARNIVAL

**Nashville Tent & Awning Co.**  
H. G. HUSBAND, Mgr., Nashville, Tenn.

**SHOW CARNIVAL TENTS**

Send for Catalog and Second-Hand List

**J. C. GOSS CO.**  
DETROIT, MICH.

**Lawson's Famous Tattoo Remover**

This preparation positively removes tattoo marks. It has been tried and I consider it to be the Best Tattoo Remover on the Market. Preparation, Instrument and direction. Price, \$5.00. HARRY V. LAWSON, Box 31, Norfolk, Virginia.

**SHOW BANNERS**

E. J. HAYDEN & CO., Inc.  
106-110 BROADWAY BROOKLYN, N. Y.

**TENTS CONCESSION AND CARNIVAL TENTS**

Made to suit you. Khaki, Red Trimmed, Striped, or Plain White.

SOUTH BEND AWNING CO., South Bend, Ind.

**TENT POLES, STAKES, CIRCUS SEATS**

90 and 100-ft. Round Tops, with middles. Send for money-saving list. PEARL VAN, Northville, N. Y.

MENTION US, PLEASE—THE BILLBOARD.

### INDOOR AFFAIR Staged by the Sanger Circus Drawing Great Crowds to Department Store in Memphis, Tenn.—Will Run Until December 24

Memphis, Tenn., Dec. 9.—The indoor circus and bazaar staged by the Great Sanger Circus at Bry's department store in this city will conclude its engagement December 24. With our old friend, Santa Claus, passing out the pastebards in the red ticket wagon, business has been capacity since the opening. Three shows are given daily. And while the circus is given as an advertisement to the store, the feature is probably the most expensive ever given to boost the toy department of a retail store. Twelve acts are presented, running an hour and fifteen minutes. Among the performers taking part in the big show program are: Pete Loftus, Fred Delmar, "Barnum" Davis, Jake Killinger, "Shorty" Haag, Evelyn Walsh and Elsie Hartselle. R. B. Woods is superintendent of candy stands, with "Red" McCoy as cashier.

Immediately after the close of the indoor engagement work will be started on rebuilding and fitting the Great Sanger Circus for its 1921 season. The show will be materially enlarged and the performance augmented with several wild animal acts. The stock is quartered at the Tri-State Fair grounds, while the ring barn, work-shops and railroad cars are located at 672 Cox avenue. The big show will open early in April. Roy Haag, legal adjuster the past season, traveled over the hot sands of the desert towards Mecca on Thanksgiving night and is now a full-fledged member of the Al Chymia Temple of Shriners at Memphis. He is spending the winter with his family at Lafayette, Tenn.

Recent visitors at winter quarters were: Dr. A. F. Roberts, physician with the Hagenbeck-Wallace Circus; Young (Doc) Ogden, of the same show; Frank (Reacher) Sweeney, of the John Robinson Circus; Eddie Jarboe, of Col.

Howe's London Show; Gov. Atterberry, manager of the Atterberry Wagon Circus, wintering in Memphis, and Mark (War Tax) Carter, of the Mugivan-Bowers Syndicate, en route to Montreal, Canada.

#### FRANK WIRTH FINED

New York, Dec. 9.—Frank Wirth was arrested last week for speeding in Central Park. The cop said he was going at the rate of 29 miles an hour and the speed limit in the park is 15 miles. Magistrate House fined Frank \$25 and asked him if he had anything to say. "No, Your Honor," said Mr. Wirth, "except that after this I am going to be a 'local' and make all stops."

#### LEAPER'S 80TH BIRTHDAY

Binghamton, N. Y., Dec. 9.—George M. Kelley, oldtime circus leaper, celebrated his 80th birthday here last week. Kelley was first with the Levi J. North Circus in 1885, later joining John Robinson's outfit, and during his career served with the Forepaugh, Buffalo Bill, Barnum & Bailey and other shows.

#### SEEKS GEORGE TOMPKINS

Leonard J. Tompkins, of Wappinger's Falls, N. Y., is anxious to locate his brother, George H. Tompkins, who has been in the show business for the past twenty years. Anyone who knows the whereabouts of Geo. H. is requested to get in touch with Leonard at Wappinger's Falls.

#### PUBILLONES' CIRCUS TO TOUR

New York, Dec. 10.—The Pubillones Circus, which is reported to be doing a tremendous business at the National Theater, Havana, Cuba, starts on a road tour December 15, visiting every important city in Cuba, and will continue on the road until the end of May. Several new acts have been added to the circus recently.

#### BOOK MARTINEZ TROUPE

New York, Dec. 11.—The Great Martinea Troupe of acrobats has been booked thru the Wirth-Blumenfeld offices for the Ringling Circus. The troupe had a contract with English interests, but has succeeded in canceling this engagement to go with the Ringlings.

HORNE SELLS MORE ANIMALS—CIRCUS AND CARNIVAL EQUIPMENT

**CARS Sleepers CARS Stocks CARS**  
**CARS Baggage CARS Flats CARS**

NEW 60-FOOT FLAT CARS, STATEROOM, PRIVATE CARS AND ALL OTHER KINDS

**We Build Them Right and Price Them Right**

**CIRCUS WAGONS** Dens, Tableaus, Band Wagons, Baggage Wagons, Stringer, Jack Plank, Water Wagons, large Carnival Wagons, Ticket, Wild West Stage Coaches, Prairie Schooners, Etc. We build any and all kinds of Show Wagons to order.

**CIRCUS HARNESS** New Four, Six, Eight and Ten-Horse Harness and Trappings of All Kinds

We make the finest Circus Harness in America in our new, up-to-date harness factory. Made of the finest leather, beautifully trimmed and heavily studded with brass. Also all kinds of Fancy Trappings.

**ANIMALS** Lions, Leopards, Tigers, Pumas, Bears, Elephants, Llamas, Kangaroos, Elk, Deer, Buffalo, Tasmanian Devils, Zebus, Monkeys, Wolves, Ostriches, Emus, Cassowaries, Rheas, Pheasants, Cockatoos, Etc. Animals, Birds and Reptiles of all kinds at right prices.

**CIRCUS AND CARNIVAL** Equipment of All Kinds  
Seats, Lights, Poles, Stakes, Ticket Boxes, Cages, Banners and all other equipment for sale.

**HORNE'S ZOOLOGICAL ARENA CO.**  
KANSAS CITY, MO.

HORNE DOES MORE BUSINESS WITH SHOW FOLKS Than Any Other Firm IN AMERICA

**TAYLOR TRUNKS**

210 W. 44th St., NEW YORK. 28 E. Randolph St., CHICAGO.

**ARTHUR F. SMITH CO.**  
(INCORPORATED)  
MAKERS of  
**TENTS**  
CIRCUS, CARNIVAL AND CONCESSION TENTS.  
SHOW CANVAS FOR ALL PURPOSES.  
ESTIMATES FREE.

TEL—3046 CANAL  
261-267 Canal Street, New York

**WE MANUFACTURE TENTS**

of all kinds for any and all branches of the outdoor amusement business. The best material, workmanship and prompt service "Our Motto."

Write for Prices.

**THE FOSTER MFG. CO.,**  
531 Magazine Street,  
NEW ORLEANS, LA.

**TENTS**

DOWN 45 PERCENT IN SIX MONTHS. 30x50, \$150; 30x60, \$190; 40x60, \$250; 40x70, \$290; 50x60, \$350. Made of best 3-oz Double and Twisted Filling Duck, roped every third seam, ridge and eaves. Tops only with side guys. Walls according to height. Other sizes same proportion. Above brand new. For slightly used Tents see Classified ad. Concession Tents, Carnival Tents, Horse Tents, Stage Covers and Canvas Goods of every description.

**D. M. KERR MFG. CO.,**  
1007 Madison St., CHICAGO

**Acrobatic Shoes**

Wire Pumps, Comedy Shoes, Boots for all occasions. All orders promptly filled. Satisfaction guaranteed.

Send for circular.

**GRIFFIN THEATRICAL SHOE CO.,**  
ROCHESTER, NEW YORK.

**TENTS TENTS**

FOR ALL BRANCHES OF THE SHOW BUSINESS

We Make 'Em Right—the Best.

**THOMSON & CO.**  
2d and Sycamore, CINCINNATI, O.

**SPECIAL CHRISTMAS CIRCUS INSURANCE**

\$20.00 Policy protects Sensational Acrobatic and Gymnastic Acts all over the world. CHAS. G. KILPATRICK, Bookery Bldg., Chicago, Illinois.

**OREGON PINE TENT POLES**

Natural growth stakes, any quantity, direct from stump to you. G. E. PATRICK, Clarkburg, W. Va.

BOA CONSTRUCTORS, PYTHONS, MONKEYS. Genuine East India Gown Monster, Good feeder. Only the one in America. PUTNAM ANIMAL HOUSE, 462 Washington St., Buffalo, New York.

**SHEPARD E. JOHNSON** The past three years with Walter L. Main Show, is re-engaged and will be back with Jack Davis, handling the elephants next season. Address The Billboard, Cincinnati, Ohio.

RAY "I SAW IT IN THE BILLBOARD."

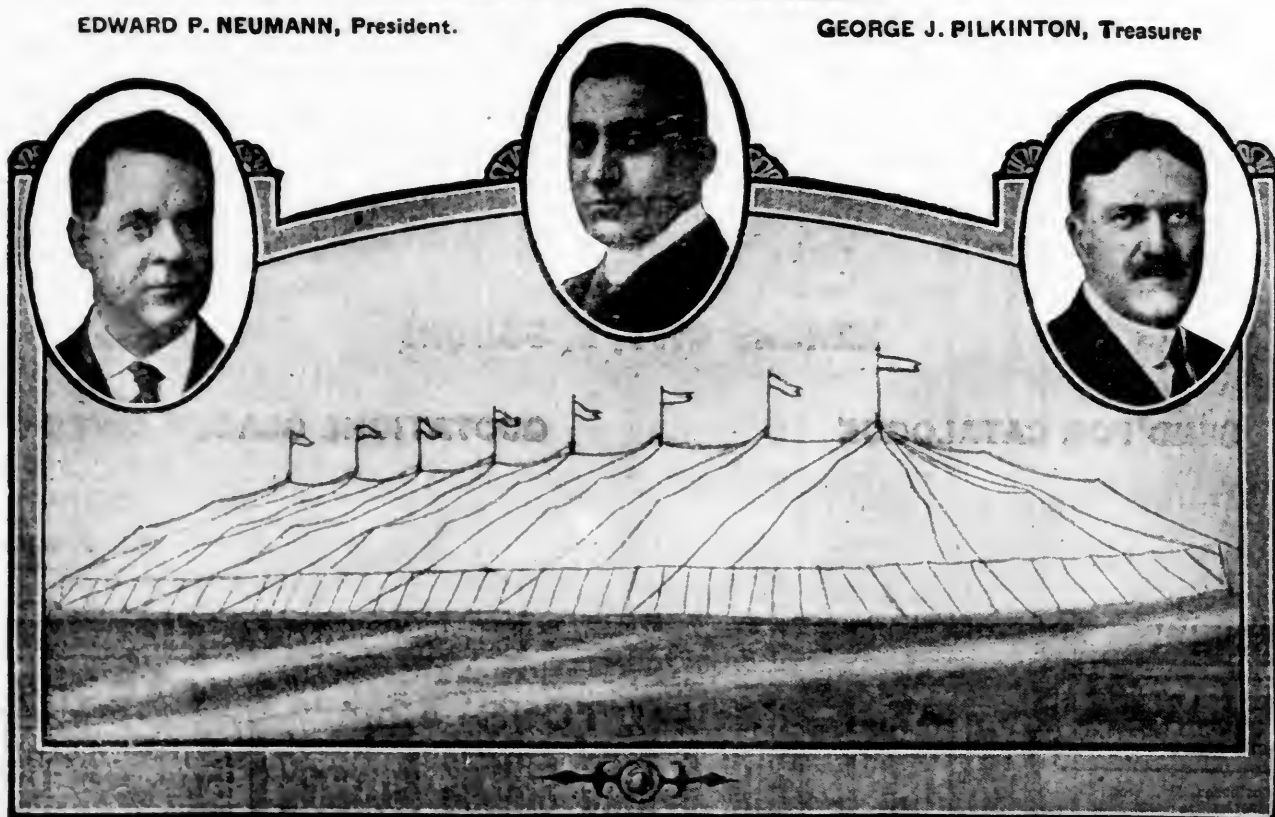


# UNITED STATES TENT & AWNING CO.

EDWARD R. LITSINGER, Vice-President.

EDWARD P. NEUMANN, President.

GEORGE J. PILKINTON, Treasurer



Cable Address, USTENT  
217-231 N. DESPLAINES STREET

**CHICAGO, ILLINOIS**

LONG DISTANCE TELEPHONE  
HAYMARKET 444

## CIRCUS AND CARNIVAL TENTS AND BANNERS

**NOW BOOKING ORDERS FOR CIRCUS AND CARNIVAL  
OUTFITS FOR SPRING DELIVERY**

**SIDE SHOW AND CARNIVAL BANNERS, ARENA AND CAGE NETS  
SPliced STEEL CENTER POLES FOR ALL SIZED TENTS  
CONCESSION TENTS, BLANKETS, DOLLS, ALUMINUM WARE  
AND CHINESE BASKETS**

WRITE FOR CATALOGUE

**WE WISH ALL OUR FRIENDS A VERY MERRY CHRISTMAS  
AND HAPPY NEW YEAR**

## Largest Show Tent House in the World

**AMERICA OUR HOME----THE WORLD OUR FIELD**  
ALL ORDERS GIVEN PERSONAL ATTENTION      PROMPT DELIVERIES GUARANTEED

7th and DELAWARE STS.,

KANSAS CITY, MISSOURI

**BAKER-LOCKWOOD TENT CO.**

EXTENDS TO YOU

**The Season's Greetings**

You will start the new season right, if you buy your Tops, Concession Joints,  
Circus, Carnival and Dramatic Outfits

FROM

**BAKER-LOCKWOOD MFG. CO., Inc.**  
KANSAS CITY, MISSOURI

SEND FOR CATALOGUE

QUOTATIONS GLADLY GIVEN

**UNDER THE MARQUEE**

By CIRCUS SOLLY

Dear Solly—Right here let me state that the ball show game is a far different proposition than handling a circus, and these high-collar, long hair boys sure do get my nassy.

I shall open here. That is, if the produce merchant who owns the hall gets me say out of the building in time. I asked him yesterday if he would have it out soon, so we could start rehearsal, and he said if he didn't we could see his cellar—wouldn't mind if he had a batch of home brew there, but as he was local agent for the prohibition police the chances would be slim.

Company members are stopping at the "Out-ride Inn." The landlord's a friend of mine and is already raving over Miss Watson Gott, my leading lady.

Bope Hennessey, my agent, wrote from Cooked Hat that my title, He Loved, But She Moved Out of Town, is not generally understood by the masses. Said that at Schinner's Crossing a resident who had observed him holding during the day approached him at the depot, asking if that he was advertising a new breakfast food or a real opery show. May have to change my title. Dubiously yours.

HI BINDER.

Solly takes this opportunity, thro The Billboard's most excellent Christmas Number, to extend greetings of the season to all troupers connected with the "white tops." May it be a merry one, folks.

Mike Fagen, after a present season as boss Billposter with the Yankee Robinson Show, is at his home in Shelbyville, Ill.

Walter Chambers, who was on the Eechman Show; Friends are inquiring about you. Why not "kick in" with a few lines?

Amby Breeze, Mickey Mannix, Slim Harris, Eugene McConnell and Jack Stout, of the Ringling-Barnum Show are in Chicago for the winter.

Frank (Sallor) Lamphen, one of Tom Lynch's regular drivers, is in charge of a string of racers near Buffalo, N. Y. Says he will be with the big one again in 1921.

Al (Red) Jacobs, of the old Cole Bros.' Show, is now superintendent of a park near McKeesport, Pa., since he resigned as custodian of the Robinson studio.

Clarence Auskings will be back with the Campbell Bros.' Circus next season as general agent. Auskings writes that Mr. Campbell will put out a ten-car circus the coming season and will open early in March. The show has been put away at Hueneeme (by-the-sea), Cal., '60

**42nd—ANNUAL TOUR—42nd****WALTER L. MAIN 3 RING CIRCUS MUSEUM**

MANAGERIE AND ROMAN HIPPODROME

**WANTED**—Bosses and Assistants in all departments. Man to break horses now. Equestrian Director  
Address **ANDREW DOWNIE, Box 173, Havre De Grace, Maryland.**

—FOR SALE—

All kinds of cars and show property, as my outfits will be new.

**C. RUECKERT & CO.**

Successors to The Bolte Mfg. Co.

Portable Circus Lights, Beacons, Blow Torches, Gasoline Stoves,  
Lanterns, Mantles and Hollow Wire Systems, Etc.  
2100 Larrabee Street, CHICAGO, ILLINOIS

miles from Los Angeles on the S. P., ten miles from Ventura and three miles from Oxnard. A number of acts are wintering in Los Angeles.

John (Blackie) Hart and Frenchy Haley are frequent visitors at Floed's, Twenty-sixth and Lexington avenue, New York City, where most of the troupers working at Madison Square Garden make their headquarters.

The Woody Troupe has returned to Joplin, Mo., after a season's tour with the Campbell-Bailey-Hutchinson Circus, which is in quarters at Samson, Ala. They will remain in Joplin for the winter.

Dr. J. W. Hartigan, Jr., writes Solly that he has returned to Morgantown, W. Va., from Baltimore. While in the latter city he met "Skinny" McCarthy, who used to be on the Sig. Sautelle Show.

Merle Evans, bandmaster of the Ringling-Barnum Show, has engaged Ray Floyd to play small drum and xylophone solos in his band the coming season. He will open in Madison Square Garden, New York City.

John Quiggle and Lawrence Arnold, late of the Yankee Robinson Circus, have left Chicago for Florida to spend several weeks on a fishing

and hunting expedition and incidentally visit Cuba.

John (Dutch) Klein has 93 head of baggage stock on a farm near Washington, Conn. He has three assistants with him—Tommy Rogers, "Freddie, the Jew," and R. Keister. He says all are having a good time, even tho they are up in the attic.

Ray Floyd, the well-known drummer and xylophone artist, formerly with the Ringling-Barnum Show, is now playing a ten weeks' engagement at the Show Dancing Academy, Wichita, Kan., in which Merle Evans has charge of the orchestra.

A 9½-pound boy was born to Mr. and Mrs. Floyd D. Curtis at Columbus, O., November 27. Mr. Curtis was formerly with the Ringling Bros. and Sells-Floto circuses, and has also been with the Famous Curtis Bros.' Musical Comedians.

Shropshire's Motorized Show, wintering in Massville, Ky., will open in the spring for its third season, and will be somewhat enlarged in all departments. A new corner and pit show will be added, and there will also be a larger spread of canvas. Some trained animals and menage stock will also be added, likewise sleep-

ing trucks for the people connected with the show. An air calliope will be carried. The show will have approximately forty people.

Mr. Morrow, of the Colorado Grant Show, of Sparta, Ky., was a visitor at the Shropshire Snow winter quarters in Massville, Ky., en route to Baltimore, where he will look after some property. It looks as if the Colorado Grant Show will take to the road this coming season.

Mr. and Mrs. G. K. Ringling, who recently closed with the Sparks Show, stopped off in Cincinnati last week and visited The Billboard offices on their way to Detroit, Mich., where they will winter. Their address is 352 Military avenue.

Quite a number of show folk are resting in Atlantic City after a long season. The latest addition to the ranks is John Keenan, who has just closed a successful season with the Walter L. Main Circus and can be seen doing the Board-walk with his old circus friend, Frank B. Hubbs, of Pleasantville, N. J.

Doc Hyde, assistant trainmaster with the Ringling-Barnum Show, and Joe Mudd, of the same show, have returned to the States from Havana after a ten-day stay in the Cuban metropolis. Doc is now in Bridgeport, Conn., and Joe is on a hunting trip in the Wisconsin woods.

Charles O'Connor, late of Rhoda Royal Show, who was superintendent of canvas season 1920, called for Quenstown recently. While Al Leonard was in New York he looked for Bert Carroll to be with him, as they generally winter together. Possibly Bert is again with the "Famous Jess Robinson" B. P. plant in McKeesport, Pa., says Leonard.

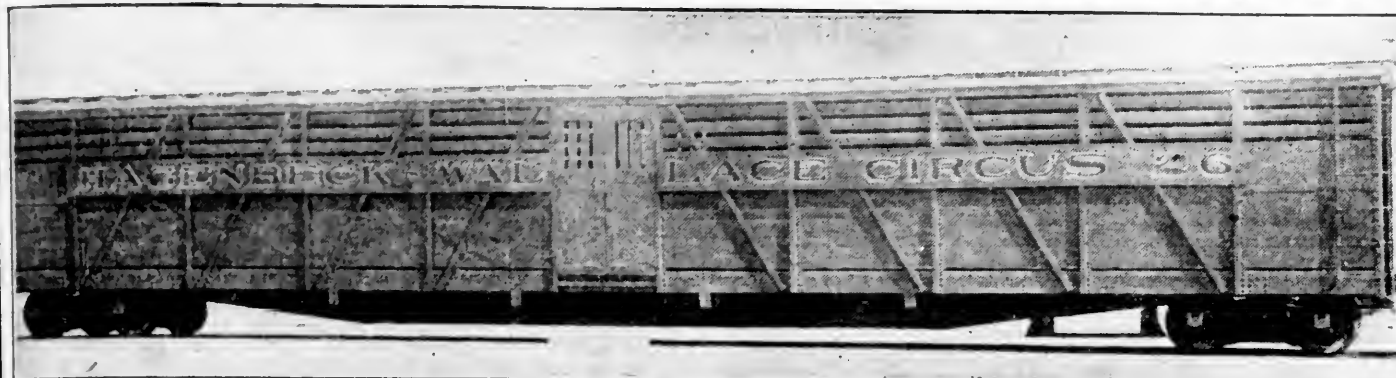
Fred Leslie closed with the Sparks Show at Jasper, Fla., December 1 and joined the Mighty Haag Show for the winter season as singing and talking clown at River Junction, Fla. December 3. Leslie is re-engaged with the Sparks Show for the 1921 season. Says Leslie: "All that can be said of the Sparks Show is good—one of the most pleasant seasons I have ever put in in my forty-two years of trouping."

The Balancing Knights closed the season with the Howe Great London Shows at Jackson, Mo., November 8 and joined the Rice Bros' Show at Lawford, Ga., November 11. The latter show closed November 20 at Columbia, S. C. After spending a week in Spartanburg, S. C., the Knights joined the M. L. Clark & Sons' Show at Fruitdale, Ala., with which show they will be for the winter.

W. R. Fowler is making a hit with his rube and belly team with the County Fair, No. 1, film thru West Virginia, playing week stands. The band is composed of most of the former members of the Walter L. Main Circus, season 1920. They include W. R. Fowler, H. F. Strickler, J. H. Sullivan, Chas. Deatrick, Thomas



# CIRCUS OR CARNIVAL FREIGHT CARS OF ALL DESCRIPTIONS



Stock  
Flat  
Box  
Elephant  
EQUIPPED AS  
DESIRED

MT. VERNON CAR MFG. CO.,

MT. VERNON, ILLINOIS

Henry, Emmett Hostland and Frank Young, a former member of Brown's band, with the Sells-Floto Circus this past season.

Leonard Karsh, of the John Robinson Circus, who is wintering in Lima, O., recently met some old friends, who were playing at the Orpheum Theater. They were: William Hoaglin and wife and little daughter, Harriet, from the Sells-Floto Circus, and also the Livingston Trio, Geo. and Ethel Livingston, recently of the Campbell, Bailey & Hutchinson Circus. Hodgins says he will be back with the Floto Show next season. Much comment was passed as to the "pet" shown by the stage manager and his staff of able assistants.

The New York Times Book Review and Magazine, in its issue of November 28, carried a lengthy story concerning the closing of the Hagenbeck Park at Stellingen, near Hamburg, Germany. After seeing scores of its most valuable animals perish of hunger because Germany's drastic wartime food regulations precluded their getting enough to eat, after losing scores of others because lack of coal caused them to freeze to death, the Hagenbeck firm has given up, for the time being at least, the struggle to keep in business. If space permits the article will be published in its entirety in this issue.

C. A. Wright's Trained Dog and Bird Show is on its way South, having covered the States of Vermont, New Hampshire, Maine, New York, and is now in New Jersey. The show opened April 7, and the management has lost but four rights during that time. The trouper on this show have met many oldtimers in their travels—Dr. George Revere, who is now constable in a little New Hampshire town; Allie White, Mrs. Henry, son and daughter, of the well-known Henry family. (Mr. Henry died two years ago. He was known as Pop Henry. Their home is in N. Ferrisburg, Vt.) Johnny Mack, an old song and dance man with Hank White Minstrels. The Wright trouper travel and live in their own car and are booked back in New England in the spring. They will cover the same territory that they have played the last sixteen years.

Doc Fuller, equestrian director with the Campbell, Bailey & Hutchinson Circus, writes: "Boys, in a few words I want to tell you how the white meat of a much talked about Thanksgiving turkey can be turned to dark. I was en route home from Samson, Ala., winter quarters of the above-mentioned circus. The last lap was over the Big Four R. R., between Cincinnati and Toledo, my home town. I was visiting with a gentleman from Detroit, who had been my pal from Atlanta. Our conversation was principally about circus life and Thanksgiving turkey and the big feed we would have at the end of the route. The train at this time was entering the little town of West Liberty, where we were due to meet a heavy freight train headed in the opposite direction. Well, we met the freight all right, and we stopped, also, which was against the orders. Our engineer had undoubtedly stepped on the high pedal as we rounded the curve in front of the depot. The engine obeyed the order of the driver and had attained a speed fifty miles an hour. This is what happened: A brakeman on the freight opened a switch less than a hundred feet away. Our trusty engineer did all in his power, kept his head as well as his seat, and applied the air. I did a full pirouette. The next instant we were head-on and the writer did as fine a back over a seat as ever Lee Grear did a double over the camels. All was over. The two engines were less than the length of one. There wasn't enough left of the express car to make a ballhoop stage. The second car lay on its side with one engine turned upside down in it, with front end a car length past the mountain of iron and steel of the two engines, with one end against the stone abutment of a bridge that spans the tracks at this point. The front trucks of the third car, the vehicle I was in, were half way under the coach. Say, can you kinkers imagine the crash and awful rumbling of those trucks as they bumped along, hitting brake and engine cylinders that had been thrown half way back along the train? Well, it was awful. Hot water from both locomotives was rushing down the ditches about knee deep, while a cloud of steam enveloped the entire train. I picked myself up, pinched my left arm and pounded my abdomen to see if I was really alive, then broke for the door, which had got fastened in the jam. We soon got our heads together and found an exit. The next thing was how many had been killed? Remarkable as it may seem, none was killed outright, but understand some died since. We all owe our lives to the brave old engineer. Two-in-one gets

**SHOW and CARNIVAL TENTS**  
**FULTON**  
 BAG & COTTON MILLS  
 330 WYTHE AVENUE, BROOKLYN, N. Y.  
 ATLANTA, GA.; ST. LOUIS, MO.; NEW ORLEANS, LA.; DALLAS, TEXAS

## WILD WEST CANOPY AT A BARGAIN



**KUNKELY-MADE** **FINE CONDITION**  
**Size 112 ft. x 161 ft.** **23 ft. Deep, 10 ft. Walls**  
 Also 20x30, 40x60, 40x50. **Write Promptly**  
**THE NEW YORK TENT & TARPULIN CO., 388 Atlantic Ave., Brooklyn**

**AIR CALLIOPE**  
 STILL BUILDING THE OLD RELIABLE.  
 Covered by U. S. Patents No. 1197302 and No. 1213402; also Canadian Patent 174625.  
**ALL SHOWMEN USING CALLIOPE MADE BY US TAKE NOTICE—**  
 If you intend to have your CALLIOPE OVERHAULED, send it in at once, as we will be unable to repair it in Spring.  
**MERRY CHRISTMAS TO MY MANY FRIENDS IN THE OUTDOOR SHOW WORLD.**  
**PNEUMATIC CALLIOPE CO., 345 Market Street, NEWARK, N. J.**

pretty thick. We were behind another wreck somewhere in Tennessee which held us three hours and fifty minutes. I got out lucky with only a badly twisted spinal column and an over-stretched abdomen as I went over the seats. Remember, one hadn't time to duck. Well, boys, I'm glad I am alive and am leaving for Chicago tonight."

**DE SARKISSAN'S ARM AMPUTATED**  
 Chas. Stricker, of New Albany, Ind., writes that Paul De Sarkissan, who was attacked by a lion with the John Robinson Circus November 5, is in a critical condition and in need of aid. Mr. Stricker says that it was necessary to amputate De Sarkissan's arm at St. Edward's Hospital, New Albany, December 4. De Sarkissan played in the band and also worked the lion act in the side-show. He would like very much to hear from friends.

**MYHRE'S WINTER QUARTERS**  
 Myhre's Motor Circus is now stored in the new winter quarters at Grand Meadow, Minn. The past season has been the best in the history of the show. The roster remained intact, with the exception of two men in the working department. The show will not be enlarged for next season, as first intended, on account of the financial depression in the farming districts. Few war admissions may prevail next season. Everything will be overhauled and repainted and put in first-class shape.  
 Alvin Krause has charge of the trucks and is busy in winter quarters. Bert Magary is break-

ing a goat and bear act, which will be an added feature. Ed and Blanche Myhre are playing vaudeville dates in Wisconsin. Arrangements are being made with Mr. Miller to break a four-horn pony drill. This will give the show five animal acts for next season. Nearly all the people who were with the show last season have been signed for the coming season.

**I. A. B. P. & B., NO. 26**  
 Harrisburg, Pa., Dec. 8.—At the last meeting held by Local No. 26, Billposters and Billers Union, December 5, the following officers were elected for the ensuing year: Harry B. Wilson, president; Elmer Wilhelm, vice president; Frank J. Rupp, secretary-treasurer and business agent; H. B. Wilson, Ed. Miller and Elmer Wilhelm, trustees; F. Rupp, C. L. N. delegate; John Whitney, sergeant-at-arms, Melvin S. LaFevre of York, Pa., was elected a member at the same meeting.

The boys are being kept busy these days, Frank Rupp, agent at the Orpheum, and Harry Bradley, second man of D. W. Griffith's "Way Down East" Company, assisted by a crew of three men, have the surrounding country plastered with posters advertising the coming week of December 13, of Griffith's super picture. Victor Leon is agent of said attraction and getting big spreads in the dailies.  
 All theaters in the city are doing a flourishing business, and it looks like a banner year. Brother James Helms, who was with the Arcade Shows the past season has returned for the winter, but says the call of the bluebird cannot come too soon for him.—FRANK RUPP, Secretary.

## REMINISCENCES OF OLDEN DAYS

Paving the Way for the Circus  
 By THOS. C. POST  
 (Knight of the Brush Since 1871)

In starting my narrative of oldtime circus bill posting, and the methods used in those days, I do so for the purpose of enlightening the boys who are in the game today of the doings of other days.  
 My first trouping days began with the Howe & Fushing Shows in 1876. We opened the season in New York City on a lot at the foot of East Houston street. The general agent was Deafy Rosston, who previously was a part owner of Stone, Rosston & Murray's Shows. The contracting agent was George Stanhope, who handled the brigade, consisting of two, Dave Carroll, boss billposter, and yours truly were the crew. We carried four bill boxes and a box to place our boiler in while traveling. The boiler consisted of a large, round sheet iron tank to hold the water, with a stove pipe down the center. We would feed it thru the pipe, and the heat from the pipe would boil the water IN TIME.

The boss billposter would be the engineer and I would get the batter ready. When all was in readiness the brigade would take the boiler by two legs and turn the water into the can, then one would rusk for a paddle and stir it until cooked. If we made a batch of paste without getting afore from the sparks or scalded in dumping it we would claim ourselves lucky. The popular name of this contrivance was "Betsy."

On the road the towns would average from five hundred to ten or twelve thousand population. On arriving at a stand the brigade would anchor around the station until the contractor squared it for the license. He would generally have to see three select men who, at times, would be of different opinions as to allowing a circus in, and of course the contractor had his troubles. If all went well the contractor would return to his brigade, and then old "Betsy" would start working, while the contractor would then go out and arrange hotel, lot and billboards. If there were no boards in town he would probably have a 50 or 100-foot hemlock board built if he could not secure dubs enough to bill the show proper, and then we would be ready to place our feet under some festive board. If there was any town of any importance about five or ten miles from the show town he would hire an outfit, and with a small keg of paste yours truly would hie to the tall timbers while the boss billposter would bill the town.

When all thru and ready to leave for the next stand we would get our boxes ready on a truck and await the train for the next stand. We were continually pulling off buttons or tearing some part of our wardrobe in doing this heavy act with these boxes. We always had buttons, thread and needle with us, and that kept us busy when there was nothing else to do.

This is the routine followed in those days of plenty of work and heaps of good times.

## MARINELLA GOING EAST

Johnny Marinella, international ring performer, who was with the Sells-Floto Circus season of 1920, writes from Chicago that he will arrive in New York City December 15, and will spend a month in the Adirondack Mountains hunting. He has just finished a vaudeville tour thru the West.

## "BUTCH" COHN LOCATED

Charles (Butch) Cohn has been appointed assistant superintendent of the Van Noy Interstate News Co., with headquarters at Atlanta, Ga. "Butch" was legal adjuster with the Yankee Robinson Shows the past season.

The Aerial Zeeeros closed with Campbell Bros.' Show at Lancaster, Cal., and are playing on the Bert Levey Circuit.

**AERO "ADS," KITE "ADS," SKY "ADS"**  
 Conyne has no agents. Don't want any. Business men only. You get exclusive. Write today for photo and information. This is a business proposition. No attention paid to postal cards of F. R. Ds.  
**SILAS J. CONYNE, 3316 Palmer Street, Chicago.**

**ANYBODY KNOWING** the whereabouts of Edward Y. Byrnes, formerly with the Hagenbeck-Wallace Circus. It is very urgent that they communicate with HELEN BYRNES, 474 W. 43d St., New York City, care Mrs. Taylor.

## HAGENBECK'S CLOSES ITS DOORS

By T. R. YBARRA

Hagenbeck's, the world's most famous emporium of wild animals, has closed its doors. The great Hagenbeck Park at Stellingen, near Hamburg, where exotic beasts from the remotest parts of the earth were assembled, has been added to the victims of the war. After seeing scores of its most valuable animals perish of hunger because Germany's drastic wartime food regulations precluded their getting enough to eat, after losing scores of others because lack of coal caused them to freeze to death, the Hagenbeck firm has given up, for the time being at least, the struggle to keep in business. And, in view of the fact that Germany's loss of colonies and merchant marine makes it difficult for the firm to meet competition from other countries, there is a possibility that Stellingen may remain closed permanently and the name of Hagenbeck, for years renowned throughout the universe, become only a memory.

For some time items of news in German and other European papers have been hinting that Hagenbeck's was in dire straits. One does not associate lions and tigers, polar bears and sea lions, hippopotami, giraffes and monkeys with wartime casualty lists, but the fact remains that, while soldiers were dying by thousands on the battlefields of the war, hundreds of Hagenbeck's animals, some of them unique among beasts in captivity and worth thousands of dollars apiece, were perishing in the Stellingen Park because of the austerities to which the war had brought them. Since the armistice, too, the mortality at Stellingen has continued until the losses of the Hagenbeck firm have aggregated a sum beyond which it can not go. Keepers in whom years of constant association with wild animals had bred genuine affection for their charges have been forced to stand helpless at Stellingen month after month while its unhappy denizens pined away and perished, until at last there were scarcely any left in the great park.

Shortly before the decision to close the Stellingen Park the following list of animals and birds which had died, directly or indirectly, from hunger and cold as a result of wartime conditions was given out by the Hagenbeck firm.

74 lions, 19 tigers, 40 bears, 19 polar bears, 8 leopards, 19 hyenas, 200 monkeys, 14 elephants, 120 deer, 28 camels, 24 crocodiles, 10 zebras, 17 kangaroos, 2 rhinoceros, 65 antelopes, 20 porcupines, 1,000 turtles, 68 ostriches, 58 cranes, 300 sea birds, 50 snakes; total, 2,155.

In addition, the entire Hagenbeck stock of seals succumbed, likewise one of the great prizes of the Stellingen collection, a remarkable trained walrus, the last one of its kind in captivity.

Naturally, those at the head of the Hagenbeck enterprise did all in their power to check the mortality among the animals at the park. The food stringency in Germany caused the German Government to forbid giving bread and grain to animals, and for long periods no meat to salt-water fish were obtainable for them, so the Hagenbecks were compelled to seek far and wide for substitutes. Fresh water fish instead of salt-water fish were fed to the sea mammals and sea birds, but they showed violent dislike for it. Then fresh water fish were salted and fed to them, without success. The first sea elephants ever exhibited in Europe were among the first to die, then a number of California sea lions perished, also some south African sea bears and many valuable penguins.

One of the greatest tragedies at Stellingen during the war was the death, within a very short period of time, of no less than 100 valuable baboons. They perished because it was impossible to feed them the cornbread to which they had been accustomed. Next to die were dozen of ostriches and other extremely valuable birds. All the time desperate efforts were being made to find some method of keeping the denizens of Stellingen alive during the crisis. In some cases these efforts proved successful. For instance, numerous deer, antelope and other animals survived the period of greatest food shortage, tho deprived of the kind of food which had been supplied to them in normal times.

Most of the beasts of prey at the Hagenbeck park perished. There was a great shortage of horse meat, their principal item of diet, and none of the substitutes introduced proved successful. For a long time during the war it was impossible to obtain horse meat in sufficient quantities for the Hagenbeck animals. Tho constant efforts were made to get it from the military authorities, who had commandeered practically all the horses in Germany. At last, large assignments of horse meat from the front were obtained and fed to lions, tigers and other beasts of prey; but the mortality among them, instead of decreasing, became even higher than it had been before.

Investigation showed that much of the horse meat fed to them was tainted, the horses having died of disease. Thus perished nearly all the lions and tigers in Hagenbeck's possession, including some of the finest specimens ever captured alive, and one whole group of twenty-two animals of different species which Hagenbeck had trained for purposes of exhibition.

In the midst of all this mortality the bears at Stellingen seemed to bear a charmed life. They ate practically everything set before them, and continued to thrive. Other animals which managed to survive the worst days of the war were a few Liberian baby hippopotami, one giraffe and one rhinoceros.

Lack of coal at Stellingen, with no substitute for heating the quarters of the animals, caused some of the most valuable inhabitants of the park to die of cold. Since the end of the war the difficulties of the Hagenbeck firm regarding food and fuel for its animals have been further complicated by active competition organized outside Germany. Last year plans were made in England for the formation of a big company to conduct business of capturing and selling wild animals, and it was confidently predicted that the supremacy so long enjoyed by the German firm in this field would be ended for all time by the new organization. Among those interested in the venture was one of

## WANTED SEASON 1921

### JOHN ROBINSON CIRCUS

BILLPOSTERS—BANNERMEN—LITHOGRAPHERS

Press Agents, Twenty-Four-Hour Men, Matt Agents Programmers, Route Riders, with Motorcycles. Address: A. R. HOPPER, General Agent, 127 N. Washington St., Herkimer, N. Y.

### SELLS-FLOTO CIRCUS

BILLPOSTERS—BANNERMEN—LITHOGRAPHERS

Car Managers, Press Agents, Contracting Agents, Twenty-Four-Hour Agents, Route Riders with Motorcycles, Programmers, Cooks for advertising cars. Address: ED. WARNER, General Agent, Planters' Hotel, Chicago, Illinois.

### HAGENBECK-WALLACE CIRCUS

BILLPOSTERS—BANNERMEN—LITHOGRAPHERS

Address: ED. C. KNUPP, General Agent, Cor. Windsor and Newton Streets, Jamestown, N. Y.

### HOWE'S GREAT LONDON CIRCUS

BILLPOSTERS—BANNERMEN—LITHOGRAPHERS

Car Managers, Special Agents, Twenty-Four-Hour Agents, Press Agents, Checkup Agents, Route Rider with Motorcycle. Address: BERT RUTHERFORD, General Agent, 127 N. Washington St., Herkimer, N. Y.

ALL ABOVE CIRCUSES HAVE SIGNED NEW (1921) UNION AGREEMENT, AND WILL OFFER MANY NEW MODERN COMFORTS ON ALL ADVERTISING CARS.

the leading wild animal hunters of the world— one who had been with Theodore Roosevelt after big game in East Africa.

Another factor in Hagenbeck's troubles has been the loss by Germany of her colonies in Africa. In German East Africa was a large farm where animals were collected and held pending shipment to Europe. This farm, ac-

ording to report from Germany, is now lost to the Hagenbecks.

Before the war the Hagenbeck firm brought animals from Africa and elsewhere to Stellingen, largely in German ships, but now, that the German merchant marine has been swept from the seas, the expense of such transportation would be enormously increased. Undoubtedly

GEORGE F. MEIGHAN



The above is a reproduction of the latest photograph of George F. Meighan, the new traffic manager of the Ringling Bros.-Barnum & Bailey Combined Shows, who will take up his duties for that aggregation January 1. He succeeds the late Charles C. Wilson. There is probably no one more familiar with circus railroad movements than Mr. Meighan, and the selection of him by the Messrs. Ringling Brothers to handle that end of the "Greatest Show on Earth" was a wise and happy one. For the past several years he has been general agent of the Yankee Robinson Circus.

this was one of the principal causes contributing toward the decision to close the Stellingen park. When the present exchange rate of the German mark is taken into consideration it will be easily seen what payment of freight charges to foreign ship owners would have meant to the Hagenbecks.

Three generations of the Hagenbeck family have been engaged in the wild animal trade. The first to enter it was Gottfried Hagenbeck, father of the founder of the great animal park at Stellingen. Gottfried Hagenbeck was a fish dealer in Hamburg, who had contracted with certain fishermen for obtaining at a certain fixed sum anything which they might catch in their nets on their trips to the waters north of Hamburg. One day in 1848 these fishermen brought to Hagenbeck six seals along with the rest of the catch. The fish dealer placed the seals on exhibition, fixing the entrance price per person at one mark. The profits, tho small, were enough to give him the idea that further enterprises of the same sort might prove profitable.

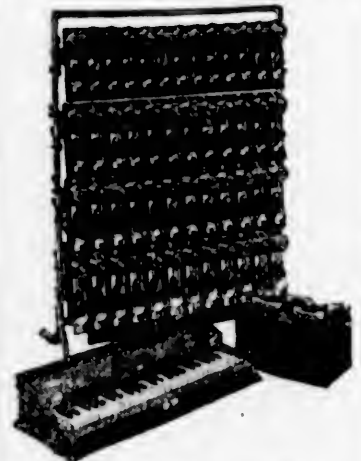
At the time of the seal exhibit Karl Hagenbeck, destined later to be the wild animal king of the world, was only four years old. Shortly afterward he began to take an active interest in his father's new business. The elder Hagenbeck acquired in 1852 a polar bear, a hyena and some strange birds from faraway lands, and placed the whole lot on exhibition, raising his entrance rate to four marks per head. Little Karl assisted his father in caring for the menagerie, and showed unmistakable signs of possessing extraordinary aptitude for the wild animal business.

When he was eleven years old he went with his father to Bremen to help him take back to Hamburg a bear, two American opossums and a few monkeys. The bear escaped from the wagon in which it was being transported, and for two years wandered about the lonely waste known as the Luneburger Heide, near Hamburg, terrifying the peasants, until at last it was killed. Nobody but Gottfried Hagenbeck, his little son and the driver of the wagon knew how that bear ever came to be at large in Germany, and they kept it a dark secret, fearing complications with the police.

The elder Hagenbeck's animal business grew steadily, but the expenses involved were so high and the beasts caused him so much trouble that he thought seriously of giving it up and devoting himself entirely to his humdrum fish business. Finally he compromised by putting his son Karl in charge of the animal business, altho Karl was only 15 years old. So in 1859 Karl left school and entered upon the career in which he was to outdistance all rivals.

The Hagenbecks, father and son, soon came into competition with William Jamrach, at that time the world's foremost dealer in wild animals, and the boy, despite his extreme youth, had the satisfaction of outgeneraling Jamrach in various deals. Young Hagenbeck's first really big venture was when he went to Suez and took over an entire caravan of captured beasts, brought out of the jungles of the interior of Africa by a famous hunter called Casanova. The lot included lions, leopards, panthers, hyenas, jackals, wolves, monkeys and rhinoceroses. Karl succeeded in getting most of these to Europe, in spite of all sorts of difficulties, and Hagenbeck senior derived good profit from the sale of the animals to zoologists, gardens and other customers. In 1862 Karl Hagenbeck, at the age of 18, was placed in full control of the Hagenbeck wild beast business by his father.

## THE DEAGAN UNA-FON



### THE BALLY-HOO MUSICAL INSTRUMENT SUPREME

Played same as Piano, but with one-fifth the weight, one-tenth the size, yet fifty times the volume. Write for Catalog F, illustrating and describing latest models.

J. C. DEAGAN, Inc.

Deagan Bldg., 1760 Berteau Ave., CHICAGO



# NOTICE

# NOTICE

# NOTICE

### To members of the International Alliance of Bill Posters and Billers of United States and Canada

The following Circuses have signed the Alliance agreement:

**RINGLING BROS. AND BARNUM & BAILEY SHOWS**  
**HAGENBECK-WALLACE SHOWS**

**JOHN ROBINSON CIRCUS**  
**HOWE'S GREAT LONDON CIRCUS**

**YANKEE ROBINSON CIRCUS**  
**AL. BARNES CIRCUS**

Members are at liberty to sign with the above Circuses

## JOHN JILSON, President

Room 607, 64 W. Randolph Street, CHICAGO, ILL.

## WM. MCCARTHY, Secretary

821 Longacre Bldg., New York City, N. Y.

His operations grew constantly more important and daring. He soon entered into business relations with Phineas T. Barnum, the great American circus man, for whom Hagenbeck's hunters secured many valuable animals in the wilds of Africa and Asia. In 1893 Hagenbeck organized a big animal exhibit at the World's Fair in Chicago and crossed the ocean in person to supervise it. He had caused a number of wild beasts, including lions and tigers, to be especially trained for exhibition at Chicago by his brother-in-law, who had been remarkably successful as a trainer and animal tamer. But his brother-in-law fell ill at Chicago just before the date set for the opening of the exhibition and, as no substitute trainer could be secured at such short notice, Hagenbeck decided to enter the animals' cage himself and put them thru their tricks, relying on the fact that he had helped his brother-in-law to train them. Having explained to the audience that he had not been near the animals for months, he entered the cage and put its inmates thru their whole program without a hitch amid the enthusiastic acclamations of the American audience.

The great scope of Hagenbeck operations soon made it imperative for him to seek new quarters in Hamburg. He bought a vast tract of land at Stellingen, outside the city, and threw open to visitors the great park, unique of its kind, which closed its doors a few days ago. He also felt the need of help, so he took into partnership his two sons as soon as they were old enough, thus initiating into this strange business a third generation of the family.

Hagenbeck made several trips to America. On one occasion he told Director Hornaday of the Zoological Garden at Bronx Park, New York City, that he felt sure that two lions and a tiger which he had supplied to the park after having kept them some time at Stellingen would recognize him. Dr. Hornaday doubted this, so Hagenbeck went with him to the cages where the beasts went to him as soon as he spoke to them as he had been accustomed to do at Stellingen and allowed him to scratch their heads.

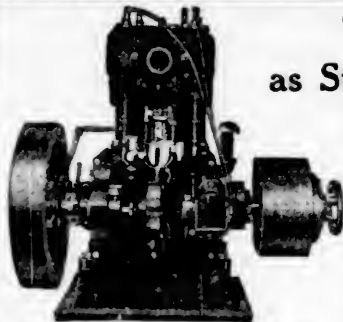
The Stellingen park was one of the great show places of Hamburg. Numerous distinguished visitors were shown thru it by the proprietor, including Kaiser Wilhelm and his son, the German Crown Prince. It grew little by little to such dimensions that at the height of its glory it harbored nearly 2,000 animals and birds, of a total approximate value of \$300,000. Among these were lions, tigers, bears of all sorts, hyenas, wolves and dogs of fifteen species, chimpanzees, orang-utans and monkeys of nineteen other species, elephants, hippopotami, rhinoceroses, tapirs, giraffes, camels, dromedaries, llamas, goats of strange breeds, bison and buffaloes, wild swine and similar beasts of eighteen species, antelopes a war-dog, zebras, sea lions, seals, armadillos, kangaroos, crocodiles, alligators, many varieties of snakes, ostriches, quassaries, flamingoes, parrots and eagles. The yearly cost of feeding this extraordinary aggregation was about \$40,000.—NEW YORK TIMES.

### TROUPING THRU SOUTH AMERICA

By J. LAMONT

Show business all thru South America is easy. There is no rush, bing-bang-bing. It is not a case of get-rich-quick managers. They are there to live and to make it their business. It is not a case of fill up the house, run the show thru in a hurry, cut the acts all to pieces. The public wouldn't stand for it. The managers are well satisfied to get one full house at night. There are on an average two matinees a week, one show a night. The shows generally start about 9 p.m. There is no such thing as split weeks. A show can stay fifteen days to seven weeks, depending upon the size of the city. They are not behind in times as one would think. They have some very nice theaters. The most beautiful theater I have ever seen is the Municipal Theater in Rio de Janeiro, Brazil. I don't believe one will find any better in any part of the world. This theater is a statue to look at for its beauty. If the artists have the goods, it is no trouble at all for them. It is always best to go to South America with a show, a show that is reliable, and you are sure of getting what is due you. There is no worry about anything. Your transportation is paid, your baggage and excess is all paid, and there is no worry about the next half like it is in the States for a real good novelty. Acts that are showing thru South America on their own generally work on a percentage or a guarantee. The managers pay all transportation, excess and baggage hauling, and it all depends on the artists in making out their contracts. Everything must be stated in the contract. There is no comeback to the manager after you find out you could have done better by having things arranged differently. The artist must be wide awake, as the managers are not asleep by any means. There are some very smart men in the show business in that

## CUSHMAN LIGHT WEIGHT ENGINES



15-H. P. DOUBLE CYLINDER EQUIPPED WITH FRICTION CLUTCH PULLEY. Also furnished with two fly-wheels instead of friction clutch pulley when desired.

The Engines Used as Standard Equipment on

### The "WHIP" The "FROLIC"

and other well-known amusement devices where a quick "pick-up" is so essential.

5 SIZES—4, 8, 10, 15, 20 HORSE-POWER

The dependability of Cushman engines coupled with LIGHT WEIGHT, which insures ease of handling and reduces costs of transportation, explains the steady increasing popularity of these high-grade engines.

Write for complete information and prices, stating the purpose for which you wish an engine.

**CUSHMAN MOTOR WORKS, 815 North 21st Street, LINCOLN, NEBR.**



### "Season's Greetings To All"

## ANCHOR SUPPLY CO.

MAKERS OF

## TENTS ALL STYLES AND SIZES

EVANSVILLE, INDIANA

### AT LIBERTY--FOR CIRCUS SEASON OF 1921

Experienced Newspaper and Publicity Man wants to connect with Publicity Department of Circus or Wild West Show for season of 1921. Good education. Fluent and attractive writer. Commercial road experience and in handling men and presenting propositions. Five years' experience on daily papers as news writer and handling publicity of various sorts. Know how to handle editors and personally acquainted with numbers of them over the country. If you are looking for a live wire who can write interesting human interest stories with a punch to them about your show and get them printed in the papers in towns on your route, write me. Recommendations as to character and ability and samples of my news stories on request. No cheap stuff about my work. It gets over with the newspapers. Age, 31. Address D. G. YINSLEY, 2605 North Twelfth Avenue, Birmingham, Alabama.

WHEN IN OUR CITY, CALL TO SEE OUR STOCK.

### SCHMID'S BIRD STORE

712 Twelfth Street, N. W.,

Washington, D. C.

EVERY / 'ISER WANTS TO KNOW WHERE YOU SAW HIS AD.

part of the world. The equipment back stage is on the same order as in U. S. A. The only thing I didn't approve of was paper scenery. All the theaters have paper scenery. You never hear of any fires in a theater. There are no laws governing smoking on the stage. They have their fire exits and the firemen sit there on the job as soon as the doors open. There are three to four firemen. They come in full uniform, red coat with white pants, high-legged boots and a helmet. They attach their hose in case there should be a fire. This is done in all the cities, big or small.

It is a pleasure to troupe thru South America as their system is so different. What can't be done today can be done tomorrow. Those that can't get to the show today will find the next day to see the show, so at the end of it all everyone is just as well off and far better than if they had tried to get it all in one day. The price of admission runs from about fifty cents up. There are some very well-to-do showmen there. If they hear of a show coming or in another part of South America they will make the trip, look over the show, and, if it pleases them, will be right after you to do business. They are known as impresarios. Many shows that are new to South America take an impresario. They work on a commission. They carry the show over the road, they route and bill it, pay all expense of traveling for the entire company, except paying salaries. If the manager of the show hasn't too big an expense, he can make some money, but it is advisable for the owner to run his own show.

Regarding the climate, parts of South America have different climates. In Peru it never rains. Along the coast it is always misty during the winter months, which run about eight to ten weeks. In Chill the winters are not severe and do not last long. The spring of the year is the best time to show in Chill and during the winter in the Argentine, also thru Brazil. The summer months are very warm in Brazil and in the winter time it is like mid-summer. Farther north you go the warmer it gets. I found Chill and the Argentine the best show countries.

It is not all velvet in South America. They have their ups and downs and many a show goes broke there and has to hustle to get home. It's the same thing all over the world—where some gain, others lose. But speaking of taking it easy, going along as life should be, South America is the system for show life.

### WIDSITH—THE WIDE-GOER OR WANDERER

By SAM J. BANKS

I'm a wanderer, a wanderer,  
And yet I love a home;  
I have dreams of tier-of-homs and Her—  
I wonder why 't roam?

Can it be the Gypsy blood in me—  
The primitive in man?  
Or can it be just the wanderlust?  
Please tell me if you can.

I have tried thru life to settle down,  
For six months in a span  
I have worked as hard in one lone town  
As any mortal can.

But with spring would come the will to move,  
The call to up and go,  
And to me the town was like a groove—  
Monotonous and slow.

How the open road doth beckon me  
When springtime floods the earth  
With her warmth and gentle radiance;  
Not then for me the hearth.

To the open road doth nature call,  
And I her call obey,  
For I can not bear to be a thrall,  
And so I go away.

Yes, I go away and where I go  
Doth matter not to me;  
'Tis to rove I go, and this I know,  
In God's outdoors I'm free.

I am free, I'm free, as birds are free,  
And Oh, what deep delight!  
It is happiness, 'tis perfect bliss,  
There's a nothing like it quite.

Oh, the wondrous sky, the field, the stream,  
The meadow and the wood;  
Oh, the birds and trees—yes, all of these—  
Make life seem very good.

And I would not give this life of mine  
For all the vast earth's gold;  
When I cease to be a wanderer  
My clay house will be cold.

Have you looked thru the Letter List?

THE CORRAL

By LOWDY WADDY

Merry Christmas to all hands of the contest and Wild West show business.

Ed Baumelster, one known as Cherokee Ed and who lost a small fortune in the Wild West business, is now out of the game and is living at the Antler Hotel, Louisville, Ky.

Tommy Kirman and Hugh Strickland have applied for passports and will sail shortly for Havana, Cuba, where they will rest for a month or six weeks.

Tex as Tex, who, we believe is still in Europe, hasn't been heard from for quite a while. Tex went to Europe with the Pawnee Bill Show in 1914 and has been there for most of the time since.

A well-known "band" writes in: "Haven't heard from Nellie Brandon of late. Where are you, Nellie? We remember when you dashed down the Rue de L'Escaut at Antwerp with a shooting iron in each hand and both girls blazing at once. How about it, Happy Jinks?"

Essie Fay, who made a big hit at the Fall Rodeo at Ft. Worth with her high-wheeled horses, is receiving many offers from showmen who are anxious to learn to ride and Miss Fay may be forced to open a riding academy to comply with the popular demand.

Jerry Enright, sometimes known as "Utah Slim," is with the T. A. Wolfe Superior Shows at Louisville, Ky., where he is driving a team for the show. Jerry is an old Wild West trapper and was formerly with the Buffalo Bill, Buckskin Ben and Colonel Cummings shows. His home is at Heber, Utah.

There is a big field for properly equipped Wild West shows with the larger carnivals and the right kind of show will get the money. It requires a clean flash and a well-balanced and adequate program and, above all things, action. The show should be small but complete and no superfluous material or people should be carried.

Bob Calen, who is wintering in Ft. Worth, broke into print as an inventor when with the aid of an alarm clock with a safety razor blade attached to the clapper which cuts a string holding the bottom of a hopper of oats perforated a patent feeder with which his horse is fed each morning while Bob remains in bed six blocks away.

The new governor of the Northern Province of Lower California has put his foot down on public gambling, but the saloons and dance halls are still wide open and the ranchers of the Imperial Valley are steady patrons. The Owl Theater and gambling hall at Mexicali has been transformed into a municipal market, and the whirl of the roulette wheel and the click of the dice are heard no more at that once famous rendezvous of rancher and cowboy.

After closing with the Walter L. Main Circus, Johnny Davis went to Chicago where his wife presented him with an eight and one-half pound boy. The Davises are wintering in Detroit. Joe Gonzalez and Davis are breaking some "wild ones." Ida Gilbert is busy with her ropes daily and promises something new next season. Between feeding the boys and breaking "Pedro," a high-school horse, Bobbie Davis is kept busy.

Jack Grizzle, who with Mrs. Grizzle (Daisy) recently closed the season with the Walter L. Main Shows, with which they both worked in the concert, have returned to the home of Mrs. Grizzle in Dayton, O. Jack made a business trip to Cincinnati on December 4, trying to locate a frontier picture, with which he intends playing the movie houses this winter. Daisy will remain at home during "hobby's" winter tramping. Jack said they purchased a dandy light and covered motor truck right after the show closed and drove from the Eastern States to Dayton.

J. H. Roby and Doc Hall, the past season winners of the Hill-Roby show, are framing a Wild West to take the road next season. Doc Hall writes that they are not certain just how big the outfit will be, but that they have sufficient equipment at winter quarters in Missouri to put out a 15-car show. Doc also states that it will be a Wild West and Wild, with no circus acts mixed in, and they now have six sure-enough bucking horses, one named "Powder River" which is open to meet all "comers." Messrs Hall and Roby are recuperating at Hot Springs, Ark., but will soon get busy and make announcements as to their final plans on the new frontier show.

There are few cowpunchers now in the game who remember the trip of the Pawnee Bill Show to Europe in 1914 when the show played on a special location at the Exposition at Antwerp and went busted. It was the first Wild West show ever seen in Belgium and it had some of the best people with it that were then in the game. George Hooker was one of the star riders and George could ride some in those days. When the Wild West show was in France there was a vivacious little blond cowgirl with the show. Her name, we believe, was Jennings but, "man," how she could ride. She sure made a hit with the French cavalry officers and her dashing manner, astride, was one of the features of the show.

Jesse C. Allen (Sundown-Slim) writes from the Providence Hospital, Washington, D. C.: "Just a line. First, you will remember I had my arm paralyzed and foot smashed in France. Well, I sure hit 'em fine at the Ohio fair this fall, then up thru the mining towns on the Big Sandy River in Kentucky and Cole River in West Virginia, and collected a pretty good-sized b. r. But I'm stopped short here. Something went wrong with my wings and so I am back in the Government Hospital, where

The Arthur B. Albertis Co.

MANUFACTURERS OF

THEATRICAL SUPPLIES,

7 Fulton Street, BROOKLYN, N. Y.



TIGHTS



STAGE JEWELRY



SPANGLES

GREAT SANGER CIRCUS WANTED For SEASON 1921

Useful Circus People in all departments. For Big Show especially want Family that does two or more acts, also Japanese Troupe, Big Show Band Leader and Musicians on all instruments. CAN PLACE LEGAL ADJUSTER and others for Side Shows, also smart Ticket Sellers for Big Show Wagon and Traps, Driving Car Cook and Porter, Banner Solicitor, Boss Elephant Man and Grounds Working-men in all departments. Twelve months 12 rest. All other Concessions sold. HAVE FOR SALE 14-ft. Sleeping Car, steel wheels and platform; price, \$1,000. Everyone with this show extra and sleep on Pullman car. Season opens early in April. WANTED FOR THE ADVANCE-Experienced Bill-posters. Address GREAT SANGER CIRCUS, Memphis, Tennessee.

The Arms Palace Horse Car Co.

Extends

MOST CORDIAL GREETINGS AND BEST WISHES TO ITS MANY FRIENDS IN THE SHOW WORLD

Office No. 614, 332 South Michigan Ave., CHICAGO, ILL.

T-E-N-T-S

Any size or style. Circus, Dramatic, Chautauqua, Gospel, Concession, Refreshment, Auto or Stable Tent, Doll Rack or Curtain. Designed and made to your order by expert workmen. THE SHAW CO., INC., 415 So. Center Street, BLOOMINGTON, ILL.

WE WISH ALL OF OUR CUSTOMERS

A MERRY CHRISTMAS and PROSPEROUS NEW YEAR

We have some bargains in Tops of all sizes. Write us before you buy your new Top. Now is the time to buy. ROGERS TENT & AWNING CO., Fremont, Neb. Try us with your next order. We will treat you right.

they are going to try and fix me up some way. I am going out next season with a good-sized Wild West outfit, providing nothing serious results from the arm. Would certainly like to hear from my friends while I am laid up here."

A combination which will have a bearing on next season's contest is the forming of a partnership between California Frank and Egborn Clancy. Both are wintering in Ft. Worth and are booking a great number of contests for next season. They will continue to buy a great number of bucking horses, which will be added to the string already owned by California Frank, and by the time the contest season opens will own all the stock necessary to put on contests on a large scale. Both have been in the show and contest game for a number of years and have been more than successful. Their respective ability in all departments of the contest game should insure the biggest results of their undertakings.

Montana Jack Ray got a friendly letter from Egborn Clancy when he (Jack) was in Oklahoma City, Ok. At the bottom of the missive Egborn became possessed of a poetic spirit—one of the hands got hold of the letter—and here's the poem:

There was a man who would not laugh And he grew pale and thin, But he jumped right up and laughed out loud At Montana Jack's "tall spin."

Montana Jack, a roper grand, Some say he has the pip, But the other ropers all agree, He shakes a "wicked hip."

The roundup announcer yelled out loud: "We present a real sensation, Montana Jack and his 'tall spin'— It's a feat in 'aviation'."

Results Ft. Worth Fall Rodeo, November 24-27: FIRST DAY—Steer Riding, first, Guy Shultz; second, Soapy Williams; third, Bryan Roach. Bareback Bronk Riding, first, Guy Shultz; second, Fred Atkinson; third, Soapy Williams. Preliminaries Bronk Riding with Saddle, first, Oklahoma Curly; Bryan Roach and Jim Wilkes split second and third. Cal Roping, first, Chester Byers, 0:36 4/5; second, Ben Johnson, 0:39; third, Lloyd Saunders, 0:41. Bulldogging, first, Guy Shultz, 0:19; second, Scout Maish, 0:25 2-5; third, Lloyd Saunders, 0:25 4-5.

SECOND DAY—Steer Riding, first, Guy Shultz; second, Hugh Strickland; third, Bryan Roach. Bareback Bronk Riding, first, Soapy Williams; second, Guy Shultz; third, Hugh Strickland. Cal Roping, first, Fred Beeson, 0:25; second, Oklahoma Curly, 0:37; third, Guy Shultz, 0:38 2-5. Bulldogging, first, Slim Caskey, 0:11; second, Jim Massey, 0:15; third, Scout Maish, 0:18 1-5.

THIRD DAY—Steer RKing, first, Hugh Strickland; Bryan Roach and Tommy Douglas split second and third. Bronk Riding with Saddle, semifinals, first, Bryan Roach; second, Shorty Kelso; third, Bogger Red, Jr. Cal Roping, first, Cecil Childers, 0:36; second, Slim Caskey, 0:37 1-5; third, Ed McCarty, 0:40. Bulldogging, first, Slim Caskey, 0:10 3-5; second, Shorty Kelso, 0:13; third, Fred Atkinson, 0:17.

FOURTH DAY—Bareback Bronk Riding, first, Hugh Strickland; second, Bogger Red Rodgers; third, Guy Shultz. Cal Roping Finals, first, Fred Beeson, second, Ben Johnson; third, Hugh Strickland. Bulldogging Finals, first, Guy Shultz, second, Slim Caskey, third, Fred Atkinson. Bronk Riding Finals, first, Bryan Roach; second, Shorty Kelso, third, C. R. Williams. Steer Riding Finals, Bryan Roach and Guy Shultz split first and second; third, Hugh Strickland. Fancy Roping (decided by agreement), first, Chester Byers; second, Tommy Kirman; third, Bob Calen. Trick Riding (decided by agreement), first, Tommy Kirman; second, third and fourth split between Kenneth Maynard, Bob Calen and Lloyd Saunders.

Cowgirls' trick and bronk riding contracted. Judges: Slim Caskey, Scout Maish and Slim Riley. Arena director, Bob Tadlock; assistant arena director, Hugh Strickland; official announcer, Egborn Clancy.

CIRCUS PICKUPS

By FLETCHER SMITH

With weather like early fall, the bunch at the winter quarters of the Walter L. Main Show finds working in the open a pleasure, and the show train is being put in readiness for the spring opening. "Baldy" Carmichael is also busy every day on his privilege car, entirely remodeling it and increasing the space in the dining room. Satisfactory progress is being made upon the parade wagon and the Main Show next spring will surely present some flashy parade. With Christmas two weeks off preparations have already begun for the big celebration and dinner which Governor Downie is going to tender the bunch.

Mrs. Tom Atkinson left quarters last Sunday for a short visit in New York and Brooklyn with her sister, Mrs. Solomon. Aside from doing her Christmas shopping she will be the guest of Manager Charles Robinson at performance of his big burlesque show.

William Glynn, who was assistant equestrian director of the Main Show the past season and who has been in New York since the show closed, has signed up for sixteen weeks of vaudeville with Mrs. Glynn, opening in New York. He will present his well-known play act.

A letter from Doc Williams states that he was taken ill in Louisville and was obliged to spend a week in a hospital. He is now fully

recovered and is on his way to Oregon City, Ore., where he will settle an estate before returning the first of the year to Havre de Grace.

Gardner Wilson, last season secretary and press agent of the Main Show, after a trip to Philadelphia and New York with his side partner, James Herron, bled himself to his old home in Bay City, where he is at present enjoying a visit with his parents, but the call of the bright lights cannot be denied and Gardner will leave for Philadelphia shortly to put in the rest of the winter.

Charlie Craig, an oldtime showman, formerly in the carnival business, is now the manager of the opera house in Havre de Grace, Md., and is enjoying a good business, even if the Main bunch does show in nightly, with pictures and vaudeville Saturday night. This keeps the bunch from spending the week-end in Baltimore.

Occupying front seats of a lower box at the performance of the "French Police" in Baltimore last Saturday night was Jack Davis, the elephant trainer with the Main Show, Henry Hoopm and the writer. "Hallo, Jack," Harry Fields had a lot of fun with Jack, featuring him in his specialty to the amusement of the packed house, and Jack played his part to the entire satisfaction of the crowd also.

"Pop" Atkinson, who has been in the hospital at Havre de Grace for two weeks, is back at quarters as chipper as ever.

Howard Welsh, with the Main Show last season, was lucky enough to secure an immediate engagement in New York and is on the road with the big New York production, "The Acquittal," and accredited with making a hit in a good part.

Saille Hughes, who has been Mrs. Downie's right hand assistant for several years, is enjoying a well-earned vacation at Philadelphia. She stopped over and paid Serpentina and Metz a visit at Norman Jeffries' museum and then after a few days in New York left for her former home at Millbrook, N. Y.

Java Robb, who had the lights the past season with the Sparks Show, arrived in Havre de Grace last Sunday for the winter, and these was a joyful reunion at the residence of George ("Pop") Coy, where Java was given his first introduction to Java, Jr., a bouncing boy just the image of his daddy. Java will remain in Havre de Grace permanently.

Her many friends in the profession will be glad to learn that Dot Snyder Bates, who has worked the bulls with the Main Show for many years as well as appearing with her husband in his bicycle act, has entirely recovered from a serious attack of blood poisoning that followed her recent illness with typhoid fever. At one time it was feared that she would lose her right arm.

Tom Metz, who has Serpentina and Slim Jim playing the museum circuit, was a visitor at quarters for a short time the past week on his way to New York.

Horace Laird, producing clown with the Main Show, is putting in the winter at Chester, Pa., thinking up new clown walkarounds and building props for the coming season.

Arthur Bureau, who joined the Rhoda Royal Show at the close of the Main Show, is to close with that show shortly and will spend the winter at Jacksonville, Fla. Arthur is slated for the Sells-Floto Show next season.

A letter from W. B. Fowler states that he and his band is making good with Charles ("Kid") Koster's "County Fair" Company, and that the picture show is doing a big business. He expects the engagement to last till the first of next April. He recently ran across the Clarence Harmount Uncle Tom's Cabin Company and says that Clarence is doing great in West Virginia. Dave Diedrick, one of the best circus trombone players in the business, is being featured with his smears with the Fowler band.

Normie and Myron Orton and sister Iva are making a big hit in the two-day with their wire act and the circus has lost in Normie the best burlesque rider in the business, and in Myron an original and funny clown. After years under the white tops they have reached the height of their ambition and are firmly established in vaudeville. Iva was a visitor to the Main Show just before the season closed and could hardly be induced to leave the dressing room to see the performance. Myron writes that he still yearns for the clown white and has his mail.

Don't be surprised if you hear of Joe Hughes being legal adjuster with one of the big circuses the coming season. Joe is comfortably located for the winter in New York, just a stone's throw from Times Square, and can be seen daily swapping experiences with the carnival bunch that stands around and swaps a hamburger stand for a roll-down concession.

No sooner had the Sparks Show closed than J. C. Kelly, the clever, leaz adjuster, took the first train for Atlantic City, where he will enjoy a well-deserved rest in the bosom of his family. J. C. has a rosy and sunny fat right on the boardwalk and is going to have a great time with the kiddies.

The bunch at winter quarters extends congratulations to Jerome Harriman and Mrs. Harriman, and in the words of Rip, "May they live long and prosper," and develop a big circus number in years to come.

Learn with regret the serious loss that befell "Pinkie" Hills, of the Sparks Show, whose best ring horse died of pneumonia on the last day of the show. The animal was a new purchase and had just been broken to ring work and was coming fine.

Have just learned of the approaching marriage of Albert F. Green, advertising banner solicitor of the Sparks Show, and a well-known lady rider. The ceremony will be performed, I hear, in Macon early next month. Congratulations, Willie!

Carlos Coscon and wife, Etta Meyers, the well-known menage rider, will spend the winter in Chicago, having sold their stock, and it is understood will be seen in a new line of work. Henry "Anoles" Welsh, boss master of the Sparks Show, will remain in Macon this winter. He has just purchased and is breaking a magnificent horse, which it is said will develop into a great menage performer.

"Rudie" Miller and wife, Hilda are now at home at Canton, O., where "Rudie" is proudly displaying his antler pin and elk's tooth

(Continued on page 95)



PRESS & ADVANCE AGENTS

Eugene Daly, for some time with Lyman Howe, is at present managing the Paragon Theater at Beacon, N. Y., an O. S. Hathaway house.

William Wolf is agent for "Cornered," the new Savage play, starring Madge Kennedy. He closed recently with the Cecil Lean show, "Look Who's Here."

Col. Tom Campbell, manager of the Tulane Theater, New Orleans, was presented with a vest of many colors—red, green and blue—a stand lamp and an umbrella by employees of the Tulane recently, the occasion being his birthday. Nobody knows exactly how old the popular manager is.

Hilbert W. English, well-known manager and advance man, was a Cincinnati visitor last week and paid the home office of The Billboard a call. Mr. English has gone East and will probably make his headquarters in Brookville, Pa., for the winter. During the past season he was manager of Cook's Electric Park at Evansville, Ind.

Frank Rahn, who has been acting as special representative for the Leroy Osborne Attractions, "O, My Lady," and "Dan Cupid Revue," was a Chicago visitor last week. Mr. Rahn closed with the company at the Wenonah Theater, Hay City, Mich., the previous week, as the company has gone into stock. He will remain for a time at his home in Chicago.

Joe Flynn, press agent extraordinary, continues to keep the Arthur Hammerstein productions prominently in the public eye, and every so often he manages to appeal to their diftories as well as their optics by ringing in a little contraband stuff that was popular before the eighteenth amendment was enacted. Note—This is confidential; don't put the enforcement agents wise.

Catecornered across from the home offices of The Billboard rises the entrance to the subterranean regions presided over by "Mickey" Gavin, advertising manager of the Grand Opera House, and ever and anon (maybe that ain't the right term, but it'll do) the P. A. editor observes the agents of the attractions at the Grand ascending and descending thru said entrance. They're an industrious lot, those agents, and "Mickey" is some popular guy.

HOT WIRES FROM SYD

All hail to the advance, press and publicity parreyor, for it is he who lets them know the show is coming, and by his efforts the goods are sold.

Chester E. Rice, ahead of Morris Gest's "Approphite," has been making a wonderful showing all along the line, and when the show played Cincinnati, Chester burned 'em up with his stories.

Roy Shebert, back with Oliver Morosco's "Linger, Longer, Lottier," with Charlotte Greenwood, reports "sell out" business all along the line. We'll take your word for it, Roy. You are an ideal lobby man anyway, and you are courteous to your visiting friend, which brings you into the "regular" class.

Wells Hawks, perhaps the best known of all amusement publicity men and certainly one of the most famous, is back in the motion picture game, this time with the Fox Corporation. Hawks, who was made a Lieutenant Commander in the navy during the war, has presaged in every branch of the show game, from the three-ring circus to grand opera.

Walter Messenger, sometimes known as "Side-pocket," reports a big opening for his show, "Breakfast in Bed."

There have been few changes on the editorial staffs of Louisville papers, and Woodson Dudley is still holding down the city desk of The Herald. Newman is still city editor of The Post, and Ulrich Bell at the city desk of The Courier-Journal. Bernard Platt, who knows more press agents than any newspaper man we know of, is still managing editor of The Louisville Times, with Major Barry Bullock in the same capacity on The Courier-Journal. Both of these are real fellows, and both of them will greet you courteously and with warmth. Charlie Heberhart, formerly with The New York Herald and at one time managing editor of The St. Louis Republic, is Sunday editor of The Courier-Journal, and is on the lookout for short stories for his magazine section.

Another popular and widely known Louisville newspaper man is Charles Hamilton Musgrave, associate and dramatic editor of The Times, a clever writer of prose and verse, a good judge of a good show. Charles Musgrave ranks among the best newspaper critics in the country.

If you ever hit Hopkinsville, Ky., drop into the office of The New Era and say hello to Editor Underwood. You'll find him an affable and genial gentleman, and he'll give you a liberal showing in his widely-read sheet.

In Nashville you will meet some regular fellows, and Jim Stallman, city editor of The Banner, will go the limit if you hand him the right sort of baiter. Marmaduke Morton, whom many will remember as city editor of The Courier-Journal at Louisville some years ago, is managing editor of The Banner, and he's a prince. On The Nashville Tennessean look up Managing Editor Amon and City Editors Perry and Hinton, on the morning and evening editions, respectively. They are real newspaper men

SHRINERS' CIRCUS DETROIT

TWO WEEKS—ARMORY—FEBRUARY 7 TO 19, 1921

We would like to hear from Real Circus Acts at liberty on our dates.

Menage or Dancing Horse, Lady Rider. Write quick. Our Show is given in and over a 40-ft. Dirt Ring, 60 ft. in Clear to Grid. We use no stage or platform. When writing describe Act fully and quote Best Price. Address MOSLEM TEMPLE CIRCUS COMMITTEE, Masonic Temple, Detroit, Mich.

TENTS---

Show Tents, Black Tents, Candy Tops, Carnival Tents, Walls for Base Ball Grounds and Air-domes, Merry-Go-Round Tops, Seats, Flags, Lights and Everything in Canvas.

WE ALSO STORE SHOWMEN'S OUTFITS.

BANNERS---

Circus and Sideshow Banners, Carnival Fronts, Scenery for Tent Shows and Theatres. Best in the U. S. Painted by the well-known Artist, TSCHUDIL (of course).

BALL AND CAT RACK SUPPLIES.

COMPLETE CATS AND ANIMALS FOR BALL GAMES. FIG-LINE OF CATS AND ANIMALS URES OF ALL NATIONS

We Manufacture Any Figure or Design You Want for Ball Throwing Games. Also Complete Outfits for Above.

DOUGHERTY BROS. TENT & AWNING CO.

116 South Fourth Street, ST. LOUIS, MO.

WANTED--A HE-MAN MANAGER

To take complete charge of a billposting town of 25,000 population. Must build boards, drive car, post paper, lease space, make friends, build up the business and be able to make surety bond and tell my money from his money. Take orders and execute and obey same. Prefer married man. Can buy stock against a part of his salary if he desires. Triflers, loafers, deadbeats, save your stamps. Consider no reply a polite negative. Give all in first letter. Address: FREDERICK R. ZILLER, Box 223, Meridian, Miss.

and will lend their every co-operation to a brother journalist.

In Chattanooga conditions are also favorable for the traveling press agent, and both on The Times and News you will find a welcome in the city rooms.

When in Cincinnati drop in and say hello to Max Cook. He's managing editor of The Ken-

tucky Post, of Covington, Ky., and was ever a friend to the press agent. Many of the boys will remember Max when he was city editor of The St. Louis Republic.

Mabel Stire, who is the secretary and guiding spirit of the State Fair of Mississippi at Jackson, Miss., tells us that Jay Wilkinson Crowther is wearing a monocle these days. Mabel sug-

PUBLICITY PROMOTERS—WHAT THEY SAY AND DO

Conducted by ALFRED NELSON

There are several hundred individual theatrical producing managers in New York City, and it is reasonable to assume that few, if any of them, are personally acquainted with twenty, can recall to mind ten, or locate five desirable advance agents should conditions necessitate a hurry call for a "Man Ahead." Who Are They? What Are They? Where Are They? is a problem that managers may be called upon to solve oftentimes in and out of season.

It is incongruous that men capable of promoting publicity for others are negligent of their own interests by keeping managers guessing, when a little publicity relative to who they are, what they are, where they are will probably result in a desirable engagement.

The announcement in local newspapers that "Tom Westinghouse, the affable agent, arrived in town today to complete arrangements for the presentation of L. B. Country's 'Happyland' at the Opera House," gets the aforesaid agent nothing but ridicule from experienced managers, whereas a one-line ad in The Billboard PUBLICITY PROMOTERS' DIRECTORY

Table with 3 columns: NAME, ATTRACTION, MAIL ADDRESS. Example: Tom Westinghouse, "Happyland", En Tour

PRESENTS TO PRODUCING MANAGERS available information that enables them to recall to mind the name of Tom Westinghouse, the efficient agent, who planted those front page advance notices and judicious billing that kept "Happyland" playing to S. R. O. audiences for a long and prosperous season, thereby attracting the attention of less fortunate managers.

The Billboard Publicity Promoters—What They Say and Do column is open to any reputable agent willing to co-operate with the editor in making it an indispensable factor in imparting information in the form of interesting news that will keep the fraternity posted on the activities of Publicity Promoters.

News contributors are not obliged to use the paid ad directory, but if they appreciate the importance of a "Ready Reference Guide" that producing managers can consult when they require an agent, the progressive fellow will see the advantage that he will have over the negligent fellow who leaves managers to guess the name and address of the agent who advanced "Happyland."

This column was originally intended for Press and Advance Agents only, but from now on will include Advertising Agents of theaters, for the reason that they are closely affiliated with Press and Advance Agents; therefore the directory will be divided by captions, viz.: PRESS AGENTS, ADVANCE AGENTS, ADVERTISING AGENTS.

ADVANCE AGENTS seeking engagements can have "At Liberty" under attraction. HOUSE AGENTS can have name of "House" under attraction and name of "Town" under address.

THE BILLBOARD, when desired, can be used as an address for mail, which will be forwarded as per directions of advertiser.

ADDRESS ALL COMMUNICATIONS for Publicity Promoters—What They Say and Do and Agents' Directory to ALFRED NELSON, The Billboard, 1493 Broadway, New York, N. Y.

PUBLICITY PROMOTERS' DIRECTORY

THE BILLBOARD PUBL. CO., 1493 Broadway, New York, N. Y.

Dear Sir—Enclosed find Post Office Money Order for \$4.00. Payable to The Billboard Publishing Company.

Kindly insert my ad in Publicity Promoters' Directory for five issues, commencing..... Signed.....

ADVERTISING COPY

ADVERTISING RATE—\$0c for each issue. No ad accepted for less than five issues. Payable in advance.

Table with 3 columns: NAME, ATTRACTION, MAIL ADDRESS

gests that the writer do likewise. We've tried it, but can't keep the darned thing in place.

Arnold B. Hecht, formerly city editor of The Florida Metropolis and for a part of last season press agent with the World at Home, is back in the newspaper game, and is now on the editorial staff of The Times-Union of Jacksonville. Arnold says that the life of a press agent on the road is too strenuous for him.

Paul Mallon, late of The Louisville Courier-Journal and of The South Bend, Ind., News-Times, is now with the United Press, New York.

Frank Blunk, another Louisville newspaper man, is now in New York City, with the Associated Press.

George Lemon Sugg is still with The Jackson News, at Jackson, Miss. He is filling in his spare time by handling publicity for various local events, including the Mississippi State Fair. Hirschell Brickell, former city editor of The News, is now with the editorial department of The New York Evening Post.

When you're in Terre Haute be sure to drop in on Mique O'Brien, dramatic editor of The Tribune. He's regular fellow and a friend of all real press agents. Charles Timothy Jewett, friend and admirer of the late Paul Dresser, and now city editor of the Terre Haute Star, is another congenial newspaper man, who will use a good story if you will take it around.

A BILLPOSTER'S LIFE

By TOM YOUNG

Both honest and sober, right willing and strong, He'd honestly labor the whole season long In the heat and the cold, for it's hustle, you know, When you're swinging a brush for "The Only Great Show."

Long nights he had journeyed, long days he had worked, Never wasted a program and not a dnob shirked, On barns and on billboards for thousands of miles He had hung up to view pretty posters—all styles.

But, alas, with the circus, as with other things, The hardest work seldom the biggest pay brings, So when Tom was paid off and started for home, The big bills he had handed, he had none of his own.

LET US GIVE THANKS FOR CHRISTMAS

With earnest, humble joy, remembering with gladness the prosperity of our nation, we render our gratitude on the occasion of another Christmas Day.

Sweet and fair is this land of ours, but sweeter, fairer still is the sacred heritage of peace and security and contentment that has been made possible for us.

For all the material blessing that the year has brought we are grateful, and we join with our friends and neighbors in a true spirit of thankfulness for the good things that are ours to enjoy.—THOS. M. YOUNG.

CIRCUS PICKUPS

(Continued from page 94)

to friends, having been made a member of Salisbury Lodge 800, B. P. O. E.

C. B. ("Butch") Fredericks, special representative of the Sparks Show, will remain in Macon this winter as superintendent of the winter quarters.

Learn that Walter Gulce is to put on a big aerial horizontal bar act with one of the shows next season, and that his wife, Flora Bedini, will also ride with the same show.

Dimple Eno, as soon as the Sparks Show closed, returned to Florida, where he will put in the winter hunting and fishing. His partner goes to Japan to bring back a Japanese bride, who will be added to the act.

George Singleton, for years boss caravanman with the Sparks Show, spent a few days in Macon awaiting the arrival of Mrs. Singleton and then left for his home in Texas, where he will spend the winter, returning to Macon in the spring.

Promptly at 11:30 every morning here in Havre de Grace most everybody quits work, rushes out of doors and gazes heavenward watching for the passing of the U. S. Mail Airplane that flies low over the city on its daily trip from Baltimore to New York. It is as big an attraction as the 7:15 local used to be to the townfolks up home every night.



Show Wardrobes, Costumes, Uniforms, Trappings, Minstrel Requisites, Banners, Etc.

We have convinced thousands of show folks of the superiority of our goods and the saving in buying from us. These people are just as skeptical as you are—we had to show them—we had to give them better goods at a lower price than they could obtain elsewhere—and we did it. Let us prove our claims to YOU also. State what goods are needed and we'll submit catalog, samples and full particulars.

DE MOULIN BROS. & CO., 1030 South 4th Street, GREENVILLE, ILLINOIS.

SHOW AND CONCESSION TENTS ST. LOUIS TENT AND AWNING CO.

1012 Market Street, ST. LOUIS, MO.

# PIPES

By GASOLINE BILL BAKER

"Bestest" for everybody in the coming Yuletide.

Hear that Doc. Wayman is hibernating at Hot Springs, Ark.

Now being heard—"Take 'em home for the children's Christmas present."

Fido Kerr was seen leaving Minneapolis again. Why all the smiles, Barron?

Harry Tam, Iowa's pride, has been put off the State again. Watch your step, Harry.

Dr. Ross Dyer, after a very successful season, is spending the winter in Hot Springs, Ark.

Needles Bay, why the rush at Aurora, Ill.? Cheer up, ol' top—take the bitter with the sweet.

C. R. Johnson is on his way to the Coast to join the rest of the Minneapolis representatives.

M. T. Hagan was seen working West, with Douglas and Red Murphy. More power, Red, says 'Uno.'

If the past season HAS been a remarkable success, think a fraternal thought for those less fortunate.

The manner in which some gangs of knights "work together" in a town reminds one of a certain barnyard scene.

Kaufman and Nelson are still holding down the Union Hotel, Chicago, according to news from the "Windy City."

Johnny Kline is still having—(big) weeks out Illinois way. How you do it, Johnny? How's that—didn't quite get you?

Dr. Harry C. Chapman, seventy-four years "young" on Christmas day—shoot him a birthday card to 1010 St. Clair avenue, N. E., Cleveland, O.

It is reported that the team of Bennett and McIntire have split. Bennett is working single, as is Miss Gladys McIntire, who is now headed for the Coast.

R. H. Murphy and C. R. Johnson were seen leaving Sioux City, Ia., with a dandy roadster. The pair seemed to be preparing for a long trip. What's the idea, huh?

It seems that E. D. Henry and his magnificent "buzz buggy," made by a "lizzie" motor company, are booked solid at Sioux City. Get in out runners under the boat for the winter, E. D.?

Some of the boys who have been making Oklahoma City, Ok., headquarters lately are Floyd, Suddard, Wilcox, Matthews, Sicks, McCoy, Dunn, Laska, Kase and Dunnovan, the most of 'em Docs.

Leslie E. Kell postcards the following: "Way down (what does he mean, "down"—in the mountains) in the Ozarks, R. F. D. 2, Marbleton, Mo., for the winter; seven miles from a railroad, and this is solid comfort!"

It has just been recalled in the writer's thoughts that there was performed a marriage ceremony in Baltimore on August 13 and this possibly accounts for—anyway, thanks, Leroy C., damnable smoker.

Hear somebody left his "store" unwatched on the main drag of Atlanta, Ga., while he went to feed up, and it was morning day for all the boys from that particular thoroare on November 27.

Billy and Edna McWhorter after working the latter part of the summer and early fall in the Carolinas with me, waded recently at Farmville, Va., and returned to their home in Cincy. The McWhorters, after a few weeks' rest, will start doing vanderline for the winter.

You will notice two poems in this edition of Pipes, and you may have seen several years ago. These were not used again in order to fill up space, but because they were requested by parties mentioned in recent issues.

Eddie Bedell info from Miami, Fla.: "Just back from a 24-mile canoe trip thru the swamps of Florida. It took six weeks, was slow and most of the time never saw a living soul (think what such a simile means to a ten-

## THE GENUINE OLD RELIABLE EXPOSITION WATCH SET



The only Watch that gives good satisfaction. Size 16. Lever escapement. A few thin model with gilt dial. Stamped "Exposition." Handsome velvet lined box. Each complete, with Gold Filled Waltham Chain and Knife. \$ 2.10

Dozen Lots \$24.00

## HOLIDAY SUGGESTIONS

Our Catalogue No. B.B. 31 containing REAL MERCHANDISE at REAL LOW PRICES sent free to LEGITIMATE USERS. Save money and send your orders today.



B. B. 7360—Octagon. Cylinder movement. Case stamped 20 Years in back. 1/20 Gold Filled Ribbon Band and Bracelet. Each in handsome velvet lined oval box. \$ 3.60 Complete ..... \$42.00

A complete line of 'CARNIVAL GOODS': Confetti, Serpentines, Paper Hats, Blow Outs, Noise Makers, Balloons, etc. Large Assortment of Imported Knives for KNIFE BOARD WORKERS.

No order accepted C. O. D. without 25% deposit. SINGER BROS. (ESTABLISHED 1889.) Over 30 Years Square Dealing.

82 BOWERY, NEW YORK.

## TOPS—PENS—PHONES

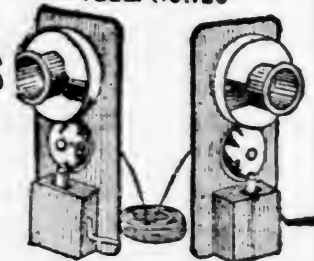


LOWEST POSSIBLE PRICES Greetings To All

J. A. MANEY, WHOLESALE NOVELTIES

306 Superior N. W., CLEVELAND, O.

### TELEPHONES



year sheetwriter). Now I am starting to again crack the "trackers," but will be back in Boston (the "capital of the world") in the spring."

Dear Bill—The melancholy days are here—John Berleycorn is gone. So how'd'ell can I sing to you an interesting song? This Yuletide with its blessings, comes to fill our hearts with cheer; we can't forget the ones long past, when dear old "John" was here—near beer, ish-bl-ZIP.

Seen in Charleston, S. C., recently, were Frank Mansfield, with knife sharpeners; G. Gilbert, with come-a-part buttons; fearless, with wire jewelry; F. R. Sullivan, with razor paste; Halley, with peelers, and several men. Charleston is reported very slow at present, with very little money in circulation.

F. A. Rosencranz and Doc VanCleve have the irony of fate in their systems to shoot a pictorial postcard—to "Bill and the Bunch"—the same being a beautiful interior of a tourist emporium, with nicely arranged bottles 'n'everything, the fixtures, booths, etc. Where from? Tamps, Mexico. Sick 'em, bulldozers.

Roscoe Shields and Pal Whipple are said to be doing nice business with ties and whitestones in one of the larger Southern cities. But what's this we hear of them having a "mindreading" rat for a hally? Huh? Yessir, an honest-to-goodness potent—rat—and he (or she) pulls cards from a pack, according to reports.

Word has come to hand that some medicine worker—and said to be an old head at the business, too—becoming peeved at the apathy of the natives throught the week, was so indignant as to throw a popularity contest at the last moment, and gave away 1,000,000 votes on the last sale. What's your verdict, boys?

### IN YEAR 2020

"W. C." says: "A gang of pitchmen was gathered in a barroom—Jimmy McLane's, When a poor old lady staggered in "Don't she staggered out again!" "Don't believe it—unless it was over a hundred years ago."

Dave L. Rader kicks in from Goldsboro, N. C., that the tobacco markets in that section are not overcrowded with lads of the leaf. Says it is no cleanup, but is far from tough picking, even the many of the boys have been "laid off" in that territory. Adds that he has not seen a sheetwriter working in Eastern North Carolina for three weeks.

Frank Jordan, himself, digs up his trout, but somewhat tardy pen and shoots the following: "See that another of the old boys breaks loose in a recent issue—our old friend, Dr. Less Williams. But surprised to hear of him being in South Texas. Would sure like to make that trip with him to Cuis. I am leaving here (Niagara Falls, N. Y.) on December 10 for New York City."

## Amberoid Unbreakable Combs

Buy Direct from Factory and Save Middleman's Profits.



Ladies' Dressing, C. & F. Per Gross ..... \$24.00 Ladies' Dressing, A. C. Per Gross ..... 24.00 Ladies' Traveling Combs Per Gross ..... 17.50 Fashion Combs Per Gross ..... 19.50 Men's Dressing, A. F. Per Gross ..... 16.00 Pocket Combs, C. & F. Per Gross ..... 16.50 Pocket Combs Per Gross ..... 8.00 Fine Tooth Combs Per Gross ..... 17.50

Sample Set, Best Sellers, \$1.00, postpaid. Deposit required on C. O. D. orders. Amberoid Comb Co., Loominster, Mass. Lowest Price Comb House in America.

## CHANGE OF PRICES AMBER COMBS YOU CAN'T BREAK 'EM

55212—Dressing Comb, C. & F. ....	Gross. \$30.00
55213—Dressing Comb, ad Coarse.....	30.00
56638—Barber Comb.....	19.50
59130—Fine Comb.....	18.00
56216—Pocket Comb.....	8.50
Leatherette Slide for Pocket Combs.....	2.50
Sample assortment, \$1.00, prepaid.	

The Comb House of America, 725 Broadway, N. Y. City

## PITCHMEN, DEMONSTRATORS

Why not sell articles that are in real demand? The ADJUSTO COLLAR CLASP and CLIP saves collars, neckties and laundry bills, and every collar wearer is a buyer.

Hustlers, get busy. We have a large stock on hand and can guarantee prompt shipments.

We are also headquarters for Fountain Pens, White Stone Jewelry, and all articles suitable for Streetmen, Pitchmen and Demonstrators.

**BERK BROTHERS**  
Just out. 1920 Catalog. Get your copy.

OPEN. 543 Broadway, NEW YORK CITY. CLOSED.

## BROKERS! DISTRIBUTORS! CANVASSERS!

Get busy on our new Chewing Gum deal. Eight out of ten retailers will buy deal and premium that goes with it. Twenty-five dollars will start you in business. No experience necessary. Hustlers can make from ten to fifteen dollars a day. Don't write for particulars. Just mail us \$2.50, and in return we will mail you five boxes of Chewing Gum, with a two-dollar premium and full particulars. Money cheerfully refunded if not satisfied. Package and box above the ordinary. We prepay freight charges. Write NEWPORT GUM COMPANY, Newport, Ky.

## NEEDLES!

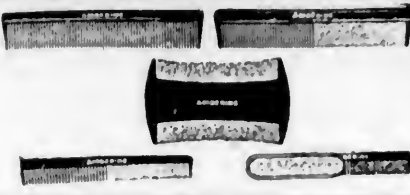
EXTRAORDINARY SPECIAL OFFERING. FINEST IMPORTED HAND SEWING NEEDLES. GOLD EYED AND SILVER EYED. FULL ASSORTMENT OF SIZES.

\$1.20 Per 1000 Needles

Packed 25 needles to package. 50 per cent most advantageous order, balance C. O. D. Satisfaction guaranteed.

PETIGOR-BRAMSON CO. 487 Broadway, NEW YORK CITY. Importers.





THE "AMBERINE" COMB

Try it and be convinced that it's the best. The comb that cannot and will not break. No. 169 - Dressing Comb - C. & P. ... \$30.00 No. 169 1/2 - Dressing Comb - all coarse ... 30.00 No. 284 - Barber Comb ... 19.50 No. 450 - Pocket Comb - with slide ... 11.50 No. 148 - Fine Comb ... 18.00 Sample assortment, \$1.00 prepaid. VICTORY COMB CO., 95 Madison Ave., New York, N. Y.

DEMONSTRATORS Department Store Workers, Etc. KING MFG. CO. KING CLAMP AND TIE RETAINER NOTHING BETTER FOR WINDOW WORKERS, FITCH MEN, ETC. SAMPLES, 10c. KING MFG. CO. 611-621 Broadway, NEW YORK. Trade-mark. For Sale by all the leading jobbers in the United States.

BOYS-O-BOYS Real Jazz Babies, made of rubber. Sells in pool rooms, cafes, cabaret shows. Enough said. Small size, \$5.00 per hundred. Sample of 50, \$2.50. Large size, \$10.00 per hundred. Dozen, \$1.50. We undersell all others. Doll Wigs, assorted, \$15.00 per hundred. Watch Spring Number of The Billboard for our big ad. We will manufacture and job. A complete line of Plaster and Unbreakable Dolls. All orders shipped same day received by express. Merry Xmas and a prosperous New Year to all.

E. C. NOVELTY CO., 128 W. Ninth St., CINCINNATI, OHIO.

AGENTS Monogramming Autos, Trunks, Hand Luggage, etc., by transfer method is the biggest paying business of the day. Great demand; no experience necessary. Over 50 styles, sizes and colors to select from. Catalog showing designs in exact colors and full particulars free. MOTORISTS' ACCESSORIES CO. MANSFIELD, OHIO

The Kiddies' Own Pistol They all want it. "High Fly" Toy Pistol. Harmless - shoots soft rubber ball. Endless fun, indoors and out. Simple, strong, well-made. A fast selling toy and one ad novelty. Better immediately. Salesmen write, Sample, 17c. "Be first with the latest." NOVELTY SALES CO., Lyons, Iowa.

SKANSFER for Transfers, Signs, Printing, Business etc. BROODERS. 6 S S MAKER, Sample, 25c. SOLDER CO., 127 1/2 South 20th Street, Birmingham, Alabama.

SKY "ADS," AERO "ADS," KITE "ADS" Only one place to get them. CONYNE, THE KITE MAN, CHICAGO. Yes, that's where TOM got his. Write today for information. This is a business proposition. No attention paid to postal cards or F. R. 11c. SILAS J. CONYNE, 3318 Palmer Street, Chicago.

Elks' Teeth (WALRUS) \$1.00, \$1.50, \$2.00, \$2.50 a Pair. Grays Style, Red or Green, \$3.00 a Pair. Single Teeth, 15c Each. UNITED SPECIALTY CO., 315 Glynn Court, Detroit, Michigan.

X-RAYS GREATEST SELLING NOVELTY SEND DIME FOR SAMPLE YANKEE NOVELTY CO., 98 3rd Ave., N. Y.

AGENTS AND SOLICITORS WANTED - Agents get our price on "INSTANT RELIEF FOOT POWDER" For tired, aching, tender feet. Retail at 30c. Satisfaction guaranteed. QUALITY SPECIALTY CO., 3601 North Crawford Ave., Chicago, Illinois.

AGENTS - FREE SAMPLE New patented Necessity in every home. Big profit. Four to ten sales at every house. Write for free sample. HOME CURTAIN ROD CO., Providence, Rhode Island.

Lon Morgan, of the "Big Jack" E. Campbell team, has located himself in Linton, Ind., with a big stock of army and commercial merchandise, acting in the capacity of manager, and is doing good. "Morgie" seems to like the work better than writing subs, this fall and winter. By the way, he says: "In regard to Dusty Rhodes, tell him to come and get a pair of these hobbled kicks we have here and quit paying out all those big railroad tips down South."

In another pipe one of the lads asks what has become of H. J. (Slim) Hunter. Well, according to a postcard from him last week, the old boy is having plenty of excitement, as per the following (from Juarez, Mexico): "Bill, this is a good place, if you want to spend coin - otherwise, keep off. El Paso closed. We are taking in a bullfight this afternoon. The boys can address me to 215 South Oregon street, 'El Paso.'"

Quite a convention of leaflets at the Arizona State Fair, a partial list of them being: J. Kaplan, J. Clifford, Harry Tinney and the Missus, H. Conley, "Jockey" Murry and the Missus, O'Hearn, Joe Barrell, Branzman and the Missus; Los Angeles Toughy, Spot Alexander and the Missus, A. Clark and wife, "Aviator" Brewer, H. Wilson, Joe Isaacs and the Missus, Spike Hennessy, Mack Connell, Los Angeles Perkins and the Missus, "Young" McNelson, Patrick, of patch fame; Scotty from the Coast, John Hilton and Whiteie Ellis.

Ted Flemming tells us that San Diego is fair - could be much better. Among the boys there at present are Bill (Kug Needle) Wilson and his partner, peelers; Jimmie Davis, with his scales. Ted says that he is laid up with rheumatism, but while he is incapacitated his partner, Callanan, is cleaning up with "Duplex" buttons. Flemming wants to know what has become of Harry (Slim) Hunter, Pete Ellsworth and Bennie Price, and wants them to each shoot a few lines to him, while he is temporarily under the weather, to 1669 Union street, San Diego, Cal.

Birdie Simms, whose headquarters has been in St. Louis for a number of years, has been at her home in Clyde, O., for about a month, but it seems that this energetic woman of the med. fraternity is again getting restless and wants to get busy. She writes: "Harry R. Myers, the blackface comedian, is still working with me - yes, we make a pitch now and then to keep from getting rusty. Harry went fishing the other day and brought in a fine mess of the snay tribe - no, he didn't buy them. You ought to have been here, boys - some feed! Am going to leave for Detroit in a few weeks."

Doc. A. C. Robinson uncorks the following from Knoxville, Tenn.: "The long lost, but not forgotten Cheyenne Indian, George - better known now as Dr. George Gossage - was a visitor at our (Kilbuck's and Doc Frank Hauer) winter quarters, 512 East Jackson avenue, Dr. Kilbuck, of Indian fame, is also with us for a few weeks. Both report 'hard times' down Georgia way. Bad weather keeps us hoping for one more good Saturday before Christmas. All knights of the tribes or troupers when in the city will find a hearty welcome on the part of either Doc Hauer or myself - we put up a fairly good stew in the back end of our large 'two-by-four' laboratory - but, at that, there is always room for one more."

R. A. Rowell loosens up and right here we about the whole works: "Pipes, of The Billboard fame, have always interested me, but somehow I put off shooting my humblest. Well, I can stand the silence, when it comes to know applause - doesn't a sheetwriter get a good idea of human nature? - I'll say he does - but, be that as it may, a clean canvas begets a reputation for producing - that's the eye. Right at this time tell all old and new circulation boosters I'm hopin' for a 'merry one.' Came from the 'city greater - or lesser - Boston and want to speak of Dr. Vincent, R. L., in which a good thing goes. Tell 'em a pleasure awaits those who bring fair dealings in their kit. But the good owners have a lot of pitchers, altho the leaf has pulled well I find. Any one remembering the carrier of these lines don't take it for a gravestone, but thru Pipes shoot and let me know you're living."

In some manner a letter from Heber Becker was delayed, and in it he states that while at Holdenville, Ok., he was informed that his father had passed away and a few days later that his wife had been injured in Kansas City. Dr. Becker turned his business over to Jack White, his stage manager, and immediately left for his home in K. C. After a two weeks' layoff the show again opened at Henryetta, Ok., to good business. Heber expects to bring his outdoor season to an end on December 22 and will open in opera houses on January 10, to travel thru Oklahoma and Texas on a large truck, carrying his own light plant and motion pictures. Dr. LeMers, an oldtime med. man, will have charge of the light plant, and Jack White the stage. By the way, White and LeMers met recently for the first time in twelve years.

Here is an oldtimer, Dr. J. T. Jackson, of the California Golden Medicine Co., whose road experience dates back to about 1884 (right, Doc?), b'gosh, he has never before klicked in to pipes - shame on him - and blamed if he don't fuss up that he has not missed a copy of The Billboard in twenty years and always enjoys reading of the boys. He redeemed himself, however, with the following: "The Missus and I had the most successful season of our career and are now back in our winter home at 423 (Continued on page 88)

MR. STREETMAN TIE UP WITH A LIVE HOUSE AND MAKE REAL MONEY JUST RECEIVED A shipment of the famous SEVEN-IN-ONE OPERA GLASSES, white or black celluloid frames Fountain Pen Demonstrators Clean up. Make real money. Our line of Fountain Pens will do it for you. From \$14.50 per gross up. Write today for special price list. The longer you wait the more money you lose. Folding Holly Boxes at \$1.50 gross. Mechanical Running Mice Each one guaranteed to run. \$6.00 per gross. Sample mailed for 10 cents.

Telephones Gyroscopes LARGE STOCK Special Prices

THE COMBINATION AT \$16.00 PER GROSS SET. Sample mailed on receipt of 25c.

NEEDLE WORKERS THE PERFECT EMBROIDERER - Combines all the good qualities of the old styles without any of their faults. Sample mailed on receipt of 25 cents. BERK BROTHERS 543 BROADWAY NEW YORK CITY Specialists in supplies for Streetmen, Concessionaires and Pitchmen. JUST OUT - 1920 CATALOG - GET YOUR COPY.

MAGAZINE AGENTS, ATTENTION!! WRITE FOR OUR PROPOSITIONS IMMEDIATELY. Prices best. Prompt service. All reliable. Commissions highest possible. AIKEN-JAMES, 1400 Broadway, NEW YORK CITY.

Make Money with Tools - EVERYBODY WANTS THEM! Everybody needs them - in the house, on the farm, around the auto - everywhere. These are satisfaction-guaranteed, or send them back. No. 10 10 High Quality Tools, in ten-pocket canvas roll. \$3.50 No. 9 9 Competition Grade Tools, in brown draw string bag. \$1.50 One-third cash with order, balance C. O. D. No Catalogs. GREENJAY MFG. CO 358 W. Madison St., CHICAGO

BENNIE SMITH Known from Coast to Coast. Something new every morning. Enough said. Original. BENNIE SMITH, Box 144, Kinston, North Carolina. SALESMAN Sales Agents To sell high-class Advertising Calendars and Fans throughout the United States. Highest commission paid promptly. Selling season commences January 1. GEO. H. JUNG CO., Cincinnati, Ohio. wanted in every county to give all spare time. Positions worth \$100 to \$1,500 yearly. We train the inexperienced. Novelty Cutlery Co., 16 Bar St., Canton, Ohio

**PIPES**

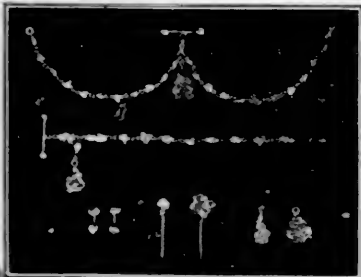
(Continued from page 97)

North 6th street, Little Rock, Ark. It sure looks good to us to have all the boys coming down this way to call and see us. Dr. Chas. Waldron and his charming wife, Bonnie, are in the city for an indefinite stay. Dr. Reynolds, with Quaker herbs, is also here. Boys, I figure it up that at least this section of the South is hard picking this year and my advice is to keep out of it."

F. R. Sullivan, of razor sharpener fame, says he made a return trip from Atlanta, Ga., to Charleston, S. C., and on the way back stopped off at Augusta, where he could have got a reader for a double-in, but the man who writes up the articles of agreement was too generous, and he didn't have the heart to impose on good nature—he wouldn't let a fellow work inside or the outskirts of the city or on the banks of the Savannah River.

It comes from Los Angeles that there are so many boys there it seems none is left back East. In fact, so many there and coming that they will not be able to find a spot to work, unless Main street is lengthened. Six were seen working on one small lot at one time, and all branches of the business are represented. It is said that all doorways are taken at a 2p for after six. But—some of the lads have a habit of talking about 500 per cent above their actual receipts and probably wonder the next day why their rent is raised. Here is a partial list of the lads there: Working high—Major Allen, Myers, Frank Fox, Roy White, Vic Pasteur, Dr. Travis, Dr. Thuber, Dr. Bryan. Working low—Dr. Hurzee, MacVicar and daughter, C. J. Mills, Needle Wilson, Joe Ackerman, Roy Finney, H. H. Matthey, Shorty Williams, Eddie Gluck, Mike Brenner, "Dad" Parker, George Neager, George Mays, L. F. Pitcher, Earnest Damwitz, Tom Barrett is on his way to the city.

Dr. Geo. M. Reed tells it: "Three years ago the just passed December 1, Dr. Geo. — and I were coming to Columbus, O., from Dayton, and as we struck the outskirts of Columbus, Dr. Geo., who was looking out of the car window, suddenly grasped my arm and exclaimed: 'Look there, Doc, at that bunch of men in that stony quarry—suppose we come out here tomorrow evening and work it.' Neither of us was oversupplied with finance at the time, and I agreed with him. So the following afternoon he took his faithful old banjo and we started and in due time arrived at said quarry, just as the men were quitting their work. Doc began to play one of his favorite tunes—"That Dam Little Ford"—and the men seemed to be intensely interested. I gave them a wonderful spiel on corns and how to prevent them, but with all their interest I failed to make a touch. Then Geo. took hold of them and explained how his oil would cure anything but a guilty conscience, and also failed to make a pass out. I suddenly began to think there was something wrong and examined the group more closely. All at once I spied on the outskirts of the crowd three men each with a repeating rifle in their hands, and it soon dawned upon us that the men we had been pitching to were—"trustees" from the Ohio Penitentiary." The name of Dr. Reed's companion in the foregoing pipe is omitted by Bill, for a reason which he thinks



R. WHITE

Manufacturer COMPOSITION NUGGET JEWELRY. Send stamps for price list. Box 424 Red Bluff, Cal.

**MEDICINE DEMONSTRATORS**

WHAT YOU HAVE ALWAYS WANTED  
**MANIKIN of the HUMAN BODY**

We have the greatest Manikin ever made for medicine lectures and those demonstrating medical preparations, also Medical Charts and Colored Plates of any organ of the body. Write for particulars.

**UNITED SPECIALTY CO.**  
315 Glynn Court, DETROIT, MICH., U. S. A

**ATTENTION HUSTLERS**

Agents, Streetmen, Medicine Men. We have the best package in the market. Orders filled the day received. Sample for 15 cents to workers. Col-Ton-Sa Remedy Co. 1060 Central Ave. CINCINNATI OHIO.



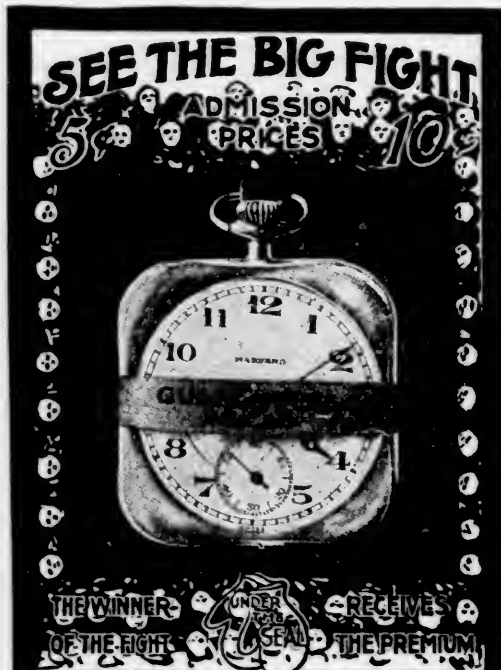
**A BIG SELLER THE HANDY CIGARETTE CASE**

Move the thumb and fresh cigarette appears. Sample, 50c.

Quantity prices on request.  
**THE CASE MANUFACTURING CO.,**  
Dept. B, 165 Mercer St., New York City.



**ATTENTION!**



**WON BY**

Knock Out	Receives - \$1.00	In Trade
Lost On Foul	" .75	" "
Referee's Decision	" .50	" "
Won By Shade	" .25	" "
Stopped Fight	" .15	" "
Draw	" .05	" "

Last Hole Punched Receives 50c.

SAVE ALL TICKETS WITH NO DUPLICATE TO ONE UNDER 6836 SEAL IS THE WINNER



**"SEE THE BIG FIGHT"**

**LIPAULT'S NEWEST DEAL AND BELIEVE US IT IS A REAL KNOCKOUT**

The most compact, snappiest, up-to-the-minute and attractive salesboard deal ever marketed.

The size of complete board is 12 1/4 x 3 1/4, and the sheet is printed in various colors. The top of board is printed in such a manner as to represent a fighting ring, with the spectators sitting around. The inside does not contain numbers, but various fighting terms and remarks, making the play extremely interesting.

The board has an income of \$40.00. Pays out \$10.00 in trade merchandise, and sells to the retailer for \$16.00, allowing him a profit of \$14.00 and his usual profit of \$3.00 on the trade merchandise, giving a net profit of \$17.00.

The Watch is a real beaut., highly jeweled and in a genuine gold-filled pillar, square-shape case. It commands a \$25.00 retail price. This Watch is displayed on a velvet pad in a cut-out block on top of board, protected by a glass top. You will really be amazed by the handsome appearance this outfit makes.

**Jobbers AND Operators**

who are alive to a real opportunity are urged to take immediate advantage of this new, practically self-selling salesboard deal.

Our price to legitimate jobbers and salesboard operators is

**\$10.00**

COMPLETE

your profit being \$6.00 on each sale. Absolutely no effort to sell 10 to 20 deals daily.

WIRE, PHONE or MAIL Your Order at Once

25% Deposit on All C. O. D. Orders.

**LIPAULT CO.,** Dept. B, 1034 Arch Street PHILADELPHIA, PA.

is fully in accord with that party's present wishes.

Dr. Harry DeForrest and wife are now down in "Sunny Florida." Harry writes from Jacksonville: "We left Chicago for Memphis, where we stayed one day—things looked very bad. Heard that Dr. Benson was working in Hot Springs, Ark. Dr. Hankerson is working in New Orleans. Hankerson worked in Birmingham last summer and he had a fine fellow, Dr. Kelley, working for him. Drs. Maranda and Miller—two real fellows—are working in Mississippi. If you want to see a 100 per cent fine fellow meet Dr. Akins, in Memphis. I was in his office, and he has a dandy mail order business. Next we came to Jacksonville, where we met Dr. Silver Cloud, who told me he had worked one drug store here for two years. Also met Prof. Brown, of the Brown Family Band, which was with Andy Haine two years ago—some band! Also met Mrs. Madden—there was a fine worker of the old school, Dr. Madden. I will not work this winter, but will be back and hard at work in the spring. Now for something else: 'Once a medicine man—always. We do some funny things sometimes. We have one well-known lecturer who is a Sunday school teacher at home—he has a class of boys. The story goes that he took all his boys' out on a vacation and while in a town it turned out to be a big 'court day' and—he immediately wired home for stock to make a pitch, forgetting all about his class. In my opinion no other show can buck a good medicine show. I recall when the hard work of a medicine man kept a circus from exhibiting. While I was lecturing for Mrs. Vurplatt in Pennsylvania, and after we had been in a town for a week, a carnival company came on our lot and tried to put the kibosh on our business—result, it broke up. Yes, Bill, you're right, as there have been 'closed' towns opened. It seemed that everybody wanted New Orleans, and I heard a well-known medicine man say he would stake a grand to work it. No, it wasn't Hankerson, but here's my hand to him, as it seems he has landed. Good luck to you, oldtimer, and your hard worker, Kelley."

At the request of J. H. Keirus, who used to pal with Al K. Thorman and others on the sheet, we republish below a poem written by Thorman for the Christmas Special, 1916. All right, Keirus, here 'tis:

**THE LONE SHEETMAN**

By Al K. T.  
Off the train he hops at daybreak, with papers in his hand,  
A stomach mighty empty and a wish for slumberland.  
But he never makes a bolter, if from a champ he gets a cuss,  
For he laughs at all discomforts that would bring the tears from us.  
Ever laughs the paper worker, and his laugh rings loud and sweet,  
To the poor old stranded grifter, or the snapper on the street.  
Just because the sheetman helps them, to their breakfast or their fare,  
Even tho it takes a touch he can ill afford to spare.  
On the train he hops at midnight, and, when dawn has come again,  
You can see him swinging blithely from the cold and dreary train.  
Then another round of hustling, a ten-mile drive of two,  
When the wind is full of winter, and his hands are numb and blue.  
But with all his cares and hardships, when he creeps to bed alone,  
In some little country road house, where the cold would freeze a stone,  
Far from home and good home cooking, far from baby and from wife,  
You can bet it takes a hero to endure a sheetman's life.  
There are at least two kinds of road folks. Some have not made enough large towns to become "city broke" and know what is absolutely required of them, in the way of keeping clean

**RUGS**

DIRECT FROM MILLS  
Agents, Concessionaires

Clean Up With  
**These Specials**

**Battleship Muslin Rugs**  
27x54, \$2.25 Prepaid  
Weight, 3 1/4 lbs.  
WHOLESALE, \$24.00 PER DOZEN.

**Fordham Wool Rugs**  
27x54, \$1.60 Prepaid  
WHOLESALE, \$16.00 PER DOZEN.

**Woven Felt Rugs**  
28x58, \$2.00 Prepaid  
WHOLESALE, \$22.50 PER DOZEN.

Above Rugs made in all sizes from 12x36 to 36x72 inches. Prices on request.  
Manufacturers' complete lines Colonial Rag Rugs. Importers Japanese and Chinese Rugs.  
**FORDHAM MILLS**  
266 West Houston St., NEW YORK CITY.



# BRAZEL NOVELTIES

## XMAS PROFITS Toy Balloons

- FRESH STOCK ALWAYS OF FINEST GRADE MADE**
- No. 40—Air, Gross ..\$2.00
  - No. 50—Air, Gross .... 2.65
  - No. 60—Air, Gross .... 3.00
  - No. 60—Gas, medium .. 3.50
  - No. 60—Gas, heavy .... 4.00
  - No. 70—Gas, heavy .... 4.50
  - No. 40—Round Squawkers .... 3.50
  - No. 60—Round Squawkers .... 4.50
  - Large Sausage Squawkers..... 5.00
  - No. 60—Designed Balloon ..... 4.00
  - Large Sausage Balloon ..... 4.00
  - Watermelon Balloon ..... 8.40

**QUANTITY DISCOUNTS.**  
 Five to nine gross order, 5%.  
 Ten gross or more order, 10%.  
 Reed Sticks, Gross.....50c

- Xmas Red Bells**
- 12-in.—Doz., \$1.50
  - 16-in.—Doz., 2.50
  - 18-in.—Doz., 3.50

### DECORATIVE FESTOONING

- Dozen 10-yard Rolls, \$2.75
- Santa Claus Masks, Dozen.... 1.20
- 24 Asst. Xmas Tree Ornaments. 2.50
- Spearmint Gum, 100 packs..... 2.00
- Confetti, 100 lbs. .... 7.00
- Colored Ticklers, 100..... 2.50
- 31-inch Beauty Whips, Gross... 6.50
- 36-inch Winner Whips, Gross... 7.50
- Rubber Bat Balls, Gross..... 3.50
- Rubber Thread, Gross pcs..... .50
- Cardboard Horns, Gross..... 4.80
- Wood Crickets, Gross..... 7.50
- Tin Horns, 12-inch, Gross... 9.00
- Jap Blow-Outs, large, Gross... 3.00
- Serpentines, per 1,000..... 6.00
- Harding 50L Buttons, 100..... 1.75
- Harding No. 60 Gas Balloons.... 4.00
- Novelty Dancers, Gross.....10.00

- Toy Running Mice, Gr., 6.50
- Celluloid Dolls and Toys, Gross ... 5.40
- Patriotic Card-board Hats, Gross..... 8.40
- Novelty Bird Hats, Gross..... 8.40
- Novelty Paper Hats, Gross..... 6.00
- Chicken, Butterfly and Flower Hats ..... 4.50
- Gold Bead Necklaces, Gross... 6.00
- Canary Warblers, Gross..... 5.40
- Jap Flying Birds, Gross..... 7.50

### Fireworks for the SOUTH

- Sparklers, Leader Grade, Gross ....\$4.80
- Sparklers, Giant Grade, Gross .... 9.60
- 20-inch Sparklers Torch, Gross .... 4.80
- 10-Ball Roman Candles, Dozen .... .75
- 15-Ball Roman Candles, Dozen .... 1.25
- Red Fire, in cans, Dozen ..... 1.20
- Red Fire Torches, Dozen ..... 1.00

Also Fireworks of every description. Send for our complete No. 29 Catalog, or order from this list. Deposit with order, Balance C. O. D.

Brazel Novelty Mfg. Co.  
 1700-04 Ella St., CINCINNATI, OHIO.

# WINDOW DEMONSTRATORS—PITCHMEN—SPECIALTY MEN

## IT CAN'T LEAK

Here's a Proposition Which Should Appeal to Any Wide-Awake Hustler



Has a 14k gold point and feed. Patented cleaning wire attached. Lasts for years. Writes as smooth as a lead pencil. Takes the place of fountain pen and pencil combined. A one year guarantee goes with every Inkograph. Write us for prices and catalogue.

Many of our Agents are making \$200.00 to \$300.00 every week clear profit. Rent a window from a drug store, cigar store, stationery store or an empty store, and you will be more than surprised to see how fast they sell.

**Retail Price for sample, \$1.00.**  
 Extraordinarily Low Prices on Quantities.

Write us for more dope.

**INKOGRAPH CO., INC., Dept. B, 670 Sixth Ave., New York City.**

locations, keeping someone at their joints (there are many automobiles and fire apparatus in cities), etc., while others have been in the big burgs so long they imagine they know the whole works, and prove themselves 18-karat rubes by not givingadam.

The pitchman walked up to the old colored "mammy" and asked: "Auntie, which way to the Court House?" "Cap'n," came back the statement, "Ise bin livin' heah two monfs an' ain't looked fo' that place—that shack suah mean trubbel." Laughingly, the knight ventured: "Well, that depends; suppose a person was going there to secure a marriage license and —" "A hull lot moah trubbel," cut in the possibly experienced darktown philosopher.

Capt. H. G. Sinks says it is the general opinion in Oklahoma that mosey this year is tighter in that territory than for the past few years, principally due to the low price of cotton. Capt. might "Sink" a few oil wells somewhere in Oklahoma and smooth over the situation—now, not snake oil—petroleum. But, by the way, the people of Oklahoma are not lonesome in their deductions, there are "several" other States in the South of the same opinion.

From down North Carolina way comes the report that Abe Harris and Walter Stoffel, after making the Minneapolis, Minn., Fair and a string of fairs thru the South, are now working and getting plenty business for the "Southern Planter" around the cotton markets of Virginia and North Carolina. The boys will soon leave for the East to spend the holidays—yeh, and some of the good cash they have collected the past summer, too—Harris in New York and Stoffel in Pittsburg—right?

"Senator" J. F. Clohecy asks: "Doc VanSant, Harry Carson, Al Lucia, Jack Cullen, Ben Trejebel and many aquarel boys: Do you remember the dinner at Harvey's a year ago, and the photo of the bunch, and then the show at the Winston Hotel, Washington, D. C.? Well, where are we all this year, and how are the old b. rs.? —as good as then, I hope, for all. Am out Omaha way—the lid is off and the town is good and no reader for our line. Boys, we will sell aquarels to the young and old, and to 'ell with all who say aquarels can't be sold. By the way, Zeke Zelle, sketch artist, are Lowenberry and Pop Hoffman still in Washington?"

Doc Noel E. Lewis, who has been figuring on a trip to Australia in the near future, says he has a few hints for new huns, which he has found successful in the pitch business. Here they are:

- Work sober.
- Have a clean, neat joint.
- Don't misrepresent.
- Never let any one be more of a gentleman than yourself.
- Don't loaf when you can work.
- If you turn a bloomer pitch, don't pack up. Get a new tip, there might be a "clean-up" in it.
- Don't fight your audiences, humor them.
- A smile goes a long way, anywhere.
- Don't guarantee anything unless you have to, and you get just as many touches.
- Don't sell until you're thru your spell—it distracts.
- Don't buck the other fellow if you can split time.
- Always see that your space and license are fixed before you work—a sneak pitch has crabbled many a pitchman.
- Leave a town good, you might want to go back. Besides, there's the other fellow following, who is entitled to a fair go.

Happy Jack January and Robert Murphy want to be remembered in the Christmas Special as follows: "Place, Holdenville, Ark.; Scene, County Jail; Time, a long time. In regard to 'indoor pipes,' here's a double-header: Two good boys—but poor boys—confined as per heading. Closed the season early, in winter quarters; good until spring, but no writing on the sheet—not even with lead pencil—here. 'S. H.'—"

(Continued on page 100)

# ATTENTION

**MEDICINE MEN, STREET MEN, AGENTS, DISTRIBUTORS**

Don't fail to get our new Catalog, which is just out and which will give you prices and description of one of the most complete lines ever manufactured by any laboratory in the United States. If you sell Tonics, Liniments, Herbs, Tablets, Powders, Salves, Corn Remedies, Soaps, Cleaners, Polishes, Toilet Preparations, Extracts, or anything in this line, you need this catalog.

**BUILD A BUSINESS FOR YOURSELF**  
 Stop selling goods that do not have your name and address on them. We have a complete laboratory, printing and box making plant, which is at your service, and all goods will be put up in your name and address, complete, without extra charge.

**Get in line now and know where you are going to get your goods next summer**  
 We are now supplying the latest and most successful medicine men in the country, who know what quality and service means. Write us today—NOW. You lose if you don't.

**THE DeVORE MFG. CO.**  
 274 N. HIGH STREET, COLUMBUS, OHIO



# AGENTS 500% PROFIT

**Gold and Silver Sign Letters**  
 For store fronts, office windows and glass signs of all kinds. No experience necessary. Anyone can put them on and make money right from the start.  
**\$75.00 to \$200.00 a Week!**

You can sell to nearby trade or travel all over the country. There is a big demand for window lettering in every town. Send for free samples and particulars.

**Liberal Offer to General Agents.**  
**METALLIC LETTER CO.**  
 439 No. Clark St., CHICAGO, ILL.

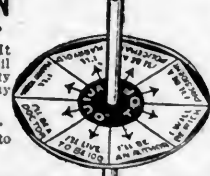
# Multi THE MYSTIC CLEANER

Removes Tar, Paint, Grease, Oil and other objectionable spots. Cleans Clothing, Spats, Gloves and Ladies' Finery. APPEALS TO HOUSEWIFE, OFFICE MAN, FACTORY EMPLOYEE, AUTO OWNER. EVERYBODY A POSSIBLE CUSTOMER THE YEAR ROUND.

144 Bottles, \$25.00      72 Bottles, \$13.00  
 EASY TO SELL BY DEMONSTRATION.  
**MIAMI CHEMICAL COMPANY, Dept. B, Cincinnati, O.**

# THE HIT OF THE SEASON

**THE OUIJA FORTUNE TELLING TOP**  
 is an ideal little article to give away. It tells the kiddies what their future will be. Greatest little advertising specialty of the year. The most inexpensive way to advertise your business.  
 \$5.00 a Thousand in Quantity Orders.  
 Sample mailed upon receipt of 5c to cover postage.



**WORLD'S SERIES PARLOR BASE BALL.**  
 A real game for children and grown-ups. Packed each in a box, 9 in x 14 1/2 in.  
**A BIG FUN GAME.**  
 A 75c seller that we will close out at \$27.00 per Gross in quantities.  
 You must see this game to appreciate its selling appeal.  
 Sample will be mailed on receipt of 25c.  
 2336 Third Ave., NEW YORK CITY.

# BIG PROFITS

Agents and Canvasers who are looking for a good re-peating side line should sell **SASCHA B. D. B. COCOA-NUT OIL SHAMPOO.** The perfect hair and scalp cleanser. Keeps forever. No waste. Not a liquid, but crystallized. Send 25c for full size package and particulars.  
**UNITED PURE FOOD CO., Dept. N, 139 Franklin St., NEW YORK, N. Y.**

# MEDICINE MEN

We are prepared to supply you promptly with any quantity of our **FAMOUS HERB PACKAGE**, at \$11.00 per Gross. Sells for \$1.00 per package. Our **LINIMENTS ARE INCOMPARABLE.** Large 50c bottle, \$12.75 per Gross; 25c seller, \$8.75 per Gross. Our **SOAP** is a **SPLENDID** seller, \$5.25 per Gross. Send your orders today. You will be surprised and pleased.  
**CURITENA MEDICINE CO., 1424 Ridge Avenue, Philadelphia, Pennsylvania.**

# DEMONSTRATORS WANTED

to work in large chain stores, selling SASCHA B. D. B. COCOANUT OIL SHAMPOO. Men that are able to earn \$60 a week and more, write. Only men of character and ability who are able to give unquestionable references need apply.

UNITED PURE FOOD CO.  
Dept. M, 139 Franklin Street, : : New York, N. Y.

IN INDIVIDUAL BOXES		NO THREADING WIRES.
THAT'S GOOD	<b>ALADDIN ART NEEDLE</b> Patent Applied For.	THAT'S FINE
		
BALLY ON SHEER MATERIALS.	LET'S GET ACQUAINTED	SELLS EASY. CREATES FRIENDS.
THAT'S GREAT	\$20.00 Gro. 4 Samples, \$1.00. 25% Deposit. LYNN SMITH CO., Mfgs., Bristol, Va. Box 474	THAT'S ENOUGH

# PIPES

(Continued from page 90)

let us hear from you; also J. Joe Cutterer, Chic Shea and Ad Duncan, write. Tommie Webb, scribble. Streetwriters and pitchmen, when passing thru town, stop over, come up and say hello. I (Murphy) was indeed sorry I could not attend the funeral services of 'Bill' Marshall, as I was with dear old Bill on and off for several years, and a great soul he was."

Ella Edwards contributes the following:

It is not while riches  
And splendor surround us  
That friendship and friends  
Can be put to the test,  
But, 'tis when affliction's  
Cold presence has bound us,  
We find who the friends are  
That remember us best.

"And, Bill, I wish to thank my many friends who expressed their sympathy in my recent illness, and will answer each letter in time. I feel that they will be pleased to know that I am working again. Am back 'home' with the first show I ever worked for—W. G. Wren, manager the Waneta Indian Medicine Co.—and doing nicely."

R. R. Layne, sheet vender, uncorks the following from Ocala, Fla.: "The sheet hasn't been so very good in the South this year, and as many of the boys can't spare the doughsky to purchase premiums, from my observations, 'cards' are very much in evidence. While holding down a corner on the square here the other day I saw several of the boys on the leaf and among them an old pal, A. H. Van Weyk, who wrote paper before the boll weevil traveling eastward from Texas. It was a pleasure to shake the hand of this 'hombre' and talk to him of a certain tour we once made that took us to a faraway clime (before war days), and, by the way, you might ask 'Whittle' Van who copped the ham from the ice box aboard the H. M. S. 'Leylan'! Guess the boys will write up a few here, if not there are other spots—and the lad who remembers that point will always have the good old long green in his 'hind kick!'"

A three-act drama, by Dr. Pete De Vall, entitled:

### "OPENED AND CLOSED"

Place. A "live" town; time, early fall; cast, a real Pitchman, played by Mr. Traveling Business Man; town Mayor, played by Mr. Goodfellow; Mr. Jam Man, played by Mr. Wise Guy.

#### ACT I

Scene—Mayor's office. Enters Mr. Pitchman; explains his methods of doing business to the Mayor. Mr. Mayor is sore on pitchmen and is very indifferent. Mr. Pitchman convinces the Mayor that he works clean, and is granted a license, at small cost.

#### ACT II

Scene—Main street. Mr. Pitchman opens to a big "push" and fine business.

#### ACT III

Scene—Same as act two. Mr. Jam Man enters, gets license, opens on same spot; gets a big "push," pulls a strong jam—town closed.

Finale, slow curtain.

"Zip" Heyler throws out some philosophy: Throwing knocka when a bunch is working the same town is like throwing boomerangs—they always return. Therefore, when knocking knock easy—to make the return as easy as possible.

When an enemy does you wrong during a pitch, don't ring his neck—ring the bell (bally-boob).  
When compounding drugs, be careful that the pump handle does not fly up and dislocate your jaw.

Some Does' oil is good for pains, but—for the love of life don't drink it.  
For a severe case of melancholy ask some street piano grinder to play "When We Gather at the Old Town Pump."

Because you can't associate with millionaires is no reason you can't say hello to a fellow "down and out."

A uniform never made a policeman—it takes a shrewd mind and a kind heart—and the same refers to any business.

When the road ahead seems rocky, keep going, try and there is almost sure to be found many smooth spots.

In case of a shipwreck (business disaster) just grab a spar (anything) and refuse to drown (lose).

In case you are "hughouse," just imagine you ain't.

J. Frank Heathcox submits the following: "Down in Florida I saw my old friends, Mr. and Mrs. Bert Davis, fraternally spoken of among road folks (known to everybody) as 'Uncle Hiram and Aunt Lucinda.' They have been my friends for more than twenty years and I've often thought of them, when I met some act or actor-pitchman, or demonstrator—who was getting old. Bert Davis and his good wife have become a bigger act as each year rolled by. Bert buys less makeup each succeeding year and no longer does he need to 'gray' his hair, for time has been kind to him—in his work—and year after year Uncle Hiram and Aunt Lucinda become more real, and bring more happiness wherever they appear. Mr. Davis has never overdone the thing—he is just like a thousand 'uncle Hiram's' I have seen, and with his equally clever spouse they have made many a 'wise' trouper drop a tear, also smile—not at their funny old rig, but from the fact that they were reminded of younger years, down on the old farm, or of the folks at home. The idea is this: They are REAL.

"I heard a pitchman recently offer a 'thousand dollars'—made a 'bash'—if 'so-and-so,' and the Mayor of the town was in the crowd, and had in fact let this fellow get in a day's work in a closed spot, because he had put up a hard-look story. I knew this Mayor and he told me he had really come down to make a purchase to help this fellow out. Will the next fellow work? Boys, be real, I'm not ashamed of the fact I'm a streetman, but I'll never be a 'sob man.' Be a merchant, pay the license and sell your wares clean and above board. Be real—it pays. Were I selling the formula of success,

# LIGHT UP!

Every man in town will light up his smoke with the PREMIER CIGAR LIGHTER, and every woman will use the MATCHLESS GAS LIGHTER for the gas jet!



Premier Cigar Lighter.



Matchless Gas Lighter.

## AGENTS!

You sell 'em! We'll supply the goods. Get a corner on this wonderful money-making proposition by writing—at once—for exclusive territory. Tell us in terms of cash, money order or postage how many you want at the following prices:

Gross Lots, \$26.00 a Gross  
Dozen Lots, \$2.50 a Dozen  
Singles, 35c Each

Expressage Prepaid.

**GROSSMAN BROTHERS**  
17 W. 42nd St., NEW YORK

# WIRE ARTISTS



BUY DIRECT  
from the manufacturer and make bigger profits.

## BRIGGS Seamless WIRE

Shapes most easily and quickly. Illustrated price list sent immediately on request.

J. BRIGGS & SONS CO., 65 Clifford St., Providence, R. I.

# WALLPAPER CLEANING Made Easy

with my new process and simple methods. Anyone can easily remove the dust, dirt and grease spots from wall paper. No experience or apparatus required. Complete instructions, "How To Clean Wall Paper," only 25 Cents, coin.

JAMES T. HERR, 2919 W. North Ave., BALTIMORE, MD.

# THE DeVORE MFG. CO.

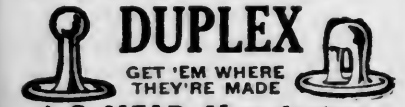
EXTENDS TO THEIR MANY FRIENDS AND CUSTOMERS THEIR BEST WISHES FOR A MERRY, MERRY CHRISTMAS AND A MOST PROSPEROUS AND HAPPY NEW YEAR.

## Tie Form Workers and Users EVERY HOME NEEDS IT A NEW ONE



Send \$1.00 for good Tie, Form, Duplex Button Set and Instructions.

The feature that makes a front collar button set worth while is protected by patent. You get it only in the



J. S. MEAD, Manufacturer  
4 West Canal Street, CINCINNATI, O.

## AGENTS MAKE BIG MONEY

because sales may be made in every home. Our modern aids to home sanitation have an appeal that cannot be resisted. A brush, mop or duster for every need. Liberal commissions and good territory. NORTH RIDGE BRUSH COMPANY, 126 Clark St., Freeport, Illinois.



A Broken Cover Means A New Pot

Invisible tea strainer, which prevents breaking the teapot cover. Fits every teapot.

**SANITARY, RUSTPROOF, LASTING**  
150% PROFIT. SAMPLE, 25c.  
Agents, Caprasers, Demonstrators wanted everywhere. WRITE FOR PROPOSITION.  
CHASTER, INC., 211 Centre St., N. Y. City

**GOLD MEDAL**  
30 INCHES LONG  
**Flower Beads**  
THE BEST  
25 to 40 gross in stock for prompt shipment day order is received.  
RETAIL, \$2.00  
Wholesale, \$ 6.50 per doz., prepaid.  
\$72.00 per gross, " "  
Sample, \$ .55 prepaid.  
**EDWARD K. CONDON,**  
12 Pearl St., BOSTON, MASS.

BIG PROFITS SELLING DUPLEX TRANSFORMERS. Every auto owner needs them. Save gas. Handle spark plug trouble. Exclusive territory. Write quick. Jubilee Mfg. Co., 322 Sta. C., Omaha, Neb.

## How to Make \$5,000 a Year Selling Magazines

I don't care what your present earnings are. I can show you how to double and triple them instantly. Any man or woman can make big money with the aid of the greatest little money-making book ever printed—"How To Make Big Money."

Every line of this book is based on my own practical experience. Every idea in it has been tested a thousand times, and has made good. I owe my present tremendous magazine business to the principles laid down in this book.

It costs just One Dollar, and as I have on hand only a limited supply, I must ask you to act at once if you want a copy. Send me One Dollar and you will earn the cost of this book the first day you use it.

CROWLEY THE MAGAZINE MAN  
511 East 164th St., New York

## ORIGINAL CALIFORNIA BATHING GIRLS

16 FOR \$1.00  
Artistic Photographs taken from life (post card sizes); over fifty different subjects, each one an actual photograph of beautiful models. Not the cheapest, but the best line of bathing girls' photos obtainable. Prices, 16 for \$1.00; set of 50 (no two alike), \$2.50; two samples, 25c, postpaid.

UNITED SALES CO., SPRINGFIELD, ILLINOIS

**Military Spectacles**  
Imitation Gold. All Focus Numbers. DOZEN, \$3.75.  
**NEW ERA OPTICAL COMPANY**  
623 W. Madison Street, CHICAGO.

**MORRISON AND COMPANY**  
OUR BARGAIN ILLUSTRATED CATALOG. One of Our SPECIALS. Suitable for  
**SALESBOARD OPERATORS**  
No. 6310—16 size, two gold plated Illus., fancy engraved, imported Watch, with gold plated Waltham Chain and gold plated Knife (two blades), complete outfit in lined box.  
SPECIAL PRICE, **\$2.75**  
Deposit required on all C. O. D. orders.  
**MORRISON & CO.**  
21-23 So. Wabash Ave., CHICAGO, ILL.  
Wholesale Jewelers. Est. 1892.

SAY "I SAW IT IN THE BILLBOARD."



# IRA BARNETT

EXCLUSIVE  
**PEN MANUFACTURERS**

SINCE 1885

WRITE FOR MY NEW CATALOG, JUST OFF THE PRESS.

My New Patented Layer Self-Filler, with genuine rubber sack, \$36.00 a Gross, or \$4.00 per Dozen, is a wonder. Sample, 35 cents.

I Have the Goods for Sales Board Users, Premium Buyers and Novelty Stores

Export Trade Solicited.

## IRA BARNETT

THE ORIGINAL KING OF POPULAR PRICED FOUNTAIN PENS FOR THE PAST 35 YEARS.

61 Beekman St. NEW YORK.

# DALLOONS

Direct From the Manufacturer



FRESH STOCK BEAUTIFUL COLORS

ALL ORDERS SHIPPED SAME DAY

- 70 Heavy Gas Balloons, two colors, Photograph of Santa Claus, Merry Christmas Per Gr., \$5.00 Sample, 10c.
- Heavy 40 Balloons, \$1.85 per Gr.
- 60 Heavy Air Balloons, \$2.75 per Gross
- 60 Heavy Gas Balloons, six assorted colors, \$3.50 Gross
- 70 Heavy Gas Balloons, \$4.25 Gross
- 70 Heavy Patriotic, two colors, \$4.75 Gross
- 70 Heavy Transparent Gas Balloons, \$4.50 Gross
- 90 Heavy Gas, six assorted colors, \$5.25 Gross
- 65 Large Airship, 25 in. long, \$3.60 Gross
- Some, in two colors, \$4.50 Gross
- Large Victory Squawkers, 8.50 Gross
- Round Squawkers, 3.25 Gross
- Sausage Squawkers, 3.75 Gross
- Balloon Sticks, select stock, .40 Gross
- 27-in. Souvenir Whips, 4.10 Gross
- 50-in. Beauty Whips, 6.00 Gross
- 83-in. Beauty Whips, 7.00 Gross
- 40-in. Beauty Whips, 8.00 Gross

## Big Money Maker For Christmas

MECHANICAL RUNNING MICE. Each one guaranteed to work. \$6.00 per Gross. Sample, 10 cents.



### Yale Rubber Company

282 Broome St., NEW YORK CITY.

**SWAGGER STICKS**  
25 INCHES LONG

HIGHLY POLISHED GENUINE U.S. BULLET TOP BOTTOM 1/2" PERGROSS WITH BARNS ATTACHED 1/2" PERGROSS WITH SWAGGER STICKS 612 PERGROSS 1/2" PERGROSS ATTACHED 1/2" PERGROSS WITH ALL ORDERS

THE LATEST NOVELTY MINIATURE COW-BELLS ATTACHED TO SWAGGER-STICKS MAKE A BIG HIT WHEREVER WORKED.

MINIATURE COW-BELLS ROUGHT WITH STICKS \$32 PERGROSS S.S. NOVELTY CO. 255 BOWERY, N.Y. CITY.

**GERMAN SILVER KEY CHECKS**

YOU can be your own boss with our Key Check Outfit. Good for \$5 a day stamping names on pocket key checks, tabs, etc. Sample check with your name and address, 20c.

PLEASE DIE WORKS, Dept. D, Winchester, N. H.

**PORTRAIT AGENTS**

WANTED. Something new in Photo Medallions. You can make big money. Send for Illustrated Catalogue.

ALLIED PHOTO NOVELTY CO., 249 Bawery, New York.

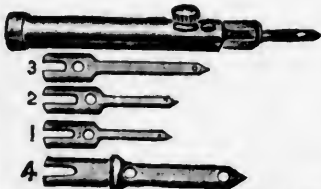
MENTION US, PLEASE—THE BILLBOARD.

# A "Gold Mine" for AGENTS!

The Wonder Seller and Profit-Maker of the Day!

Hundreds of our Agents are making a big thing selling the Parisian Perfected Art Needle. It's wonderfully simple and yet simply wonderful! Does French knots and Raised Embroidery—everything from the daintiest work to coarse, heavy rag rug. Easy to use—interesting to demonstrate—quick to sell.

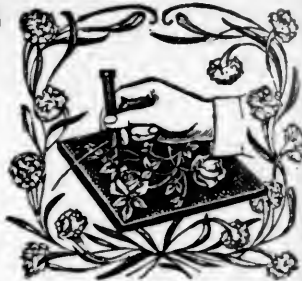
**MAKE \$3,000 IN THE NEXT 3 MONTHS**



Others are doing it—you can do it. Agents and demonstrators of both sexes are reaping a big harvest. Handle it alone or put out demonstrators and sub-agents. Just show any woman what this needle will do and her dollar is yours! Send \$1.00 for sample needles, with full instructions and particulars, together with a rose bud worked sample showing the beautiful work. And, better still, send \$2.25 for agent's complete working outfit, consisting of one full size pillow, stamped on good material, tinted in colors to work, four balls best thread to work same, and your pillow started, showing how to do the work.

**PARISIAN ART NEEDLE CO.**

208 Traders Trust Bldg., 305 S. La Salle St., Chicago, Illinois.



here's what I'd give: The method of a merchant, the honesty of the 'Golden Rule,' the hard work of a laborer, the publicity of the press, the wisdom of a pitchman and 100 per cent satisfaction. When I've made mine and I go to the country home in the hills of Virginia, in the corner of the 'best room' will hang a good old 'gas torch.' Maybe the good wife will tie a ribbon on it. But it will bear the scars of time and be REAL."

ATTA BOY

Well, Bill, me tripes is folded, And me keister's put away; So there ain't a thing a-doin' Till the snow has gone away.

The summer's been right fair, Bill, And the fall, it wasn't bad; So the torch is packed away, Bill, And you know I'm sorter glad.

Where I used to pack by tripes, Bill, I've got a fishing rod; And the keister's full of bait, Bill, For sheephead, bass or cod.

Yep, I'm down in Florida waters, Till the bluebirds come again; Fishing and eating oranges, And chewing sugar cane.

So, if I had a million dollars, I'd ask the whole darn clan To come and be my guests, Bill, Till the tootin' of the band.

But I can't ask 'em yet, Bill, So I'll tell you what I'll do— I'll wish 'em Merry Christmas, You, and The Billboard, too. —J. FRANK HATHCOX.

Mike Whalen goes back a little into ancient history: "About forty years ago the street business was conducted altogether differently than it is today. Yes, forty years ago the street-men gave practically nothing for the money, while today the new regime gives them a whole armful for the mazuma. About this same forty years ago there was, as I remember, Johnny Callahan, Ad Saxton, Johnny Cullington, Rocky Moore, Paddy Miles, Tigh Carney and Bill McGuire, the only one, I believe, now alive. These men used to wrap up soap and place in a bar of soap from a five-dollar bill to a twenty-dollar bill and sell it to the best 'rummy' in the crowd, and the next one, and so on. The giveaway was hardly known in those days, to my recollection. Another way of working those days was to place a common piece of soap in an envelope and offer it for sale for \$1. As an inducement to buy they would hold up a \$5 gold piece, and deliberately drop it into the envelope, but— I believe there is one of the old heads still working in Philadelphia. I mean Casey, who now sells chains. After awhile came the handkerchief game, the same being worked by Joe Rappsky, Mitch and Herman Schiff, Joe Raphael, Harry Weisberg, the writer and a few others—sold to merchants by the 'short-count' route, the same being used when working crowds on street corners (if any one 'bollered' we kidded him out of it). I worked 'mops' for years—was very successful with them. Later there appeared on the streetmen's horizon a pen set for a deemer, which was a big seller. Then Frank Mansfield and Joe Brennan, the former now working notions in Philly, and the latter working for Jim Kelley, conceived the idea of putting a cheap fountain pen in the 10-cent lot of pens, and had big success for a couple of years before anyone got next to their lay-out; they had \$100 days on Saturdays. Then the rest of the boys got hold of their game. Then came the Omaha Exposition and the Buffalo Exposition, and at this period of time the king of the workers was the oldtimer, Jimmy Dixon, the silver-tongued orator, who died about ten years ago. Specialists on a certain article then became popular; for instance, a man took out a reuder to work one thing, and he knew how to talk on it. If a naive asked him a question the salesman knew how to answer him. After that came the all-round worker, who carried any and everything. First he would work gummy, then shoe blacking, jewelry, lookbacks, glass 'scopes, handkerchiefs, etc. Finally men would go into towns with whole wagon loads of merchandise, and right then the towns commenced to be closed. So now, it seems to me, the only way is to get into the med. business.

(Continued on page 105)

### TERENCE MAC SWINEY

LIFELIKE HIGH-GLOSS PHOTOS. Willfire re-eters. Sell like hot cakes. Samples, 50c. Agents big discount. Photo Roto Co., 106 6th Ave., New York.

## THE CHRISTMAS GIFT SUPREME

Indispensable in Every Catholic Home

### THE ERADIUM LUMINOUS CRUCIFIX

Is made of metal and beautifully finished in our wonderful ERADIUM which causes it to give forth the most wonderful blue-white glow at night.

BIG OPPORTUNITY FOR SPECIALTY SALESMEN.

Price, \$2.00 Each, three for \$5.00, Postpaid.

THE PIONEER CORPORATION 1260 W. 63d St., Chicago, Illinois.



NEW AUTO INVENTION.

Exclusive agency worth fortune. Investigate. Details free. SECURITY MFG. CO., Dept. 328, Toledo, O.

### Sell Mystic—The Wonder Windshield Cleaner

One rub, a second's time, presto! glass stays clear 24 hours. Chemical-Felt does the trick—works like magic. Sheds moisture like a duck sheds water. Rain or snow, auto or railways, same result. Does away with continual wiping. Prevents accidents. Absolutely smearless—dries like water. Not a cloth, but chemically treated felt in steel enameled holder. Fits pocket. Mystic is new, powerful, mighty. Guaranteed one year, really lasts longer. Thousands giving satisfaction. Endorsed by railroads. A sensation wherever shown. Salesmen amazed. Trippe made \$117 in 3 days, Early \$118 first week. Chase sold 5,000. As VanPelt says: "A deaf, dumb and blind man could sell it." Big selling season now on. Good territory open. Exclusive agency worth fortune. Investigate. Details free. SECURITY MFG. CO., Dept. 328, Toledo, O.

# I Will Pay \$5000

Read this Wonderful Offer!

# You 5000

## the First Week



Think of it! \$50 your first week! You can easily do that well or better, like Garrison did.

If you want more money—write! Garrison has made \$500 a month for a year. Don't lag behind. Every man who follows Goodyear is making big money. Write today. You can have all the money you want. Goodyear will show you how—Goodyear will open up the opportunity. Goodyear will put you into the golden harvest. But you must write now!

# FREE Coat Also!

We don't stop at letting you make more money than you ever thought could be made before. We give you a Free Rain Coat—a wonderfully stylish—genuine water-proofed coat. Handsome—elegant—splendid fitting. Nifty belt—patched pockets. We give a free sample coat to each agent. Write for the biggest offer. How you get the raincoat free. We tell you what to do—we tell you what to say—we deliver for you—we collect your money. We hand your money to you right on the spot.

## Mail This Coupon Now

Write for the free rain coat offer. Write for the big money-making chance. Don't put it off. Money is slipping through your fingers. Opportunity is getting away. Hook up with Goodyear for the fastest, biggest dollar roundup to each locality. Hurry. Only one man to each locality. Be that man. Name \_\_\_\_\_ Mail this coupon today—now. Address \_\_\_\_\_ P. O. Box \_\_\_\_\_ City \_\_\_\_\_ State \_\_\_\_\_

Goodyear Mfg. Co. 1999 Goodyear Bldg., Kansas City, Mo.

MADE IN  
KOKOMO



*Fred Nall  
Twin-Plate*

THE  
**FRED NALL  
TWIN-PLATE**

is the skate that  
is "endorsed by  
champions."

**THE SKATE THAT BROUGHT THE  
SKATING BUSINESS BACK—**

The Fred Nall Twin-Plate Skate has been the sensation of the skating world. It will pay you to investigate the product that has created this widespread interest in such a short space of time.

Write to the manufacturers at KoKoMo  
for further information.



The  
**LIBERTY PRESSED METAL  
COMPANY**  
Kokomo, Indiana, U.S.A.

**COURTESY DIVIDENDS**

By FRED NALL

So much has been written about "courtesy" and its relation to merchandising that it threatens to become hackneyed. Riding "hobbies" isn't limited to American children. When their elders get hold of a good idea which sounds well, when elaborated on to expectant audiences, rest assured it will be ridden to death until people are almost sick of the word, printed or spoken. So with the term "courtesy."

But at the risk of adding to an already over-worked word we will include "courtesy" in the list of necessities for skating rink managers. Our only excuse for this is the undoubted fact that courtesy is so equally available to every manager in every rink in operation, and pays prompt and generous dividends without investment of a single American dollar.

Courtesy in one respect resembles the beautiful holiday spirit now upon us, which expresses itself by the giving of gifts. It resembles it in this respect: with some persons it is natural without the hope of reward; with others it is assumed and has an ulterior motive. But in either event it helps if the motive isn't printed and encircled with the gift.

If you and your employees have a natural



EXHIBITIONAL OR  
**FANCY SKATING**  
ROLLER and ICE



talent for courtesy in all your and their dealings with the public, you are blessed beyond any one other gift you could ask for. You can buy everything else—and even buy manufactured courtesy—but that innate and ready sympathy of the real gentleman, whatever his business, for those with whom he has personal dealings, and which expresses itself with a smile, and the ability to win the friendship and confidence of others, that cannot be bought.

If you yourself have it, and all your employees have it, this little dissertation is not worth your reading. But if you have some employees who haven't it, try to reform them for the good of your own pocket book. If you haven't material on which you can build, change your employees thus afflicted, either dropping them from the payroll, or transferring them

to a place where under no circumstances will they come into contact with the public that pays your bills and dividends.

Your cashier can make change in a way that will invite or repel. Your doorman can be as valuable to you as an ambassador is to the country he represents. If he can call regular patrons by name and wish them a pleasant "good evening" as he does it, you can hardly over-estimate his value. Much depends on the way your patrons are received at the skate room windows. Have enough boys to give prompt service. The cheerful exchange of skates should be insisted upon at all times and as many times as necessary to satisfy the patron.

Remember at all times you are selling service. From the time your patron enters the front

door until he or she leaves thru that door yourself and every person in your employ should remember your patron is there to skate under the most pleasant possible conditions, with the least friction and the greatest pleasure. Uniform courtesy and affability from everyone the patron deals with is a cardinal requisite. If your rink is to succeed to the fullest measure of success your brains and investment warrant.

Next week: "Keep Clean."

**RICHARDSON SKATES**

Leaders for Many Years—L. M. Richardson Called "Father of Roller Skating"

Roller skating is today one of the most popular sports, winter and summer, the craze, which was arrested by the world war, having come back with renewed vigor. And wherever there is roller skating there also will be found Richardson Ball-Bearing Skates.

There are a number of excellent makes of skates on the market today, but none, probably, that have won wider popularity than the Richardson. And the man who has brought them to

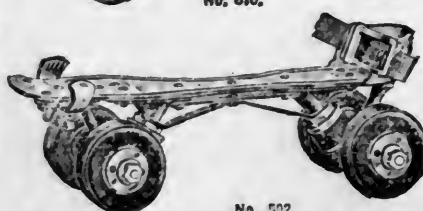
(Continued on page 104)

**"CHICAGO" SKATES**

Have Always Made Good  
**WHY?**



No. 610.



No. 502.

All parts are interchangeable—easy and quick to replace. The Trucks—Hangers and Toe Clamps—parts that get the hard use and abuse—are all made of MALLEABLE CASTINGS, which stand up under the wear and tear much longer than STEEL STAMPINGS. The CONES are of SPECIAL DESIGN for strength and endurance, as well as SPEEDY replacements.

We also carry a stock of RINK ORGANS—Parts for other makes of skates and RINK SUPPLIES. Write for BOOKLET No. 6 on SUCCESSFUL RINK MANAGEMENT.



NO. 1.

**CHICAGO ROLLER SKATE CO., 4458 W. Lake Street, CHICAGO, ILL.**





# RICHARDSON SKATES

With the approach of the Christmas season our thoughts turn to the happiness of our friends. We rejoice at this time not alone for the sentiment of the season, but also for the great service which Richardson Skates have given to both rinks and roller skaters since 1885. We are happy, as the Christmas seasons roll by, that we can each time extend our greetings with the thought that the success of Richardson Skates has also helped in the success of rinks in all parts of the world.

**The first best skate—the best skate today.**

**Richardson Ball Bearing Skate Co.**

1809 Belmont Avenue,

Chicago



RICHARDSON SKATES

(Continued from page 102)

In the fore, the man who has not only built up a sterling reputation for his product, but has also done much for the advancement of the skating game, is L. M. Richardson, founder of the Richardson Ball-Bearing Skate Co.

So prominent a part did Mr. Richardson take in the advancement of skating and the development of the roller skate that he gained the sobriquet of "Skate King" and "Father of Roller Skating." Speaking of his career the skating history published in 1916 says:

"Mr. Richardson has been identified with roller skating since 1881, when he opened and operated the Exposition Building at Milwaukee, Wis. as a roller rink. His equipment consisted of plain-bearing Muncie skates, manufactured by Thad Neeley of Muncie, Ind. After having successfully introduced roller skating in Milwaukee he operated a rink at Janesville, Wis., and Freeport, Ill., coming to Chicago in 1883, and became associated with the John Wilkinson Co., a large sporting goods house, as manager of its roller and bicycle department. In the fall of 1883 the Casino Rink, built and operated by A. G. Spalding & Bros., was opened; also a large rink at Curtin and Washington streets, erected and operated by Willoughby, Hill & Co. The attendance at both these rinks on the opening nights exceeded 5,000 people, and Mr. and Mrs. Richardson were the attraction in exhibition fancy combination skating. Mr. Richardson is credited with putting the first steel ball into a skate, on which a United States patent was issued to him December 9, 1884. During several years following the skating craze he was identified with the bicycle business as manager of the Monarch Cycle Co., severing his connection with that firm in 1898, when he organized the Richardson Ball-Bearing Skate Co."

From that time the Richardson skate has steadily advanced in popularity and today it occupies an enviable position among roller skates.

CHICAGO SKATES

In Many of the Big Rinks—Have Always Made Good

The worth of any article may be pretty accurately gauged by the extent of its use. On such a basis the "Chicago" Roller Skate is right up among the topnotchers, for it is found everywhere, in big rinks and little ones. It has been subjected to many severe tests, and has always made good.

An idea of the popularity of "Chicago" skates may be gained from the figures given by the company as to the number of pairs in use in some of the larger rinks where are thousands of skaters every week. The Roller Palace, Detroit, has 1,500 pairs of "Chicago" skates; the Palladium, St. Louis, under the management of Rodney Peters, also has 1,500, and the three big Chicago rinks are equipped with "Chicago," the figures being: Riverview, 2,200; Madison Gardens, 1,500, and White City, 1,200.

These rinks would not continue to use "Chicago" if they did not give satisfaction. One of the features which makes for popularity is that all parts are interchangeable—easy and quick to replace. The trucks, hangers and toe-clamps—the parts that get the hardest use and abuse—are made of malleable castings, which stand up wonderfully under the hardest kind of use.

The Chicago Skate Co. issues a booklet on "Successful Rink Management," written by an experienced rink man, and anyone interested in roller rinks may obtain the booklet by writing to the company and asking for Booklet No. 6. It is well worth reading, as it contains many pointers of practical value.

ICELAND'S MIDNIGHT CLUB

New York, Dec. 7.—Iceland's midnight skating club, which had its inception recently, has proved very successful. This week the club meets on Friday instead of Thursday evening, but the change is for this week only, according to Daniel C. Webb, manager. Katie Schmidt acts as hostess. Among the many theatrical stars who are taking advantage of Iceland's midnight ice skating is Fred Stone, star of "Tip-Top," who lends humor to the occasion by his acrobatic feats on skates.



Adelaide D'Vorak Skating Act Artistic Drawing Card Incomparable

10709 Earle Ave., CLEVELAND, O.

The Standard for Years SHEA'S NON-SLIP PREPARATION used and recommended by leading Rink Mns. Put up in 20-lb. sample boxes at \$6.00. Sold by Richardson and Chicago Skate Manufacturers. SHEA SURFACER CO., 39 West Jefferson Avenue, DETROIT. Up-to-date novelty attractions and ideas furnished free to our customers.

For SALE or TRADE 150 pairs of Winslow Roller Skates, fine condition, all sizes. WANT Rowboats. C. H. SHANK, SR., Rochester, Indiana.



STYLE 159.

HERE IS A PHOTO

OF ONE OF

OUR BEST SALESMEN

You Ought To Hear Him

NORTH TONAWANDA MUS. INST. WKS. DEPT. OF RAND CO., INC. NORTH TONAWANDA, N. Y.

INTERNATIONAL "RUBBEROID SKATING FLOORS" CO. REGISTERED

A PERFECT SKATING SURFACE. ALWAYS CLEAN AND RESILIENT. THE FLOOR COVERINGS THAT ARE JOINTLESS, NOISELESS AND DUSTLESS. Can Be Laid Over Either Concrete or Wooden Floor Foundations. Either Inside of Buildings or In the open. Such as in Ice or Roller Rinks, Parks, Roof Gardens, etc. It is that kind of floor that was laid in the GLADSTONE ROLLER RINK, Ottawa, Canada, and which proved such a success that it will revolutionize Roller Skating in general. Address all Inquiries to HEAD OFFICE, 487 Strathcona, Montreal, Canada, or F. A. GILMAN, 516 W. 47th St., New York, N. Y.

ARE YOU IN NEED OF AN ELECTRIC PIANO OR BAND ORGAN?

We have four Band Organs of various sizes and 150 pairs of Roller Skates for sale cheap. We also have 24 nickel-in-the-slot Electric Pianos which we are offering cheap. We have 3 Wurlitzer Electric Pianos for \$150 each, and 4 Regina Electric Pianos for \$125 each. Also a quantity of large Orchestras at bargain. Write for a complete list of prices. GRAND RAPIDS ELECTRIC PIANO CO., 337 Manroe Ave., Grand Rapids, Mich.

WEDDING ON ROLLERS

A wedding on roller skates took place Wednesday, December 8, at the White City Roller Rink, Chicago, with Ethel Dalton and Edward Robbins in the roles of bride and groom. Robbins, who learned to skate at the White City Rink, gained some local fame as a trick and fancy skater and later he taught Miss Walton, who soon became proficient enough to team with him. Their exhibitions on skates have been a feature of the rink.

Both the skaters are members of the White City Roller Club. Following the wedding they gave an exhibition of fancy skating.

WESTERN PARK MAN ON TRIP

Mr. and Mrs. G. W. Hull, of Boise, Id., paid a visit to Peter Shea at Palace Gardens Rink, Detroit, recently, and expressed himself as very much impressed with the way Mr. Shea conducts the twin amusements—rink and ball room. Mr. Hull is owner of the White City Park, Boise, Id., and the Water Chutes Co., of Salt Lake City, Utah. He is touring the principal cities, looking for new ideas and taking a little vacation.

ROUTE OF ACT CHANGED

A note from Pearl and Johnny Daley, of the vaudeville skating act of Daley, Muck and Daley, says: "Daley, Mack and Daley were changed from the State-Lake Theater, Chicago, week of December 6, to the Orphan Theater, St. Louis, but will play the State-Lake the week of December 13. The act is closing the show and going over big."

SHEA'S DECEMBER FEATURES

Peter Shea, manager of Palace Garden Rink, Detroit, has a number of special features scheduled for December, in keeping with his policy of giving his patrons "something different" from the usual run. On the night of December 8 he had a "Sweetheart Night," with sweet-lard souvenirs and cupid skate prizes. For December 15 he has a "Carnival in Rome," announced as a thrilling spectacular feature, including the Ben-Hur race. December 22 there will be a "Nut Skating Party," with nutty stunts, souvenirs and prizes. A big New Year celebration is scheduled for New Year's Eve.

SKATING NOTES

Paramount Skating Palace, Fostoria, O., opened late in November under the management of C. Wiseman. Wiseman, Cionl and "Hoogie" Colston are proprietors of the rink.

Bell & Manchio, proprietors of the Washington Rink, Ft. Wayne, Ind., are getting excellent patronage.

The skating editor extends holiday greetings to skaters and rink men everywhere. May this Christmas be a joyous one for each of you, and the new year one of happiness and prosperity.

Mrs. Bonnie Barger, one of Cincinnati's leading professional roller skaters, who formerly teamed with Roy Iarrad, may soon be seen in a new act, it is said. Harrah and his company are meeting with enthusiastic approval with their act on the Keith Time.

EXHIBITIONAL AVIATION Ballooning and Parachute Jumping

MAKES NEW RECORD

U. S. Pilot Covers 742 Miles in Five Hours and Thirty-One Minutes

According to an announcement by the Post Office Department at Washington all records for flying between Chicago and New York were broken by the Air Mail Service December 3. J. T. Christensen, piloting a single-motored de Havilland plane, made the distance of 742 miles in five hours and thirty-one minutes, actual flying time. Christensen left Chicago at 6:55 a.m. and flew to Cleveland, 319 miles at the rate of 117 miles an hour. Changing planes at Cleveland, he made the flight to New York from there at an average speed of 151 miles an hour, arriving at 1:25 p.m.

SOME GOOD ADVICE

H. R. Cruikshank Gives Summary of Safeties of Stunt Flying

With several "newcomers" and many others preparing for the exhibition season as aerial dare-devils, it might be well for them to heed the advice of one who has "carried on" for about eight years. Whether or not it has been ordinary luck or just good judgment, after that many years chance-taking as a balloonist and stunt aviator, H. R. Cruikshank's nerve is still unshaken, altho the lives of most of his "buddies" have been snuffed out.

"I have often been asked that unpopular question, 'Is the game worth the candle?' said the aviator. "My answer to that is yes, provided a fellow plays safe with at least a two-to-one chance on every stunt he performs, even tho we are not expected to value our lives from the spectator's point of view."

"With the fatal accidents of the past season still fresh in our minds it is time we stopped to carefully consider our plans for stunts next season, figuring a margin of safety to some degree at least."

"I would not like to be quoted as being pessimistic as to the future of the aerial dare-devil. However, if we continue to allow ourselves to become too confident in taking un-

necessary risks, it only remains to be seen that in the very near future our busy body suffragist sisters will appoint some sort of life-savers committee, who may take an upper hand in not permitting our exhibitions. All my friends and rivals are urged to play their part as a showman, so that our endeavor will not be looked upon as inmates of an asylum enjoying a day's outing.

"I suggest that all parachute jumpers, wing walkers and dare-devils in general wear a safety belt, rope or wire when performing, which can be snapped or unsnapped without the spectators learning the secret of your performance. Even tho they learn of your method, you have all to gain for 'What does it profit a man if he gain the whole world of admiration and several State fair committees and lose his life?' You're mighty soon forgotten when you're dead."

AIR MAIL SERVICE

Into Cincinnati To Be Inaugurated On or About January 13

According to information conveyed to the Air Service Committee of the Chamber of Commerce recently by the United States Post Office Department, air mail service into Cincinnati will be inaugurated on or before January 13. This city will be on the line of the service between Pittsburg and St. Louis, the only other stop between the two cities being at Indianapolis. Thru the new arrangement Cincinnati will receive both Eastern and Western mail much earlier than under existing conditions. It was originally planned to have the service begin on November 15, but within the past few weeks this later date has been decided upon.

341 MILES IN THREE HOURS

On November 28 Eddie Rickenbacker, American ace, flew from Los Angeles to San Francisco, a distance of 341 miles, in three hours. This is said to be a record for a northward flight. A mark of three hours and one minute was set for the southward flight over the distance the previous day by Lieut. E. C. Ballen, an army flyer.

PARACHUTES

FOR AVIATORS. Specially constructed with containers. Also full line of Balloons, Chutes, Inflators, Searchlights for night work, Rope Ladders for plane changing and everything used by balloonists and parachute jumpers, at greatly reduced prices. Flights furnished with Balloon or Plane. Established in 1903. THOMPSON BROS. BALLOON CO., AURORA, ILL.

MARK M. CAMPBELL Claims To Be Dean of Stunt Men

Mark M. Campbell, dare-devil aviator, who was quoted by wisecracks of Saskatoon, Can., as the man that "ain't got no brains a-tall," makes the following statement: "I have noticed quite a bit of squabbling as to who was the first to loop-the-loop while standing on the upper wing of the plane. As far as I know, since the death of Lieutenant Locklear, I am the oldest man in the stunt game. On July 3, 1919, at Toledo, O., I made the loop on the top wing of 'Buck' Weaver's plane before a Pathe cameraman, an account of which appeared in The Toledo News Bee, issue of July 3, 1919, and The New York World of July 20."

The following appeared in The Phoenix of Saskatoon, Sask., Can., following Campbell's engagement at the fair there: "A hilarious touch is given to an otherwise hair-raising act when Lieutenant McClelland, taking his departure from the grand stand, wiggles the rudder of his Curtiss airplane, making the big machine go thru a motion which is a very striking combination of a shimmy dance and a waring good-bye."

"The local aviator outdid himself last night when he looped the loop 150 feet off the ground with Dare-Devil Campbell standing upright on the top plane wrying his arms. Nothing like it has ever before been attempted in the history of aviation and even eye witnesses are asking themselves today if they can actually believe what they saw."

"Flyers who are claiming 'firsts' on things that are over a year and a half old, should keep their eyes open," says Campbell. Campbell, who is now with the Crawford Airplane Company, Venice, Cal., is teaching one of the fair sex the art of aerial acrobatics. He claims his scholar has already attempted to make the loop while standing on the upper wing.

JAMES MEANS DIES

Was Pioneer in Aviation World

Boston, Dec. 10.—James Means, a pioneer in the aviation world, whose writings inspired the Wright brothers to the interest in flying that developed the first practical plane, died December 3. His ideas and visions of the possibilities of aviation were set out in The Aeronautical Annual, which he founded and published for several years in the '90s. He was supported in his views by Professor Langley and by Octave Chanute, who contributed to his columns the results of their researches.

It was in The Annual that the Wrights found their inspiration, according to a speech by Orville Wright in this city four years ago, when he paid high tribute to the services to aviation of Mr. Means.

Mr. Means was a manufacturer of shoes, with shops at Brockton and this city. He retired in 1892 and thereafter gave much of his time and attention to development of flying.

CLARK IN PICTURES

Some hair-raising aerial acrobatics by Frank Clark, stunt aviator, were exhibited in Cincinnati last week thru the medium of the International News Service. His handcuff act was perhaps the most sensational.

FLYER GETS MARRIED

Tampa, Fla., Dec. 10.—George W. Beldeman, of the World's Famous trio of flyers, and Virginia Lufsey, of Lakeland, Fla., where the flyers make their winter quarters, were married recently.

THE WANDERERS

Pieces of human driftwood On the tide of vague unrest, A wandering world with laws of its own Whose constancy needs no test. A great misjudged universe That harbors many a man Misunderstood by the world without. They know as no other can The workings of the Gypsy heart. The tale of the rolling stone. They take the wail storm-tossed to them And welcome him as their own. God only knows where they come from, Each on his own intent. They seek, they find, they lose, they amble Once mere on the future bent. They are lone and hate with a passion deep As the rest of the world their kin. And care not for the scoffs they hear Till their object they reach and win. Why scorn you of their empty souls? Is your own heart free of sin? Deep in themselves is some reverence true, Their gods are not of tin. Some in the world back yonder Know a patient, waiting soul. Who prays with a fervor of earnestness That they may reach the goal. What force is it that draws them With its magnetic lure Till they seem to be in a world apart With only ideals to endure? How easy it is to drift with the tide To wander the world at will. But achievement means to persevere And toil to the end, until At last when we're tossed upon the shore That universe still rolls by, Enticing others in its wake. And we look on and sigh. On the rocks that the ocean line, While the most of us soon are washed away On uncertain sands of time. —MAE QUINCY.

PARACHUTES

BALLOON 60 Ft., New Cheap, Quick Sale. NORTHWESTERN BALLOON & TENT CO., 1635 Fullerton Ave., CHICAGO. Long Distance Phone, Diversey, 3600.



# PIPES

(Continued from page 101,

which I am now in, and while I am not the best worker in the world I am making a very good living at the age of 61. Anyway, I ain't a 'hasbeen.' And, by the way, I want all the 'doughnut club' members to kick in with their dues. Oh, yea, I had a fine turkey dinner and was entertained by that old vet., James Clayton, and his charming wife, on Thanksgiving Day. And your Uncle Mike took four helpings of that said turkey and the trimmings. I am making my winter headquarters at the Hotel Savoy (formerly the Morland), Cleveland."

## THE PITCHMAN

By Monty Ferdon

(Apologies to Rudyard Kipling)

A fool there was and he made his pitch  
(Even as you and I)  
On the main drag, where the rubes hitched  
We called it a one-horse, rural tank,  
But the Hicks, a city, with its county bank  
(Even as you and I).

Oh, the time we waste on this felt boot gang,  
And the work of our head and hand  
Among those jays, who did not know,  
And now we know that they never could know,  
And did not give a d—.

A fool there was and he made his grind  
(Even as you and I)  
To annex the rustic's lonely dime,  
But it wasn't the least of the Jay's intent—  
But a fool must follow his natural bent  
(Even as you and I).

Oh, the toll we lost, and the cash we lost,  
And the excellent things we planned  
On account of these Hiram's, Hank and Cys,  
And now we know that they never knew why  
And did not understand.

The fool was stripped, and given a ride  
(Even as you and I)  
When the sheriff (by heck) drew him aside  
To ascertain the reason—Lord knows he tried—  
So some of him lived, but most of him died  
(Even as you and I).

And it isn't the shame, and isn't the blame  
That stings like a white-hot brand;  
It's the coming to know that you never did know  
And did not understand.

A mighty good point is made by Sophie Irene Loeb in The New York Evening World, under the caption of "The Pleasant Salesman," in the most part as follows:

"The other day on Broadway I visited a demonstration where a new device is being shown.

"The man was explaining the proposition to a gathering around him. We had just come in and made a remark about something that had occurred earlier in the evening, which brought forth a laugh from us all.

"Immediately the salesman grew angry, stopped in his discussion and in front of the crowd gathered there he immediately gave us a round scolding.

"One of our number suggested that perhaps he might better go on with his demonstration to better advantage, both to us and to his concern, which the salesman finally realized was wisdom.

"A few minutes later another salesman interested himself in us, and in another corner of the room gave us the whole proposition, during the course of which he made many humorous observations which rather drew us to him and made us want to hear all he had to say.

"Before we were thru every one of us was exceedingly interested in the thing. And I am not so sure that at least one of my friends will not be investing in the business.

"He is the very one who suggested leaving when the first salesman, in the vernacular, 'called us down.'

"There is considerable food for thought in the whole matter.

"The first salesman takes himself and his job too seriously. He has something to sell and it is of such paramount importance to him that he thinks everybody ought to feel its importance at once as he does. If you don't agree with him there is something the matter with you.

"Not only this, but you must be censured for not agreeing with him. You mustn't smile or laugh while he is talking because it is of such importance to him.

"Had it been important for him to speak to us he could have done so in a more tactful way, so as to make us realize our shortcoming, if there was any. He might have said: 'Won't you let me in on the fun? I like fun myself.' And then, if he had gone on, we would have felt we might have been unjust to the seller.

"But as it was immediately we felt if he was such a 'grouch' we did not want to know anything more about his affairs and we wanted to have done with him as quickly as possible. He repelled us.

"But the second salesman attracted us. He laughed with us and did not give us the feeling of being against us. This man, as is evident, had a sense of humor.

"I think I am safe in saying that no salesman ever really succeeds without it. A sense of humor saves some of the most difficult situations. Every salesman should cultivate it.

"The seller who is really successful in the final summing up is he who cultivates a pleasing personality, win or lose."

"Curley (Frank) Ward and Edward S. Scanland, two boys from the Hoosier State, are doing fine with razors, jewelry and Xmas novelties—down South—and it said their b. r. is strong enough to lift a g-r-e-a-t big shipment without "promoting" finance. And, by the way, Scanland has a new "Bizzle," a sedan this time. Why a closed-up vehicle, oldtimer? Are rooms hard to—but, that's none of our business.



MEMBERSHIP ANNUAL BANQUET & BALL OF THE SHOWMEN'S LEAGUE OF AMERICA  
NEW YORK HOTEL, December 18, 1920

BANQUET AND BALL OF THE SHOWMEN'S LEAGUE OF AMERICA

Have you looked thru the Letter List?



# AMUSEMENTS and PRIVILEGES AT PARKS, PIERS AND BEACHES

WITH ITEMS OF INTEREST TO MUSICIANS



## SUGGESTIONS

### Of Successful Park Manager

Issued to His Employees Aid in Building Up High Grade Staff at Indianapolis Park

Every park manager is confronted with the problem of grading up the efficiency of his employees, for upon them depends largely the success of the park. From the park superintendent down to the ticket takers there must be a spirit of co-operation in order that everything may move smoothly and without friction. Hence, anything that will aid in attaining that end will be of interest to park men in general. It is for this reason that The Billboard is presenting herewith the suggestions to employees as formulated by Lewis A. Coleman, president of the Riverside Exhibition Co., Indianapolis, and of the Ingersoll Co., one of the best-known amusement firms in the country. Mr. Coleman has found these rules or suggestions very helpful in keeping his employees up to a high standard of efficiency, and believes that they may contain something of value to other park men, a belief in which the park editor heartily concurs. The suggestions are as follows:

- 1. WHY YOU ARE HERE.** You have been selected, or continued in your employment, over other applicants because the manager believes you have more common sense, and therefore better fitted for your work than the others. It is up to you to justify his confidence. These suggestions are made with the hope that they will help you. They are not ironclad requirements, and cannot be followed under all circumstances, but they are intended as a guide to you in your work. Each particular device, of course, has its own problems, and must be worked out individually, but the use of common sense and the exercise of gray matter applies to all.
- 2. PARK WORK.** Operators of permanent park amusement devices have pleasant work. There is enough thrill and excitement about it to make it attractive to red-blooded people. The work is in the open. There is nothing to conceal. There is nothing to be ashamed of. If the management and the employees have the right ideal—to afford safe and pleasant entertainment, to induce housed-up office and factory people to get out in the open and inhale lots of life-giving oxygen, to make white cheeks give way to ruddy complexions, and to a place where the cares and duties of home, factory and office may be forgotten and always where the worth of the money is given—it is an occupation of which anyone may be proud and which needs no apology at any time or place.
- 3. ONE DAY'S REST.** Every employee is entitled to one day's rest in seven, and this is insisted upon—that you shall spend your day at rest or recreation—not labor, except in emergency. The management is entitled to the best of service from the regular employees, and if they spend their day of rest laboring for others the management is not receiving a square deal, and you are cheating your bodies out of their just deserts.
- 4. SAFETY.** The maintenance of an amusement device in a safe condition requires eternal vigilance, not only on the part of track men but every employee. The great consideration is safety. Every employee must know to a dead certainty that every other employee will absolutely perform thoroughly every part of his work. The manager has, or will, arrange a schedule of hours of your employment and designate

what you are expected to do regularly and thoroughly. Your work must be done right. No one else will inspect it. The safety of the ride depends on your work being well done. Don't "slip" over your schedule of hours or of work. If you are allowed to do so, others may insist upon doing the same.

A rotten board, a loose nail or a cracked wheel may mean death or injury to a score of men, women and children. If this should happen as the result of carelessness the employees who caused it might be said to be morally guilty of murder. While every employee must perform certain designated duties and for which he and no one else will be held responsible, yet each is expected to acquaint himself in a general way with the work of all others, so that in emergency operations may be continued without interruption.

5. **DECIDE.** You may be called upon, especially during rush hours, to make decisions quickly,

without opportunity of consulting with the manager or others. Then you must think fast and act quick. Don't hesitate to decide, but think and then act—**HUT ACT.** The man that can never make up his mind how a thing should be done never succeeds. Most times your decision will be right. Most of the other times it will get you by for the emergency, and the few that are wrong will never be repeated.

When the ride is in operation, and especially during rush hours, do just as little talking or joking with fellow employees or passengers, or loud hailing, as possible. There is plenty of necessary noise and confusion, so don't increase it unnecessarily. Besides, you must have your wits with you at all times, and if you are paying attention to something besides your duties it may result in the loss of life or an injury to some innocent person. All of your energies are required at these times to discharge your duties.

6. **SOMETHING TO SELL.** The people who

## "CASH IN" WITH Whirl-O-Ball



The New Automatic "Loop-the-Loop" Game

for all Amusement Places, Soft Drink Parlors, Shooting Galleries, etc. Runs itself—automatic nickel collector and scoring device. Everybody plays. Each Whirl-O-Ball Game is 3 1/2 x 20 ft. and has an earning capacity of \$5 to \$10 an hour. Moderate investment required. Write today for complete catalog, prices and terms.

**BRIANT SPECIALTY CO.,**  
34 East Georgia St., Indianapolis, Ind.

## PARK OR BEACH

Location wanted in Amusement Park or Beach for new riding devices. Will also consider buying or placing Merry-Go-Round. Address

**"NEW RIDES," BILLBOARD,**  
1493 Broadway, N. Y. City

## Be a Wide-Awake

Read a Sample Copy of THE OPTIMIST, that LIVE little magazine for Riding Device Men.

**ELI BRIDGE COMPANY,**  
Publishers, Jacksonville, Ill.

operate amusement devices, like the merchant, have something to sell. They must have the support of the public or the device cannot succeed. The public judges a device largely by the attitude of its employees toward its patrons. For this reason it is just as necessary that we please our patrons as for the merchant to please his, and we must make our patrons understand that we want them to come again and again.

One dissatisfied patron can poison a whole neighborhood against the ride. The public naturally comes in contact more with the ticket-sellers and collectors than they do the brakeman and others, but it is equally important that all, at all times, be courteous and act the part of a gentleman.

When the ride is in operation don't pull any rough stuff. No roughneck methods are now tolerated in any high-class park. Don't use profane language. These things only lower you in the estimation of yourself, your friends and your associates, and swearing in public will drive people away from the rides. If you have to swear do it in private.

Park people must have patience. They must be able to receive insulting remarks and taunts and not take offense. On the contrary, they must give the patron to understand that he is always right and a jolly good fellow, altho the employee may know that the patron is wrong—and also a bad actor.

7. **WORK FAST DURING RUSH HOURS.** Remember that the ride must take in enough money in a few hours on a comparatively few days to pay your salary and all other expenses

(Continued on page 108)

Always Nosing Ahead.

## KENTUCKY DERBY

WHAT THEY SAY---HERE'S ONE FROM THE WEST

CRAPSER & BROWN.

Salt Lake City, Utah, Nov. 20, 1920.

KENTUCKY DERBY CO., INC.

New York City, N. Y.

Gentlemen—Yours of recent date asking for report on "Derby Machine" sold us for Salt Lake Beach last season received. In reply will state our machine proved satisfactory in every way, and we consider it one of the best investments we have ever made. We did a gross business in the 100 days we operated of \$12,000.00, and this showed a good NET PROFIT. We used only "Dolls and Kewpies"—had been permitted to use candy, could have done few thousand more. We did not lose a dime from "defects" or machine getting out of order. It worked perfect.

The Beach Company were well pleased, and consider it an added attraction and took pride in bringing special parties and visitors to see the machine in operation and explain methods of operation.

We cheerfully recommend the "Derby" to any one wishing a high-class concession. It CAN'T BE BEAT. The "Coupon System" brings them back.

Very truly yours,

CRAPSER & BROWN. Per M. L. Crapser.

KENTUCKY DERBY CO., - - - 108 John St., N. Y. City.

### TO THE MANAGERS OF PARKS AND . . . BEACH RESORTS. . .

Both the men or corporations who finance amusement resorts and the paying public demand the installation of a legitimate and modern Riding Device, known to produce phenomenal dividends for the money invested, and to be the distinct reigning novelty. The booking for the season of 1921 is announced of "Over the Falls," the world's greatest laughing Ride. Address all communications to

1402 Lytton Building, Chicago, Ill.

## OVER THE FALLS CO., Inc.

Telephone, Harrison 1506. E. J. KILPATRICK, President.

## MACADAY BUILDING CORPORATION

15 MAIDEN LANE,

Designers and Builders of

NEW YORK

AMUSEMENT STRUCTURES AND DEVICES

THE REPEATER OF ALL REPEATING RIDES, BOTH NEW AND OLD.

### THE DODGEM

Can be installed on any size lot. Suitable for the largest or smallest park. STATIONARY OR PORTABLE. More than fifty Rides already sold for next season.

STOEHRER & PRATT DODGEM CORP. Sole Owners and Manufacturers.

MAIN OFFICE: 706 Bay State Building, LAWRENCE, MASS.

MILLER, BAKER & McKEE, Box 427, Baltimore, Md.

Builders of Portable Structures; also Agents for Dodgem Equipment. Write for names of amusement men who have purchased and get their opinions.

LOOK

Something Different

LOOK

# RACE IN THE JUNGLE

(BUILT BY FOURDEES MFG. CO., INC., ROCHESTER, N. Y.)

The Fastest Money Making Game on the Market

MADE PORTABLE OR STATIONARY

BIG FLASH—Has Proven Itself a Wonderful Success—BIG FLASH

Don't wait. Write today for full information

Sole Agent, **A. H. BORNKESSEL, 17 Grove St., ROCHESTER, N. Y.**

Do not fail to see the "RACE IN THE JUNGLE" in operation at the Christmas Tree Festival, Chicago Coliseum, Dec. 13 to 23



1921

# GARVEY & MINER,

MANUFACTURERS

2087 BOSTON ROAD, NEW YORK CITY

ESTABLISHED 1902

'PHONE, FORDHAM 8824

1921

# CIRCLE SWINGS

QUICKLY CHANGED TO

# AIRPLANES

## New Aeros Built To Suit Electric Equipments

If interested write and state voltage, cycle and phase of your electric power

## Our Airplane Receipts From Two to Five Times Those of Circle Swings

Wells Amusement Co., Inc.  
Norfolk, Virginia,  
October 13th, 1920.

Garvey & Miner,  
New York City.

Gentlemen:  
We installed the Garvey Airplane Cars on the Circle Swing device at Ocean View and the result was an entire rejuvenation of the interest displayed in same by patrons of the Resort.

We had formerly been charging 5c for the ride and which was increased to 10c after the Garvey Cars were installed and our business more than quadrupled that of the preceding year. The foregoing was the result of the first year of the use of the Circle Swing as an Airplane device and our returns the present season were very nearly as good and the business indicated a stability never possessed by the original Circle Swing.

Wishing you the best luck,  
I am  
Yours very truly,  
(Signed) Otto Wells, Gen. Mgr.

Canarsie, L. I.  
November 1st, 1920.

Messrs. Garvey & Miner,  
Gentlemen:

Regarding the aeroplane ride you installed for us at the Golden City Park, Canarsie Shore, we are more than pleased with the results, as they were far greater than we ever expected.

The receipts have tripled those of former years as a Circle Swing.

Yours very truly,  
Golden City Park,  
Jack Rosenthal, Pres.

Fairmont Park,  
Kansas City, Mo.

Garvey Aeros popular as ever. Gross receipts about threefold its average as a Circle Swing.  
Sam Benjamin, Manager.

Hartford, Conn.,  
October 18th, 1920.

Garvey & Miner Airplanes top liner in this park. Receipts only exceeded by roller coaster.

Capitol Park.

West Haven, Conn.

Our Swing transformed to Airplanes. Doing splendid paying business, 150% ahead of Swing receipts.

White City Park.

New York City.

Season closed October 3d, 1920. Airplane receipts over \$13,000.

Starlight Park Manager.



CAPACITY, 6 Cars, 4 Passengers Each, at 10c Trip, - - -	\$ 2.40
20 Trips Hourly, at 10c, - - - - -	48.00
25 Trips, Hourly (Holidays), at 10c, - - - - -	60.00
25 Trips Hourly " at 15c, - - - - -	90.00

No Captive Airplanes transformed from Circle Swings by us show less than one hundred per cent increase in receipts.

Our Airplanes for the coming season are far in advance of any we have heretofore constructed, everything first-class and attractive—the real aeroplane atmosphere preserved. A sample car always on exhibit at our office.

## NO FAKE OR IMITATION MOTORS USED

Our Motors Make 1,500 to 2,000 Revolutions Per Minute

Palace Gardens,  
Detroit, Mich.

The idea of adding this Airplane feature to our Swing is strong with the public. It is opportune, novel and attractive.

MILFORD STERN, Pres.

Olympic Park,  
Newark, N. J., Oct. 30, 1920.

Garvey & Miner Airplanes installed for season 1920. Receipts exceed any two other concessions except Scenic Railway. Greatly pleased.

JOSEPH SOLDENER, Pres.

From 100% to 300% increase in receipts reported from Airplanes we built at White City Park, Denver, Colo.; Krug Park, Omaha, Neb.; Natatorium Park, Spokane, Wash.; Ocean Park Pier, Ocean Park, Calif., and others.

Venice, California.  
Receipts of Captive Aeros for three seasons total over \$31,000.  
Total receipts of this machine as a Circle Swing for five years previous, \$9,488.35.  
Kinney Pier Co.

Idora Park,  
Oakland, Cal.,  
Feb. 20th, 1920.

Garvey & Miner.  
Dear Sirs:  
We installed the Captive Airplanes here during 1919 season. Gross receipts during that time \$10,537.64. The old Circle Swing was operated for ten years and it was very satisfactory to find a device as manufactured by you which would rejuvenate the ride. The cars have given entire satisfaction, as did also your installation of them. This concession is a money getter.  
B. L. York, Gen'l Mgr.

NEPTUNE NOTES  
Alameda, California,  
June 10th, 1920.

The Captive Airplanes are the latest riding device to make a hit with beach crowds. The concession has been going great guns ever since its installation and the novelty of the concession has greatly contributed to its popularity.  
Billboard.

Telegram  
Laguna Park,  
Farmington, Utah.

Garvey & Miner Airplanes great hit, receipts average \$3,000 monthly.  
A. B. de Villantroy, Owner.

Louisville, Ky.,  
Oct. 25, 1920.

Garvey & Miner,  
New York City.

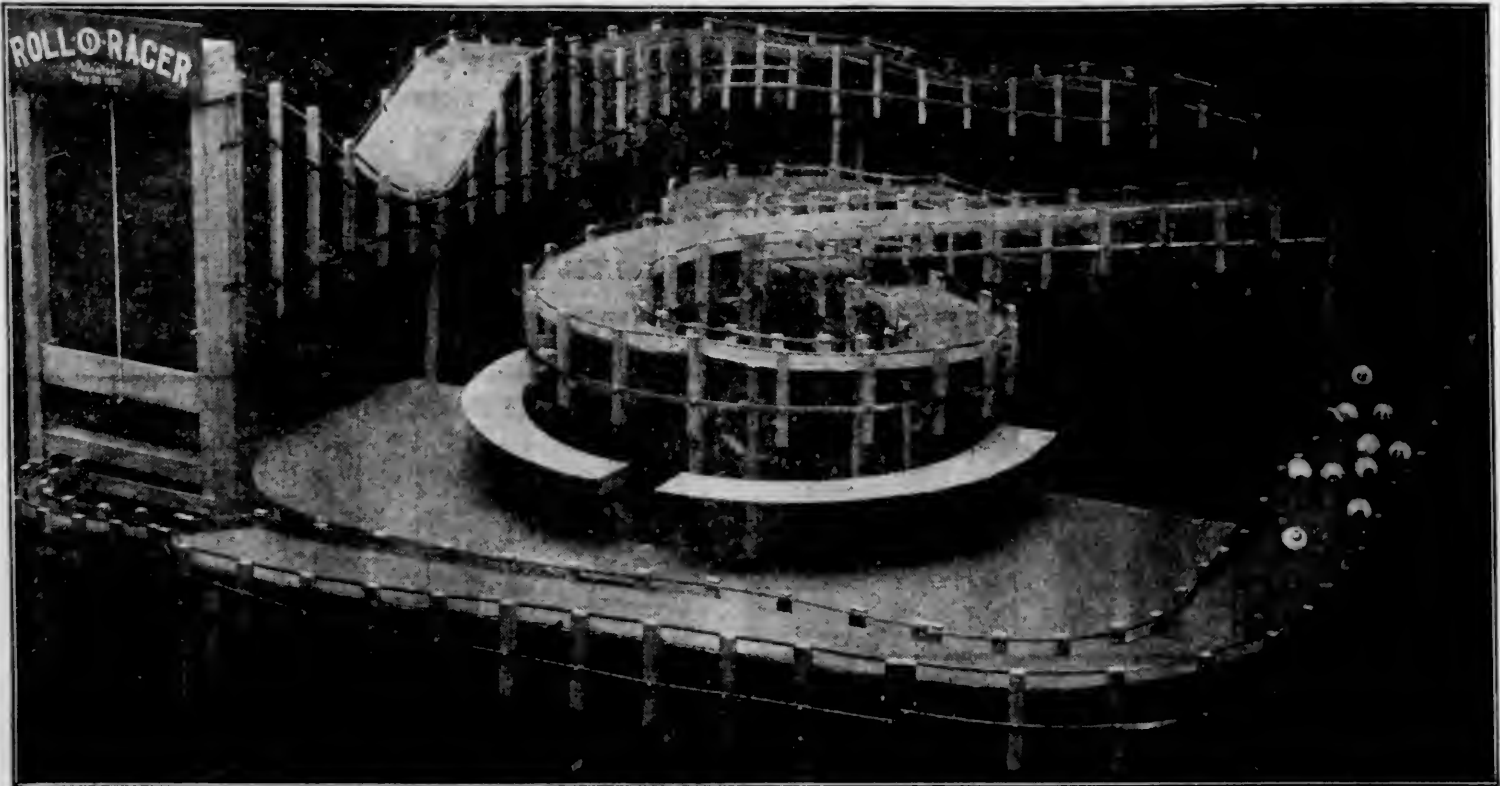
Dear Sirs:  
We are pleased to inform you that immediately after the change of our Fontaine Ferry Park Circle Swing to Captive Aeroplanes receipts increased amazingly—far exceeding our anticipations. Besides, the Aeroplanes were quite an attraction to park visitors. We are greatly pleased with the change, our only regret being that we did not make it a year earlier.

Yours truly,  
Park Circuit & Realty Co.,  
Chas. A. Wilson, Res. Mgr.

Crecent Park,  
Riverside, R. I.

Garvey & Miner Airplanes grand success, raised prices from 10c to 15c and patrons line up for rides and repeat, gross receipts four times as much as when operated as swing.  
Checrallah Bros., Owners.

# THE ROLL-O-RACER



(Patented in the United States and Foreign Countries.)

## A NEW GAME FOR PARKS, FAIRS, BAZAARS, ETC.

In playing the game, ten or more pool balls (numbered) are placed in the elevator and released on the track simultaneously, the balls then racing and mixing until they reach home, the first ball doing so winning the capital prize.

Candy and Dolls are the most popular prizes, but more expensive merchandise can be used by using the coupon system.

The Roll-O-Racer is made in several sizes, the most popular for parks being 12½ by 15 feet, using 2-inch balls, and for bazaars, etc., 6½ by 8 feet, using a smaller ball.

The construction is principally of hardwood and steel, and in addition to being a BIG MONEY EARNER, is an ATTRACTION FOR ANY PARK.

The contour, size and construction of the ride lends itself in every way to make it a FLASH ATTRACTION by the use of flags and other decorations, more particularly lights, which can be strung around the track at short intervals, the track being approximately 100 feet in length on the larger racer. The use of electric lights makes it an unusually good night attraction.

A RACE CAN BE RUN ON THE 12½x15 MACHINE IN FIFTEEN SECONDS.

The Racer was operated the past season in the large Eastern Parks, and gave the utmost satisfaction, not only to the management, but also to the patrons. IT IS A SURE REPEATER.

The Racer will be LEASED ONLY on a profit-sharing basis to park owners or managers, or to those who control the concessions.

**THE ROLL-O-RACER CO., Inc., NEVILLE BAYLEY, President, 225 Fifth Ave., Room 708, NEW YORK CITY.**

### SUGGESTIONS

(Continued from page 106)

during all of the other hours, days and months when it is idle. The busy times are therefore the harvesting, the other times are when you are preparing.

The financial success of the ride depends on its being made to produce the maximum amount during rush hours. If for any reason a few seconds is lost now and then by holding the cars too long the ride is losing money thru somebody's fault. Collectors, especially, must remember: Don't haggle over a fare or hold up the starting to make change. Trust to luck that you will collect it on the next or a subsequent round. Thirty seconds' delay over a 10-cent fare costs dollars. Keep the cars moving. Miss a fare now and then if you must, but keep the cars going.

8. APPEARANCES. When the ride is not in operation some of the employees will, of necessity, be engaged in work that will soil their hands and clothing. When this is thru, however, soiled clothing should be exchanged for clean, and plenty of soap used on the hands and face. Don't neglect the shower bath. Don't look dirty, be dirty or smell dirty. When the ride is in operation always present a neat and clean appearance. This rule should be followed at all times, but special pains should be taken to see that it is maintained on Sundays and holidays. If uniforms or caps are provided keep them presentable and wear them only when the ride is being operated. This indicates that you are in authority and will frequently prevent misunderstandings and arguments.

9. KEEP BUSY. Don't be simply a cog. After the specified duties are discharged each employee will always find a number of things that should be done and will proceed to do them. Keep the ride not only safe, but the cars, platform, booths, truck, walks and premises in a neat and clean condition. See that no rubbish or trash is allowed to accumulate. Nothing tends to make a patron feel better than to see everything clean. Keep it in such shape

## LOCATIONS FOR LIVE ONES!

Our 35th Season Opens About May 28th.

We have ample room for the installation of a Bathing Beach, Derby Racer, Dodgem, Roll-o-Racer, or a Great American Derby Racer. Also good locations for new games and smaller devices.

**CONEY ISLAND PARK COMPANY, CINCINNATI, OHIO**

that you would be glad to have your mother visit you there.

10. DON'T CROSS TRACKS. When the ride is in operation don't cross tracks or platform, except at places designated by the manager. Never step in front of moving cars. Your shoe might get caught and you might lose a leg or your life. Don't take chances. We don't want you to. The law says you must not. Besides, the women folk want you to come home whole.

11. TEAM WORK. Team work is what counts. Every man to his job, and that job well done. Be punctual. One man out of line or not reporting for duty promptly may disrupt the whole organization for the day. Keep cool. Remember it is during rush hours only that the ride makes a profit, and during those periods, above all others, you must keep your wits and not get excited or frustrated. You must work fast and accurately. You must pay strict attention to your duties only—not the other fel-

low's duties, but YOURS, because this is team work, and team work only brings results.

12. Don't "monkey" with something you know nothing about. There is someone who knows.

13. SUGGESTIONS FOR IMPROVEMENTS. Because a thing has been done in a particular way for a long time is no reason why it should continue to be done that way if you see a better way. Don't be afraid to make suggestions. If feasible, they will be tried out and your work appreciated.

14. LOST PROPERTY. Money and other articles lost or left by patrons will belong to the patrons. It is not yours or ours. Property so found should be marked with the time and place where found and name of finder, and delivered to the manager, and an effort will be made to restore it to the owner. If the owner has not been found at the expiration of 60 days loose money will be distributed to the employees

in proportion to salary, and other property will be turned over to the finder, to be returned to owner if ever found.

15. EMPLOYEES OTHER RIDES. Be courteous to employees of other rides. Be jealous only of more efficiently operated rides. Don't engage in hickering or bragging. You are all working to a common end. Help each other, but don't allow your own time to be wasted, even if your visitor is wasting his.

### EXPOSITION PARK

At Evansville, Ind., To Take Its Place Among the Leaders Next Season

Evansville, Ind., Dec. 11.—Exposition Park, heretofore known as Cook's Electric Park, anticipates the best season in the coming one in the history of this famous resort. Improvements costing a large sum have begun, and when completed in the spring the public will find the entertaining features provided will compare favorably with those of any other summer resort in the country.

The Chamber of Commerce, including practically all the business interests of the city, took over the park the past summer, with a view of making the place bigger and better, and has made it the permanent home of the exposition which is staged for two weeks during the month of September immediately following Labor Day. In addition to what already has been accomplished by this body in the way of advertising and promoting interest in this amusement place, it is proposed to stage special events and secure for it only the highest grade of entertainment, encourage the movement for excursions and furnish everything in the way of comfort, convenience and entertainment for its visitors.

At present extensive improvements and alterations are under way, and it is the intention of the management to make it the most beautiful park in this section. Mr. Weber, manager of the resort, has great confidence in

(Continued on page 110)

## NOTICE! CONCESSIONS WANTED FOR Riverview Park

the only Park in or around Washington, D. C., for COLORED People. Park OPENS Sunday, May 1, 1921. Excursions now BOOKED for nearly all the season. Season opens May 1; closes October 1. Steamer makes three trips daily. Steamer's capacity, 1,760 each trip. Want for this season, Circle Swing, Ferris Wheel, Miniature Railway, Carroussel, Shooting Gallery, Photo Gallery, Bowling Alleys, Whip, Ponies, High Strike, all Throwing Games, Side-Shows, all the Small Games, Palmistry. Opened up last season late and did not have any Concessions, but carried a good crowd, with all the bad weather. Have lots of good buildings on grounds, Photo Building, Car-

roussel Building, Restaurant Building, Dance Hall, two large Bar Buildings, beautiful grounds with splendid shade, new wharf, 30 acres devoted to Park and Athletic Field. This is the place to put your Concession to get you some good money. Plenty of people with plenty of money to spend for amusements. Will want Concessions to start getting ready in April. Free transportation to all Concessions.

Address AMUSEMENT SECURITY CORPORATION, EDWARD S. WHITING, President, Room No. 5 Center Market Building, Washington, D. C.





Manufacturers, Builders  
and  
Amusement Park Engineers

# COASTERS

Latest Types of Rides  
Sold Outright  
Or Installed on Concession

COMPLETE RIDES, OR  
PLANS AND SPECIFICATIONS,  
MACHINERY,  
CARS AND BOATS  
AS DESIRED



# CARROUSELS

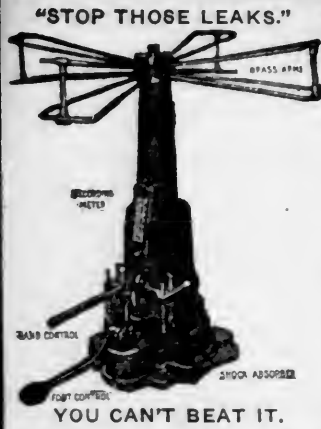
THE HALL-MARK OF QUALITY  
"PHILADELPHIA TOBOGGAN COMPANY"

GERMANTOWN, PHILADELPHIA, PA.

W  
A  
T  
E  
R



R  
I  
D  
E  
S



# PEREY TURNSTILES

**"FASTER THAN A TICKET SELLER." "IT REGISTERS EVERY ADMISSION"**  
**THE EFFICIENT SYSTEM FOR PARKS, CONCESSIONS, RIDES, BATH HOUSES, ETC.**

We have just completed a wonderful season. Park Managers and Concessionaires everywhere have seen the wisdom of paying a little more money and getting turnstiles that pay for themselves. When you visit any leading resort or park you will find **"PEREY" TURNSTILES**. The following companies to whom we refer operate our machines:

LUNA PARK, Coney Island.  
 STEEPLECHASE, Coney Island.  
 WILLOW GROVE PARK, Philadelphia.  
 WOODSIDE PARK, Philadelphia.  
 WHITE CITY PARK, Savin Rock,  
 New Haven, Conn.  
 LIBERTY HEIGHTS PARK, Baltimore, Md.  
 LAKESIDE PARK, Wilmington, N. C.

LUNA PARK, Detroit, Mich.  
 COLISEUM, Detroit, Mich.  
 REVERE BEACH, Massachusetts.  
 KRUG PARK, Omaha, Neb.  
 BELLE ISLE COLISEUM CO., Detroit, Mich.  
 BLACKPOOL PLEASURE BEACH, Blackpool, England  
 DOMINION PARK, Montreal, Can.  
 STEEPLECHASE, Atlantic City, N. J.

L. A. THOMPSON'S SCENIC  
 RAILWAY, New York.  
 FREDERICK ROAD PARK, Balti-  
 more, Md.  
 BAY SHORE, Virginia.  
 BUCKROE BEACH, Old Point, Va.  
 and individual amusement opera-  
 tors throughout the United States.

CAN BE USED WITH ANY RIDE. EACH "PEREY" SAVES ONE MAN.

**PEREY MANUFACTURING COMPANY, Inc., 30 Church St., New York**

TO INSURE PROMPT DELIVERY, NOW IS THE TIME TO PLACE YOUR ORDERS FOR THE COMING SEASON.

### EXPOSITION PARK

(Continued from page 106)

the future, and thinks nothing too good for the place in the way of attractions. He proposes sparing no expense in providing them. While a trifle early for program announcement, suffice it to mention that many surprises are in store for the park's patrons when the gates swing open next spring. So keep Exposition Park in mind in picking out winners for 1921. The season's opening has been set for April 30.

### GREAT AMERICAN RACING DERBY

Harry C. Middleton, general representative of the Great American Racing Derby, was a caller at the New York office of The Billboard last week, previous to his departure for Venice, Cal., the home office of Prior & Church, the patentees of the derby, where he will handle the business of the new ride during the winter months.

Mr. Middleton reports a very prosperous season for the racing derby, having closed a number of deals for rides and territory during the summer.

Lawrence Solman, of Hanlan Point, Toronto, Canada, purchased two rides, one of which is now under construction for 1921. D. S. Humphrey, of Euclid Beach, Cleveland, O., purchased a derby, and the work on this ride is also under progress. Andrew F. West, who built the Detroit Derby, has purchased the patent rights for the States of Pennsylvania and Maryland and will build his first ride in this territory in the spring. C. E. Barfield, of Galveston, Tex., who built a derby there last spring, was so well pleased with his ride and the big returns on his investment, that he closed a deal recently for the ten Southern States and is planning to build rides this winter at Norfolk, Va., Macon, Ga., and possibly Atlanta and New Orleans provided he can get the space.

Prior & Church expect to sell a number of rides during the winter to amusement men who visit Venice, where a derby is in operation

### AERO "ADS," SKY "ADS," KITE "ADS"

are Top-Notchers for Quick Publicity. They reach them all and at once. Write today for photo and information. This is a business proposition. No attention paid to postal cards or F. R. Ds.  
 SILAS J. CONYNE, 3316 Palmer Street, Chicago.

## HAGUE PARK

The Beauty Spot of Michigan,  
 JACKSON, MICH.,

on beautiful Vandercook Lake, best Bathing Beach in Michigan. For up-to-date Concessions, write

J. ALBERT ODELL, Summer Address: Hague Park, Jackson, Mich.  
 Winter Address: 220 McKinley St., Knoxville, Pittsburg, Pa.

## "THE REVERSER"

(PATENTED)

**THE NEW COASTER WITH A REAL THRILL**

Old Rides can be remodeled to a Thriller.

T. D. HOOPER, JR., Inventor.

For information apply

MACADAY BUILDING CORPORATION, Sole Agents, NEW YORK CITY

## LIVE PROMOTER WANTED

Man of initiative who can promote Attractions, Picnics, Fetes, etc., in a seven-day Park, situated in city, with car lines to Park's entrance.

EXPOSITION PARK, Evansville, Ind.

the year around, and as soon as conditions are improved in Europe they will send their representative over there to confer with a score or more of good prospects. A deal is also under way for a ride in Havana by a number of Americans, so the owners of the Racing Derby are very much elated over the progress made so far in placing their rides thruout the country.

The first Racing Derby was installed in this country at Venice, Cal. in 1918, and by 1920 the firm had placed 14 derbies, all of them in operation in 1920. So far three derbies have been sold for 1921 besides the territory mentioned above, with a dozen or more deals pending, half of which are sure to be closed during the winter.

The Racing Derby is the only really new ride in the amusement world today and has filled the long-felt want of something new. In many places the big ride has grossed as much as the biggest coasters and its popularity seems to increase each year instead of waning as is the case with many rides.

The big feature of the new ride is the vast number of rides it gets. At Revere Beach, Mass., the derby with a capacity of 128 people per race grossed \$5,804 the first seven days at 15 cents, and the rides figured exactly 87 per cent; it is a ride that does not have to depend upon children for business, yet once a child rides the derby it is wedded to the ride forever, having the same opportunity to win the race as the grownup.

Mr. Prior said: "It is a foregone conclusion that the Racing Derby will be in every amusement park and resort within the next few years; so far we have had some opposition in placing our ride in parks where there are merry-go-rounds owned by the park people, but they will come to it eventually, for the Racing Derby is a big improvement over the carousel as the racing coasters of today are over the old switchback. Its perfect horse race appeals to the masses, and the mere fact that at Revere Beach the carousel dropped their price from 10 cents to 5 cents to compete with the derby, charging 15 cents, and the derby grossed almost five times as much, proves conclusively that the public wants the modern rides."

In the past Prior & Church could only take enough orders consistent with the power of their builders to install, but now Mr. Church, the inventor, has revised the plans and specifications to such an extent that any good mechanic may build the ride, making it possible to build a score of rides each year instead of some six or eight.

This is the third year for the derby at Venice, and indications are that the receipts will be larger than the first year, which is evidence that the people never tire of the ride.

### "PEREY PASSIMETERS"

Find Favor in Leading Amusement Parks

Turnstiles have come to take their place among the many improvements for quick transportation in this country, and not only railroads, but various lines of business heretofore untouched of, are using them with great satisfaction. Various amusement places and even grocery stores have installed the "Perrey Passimeter," and in every instance met with general satisfaction and answering the purpose for which it had been installed.

Particularly in amusement parks has it proven a great boon. The accuracy of its count has been a great time saver and proven an absolute check on admissions.

Among some of the principal users of this labor-saving device are: Blackpool Pleasure Beach, Blackpool, England; Luna Park, Coney Island, New York; L. A. Thompson Scenic Railway, on their various rides; Steeplechase Park, Coney

(Continued on page 112)



# "CHUTE THE PIG" AND MAKE BIG MONEY LUNA PARK'S PIG SLIDE

Was the **HIT OF CONEY ISLAND** this season. **VAN CAMP**, the inventor, has already signed up again for next season at Luna.

This PIG SLIDE is the latest novelty and an irresistible attraction for mothers and children, sweethearts, Pa and Ma, soldiers and sailors. It will prove a tremendous success wherever installed. It amuses onlookers as well as players, and will always attract, as it is by far the biggest success and most sensational amusement concession in existence, and a persistent money-getter.

There can only be a limited number of pigs trained during the winter, therefore those who desire a PIG SLIDE must place their orders early to insure delivery of pigs May 1st.  
**A Word to the Wise**—The following have already placed orders:

- |  |                                |
|--|--------------------------------|
| FRED. INGERSOL, Belle Isle Park, Detroit   | PALISADES PARK, N. J.          |
| J. CARLIN, Liberty Heights Park, Baltimore | RIVERVIEW PARK, Chicago        |
| J. M. MARTIN, Chester Park, Cincinnati     | SANTOS & ARTIGAS, Havana, Cuba |

For particulars write to the inventor

**JACK VAN CAMP, Care Luna Park's Pig Slide, LUNA PARK, CONEY ISLAND, NEW YORK**



# AEROPLANE SWINGS

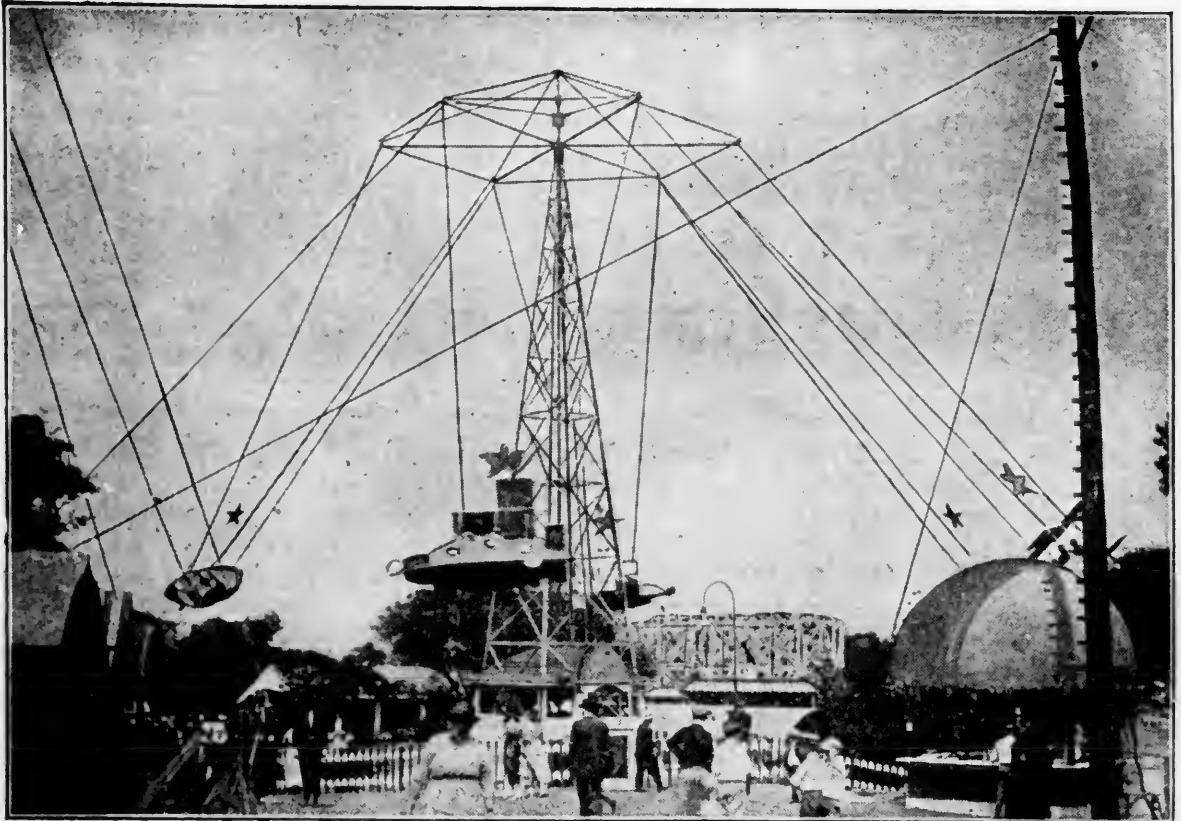
**COLUMBIA PARK**  
Columbia Amusement Park,  
Inc.  
Formerly Union Hill Schuetzen Park.  
North Bergen, N. J.,  
October 18, 1920.

MR. J. W. ELY,  
116 Main Street,  
White Plains, N. Y.:

Dear Sir—At the time you made application for concessions for the Aeroplane Swing, Whip and Frolic in our Columbia Park, you promised you would install a new Swing of the latest improved type. It gives me pleasure to state that the machine you built is not only mechanically perfect, but its entire equipment is beyond criticism. We believe we have the most attractive Swing ever built.

Of course we regret that conditions regarding labor and material made it impossible for us to open the gates of our new park until about seven weeks of the season had expired. Had we operated the entire season we feel sure the Swing would have grossed fully \$25,000.00.

Yours truly,  
COLUMBIA AMUSEMENT  
PARK COMPANY,  
Otto Aeschbach, Pres.



VIEW OF AEROPLANE SWING, COLUMBIA PARK, NEW JERSEY.

**J. W. ELY COMPANY, Inc., Manufacturers, WHITE PLAINS, N. Y. PHONE 2598**  
**TO PARK MANAGERS:** We could use several more good concessions for swings. Let us know location you have to offer, kind of electric current for Power and for Lights, also your best terms.

A Merry Christmas and Prosperous New Year

FROM

Frederic Thompson's

## FLY-A-WAY

(Fully protected by patents)

The Greatest Illusion Since Eve.

Stationary for **PARKS**. **PORTABLE** for **CARNIVALS**. Biggest money getter, compared with operating expenses, ever offered. We beg to apologize to the many hundreds of showmen who wrote for particulars and ask their indulgence for a short time until printed matter can be prepared, when all inquiries will be answered. Address

**JAMES M. HATHAWAY**  
108-116 West 43rd St., New York City

Watch for further announcements.

# WANTED

FOR OUR BIG 1921 SEASON

## HIGH CLASS FREAKS

for our numerous pit shows owned and operated by the Park Company.

**ALSO OTHER PIT SHOW ATTRACTIONS,**

including new, novel and sensational acts of every description.

**Write at once, giving full particulars of your attraction.**

ADDRESS:

# CHICAGO'S RIVERVIEW

# GREAT AMERICAN RACING DERBY

## GREATEST RE-RIDE OF THEM ALL

**Revere Beach** GROSS 1st WEEK, **\$5,804** BOX OFFICE, \$3,090 RE-RIDES \$2,714 or **87%**

A ride that pays for itself  
the 1st year  
**NETS 100%**  
on investment each year  
thereafter

NOW BUILDING  
**TORONTO, CANADA**  
**CLEVELAND, EUCLID BEACH**  
**ALLENTOWN, PA.**

**SOME RECORD**  
1st ride built - - 1918  
14 rides operated 1920  
6 rides sold for - 1921

HAS ALL THE ESSENTIALS OF A SUCCESSFUL RIDE

**BIG CAPACITY—GREAT REPEATER—PERFECT HORSE RACE—CHILDREN CRY FOR IT—ADULTS RIDE BY THE HOUR**

Will gross 5 times as much as a  
**MERRY-GO-ROUND**  
at same cost of installation

Only new ride for 1921. Its popu-  
larity lasts forever.  
Everybody rides it every time they  
patronize your park.

We furnish all material and  
men to install  
**ORDER NOW FOR 1921**

**PRIOR & CHURCH**  
Owners, Patentees and Builders  
**VENICE, CALIFORNIA**

**VENICE RIDE OPERATES**  
**—THE YEAR ROUND—**

**HARRY C. MIDDLETON**  
Gen'l Rep. (Winter Address)  
**VENICE, CALIFORNIA**

### "PEREY PASSIMETERS"

(Continued from page 110)

Island, New York; Willow Grove Park, Philadelphia, Pa.; Belle Isle Coliseum, Detroit, Mich.; Frederick Road Park, Baltimore, Md., and many others too numerous to mention.

The "Perey Passimeter" has long ago passed the experimental age, and after a few of the larger parks and amusement promoters had installed them and they had shown their efficiency a rush of orders within the last year coming thru the manufacturer's office had for a time their plant working night and day. This unprecedented rush resulted in many of the orders having to be canceled, as they were given on short notice and could not be filled for the opening season. At present the plant is working overtime, and the prospects are that the same condition will prevail next season as during the last, and the many who had the foresight to put their orders in for 1920 have benefited by their experience of last year.

The company is making every effort to notify those who have shown an interest in the machine and desire to install same next year to place their orders now, so that they will be in a position to have the passimeters installed in time for the opening of the season.

### GIVES BILLBOARD CREDIT

**Harold Pickard, of England, Here in Interest of His New Ride—Sold U. S. Rights Thru This Paper**

New York, Dec. 8.—Harold Pickard, sole inventor and patentee of the already famous "Four U's" amusement device, arrived here December 3 with Mrs. Pickard on board the S. S. Aquitania, after a rough overseas voyage. Mr. Pickard's last trip to this country was in February, when he inserted a half page advertisement in The Billboard. As the result of this advertisement he told The Billboard representative who interviewed him in Walter K. Sibley's

### FOR SALE—MY PERSONAL PROPERTY on a LEASED SUMMER RESORT

known as CRYSTAL LAKE PARK, ROCKVILLE, CONN. 20 Steel Boats, as good as new; 3 Canoes, Five-Passenger Launch, 1 Electric Wurlitzer Player Piano or Orchestra Piano, 4 Slot Picture Machines, 1 large Shooting Gallery, 1 Long's Crispette Machine, 1 Peanut Roaster, 2 Candy Wheels, Show Cases, 2 Orangeade Tanks, 1 Milk Shake, 2 Fruit Jars, 1 Ford Truck, a large number of Bathing Suits, 2 Cash Registers, 1 Water Slide, Meat Block, Bread Cutter, Meat Cutter, Crockery, Tables, Settees, Ice Box, Ranges, Knives, Forks, lots of Bed Linen and other Hotel Utensils. This is a real bargain. Owner wants to retire, in running Park all himself. It's a good money maker for a young couple. Will stay with you and get you acquainted with the business and the public. If interested write to

**LOUIS KOELSCH, Crystal Lake Hotel, ROCKVILLE, CONN.**

### Finest Salt Water Natatorium IN THE SOUTH

Also enclosed, covered, saucer shaped Stadium, seating 10,000, for boxing or other shows. Only Amusement Park in Shreveport, city of 40,000, heart of world famous oil fields. Natatorium receipts this year \$26,000. Arena rents ten per cent gross gate. Plenty space other amusements, all in heart of city. Will sell or long lease cheap. Co-operation entire city guaranteed. Don't answer unless have commercial rating. Address

**E. L. SANDERSON, Shreveport, Louisiana.**

offices that he had disposed of the American patent rights of the machine.

His trip this time is mainly for the purpose of further familiarizing showmen with the device and to arrange for agents to handle State rights for the apparatus. He is also interested in a device in connection with the motion picture industry and has already made some headway with this proposition. He expects to stay here for three weeks.

The "Four U's" amusement device, which Mr. Pickard is exhibiting in miniature, is an almost entirely automatic service, only five attendants being required, besides ticket sellers and takers. It has a capacity of 2,400 passengers an hour, and will be manufactured in great quantities in both this country and Great Britain, so that park men can be assured of getting in on the novel new ride in time for summer business. The length of the device is 169 feet, width 26 feet, height 83 feet, and height to tilting point

54 feet. There are twenty-four cars operated, each car seating four people, who sit back to back in the manner of the Irish jaunting cars.

After purchasing tickets the customer walks along a platform thirty feet in length and gets aboard the car, being provided by an attendant with a rope tied, on which he sits, and which, after he has reached the summit of the car ride, serves as a seat when he is gently lifted from the car and sent on a jolly ride down a spiral chute. The customer automatically lands on his feet with no shock, jar or other unpleasant sensation. In fact the ride is most exhilarating and absolutely safe. The spiral slide is about 200 feet in length. Park men have already evinced keen interest in the "Four U's." Mr. Pickard's home address is 53 Dean street, Newcastle-on-Tyne, England.—C. B. K.

Have you looked thru the Letter List?

### "THE RACE IN THE JUNGLE"

Since the Fourdees Mfg. Co., of Rochester, N. Y., has decided to place "The Race in the Jungle" on the market for sale, thru the medium of The Billboard, A. H. Bornkessel, sole agent for the game, has been swamped with inquiries regarding same. "The Race in the Jungle" promises to be the big sensation of the coming season for parks, carnivals and fairs.

As a money-maker and an attraction "The Race in the Jungle" is no experiment, as the Fourdees Co. had seven of these machines in operation last summer, and in every instance, it is said, "The Race in the Jungle" was top money-getter, even the rides not being able to compete with them. If orders for delivery continue to come in as they have been coming the builders report that they will have to increase their capacity more than double to keep up with the trade.

One of the company's representatives, C. Fine, will be in charge of "The Race in the Jungle" that will be exhibited at the Christmas Tree Festival and Toyland Circus to be held at the Coliseum, Chicago, Dec. 13 to 23.

### CONCESSIONS WANTED AT BOTH CAMDEN AND CLYFFSIDE PARKS

Such as Merry-Go-Round, Ferris Wheel, Circle Swing, or any other clean Attraction. Direct all communications to BOX 767, Huntington, West Virginia.

### F. E. GOODING

Says: "The **Big Eye** Wheel is King of them all for net profit." There are reasons.  
**ELI BRIDGE COMPANY, Builders, Jacksonville, Ill.**

# LONG BEACH AMUSEMENT PARK

Located on BEAUTIFUL LAKE MANITOU, Rochester, Indiana.

OPENS DECORATION DAY, 1921

Long Beach will be a modern Amusement Park, located on Indiana's most beautiful lake and popular summer resort. 2,200 ft. of lake frontage, 9 acres of ground. We have large Dance Pavilion, Penny Arcade, Scenic Shooting Gallery, Crazy House, Crystal Maze, Large Cafeteria, three large Launches, Bath House, Shoot-the-Chutes. Will book Carroussel, Aero Swing, Ferris Wheel, Whip, or any good Ride or Show on liberal percentage basis. Also have some Games to let. Write for what you want. This is a good excursion resort from East, West, North and South. 350,000 population within radius of 40 miles. 250 Cottages and 3 large Hotels on Lake.

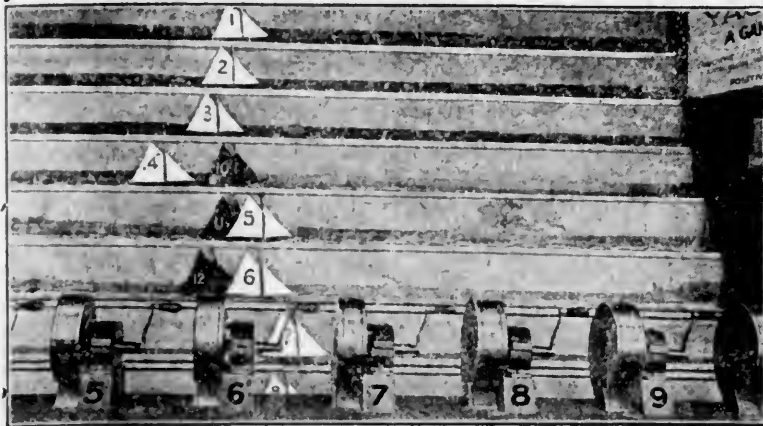
**R. M. EDWARDS, Mgr. Publicity.**

1620 Bellefontaine Street, INDIANAPOLIS, IND.

**C. H. SHANK, SR., Owner and Manager.**



**PARK AND CARNIVAL MEN  
HAVE YOU HEARD OF  
THE SPORT OF KINGS?  
REAL BOATS, ON REAL WATER, DRIVEN BY A REAL WIND**



From each hand-operated blower on the counter, air-pipe runs to left-hand end of corresponding channel. Channels 16 ft. long, 13 1/4 in. high, contain 2 1/2 in. water and have plateglass fronts.

Yachts and sails very large—16 1/2 in. long and 12 1/4 in. high. Lay that down on paper and see how big the boats are. If player turns too fast topsail blows away. Very easy to learn, and therefore popular with beginners.

Sailing out and drifting back, a whole wall of white sails against a dark background, rising far above heads of players, this SPORT OF KINGS has a remarkable display and attractive power. High-class, dignified and expensive looking. Nothing on amusement field caught the crowds as our machines did this summer. Repeat business simply wonderful—10, 20, 30 and 50 times without leaving counter, and back again the next day.

Our machines last summer earned more than rides costing several times as much.

To be highly successful, a game apparatus should possess certain fundamental qualities:

It should catch the eye of people passing in front of it, who are not looking for it.

Having caught the eye, it should coax people to come up closer for a better look.

While looking on, the observer should be made to feel, "Why, I can do that"; and

Having once gotten him to try, the game should have the power to hold him and bring him back another day.

This yacht race fulfills all these requirements to a remarkable degree. The big, white sails against a dark background, rising clear up to the ceiling, catch his eye. Running down behind the players and the counter, they draw him up to see all the boats. As the races are so close, and the critical point is the action of the topsail, every one sees that there is no pitfall or hidden trick, and feels, "That's easy. I can do that." The closeness of the races, the beauty of the spectacle and the fascination of the whole thing, hold the beginner and bring him back until he becomes an expert.

If any one tells you that our apparatus is too expensive for you, and offers you something cheap at a low price, get the real price from us and see what we can do, before buying. A gentleman recently purchased a SPORT OF KINGS from us for next year. After drawing his check and signing the contract, he said: "Now I will tell you something, I was at the office of one of your chief competitors and asked what they knew of your Yacht Race. They said it was a fine game, but 'Why pay so much?' and named a price \$1,500 above your price. Your game looks so well and so expensive I suppose they thought they could add a thousand or two to the real price."

**NOT TOO LATE FOR CUBA, CALIFORNIA AND THE SOUTH**

We now have on our floor machines practically completed for next year. These are all sold and money paid on them, but consent could probably be obtained to sell them for immediate use and build others in their place.

**PRE-EMINENTLY FITTED FOR INSTALLATION BY PARK OWNERS**

**CAHILL BROTHERS, 517-519 West 45th St., NEW YORK CITY**



**"THE WHIP"**

at CLEVELAND, OHIO,

beautiful, elaborate and a money maker. Why not install a "WHIP" in your Park?

We Can Make Prompt Delivery.

**W. F. MANGELS CO., CONEY ISLAND, N. Y.**

BE A GOOD FELLOW—MENTION THE BILLBOARD TO OUR ADVERTISERS.

**PARKS KNOW UZZELL**

His Rides Have Earned Their Laurels Thru Their Own Popularity and Money Earning Records

Parks in increasing numbers are looking upon frolics and airplane circle swings as among their standard rides and substantial concessions. Last season found the R. S. Uzzell Corporation selling frolics and airplane circle swings to parks in all parts of the country. Independently owned frolics bought from the Uzzell Corporation last season were also placed in parks as concessions from one coast to the other. In some instances stationary portable frolics were bought, while in other instances portable frolics were used on carnival midway for part of the season, only to finish the summer in some amusement resort, and vice versa.

The airplane circle swing had much the same experience as the frolic. In the midst of the success of the frolic R. S. Uzzell, president of this company, has never forgotten his first love, the circle swing, all rights to which the Uzzell Company owns exclusively. To him it has been a genuine delight to add new life and interest to the circle swing by adding an airplane biplane car to it instead of the early type of car, and in that way to more than double the receipts of the circle swing, which, because of making the noise and giving the impression of an airplane, is now called the airplane circle swing. The Uzzell biplane airplane car is of such light weight and durability that it has improved greatly upon the old style cars in parks throughout the country, and on each occasion has never failed to double receipts or better. Last summer's experience with this biplane airplane car has enabled the Uzzell to build an improved airplane car, still of biplane design, that surpasses the 1920 biplane car from every standpoint. The success of the R. S. Uzzell Corporation and the excellent reputation that it has achieved among park owners is largely to be explained by its engineering skill, its service and square dealing.

The firm looks forward to an active 1921. Indications are that its shops will turn out a continuous flow of frolics, airplane circle swings, the new model biplane cars. The company will at all times maintain its established reputation for prompt deliveries when not hampered by adverse railroad conditions.

**SIMMONS AND BRACHER**

In South America With Kentucky Derby

Arnold Nebel, president of the Kentucky Derby Co., Inc., New York City, informs The Billboard that he just received a cablegram from Buenos Aires, Argentine, from Charles A. Simmons and George Bracher, the well-known amusement men of Midland Beach, N. Y., stating they arrived at the South American city safely with two "Kentucky Derby" machines and had had a very pleasant and enjoyable trip. On their way down Messrs. Simmons and Bracher stopped off at Rio de Janeiro, Brazil, for a few days, investigating conditions for amusements in that country. Although money seems to be tight in Argentine, as well as this country, they state that the prospects for the "Derby" look very favorable. Messrs. Simmons and Bracher promise to send The Billboard some very interesting news from the territory they cover from time to time.

**ARNOLD NEBLE RETURNS**

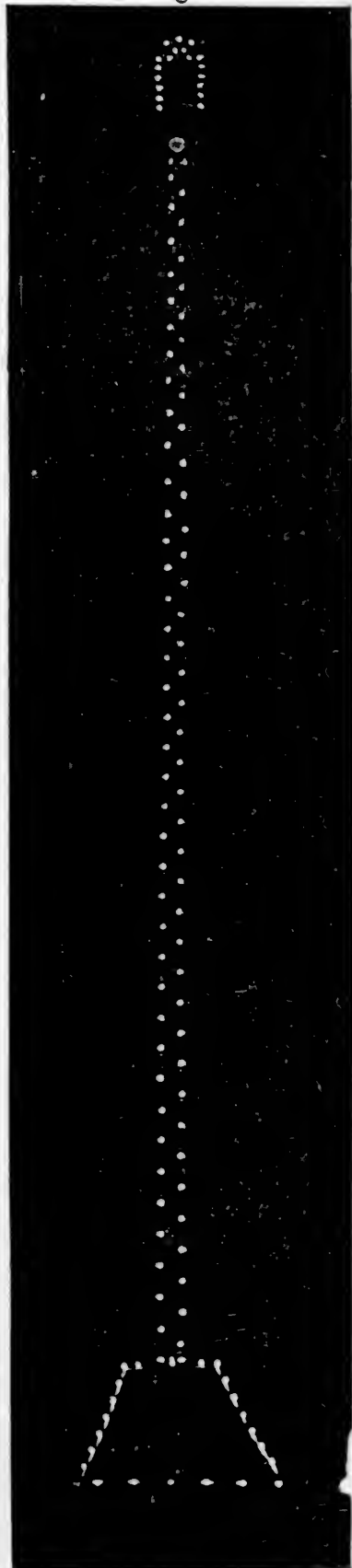
From Trip to European Countries—Places Many "Derbies"

There is joy in the offices of the Kentucky Derby Co., Inc., New York City, due to the fact that the president, Arnold Nebel, has returned from his flying trip to Europe, and while abroad gained thirty pounds in weight. Mr. Nebel, during his trip, covered England, France, Germany, Belgium and the Scandinavian countries, and made a number of contracts with the foremost amusement men in the aforementioned countries for the installation of "Kentucky Derby" machines and "Noah's Arks" in their parks. Mr. Nebel said one of the greatest sights in England today is to see the women in London smoking their cigars and pipes on the streets, while in Paris the women are wearing their skirts one inch above their knees.

Mr. Nebel further states that for people who are in a hurry the well-organized airplane system on the other side is remarkable and cheap, and, as an example of this, states he covered the distance of 272 miles between London and Paris in a twelve-passenger Handley-Paige in one hour and three-quarters for the sum of \$35.

Mr. Nebel contemplates spending several months during the spring of 1921 in Europe organizing his business there.

**PACIFIC COAST  
FAIRS  
CELEBRATIONS  
HOME COMINGS**



SOLICIT BOOKINGS FOR 1921

High Sensational Back Somersault Dive into shallow water.

Furnish complete apparatus.

**MATT GAY**

HIGH DIVER

**LOS ANGELES, CAL.**

Box 441, Station C

**GLEN ISLANDS**

WORLD FAMOUS  
AMUSEMENT PARK

**FOR LEASE**

APPLY

**H. C. GRIFFITHS & CO.**

220 Fifth Avenue, New York City



# A Department Devoted to 'he Musical and Amusement End of FAIRS AND EXPOSITIONS

Which, in Conjunction With the Privileges and Concessions,  
Constitute The Billboard's Chief Concern.



## FAIRS MAY BRING THE THEATER TO THE FARMER

### Experiment of Giving Dramatic Performances Has Been Tried Out by State Fairs of North Dakota and New York With Excellent Results

At the meeting of the American Association of Fairs and Expositions in Chicago the second week in December B. M. Davison, president of the association and a fair man of wide experience, took a decided stand against the exhibition of freaks at the fairs.

"It is time we were doing away with freaks," said Mr. Davison. "During the war the Government recognized the country fairs as an asset. Thousands of persons were reached by Government propagandists thru the agency of fairs. We intend living up to our new position by providing the public with clean, educational entertainment."

President Davison's stand was heartily endorsed by the assembled fair secretaries, who voted to do away with freaks at the fairs.

Just what will take the place of the freaks will depend upon a number of things. Some fairs will adopt one thing, some another. To the fair editor of The Billboard this looks like an excellent opportunity for an extension of the plan that has been tried out by a few fairs—giving dramatic performances at the fairs—or, as the newspaper has expressed it, "bringing the theater to the farmer."

The greater part of the entertainment provided for fair patrons is of a sprightly nature, as it should be, but fairs are more and more aiming at the educational, so it is but fitting that a portion of the entertainment program should be devoted to a really educational aim. And that is just what giving dramatic performances would be. The educational value of the drama has long been recognized. It has been made use of in all institutions of learning, and even in the churches. The few experiments that have been made with the drama at fairs have been quite encouraging, and all that is needed to make the adoption of the idea general is a few leaders with the faculty of instilling their enthusiasm into others—"selling" the idea to the people.

North Dakota was probably the first State to put in practice the idea of having a theatrical exhibit at the State Fair to demonstrate the possibilities of home drama, just as the agricultural exhibits instruct the farmer in better farming methods. This Western experiment was successful, and it was probably this fact that attracted the attention of the New York State Commissioner of Agriculture.

At any rate the New York State Fair at Syracuse in 1919 had its "country theater" along with its other exhibits, and it was one of the best patronized exhibits on the lot, this in spite of some handicaps. The Commissioner of Agriculture announced that the purpose of the exposition was "to indicate how easily a community, far from the commercial theater—perhaps blessedly so—may bring to itself plays that it will enjoy seeing, enjoy working in, and be glad to have its people brought up with."

"The demonstration," says a report of this experiment in The New York Times, "in this instance was given by members of the Cornell Dramatic Club—largely, of course, because Ithaca was not far away and the use of the Cornell students offered the easiest solution to the problem. By the way of making the exhibit a particularly pertinent one, the plays were staged in a barn. Four one-act plays were produced, and their quality was high; on the program were 'Neighbors,' by Zona Gale; 'The Hot Broth,' by William Butler Yeats; 'The Workhouse Ward,' by Lady Gregory, and 'The Brave-let,' by Alfred Sutro."

Something about the experiment and its success is explained by Alexander M. Drummond, director of the Cornell Dramatic Club, who had the work in charge.

"We organized in Ithaca," he says, "using the few students who were here during the summer and calling the rest back from the various parts of the State to get the thing ready. It being part of the project to demonstrate how the thing could be done under conditions forming those that might be found in rural districts, the commission gave us the wing of one of the barnlike whitewashed exhibit buildings at the fair, erected a bare stage for us and we did the rest. We designed and put up our stage decorations, and designed and built and painted our scenery, gathered our costumes, props, lights, etc., put them on an oil truck, carted them to Syracuse, where, after a desperate Saturday, Saturday night, Sunday and Sunday night, we put ourselves in shape to play on Monday. It was a somewhat hectic weekend, but we ended up with the most attractive and most artistic unit I happened to see at the fair—if, indeed, not the only artistic one.

"Our original program was to give a play at 11 o'clock and one at 2:30, but the demand was so great that we doubled our program every afternoon and Saturday morning. During the

week we played to about 6,000 people, and I judge turned away that many more, and there seemed to be any quantity of folk who wanted to find us and could not locate us on the grounds. We were tucked away in a corner, away from the midway and mere entertainment crowds, and were sought out by the more substantial country folk, who really surprised me by their general interest in the plays and by their apt apparent response to the suggestion that there was something in it for themselves. I fancy our audiences came largely from such folk as grangers and country church people, and those in touch with the general extension work of the College of Agriculture throughout the State, among whom there had been considerable advance publicity.

"Considering the fact that we were more or less secluded, and that we started the week with no particular publicity on the grounds, and that our crowds grew so that we even cut our publicity toward the end of the week, and that to sit forty-five minutes of your one day at the fair is a considerable task, and that the trains thundered by every few minutes, and that we played our afternoon performances while the horse racing was on, and that country folk are supposed to be a suspicious breed anyway, I was rather surprised that our bare little theater

—standing room only at less than 400—was packed at every performance. I think if we had started in at 11 in the morning and put on a play every hour up until 6 o'clock we would have had crowds. Owing to the general nature of the fair and the crowds there, and the interest with which we had to compete, one would fairly believe that they were really interested in this thing more or less.

"We, of course, got in a great many city folk and college folk who drifted there, and a great many from the locality who were interested in dramatics from some end or other, and, considering the heterogeneous nature of the discriminating in the audience, I was rather well pleased with the way in which the whole thing took and with the effectiveness of our simple but colorful staging and our amateur acting—which, of course, is in intelligence and freshness better than a good deal of professional acting I have paid \$2 a throw for.

"I am somewhat inclined to think that, if properly organized and with sufficient interest back of it, there really might be a good deal of this sort of thing done in the country communities. Whether it will be really worth doing I don't know. That would depend on whether the people engaged thought it worth doing. I suppose, personally, I am a good deal less inclined to poke fun at the rural dramatics idea than when I went, but that does not mean that I yearn to spend my life at it."

### DIRECTORS ELECTED

Warren, O., Dec. 6.—Stockholders of the Trumbull County Agricultural Society at a meeting held here recently elected five new directors to fill the places of those members whose terms had expired. Those elected were Morier, James E. Brown, G. W. Misters, W. G. Van Wye and G. J. Chinnock. The board will not organize until the last Tuesday in December. Owing to the fact that the books of the association are and have been in the hands of the State examiner for the past six weeks, the secretary was unable to make a financial report, but same will be submitted at the organization meeting.

Preliminary plans for the 1921 fair will be discussed at this meeting.

Factories:  
Staten Island, N. Y.  
London and Paris.

'Phone, {5709  
6272} Barclay

## PAIN'S FIREWORKS, INC.

HENRY J. PAIN, President

U. S. Government Contractors  
Fireworks Displays—Spectacles—Illuminations

Special Effects for Moving Pictures  
Ship Signals and Life Saving Guns

Sole Pyrotechnists and Producers of

## PAIN'S FAMOUS SPECTACLES at MANHATTAN BEACH, N. Y.

For Over Thirty Years. Sole Contractors to the World's Fairs

Chicago, Buffalo, St. Louis,  
San Francisco, Etc.

18 PARK PLACE, NEW YORK

(WOOLWORTH BUILDING)

BRANCH OFFICE, CHICAGO

### I. AND I.

Had Splendid Fair, According to Secretary's Report—Netted Large Profit

Danville, Ill., Dec. 9.—The annual meeting of the stockholders of the I. & I. Fair was held in the Auditorium of the Chamber of Commerce Building, which is on the same floor as the commodious offices of the fair association, with almost a complete representation of the 8,000 shares of stock present.

The secretary's report, followed by the report of the auditor, was listened to attentively by the large and appreciative body of stockholders, who at its conclusion unanimously and enthusiastically voted approval of the work of the Board of Directors for the past year.

The year had been a very successful one for the I. & I., which is situated within four miles of the dividing line between Illinois and Indiana—from which it derives its name, "The I. & I. Fair." The week of the fair was that just ahead of Labor Day week—the week between the Illinois State Fair and the Indiana State Fair, with which fairs it makes a most advantageous circuit on a direct route between the two.

The report—a lengthy one—showed a profit on the fair this year of \$24,273.75, \$6,000 more than in 1919, when it netted \$18,273.93.

In addition to the very extensive live stock and agricultural show, the well-filled machinery section and exposition buildings, the boys' camp and school, the better baby conference, the government exhibits, two large buildings crowded with boys' and girls' club work exhibits, the amusement attractions were of a high order. The late M. L. Tinney, acrobatic aviator, opened the fair on Monday and was retained for the next two days. Sloan's Auto Polo also appeared on the opening program and played each afternoon and evening before a packed amphitheater with a seating capacity of 12,000. For five nights beginning Monday the Gordon Fireworks Company's gigantic spectacle, "Hawaiian Nights," thrilled the audience and was most highly commended by all. Numerous vaudeville acts filled in between the heats of the races and helped out on the night show.

The Joy Zone on the midway between the main exposition building and the grand stand, graced with a return engagement of the Clarence A. Wortham World's Greatest Shows, was one grand, glorious blaze of splendor. The beautiful fronts and the clean and entertaining features behind them appealed to the throngs that filled the midway and few if any failed to visit every attraction. The visitors as well as the fair board were loud in their praise of the Wortham Shows, which have pleased so well the past two years. And if you think the owner was not pleased with his reception—ask Clarence.

More concessionaires lined the two midways on the grounds than ever in the fair's history and all did capacity business with loud praise of the I. & I. Auto races closed the fair on Saturday.

At the meeting of the directors, all of whom were re-elected by the stockholders, the old officers were voted re-elected for another year, and appear as follows: D. M. Fowler, president; Jno. G. Hartshorn, vice-president; J. M. Wolford, treasurer; Geo. M. McCray, secretary. E. A. Tate was retained as assistant secretary at an increased salary, and in addition was voted a splendid bonus as an appreciation of his services for the past year.

Plans are already being laid for many improvements and a greater fair for 1921.

### CHIEF CAN'T QUIT

As Stockholders Will Not Attend Session

Meridian, Miss., Dec. 8.—A rather unusual method has been adopted to prevent the resignation of Marks Rothenberg as president of the Mississippi-Alabama Fair Association, under whose administration for the last seven years the institution has grown to be one of the most successful in the South.

President Rothenberg, desiring to relinquish the presidency because it interferes more or less with his private business affairs, gave notice that he would hand in his resignation at the annual meeting of the stockholders on Saturday, November 27. But there was no stockholders' meeting. Every stockholder, with the exception of President Rothenberg, stayed away.

It is said now that there will be no stockholders' meeting, the necessary business being carried on with each in person, and so long as they do not get together they cannot act on any resignation. Thus it is declared that President Rothenberg will have to continue as president until his successor is duly elected at a stockholders' meeting.

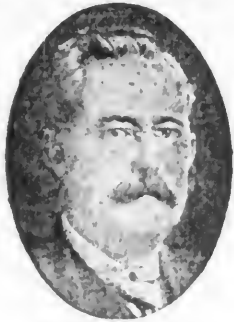
The action of the stockholders is a striking commentary upon the ability of President Rothenberg and the estimation in which he is held by his colleagues.

### ATTEND LIVE STOCK SHOW

G. B. Ralston, secretary of the Virginia Association of Fairs, was one of a large delegation composed mostly of breeders, who went to Chicago to attend the International Live Stock Show. Mr. Ralston also attended the meeting of fair secretaries there.



It is our earnest desire to take at this time the pleasure of extending to our customers a Merry Christmas, and not only a Happy but a Prosperous New Year.



WALTER F. DRIVER,  
Vice President and Manager,  
(Formerly of Chicago.)



WALLACE D. DRIVER,  
Assistant Manager.

# The Best Show Tent House IN THE WORLD

"SERVICE AND QUALITY" Our Motto

We have in stock Dolls, Pillow Tops, Chinese Baskets, Fruit Baskets, Wheels, Lay Downs, All Kinds of Wheel Supplies

WRITE FOR CATALOGS AND NEXT SEASON'S PRICES

**WE PAINT**

## BANNERS That Appeal to ALL Who See Them

Nothing But the BEST of Paints and Oils Used in Painting Our BANNERS. NEAT and FLASHY

BEAUTIFUL PAINTINGS

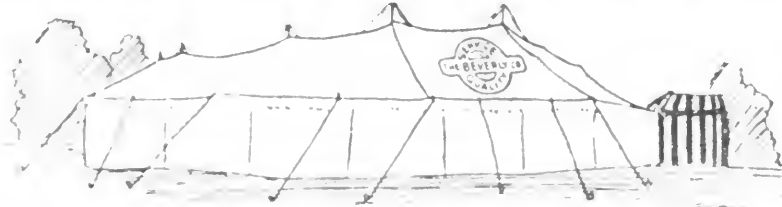
WONDERFUL HIGHLIGHTS

BUY FROM THE HOUSE THAT DELIVERS ON TIME.

NEVER DISAPPOINTS

## DRAMATIC OUTFITS A SPECIALTY

Driver's Improved  
Theatrical Tents



Perfect  
Tented Theatres

## SALESBOARD OPERATORS

GET OUR SAMPLES

The Niftiest DOLLS at the LOWEST Prices.

Largest and BEST Line of NOVELTY DOLLS

PILLOW TOPS

CHINESE BASKETS

A LARGE STOCK OF

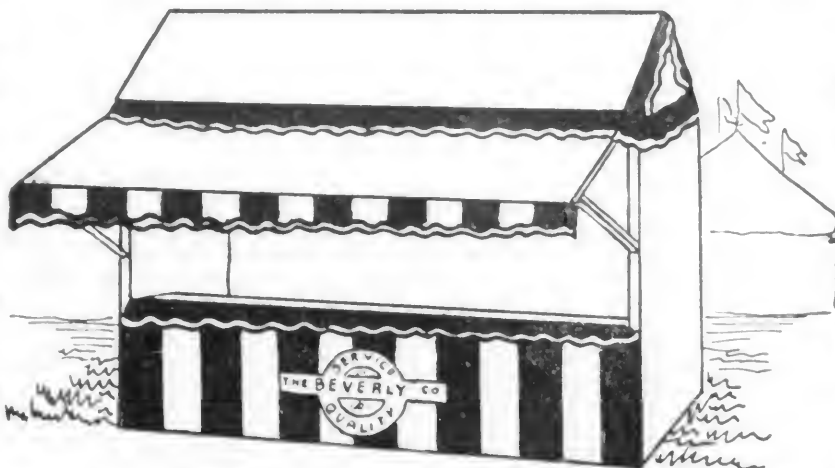
## CONCESSION TENTS



AMERICAN BEAUTY

No. 30  
With hair wig, 14 in. high

Get  
Our  
Lat-  
est  
Cata-  
log  
for  
All  
Styles  
of  
Dolls



ALL SIZES. WE CAN EXPRESS AT ONCE. BRAND NEW

Get  
Our  
Lat-  
est  
Sam-  
ples  
and  
Next  
Sea-  
son's  
Prices  
Now



BEACH BABE

No. 46  
With hair wig, 11 in. high

# THE BEVERLY CO.

218-220-222 West Main Street,

LOUISVILLE, KENTUCKY

Cable Address, BEVERLY

'Phone, Main 1594

Private Exchange, All Departments

SOARS OVER ALL

# C.A. WORTHAM

WHOSE PATH LEADS TO S

LOFTY  
AMBITIONS  
ATTAINED AND  
REALIZED



C.A. WORTHAM'S  
WORLD'S BEST SHOW  
35 CARS 35

A MERRY CHRISTMAS

A HAPPY NEW YEAR



Don't be  
worry and  
the yesterday  
tomorrow and  
day for the  
living, for  
tomorrow  
about yes

THE  
PUBLIC  
DESERVES  
THE  
BEST  
AT ALL  
TIMES

Clarence A. Wortham here-with avails himself of this opportunity and medium to thank all fraternal organizations, fair officials, and his capable staffs, Showmen and Concessioners, which triumvirate has so generously and cheerfully contributed to his remarkable season, for their hearty co-operation.

WORTHAM'S  
HOFFER & WAUGH  
GREAT ALAMO  
30 CARS 30

THE SU  
AMUSEM  
KIN

MOST  
WONDERFUL  
SHOWS  
IN THE  
WORLD



AMUSEMENT CATER

SOMETHING N

The LARGEST OF



AS DOES THE EAGLE

WORTHAM'S AMUSEMENT ENTERPRISES

SUPREMACY'S REALMS

C.A. WORTHAM'S  
GREATEST EXPOSITION  
SHOW 35 CARS 35

business,  
care, forget  
days, ignore the  
and live to-  
the joy of  
today is the  
you worried  
yesterday.

Having achieved  
goals founded on  
ambition and at-  
tained by cons-  
cientious effort.

Mr. Wortham  
anticipates  
the delivery  
to his  
patrons in

1921, attractions  
far superior to  
his established stand-  
ards, which are par-  
excellence.

THE GREAT  
WORTHAM  
BROS. SHOWS  
30 CARS 30

SUPER  
AMUSEMENT  
KING

TERS TO THE WORLD.

NEW AT LAST.

OF THEM ALL.

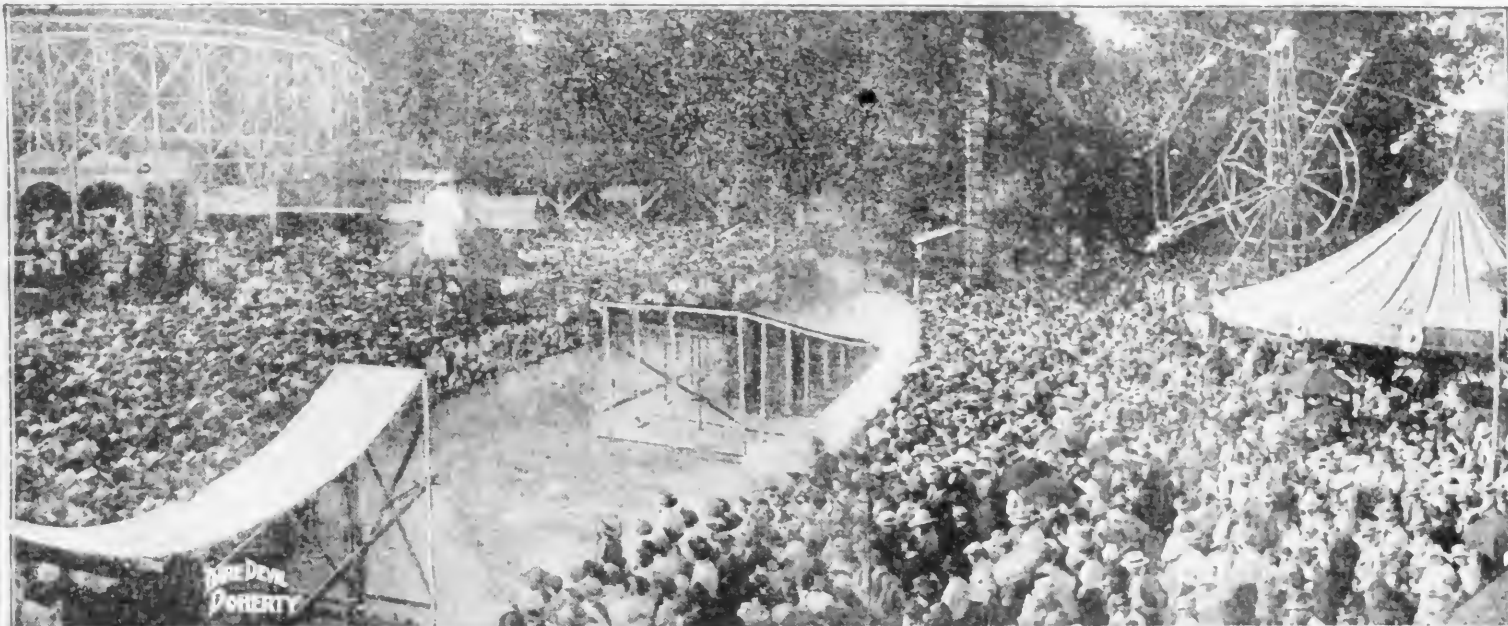


THE  
WIZARD  
OF  
THE  
OUTDOOR  
AMUSEMENT  
WORLD



# AMERICA'S MOST DARING CYCLIST DARE-DEVIL DOHERTY

"THE DARE-DEVIL OF THEM ALL"



An immense crowd witnessing DARE-DEVIL DOHERTY'S "LEAP for LIFE" at Exposition Park (formerly Cook's), Evansville, Indiana, July 25, 1920. This was the record-breaking crowd of the season, and the opening performance of Doherty's return engagement.

NOW MAKING HIS SENSATIONAL and DEATH-DEFYING "LEAP for LIFE" with a "BURNING FLARE" ATTACHED TO HIS BICYCLE.



Oletoing Park, Columbus, Ohio, Where Doherty Appeared for One Month.

THE NEWEST, BIGGEST AND MOST SPECTACULAR  
"OUTDOOR THRILLER" and "CROWD GETTER"  
OBTAINABLE

## POSITIVELY

RIDING THE HIGHEST LADDER INCLINE EVER CONSTRUCTED AND MAKING THE LONGEST LEAP EVER ATTEMPTED ON A BICYCLE.

MANAGERS, PARKS, FAIRS and CELEBRATIONS

Don't let the magnitude of the apparatus frighten you. I have complete portable apparatus, which I use on short railroad jumps. However, owing to the high cost of transportation, it is sometimes more economical on long trips to build a complete new apparatus, making it possible for me to jump anywhere.

If contemplating putting on a big outdoor attraction, you need take no chances, for you can see the act in its entirety, before you sign contracts, by sending for moving pictures taken at Spanish Fort Park, New Orleans. These pictures show the day and also the night exhibition, with the "BURNING FLARE."



THE FOLLOWING IS FROM THE BILLBOARD DATED OCT. 9, 1920, PAGE 62.  
DARE-DEVIL DOHERTY BIG DRAWING CARD

New Orleans, La., Sept. 24.—Spanish Fort Park, which was to have closed September 25, will remain open until October 5. At 10 o'clock today Doherty for two weeks, ending September 25, at Spanish Fort Park, Doherty, chairman of amusement acts at the park, when we intended to close the park for the season. However, Doherty proposed such a device, and, breaking all previous crowd records, during his first two weeks, had the complete, popular to extend Doherty's stay at the park, and keep the park open until October 5.

Doherty has, it is said, been successful in giving special exhibitions for the park, and has been very popular, which are among special reading matter of his wonderful work. Last night he took his ride with a burning flare attached to his bicycle and made a successful jump.

"I am glad to see," says Mr. Doherty, "that we first became interested in Doherty thru reading his act in the Billboard, and we are in hopes of having him with us again next year."

### WHAT OTHER MANAGERS SAY:

MR. A. L. RIESENBERGER, General Manager, Coney Island, Cincinnati.  
Doherty's thrilling and sensational "Leap for Life" will increase your attendance.

MR. H. W. ENGLISH, Manager, Exposition Park, Evansville, Ind.:

Doherty's act is a winner for any park looking for a big sensational attraction, and is bound to pull in a big crowd. His act gave such universal satisfaction last summer that we have been listed for a return date next summer, making his third engagement at our park.

SPECIAL ONE AND SIXTEEN-SHEET FOUR-COLOR LITHOGRAPHS

NOW BOOKING SEASON 1921. FOR OPEN TIME AND TERMS ADDRESS

**DARE-DEVIL DOHERTY,**

CARE THE BILLBOARD, CINCINNATI, OHIO.

MERRY XMAS AND HAPPY NEW YEAR TO ALL





# JERSEY RINGEL

THE ACE OF ALL AIR ACROBATS

RINGEL is the ORIGINATOR and EXCLUSIVE PRODUCER of the **LOOP-THE-LOOP WHILE STANDING ON THE TOP WING WITH HANDS ABOVE HIS HEAD**

This act has never been accomplished, except by Ringel. He and his two pilots, "Billy" Brock and "Jimmy" Faulkner, are now practicing a new sensation which will be presented exclusively by the Jersey Ringel Aerial Circus during the 1921 Fair Season.

## Ringel Is an Originator, Not an Imitator

Ask any of the following, who have seen his work during the past few months:

- |  |  |  |
|--|--|--|
| <b>J. W. RUSSWURM, Secy.</b><br>Tenn. State Fair, Nashville, Tenn. | <b>J. L. DENT, Secy.</b><br>Ala. State Fair, Birmingham, Ala.  | <b>H. D. FAUST, Secy.</b><br>East Tenn. Div. Fair, Knoxville, Tenn.      |
| <b>MORT. L. BIXLER, Secy.</b><br>Gulf Coast Fair, Mobile, Ala.     | <b>R. M. STRIPLIN, Mgr.</b><br>Southeastern Fair, Atlanta, Ga. | <b>MISS MABEL STIRE, Secy.</b><br>Mississippi State Fair, Jackson, Miss. |
| <b>A. H. GEORGE, Secy.</b><br>Miss.-Ala. Fair, Meridian, Miss.     | <b>GENE FLEMING, Secy.</b><br>Savannah Fair, Savannah, Ga.     | <b>RALPH HANKINSON,</b><br>Auto Race Promoter.                           |
| <b>JOHNNY J. JONES,</b><br>Johnny J. Jones' Show.                  | <b>I. J. POLACK,</b><br>World at Home Shows.                   | <b>ALEX SLOAN,</b><br>Auto Race Promoter.                                |
|  |  | <b>RUOHS PYRON,</b><br>Rome, Ga., Fair.                                  |

**RINGEL ALSO CHANGES PLANES WITH OR WITHOUT A LADDER AND PERFORMS MANY OTHER EXCLUSIVE AIR ACROBATICS. HE HAS NEVER MISSED AN ENGAGEMENT.**

FOR OPEN TIME ADDRESS

**JOSEPH R. CURTIS, Manager Jersey Ringel Aerial Circus, Chattanooga, Tenn.**

### SUCCESSFUL YEAR

For the Norwich (Conn.) Fair Reported at Annual Meeting—Officers Elected

Norwich, Conn., Dec. 9.—That the past year had been a most successful one and prospects bright for the future was the tenor of the report for the year 1920 at the annual meeting of the London County Agricultural Society here. Following the report of the secretary the annual election of officers was held, all of the old officers being elected, as follows:

President, Elmer B. Pierson; secretary, Gilbert S. Raymond; treasurer, Albert J. Bailey. The names of the directors follow: T. Judson Miner, Fitchville; William W. Beckwith, Norwich; George A. Kahn, Franklin; Griswold H. Morgan, Salem; Joseph A. Clark, Ledyard; Allison B. Ladd, Jr., Sprague; John D. Avery, North Stonington; Edward N. O'Brien, Montville; Clark Woodmansee, Preston; Dan D. Home, Montville; Edward A. Hoxie, Lebanon; Ray Harding, Lyme; Charles I. Beebe, Salem; Frank E. Flich, Norwich; Lyman I. Chapman, Norwich; Charles D. Greenman, Norwich; Casper K. Bailey, Norwich; J. Lawrence Raymond, Lyme.

Charles A. Grager, Jr.; George A. Kahn, of Franklin, and Charles D. Greenman were elected auditors.

The report of the secretary on the financial condition of the association was highly gratifying. "The income from the gate receipts, grandstand, privileges, midway, main hall and all other sources far exceeded any other year in the history of the society," said the report. Continuing, it says, "The expenses were kept down to the lowest figure, and the net cash profit during the year was \$5,352."

Owing to this fortunate combination of circumstances and the fact that the attendance and receipts of the fair were larger than ever before the treasurer was able to pay the \$4,000 balance due on the mortgage at the Chelsea Savings Bank, which leaves a cash balance on hand of \$2,476-\$2,000 of which is deposited in the Chelsea Savings Bank.

The growing sentiment for the year-round use of fair grounds was reflected in Secretary Raymond's report. On this subject Mr. Raymond says:

"The property of the society is exempt from taxation and the people of the town and county have the right to demand a valuable return to them, also why should it be exempt? Instead of being in use the one week of the fair these twenty-five acres should be of some public use every week of the year. The grounds could be used as a People's Park, where football, baseball and all other athletic sports could be carried on, tennis courts, trapshooting grounds and rifle ranges laid out, and similar uses made of it without any expense to the society and greatly for the benefit and well being of the people of Norwich and vicinity."

The report of the treasurer, Albert J. Bailey, showed the most successful year in the history of the society. The total receipts for the year were \$10,613.80. Balance from last

year was \$1,123.19. A mortgage of \$4,000 was paid off. This year's balance is \$2,478.68, of which \$2,000 is deposited in the Chelsea Savings Bank. The gate receipts were \$10,551.90. Grand stand receipts amounted to \$2,239.35, the largest ever known. There was paid out for premiums \$1,699.35, for horse racing \$1,665, for amusements \$1,415.50, for repairs and permanent improvements \$836.89, for help \$1,830.78.

### BUILDING PROGRAM

Of Canadian National Exhibition Will Involve Expenditure of Large Sums

The building program of the Canadian National Exhibition, mention of which was made in these columns in a recent issue, will involve the expenditure of large sums, according to the plans announced.

At the recent meeting of officers of the exhibition and municipal and provincial officials Mr. Kent, president of the exhibition association, pointed out that the building program was a pretentious one. It developed during the discussion that the proposed new Pure Food Building would cost approximately \$150,000 and would be about 400 feet long. It will be built along the lines of the present Transportation Building, which the exhibition board considers the ideal exhibition structure. In all cases where new buildings are asked for Mr. Kent said the policy of the directors was to assure in advance that the interests to be represented must guarantee the maintenance, interest and sinking fund and so relieve the taxpayers of the burden.

### BRAZIL EXPOSITION

Elaborate Plans for Centenary of Brazil's Independence

Elaborate plans are under way for the celebration in 1922 of the centenary of Brazil's independence, including an International Exhibition to be held in Rio de Janeiro during July and August, an agricultural show, and the anniversary of Independent Day on September 7. Arrangements will be made, it is announced, for the repetition of the exhibition afterwards in Sao Paulo.

Have you looked thru the Letter List?

### BEAVER DAM FAIR

In Excellent Financial Condition, Report Shows—Harvey Re-Elected Secretary

Beaver Dam, Wis., Dec. 7.—The annual meeting of the Dodge County Fair Association was held at the City Hall November 27, with an exceptionally large attendance. The morning session was devoted to committee work, and at the afternoon session the following officers were elected for the ensuing year: President, J. P. Riordan, Mayville; vice-president, L. C. Pautsch, Juneau; secretary, C. W. Harvey, Beaver Dam (28 years' service); treasurer, H. B. Drake, Beaver Dam (20 years' service); marshal, E. E. Hopkins, Beaver Dam. Executive Board: J. P. Riordan, Mayville; L. C. Pautsch, Juneau; C. W. Harvey, Beaver Dam; M. L. Lueck, Juneau; P. W. Rogers, Beaver Dam. Board of Directors for three years: J. K. Wallace, Fox Lake; F. W. Rogers, Beaver Dam; S. R. Webster, Columbus.

R. T. McLaughlin, Beaver Dam, was chosen superintendent of grounds. Other superintendents chosen include the following: Privileges, E. E. Williams, Beaver Dam; gates, L. C. Pautsch, Juneau; speed, Geo. Hickey, Rolling Prairie; grand stand, N. H. Berigan, Fox Lake. The finances of the association are in fine condition, as shown by the financial report, which shows that of all bills have been paid there will be a balance of \$13,050 in bonds and cash on hand. This represents a gain of between \$7,000 and \$8,000 over last year, and indicates that the attendance at the fair this year was larger, despite the disagreeable cold weather that prevailed thruout the week of the 1920 fair.

The question of changing the time of the annual meeting to an earlier date was discussed, when it was found that a two-thirds vote of the stockholders, either in person or by proxy, would be required to make the change legally, so when the meeting adjourned it was to Saturday, December 18, when the question will be considered. The next Dodge County Fair will be held on September 26, 27, 28, 29 and 30, 1921.

### SAC COUNTY FAIR

Elects Officers for 1921—Last Fair Showed Profit

Sac City, Ia., Dec. 8.—The annual meeting of the Sac County Fair Association was held in Sac City, Ia., on November 26. L. E. Irwin, H. J. Dreyer and Thea Inzer, all of Sac City, were elected directors to succeed themselves for two-year terms. L. E. Irwin was elected president, W. W. Rhoades vice-president, W. F. Weary secretary, all re-elected, and George B. Perkins, treasurer, succeeding F. S. Needham. The secretary's report showed a net profit for the year of \$2,574, \$1,500 of this having been spent for new buildings. The report also showed the largest attendance in the history of the fair.

Plans are already under way for a larger and better fair for 1921.

## Holiday Greetings

To fair secretaries, managers and other fair officials, and to everyone in any way connected with the fair world, heartiest and sincerest Christmas greetings. May you and yours enjoy to the full the health and happiness that is your due—and if you have health and happiness you will, assuredly, have prosperity.

For most of you 1920 was a successful year. For a few adverse conditions caused disappointment, but that is something that may happen to any of us and must be reckoned as a part of the game. One bad year is no reason for giving up, and you're not the kind of fellows that will let one disappointment dishearten you. 1921 is another year, with infinite possibilities for the fair secretary who will go at the game enthusiastically, wholeheartedly and with a determination to win.

Right now is a good time to make a start for the biggest year in the history of your fair. Do it by forgetting all about the fair for the next few weeks and giving yourself unreservedly to bringing happiness into the lives of those who are near and dear to you. Make this a real holiday time, with the spirit of good cheer pervading your every act. You CAN do it, and if you DO you'll find yourself fit as a fiddle to start the new year with a spirit that will ride rough-shod over difficulties and land you plump in the success column.

Try it. It doesn't cost anything, but it's worth a heap to you. Preaching? No, just a friendly tip from experience. Anyway, I'm going to take a big chunk of my own advice, and I've got an abiding faith in the results.

MERRY CHRISTMAS!

THE FAIR EDITOR.

ON FIRMER BASIS

Northeast Texas Fair Will Be Placed

Pittsburg, Tex., Dec. 8.—That the Northeast Texas Fair will be placed on the best financial basis in its history for the coming year was evidenced when a large number of the leading business men of the city got together at the Chamber of Commerce a few days ago and formulated a broad and comprehensive plan for the liquidation of all outstanding notes and accounts.

The meeting was presided over by W. C. Hargrove, president of the association, who outlined the situation fully. An expense budget of the last fair was submitted, also a summary of all previous outstanding notes and obligations.

Realizing the future of the fair and taking into consideration the splendid success that it achieved in the past eleven years, those present expressed hearty approval of a plan to accept the fair's notes and clean up all old indebtedness. In a few minutes' time subscriptions to the amount of \$12,500 were made. The notes will be secured by the property of the fair. A committee was appointed to see the business men who were not present and any others who desired to make the fair a loan.

Under this plan, which will probably enlist a hundred or more of the leading men of the country, the fair will have a most valuable backing and will be placed in a better position than ever to give this section of the State such a fair as it deserves.

The Northeast Texas Fair has a fair grounds covering sixty acres and located only a few blocks from the business center of the city. Grounds and buildings are in excellent condition and there is a first-class half-mile race track. The fair embraces fourteen counties and is said to be the second largest and most unique fair in Texas.

W. C. Hargrove is president of the association, L. R. Hall and S. R. Greer vice-presidents and F. W. Maddox secretary and manager.

NEW FAIR CIRCUIT

Is Proposed for Virginia and North Carolina—Meeting To Be Held January 7 and 8

Lynchburg, Va., Dec. 8.—A letter has been sent out to a number of fair secretaries in Southern Virginia and Eastern North Carolina asking them to attend a meeting to be held in Petersburg January 7 and 8 with a view to organizing a new circuit, which it is thought could be made helpful in advancing the interests of these fairs and in saving them money in various ways.

The Virginia fairs whose representatives are invited already are members of the Virginia Association of Fairs, but the section of the State in which they are situated is very different from that in which the others on the circuit are located, and it is thought it would be more advantageous for them to unite with some of the North Carolina fairs in adjacent territory.

PAGEANT PLANS CHANGED

Cincinnati Tercentenary Committee Decides Upon Smaller Celebration

Because of present business conditions, which according to many members of the committee appointed to arrange for Cincinnati's Pilgrim Tercentenary Celebration present an obstacle too great to overcome, Cincinnati will abandon the movement for a gigantic spectacle which has been in progress for several months.

It was originally planned to give a mammoth pageant to be staged by Percy Mackaye, the playwright, whose fame as an author and producer of pageants is world wide, in which 10,000 Cincinnatians would take part in an amphitheater or stadium on the University of Cincinnati grounds, built to seat 50,000 persons. The Tercentenary Executive Committee, of which B. H. Kroger is chairman, is heartily in favor of putting on a spectacular feature of this magnitude in August, 1921, but felt that the time was too short in which to obtain the necessary guarantee funds, estimated at



The Thaviu's Band

is no experiment. This is its 16th season. This organization long ago became an American institution, with the record that not a single engagement has ever been played that has not been repeated. Owing to the growth of business it has been found necessary to change the headquarters to Canton, Ohio, midway between the East and West.

# America's Greatest Outdoor Attraction



Al Wilson

**AND HIS FLYING CIRCUS**  
NEVER DISAPPOINTS

Stratford Hotel  
Chicago, Ill.



Changing Planes in Flight  
Without Rope Ladder  
or other Safety Devices



## Supreme State Fair Attraction

**3 FEATURE ACTS** Sensational Parachute Leap From Airplane. Al Wilson Changing 1920's RECORD of SUCCESS  
Planes in Mid Air. Night Flights 'Mid Flaming Fireworks.

Regardless of rain or wind he never missed a flight in a continuous daily schedule at the following State and County Fairs: Minnesota, Illinois, Kentucky, Galesburg, Ill.; Kankakee, Ill.; Iowa, Virginia, Peoria, Ill.; Plattville, Wis.; Decorah, Ia. Now booking for 1921. Wire or write.

Xmas Greetings To All

From

The DUTTONS SOCIETY EQUESTRIANS

\$500,000, particularly in view of the temporary business depression.

Dr. Condon said if the committee felt that that amount of money could not be raised for so vast an enterprise, that anyway the school children of Cincinnati would celebrate this historic event in a noteworthy and creditable manner, but \$25,000 would be required to carry it thru.

Fred Geier, a member of the committee, said Dr. Condon's suggestion was praiseworthy and he felt sure that those gathered in the room immediately would raise a guarantee fund of \$25,000. He started it with \$1,000, B. H. Kroger put his name down for \$1,000, and before the meeting was over Dr. Condon's fund of \$25,000 was assured.

Notwithstanding that the Tercentenary Committee voted not to go ahead with the \$500,000 pageant at this time, it was decided to keep the committee intact so that some time in the future a like event, on a very large scale, would be inaugurated and financed to the end that the men, women and children of Cincinnati would cooperate in making it a success, thus attracting the attention of the entire country by Cincinnati's enterprise.

CARO (MICH.) FAIR

Likes the 'Year 'Round Use of Fair Grounds' Plan

Among the fair associations that have taken up the plan of year 'round use of fair grounds is the Caro Fair Association, Caro, Mich., one of the most progressive fairs in the State. Some time ago, following the publication of an item on the subject, the fair editor received a letter from J. W. Braun, who signed his letter: "With, for and part of the Caro Fair," which contains so much that may be of interest to other fair men that it is presented herewith:

"Editor Fair Department—I wish to join with you in your campaign for 'year 'round use of fair grounds,' and believe it should be taken up seriously by every fair association. Plans along this line are already under way here, and it appears to appeal to all the live wires in town. Surveys are expected to make a plan of the grounds within two weeks so that a standardized method may be pursued in the construction to be gone into extensively early next spring with the 'year-round' plan apparent in mind.

"I am rather enthusiastic on this point, as are all the other members of the executive board, and if you like I shall be pleased to write up your plans along this line. Inasmuch as this, like most good fair towns, is a comparatively small town, where really the best entertainment of the year is presented at the fair, it stands to reason that such features and departures that interest thousands at one period of the year may be made equally popular at other times as well.

"With this very purpose in view we are having plans made for a rather large new merchants' exhibit building that may also readily be converted into sort of an auditorium or community building; the advance plan is for a sort of casino effect above the first floor, and

strictly sanitary toilets, rest rooms and conveniences in the basement. Tunnel passageways for pedestrians are also practically a certainty. These are to be constructed under the race track, to eliminate possible danger in this respect, also annoyance to those directly interested in the racing program. This I believe to be a new feature on any fair ground and may well be adopted by every fair association. In our case the cost of policing the track in this connection would go a considerable way toward defraying the expense of the improvement, besides the additional freedom to pedestrians and race enthusiasts, to say nothing of possible liability to the association in case of serious accidents or fatalities, which are not altogether unreasonable to expect at any mass gathering where discretion is more often than not either forgotten or disregarded.

The Caro grounds are located within the corporate limits, making them easily accessible at all times, and aside from popularizing the fair and grounds for subsequent benefit to the fair itself, the many advantages to be gained by the "year-round" use of the grounds are insistently in demand in this town, and so far as I know the same applies to ninety per cent of places having fairs in Michigan alone.

"I don't know how such plans will actually work out, but they will be tried here. Don't know either whether they run along the same channels of those you have in mind, but if we can be of mutual assistance in this respect—and to the rest of the fellows, too—by all means let's 'start something.' If I can be of any assistance in this matter please do not hesitate to push the buzzer; never afraid to start; whether we're in on the finish or not makes little difference. If we can't finish maybe someone else can."

GROUNDS PURCHASED

By the Bluefield (W. Va.) Fair Association—Improvements To Be Made

Bluefield, W. Va., Dec. 9.—The Bluefield Fair Association has purchased the Bluefield Fair grounds, which consist of forty-two acres. The consideration was not made public. Fair association officials stated that this has been one of the biggest handicaps to the association, and now that the association becomes owner of the grounds there remain no obstacles in their path to make the Bluefield Fair one of the finest in the State. In addition to this property the association has also acquired three adjoining acres at the east end of the grounds. During the next two years the association contemplates the erection of several fine buildings on the property and a considerable change in the present layout. The first improvement contemplated is to have a landscape artist beautify the property, and this will be started immediately. Secretary Orey made arrangements for the completion of the grading on the interior of the race course, which will be planted in grass and made one of the most attractive athletic grounds in the State.

M. A. Fishery of Chicago has been elected president of the American Road Builders' Association. The 1921 convention will be held in Chicago the week of February 7.

ELEVATING INFLUENCE

On the Fairs of Wisconsin Is Exerted by State Board of Health Inspection

In a recent issue of The Billboard mention was made of the way in which the State of Wisconsin safeguards the health of the public at its fairs, thru the inspection of lunch stands on the fair grounds and insistence on sanitary conditions being maintained.

It is not alone in the matter of fair grounds lunch stands, however, that the State Board of Health is doing a good work for the fair and the public. Its inspectors also have supervision over the amusements at the fairs and thereby exert an elevating influence upon the fair as a whole if their work is done conscientiously and without any show of favoritism. Speaking of this phase of the work The Wisconsin Hotelman says:

"The State inspectors utilize some of their time at fairs by exercising official supervision over amusement concessions and games. This is done in co-operation with the Secretary of State, who deputizes them for this work in order to avoid duplication of inspection. This work interferes in no way with their restaurant inspection functions, and it contributes to the public advantage in many ways.

"The day of the immoral show at county fairs is gone in this State. Fair managements have co-operated so effectively with the State to this end that the result has come about quickly. Fairs can run and make money without degrading spectacles and shows that menace public morals. Wisconsin has proven it. Showmen know the Wisconsin regulations, and no longer presume to force upon Wisconsin fairs many exhibitions which in some other States are permitted without hindrance.

"Games of chance also are barred from Wisconsin fair grounds. The inspectors have full jurisdiction over these devices, and sometimes are compelled to draw the line closely on games where there is little to choose between skill and chance. But, notwithstanding all this, it is not noticeable that the crowds that have thronged the fairs during the 1920 season enjoyed less than a full measure of amusement and diversion. Concessionaires invariably made money, and outlawed devices were not necessary to assure the success of their ventures."

BABCOCK-CALVERT IN NEW YORK

New York, Dec. 8.—Oscar V. Babcock, cyclist, who loops-the-loop, and the Great Calvert, high wire artist, arrived in town last week from Florida. They closed at the State Fair and Exposition in Jacksonville Saturday, November 27, after a successful eight weeks' engagement. Calvert was in South America for three months the past winter. It is possible that both Babcock and Calvert may accept a ten-day engagement at the Gasparilla Carnival and South Florida Fair in Tampa next February. Just now they are taking a brief vacation.

Have you looked thru the Letter List?

EDDIE (COY) McHUGH

AMERICA'S MOST DARING AERONAUT.  
Making 1, 2 and 3 Parachute Leaps from one balloon. Now booking season 1921. Write or wire EDDIE (COY) McHUGH, 3625 Brooklyn Ave., Kansas City, Missouri.

ATTRACTIONS WANTED

For Fairs and Celebrations, Season 1921. Ready to give good, reliable Acts right to ten weeks' contract. Nothing too big.  
WANT TO BUY COMBINATION BAGGAGE AND SLEEPING CAR.  
SIOUX CITY FAIR BOOKING OFFICE, INC., 217 Massachusetts Building, Sioux City, Iowa.



# Oscar V. Babcock

OFFERS FOR THE SEASON OF 1921

## THE LARGEST SENSATIONAL THRILLER IN THE OUTDOOR AMUSEMENT FIELD

Standard Attraction, Elaborately Costumed, No Failures, Guaranteed To Draw Anywhere. Positively Performed as Advertised. Beautifully Illuminated. Prefer To Book Direct.

## This Is the Biggest, Most Sensational and Flashiest Act in the World

FOR OPEN TIME AND TERMS ADDRESS

**OSCAR V. BABCOCK,** . . . . . **3 Sturgis Street, Winthrop, Mass.**

### "THERE'S A REASON"

For the Tri-State Fair at Superior, Says Secretary Mackey

One of the fastest growing fairs in the Northwest is the Tri-State Fair at Superior, Wis., of which Frederick Mackey is secretary. And in advertising it Mr. Mackey has "cribbed" a slogan from a well-known breakfast food. "There's a reason," he says, and he proceeds to give not one reason, but many. He gives an interesting account of the fair's growth from a small vegetable display to its present "State fair" proportions. Here's what he has to say about it:

"Like many another thing in agricultural and other lines, right here in the Lake Superior country, while many were saying 'it can't be done,' the board of directors of the Tri-State Fair, supported by other men who believed it could be done, have gone ahead and done it. They have made a fair. They have made a Northwest institution. The board of directors has changed little in recent years and the very men who have 'made' the fair are still active members of the board, will remain as officers and directors, and will keep on for many years, doing more each year in the very important work so excellently commenced. The use of the word 'commenced' needs a word of explanation, because, as a matter of fact, the work is far advanced. However, it is assured the fair has many years of rapid growth and development immediately ahead of it. People marveled in 1919 at the size of the exposition, as to agricultural exhibits, free amusement attractions, races and other features, and yet the fair in 1920—a 5-day exhibition—was designed on a scale which is very tersely expressed, as to every department and every feature, in three words: 'More than double.'

"Back ten years or more Superior had its agricultural display and show. These shows were held in any available building that was large enough, the building supplemented with tents on adjoining vacant lots. This plan served to nurture the fair idea along for several years, and every year the show was requiring more room. Early in 1916 the possibilities of the permanent fair had been so fully recognized that far-seeing men of Superior and Douglas County got together and provided a site for the fair grounds. The Dean tract, 40 acres, two miles south of the business section, on the car line and on the main highway south of Tower avenue, was leased by the city of Superior to the Fair Association for a long term of years at a nominal price. It has been held as park property.

"When the patrons of the fair went out for the first time to the new fair grounds in 1916 they saw a grand stand, the race track and one barn as permanent structures. They also saw tents, a veritable city of tents, for it required much canvas to accommodate the many who would show stock and make farm displays at the new fair. The Fair Association opened the 1920 fair with the same race track, greatly improved, the grand stand enlarged, the stock barns increased to four, a race horse barn, an office building, a cafeteria building, a dining hall, a women's rest room and various other buildings with a total valuation of \$60,000, the fixing of the price being based on building values as they were a year and a half and two years ago.

"The Tri-State Fair race track is pronounced by horsemen and racing men generally to be the best and fastest half-mile track in the Northwest. The stakes and purses offered bring the very best racing horses there are in the country, the same class of horses, in fact the same horses, that race at the State Fairs.

"The Tri-State Fair is a Wisconsin and Douglas County and a Superior institution only in its origin and its location. Nearly all departments are open to all comers as exhibitors, just as a State Fair is."

The officers and directors of the Tri-State Fair for 1920 were: Wilbur Ross, Superior, president; H. Bruce Johnson, Dewey, vice-president; T. J. Hoth, Superior, treasurer; Frederick Mackey, Superior, secretary. Directors: J. W. Conner, Ironde; Otto B. Schmidt, Foxboro; Charles Cole, South Range; Roy Guest, Gordon; Ernest Johnson, Wentworth.

Col. W. F. Garth has been elected president of the Madison County Fair Association, Huntsville, Ala.; Aaron Fleming, vice-president; W. H. Hutton, second vice-president; D. C. Finney, secretary, and R. E. Spragins, treasurer.

### "DICKMAN" SHOOTING GALLERIES

KNOWN THE WORLD OVER.  
Send for Catalogue.  
JNO. T. DICKMAN COMPANY,  
245 South Main Street, Los Angeles, Calif.

## CANDIES

Full Line Special Packages

### For Candy Wheel Trade

Write for Prices.

**FRANK E. BLOCK CO., Atlanta, Ga.**

FIRST CLASS SHOW The Maryland State Fair and Agricultural Society  
Wanted by

Conducting the

## NEW TIMONIUM FAIR

In the suburbs of Baltimore

Dates: SEPTEMBER 5, 6, 7, 8, 9 and 10, 1921

Address: M. L. DAIGER, Ass't Sec'y and Treas., 350 Equitable Building, BALTIMORE, MD.

## THE GREAT SKI JUMPER

Champion of the world. A brand new sensational novelty for Fairs, Parks and Celebrations. Has received world-wide publicity in all the principal newspapers and magazines marveling at his hair-raising stunts. Big apparatus is carried for this act. For time, terms and particulars, address S. SIEGFRIED, care Billboard, Chicago, Ill.

### YOUR FAIR GROUNDS AND BUILDINGS

WILL NEED REVISION OR EXTENSION TO ACCOMMODATE YOUR GROWTH. WRITE NOW.

#### PEARSE, ROBINSON & SPRAGUE

Specialists in the Design of Fair Grounds and Buildings.

DES MOINES.

35 SO. DEARBORN ST., CHICAGO.

OMAHA.

WE desire to extend our sincere thanks to the members of the OHIO FAIR CIRCUIT for the courtesy extended during the meeting of Fair Secretaries at Toledo, Ohio, December 6 and 7.

### NATIONAL ATTRACTIONS CO.

405 Johnston Bldg.,

CINCINNATI, O.

O. M. YOUNG, Manager

CHAS. WUEST, Field Manager

## RUTA'S BAND

NOW BOOKING FOR 1921 SEASON.

Open for Parks, Chautauques, Fairs or any high-class amusements. For open time and particulars address

PROF. O. RUTA, Director and Manager, 1848 Park Avenue, New York. Telephone, Harlem 2036.

BUY DIRECT FROM THE MANUFACTURER.

### WIGS For KEWPIE DOLLS

READY TO PUT ON.

Made of the finest quality hair, with Marcel Wave. All shades always on hand.

**\$12.00 per HUNDRED**

G. SHERMAN

173-77 Lafayette Street,

NEW YORK, N. Y.

WE'RE BOOSTING YOUR GAME. BOOST OURS—MENTION THE BILLBOARD.

### SPLENDID VAUDEVILLE SHOW AT FAIR MEN'S BANQUET

Chicago, Dec. 6.—One of the most unique and best managed events held here last week was the dinner of the American Association of Fairs and Expositions held to celebrate their 30th annual convention, at the Hotel Sherman. It was attended by many prominent fair managers and showmen, and there was a splendid entertainment of vaudeville which had been arranged by the United Fairs Booking Assn., T. A. Wolfe's Superior Shows, Alex. Sloan, Ruth Law, Johnny J. Jones, C. A. Wortham, Con Kennedy, Gordon Fireworks Co. and the Theatre-Duffield Fireworks Co.

Among the acts on the bill were the Oxford Quartet, Mlle. Theo. Helves, dancer; Hunter and Shaw, the banjo girls; Swan Wood, novelty dancer; Lewis and Norton, comedy team; Harry Gilbert, monologist, and the Fashion Revue, with a big and lively chorus of pretty girls. During the dinner the members of the International Association came over from the Auditorium and mingled with the American members in the warmest spirit of amity that has ever existed between the two national fair associations.

### WILL SEEK STATE AID FOR RIVERSIDE FAIR

Riverside, Cal., Dec. 8.—State aid for the Riverside Fair will be sought from the next Legislature by the Southern California Fair Association, according to announcement by the directors. The fair property is valued at \$40,000, that amount including \$13,000 worth of improvements made this year.

A committee has been appointed to place the fair's needs before the Legislature.

### AUTO POLO TEAM HOME

Tom Brown advises that he has received a letter from Manager Vincent C. Minnsman, of the Original American Auto Polo Team, stating that they would arrive in New York City December 4 from South America, where they played for ten weeks, including four weeks in Chile. They also played thru Florida and Cuba the past year. The season has been an excellent one, they report, and it is their intention to play the same territory next season.

### ELYRIA OFFICERS ELECTED

Elyria, O., Dec. 6.—At the annual meeting last week of the Lorain County Agricultural Society the association chose J. L. Edwards, of Oberlin, president, and Hugh Harris, of this city, secretary for 1921. Preparations for the 1921 fair have been started. Improvements to the county fair grounds to start next spring are planned, but nothing definite has been announced.

### PLANNING LARGER FAIR

The first Madison County Fair at Madison, Fla., was such a tremendous success, financially and otherwise, that the association is already laying plans for the coming year and an even larger fair will be held there next November.

## Paddle Wheels

BEST EVER.

32 Inches in Diameter.

- 60-No. Wheel, complete.....\$11.00
- 90-No. Wheel, complete..... 12.00
- 120-No. Wheel, complete..... 13.00
- 180-No. Wheel, complete..... 14.50

### PAN WHEEL.

16 Inches in Diameter. Complete with Pans

- 7-No. Wheel, complete.....\$12.00
- 8-No Wheel, complete..... 13.00
- 10-No. Wheel, complete..... 14.50
- 12-No. Wheel, complete..... 16.00

Amusement Devices, Dolls, Novelties, Serial Paddles, Sales Boards, Candy. Deposit with order. Send for Catalogue.

### SLACK MFG. CO.

128 W. Lake Street, CHICAGO, ILL.



# CARNIVALS AND HIS MAJESTY, THE BEDOUIN



## REVELATION IN INTER-OCEAN ATTRACTIONS IS PROMISED

**Winter Quarters at Northampton, Mass., and New York Offices Present Busy Scenes—George M. Bistany Searching Europe and Orient for Features—Bert B. Perkins General Agent**

New York, Dec. 9.—A recent interview with the executives of the Inter-Ocean Attractions at their New York office and a flying visit to their winter quarters in Northampton, Mass., revealed the fact that absolute confidence in the success and future of their big undertaking, known as the Inter-Ocean Attractions, prevails. The combining of two well-known amusement enterprises, together with the building and designing of many new and original novelties, is no small task, and at the rate work is proceeding and details are being completed, a midway par excellence will result for their opening date early in May, 1921.

Cablegrams from George M. Bistany, who is now scouring Europe and the Orient for new and sensational features, state that his mission has been most successful and startling surprises are in store. All of these imported novelties will be exhibited and exploited along entirely new lines with the Inter-Ocean Attractions and the show world will have plenty to talk about this coming season, according to General Manager Leo M. Bistany.

General Agent Bert B. Perkins is now dividing his time between the road and the New York office, and he is fast laying out a route worthy of the unique character of the aggregation. Leo Bistany divides his time between winter quarters and the New York office, supervising details at both ends. The winter quar-

ters are in charge of Secretary C. H. Martin, who seems to instill his marvelous amount of "pep" into the score or more of workmen there. Optimism and activity are running hand in hand, which probably in a measure accounts for their wonderful progress.

### WOLFE'S SUPERIOR SHOWS

**Only Outdoor Amusement Organization Wintering on Fair Grounds at Louisville**

Louisville, Ky., Dec. 10.—In spite of rumor and a story printed in another amusement journal, there is only one show in winter quarters at the State fair grounds here. It was reported that Howe's Great London Shows

and another carnival had made arrangements to store their equipment here, but according to G. Farney Cross, secretary of the fair, only T. A. Wolfe's Superior Shows will winter at the fair grounds. The Superior Show train of thirty cars occupies the whole of the private trackage at the fair grounds and all of the available buildings have been secured by General Manager T. A. Wolfe for workshops in which to build new material and repair old equipment. There are only twenty-five people at the Superior Shows winter quarters, but after January 1 a real start will be made and skilled workmen will be engaged for the various departments. The office of the publicity department, which is under the direction of Sydney Wire, is at the State fair downtown offices on the 6th floor of the Republic Building, where all of the executive work of the business will be transacted.

### CONWAY & KELLEY SHOWS

Cottonport, La., Dec. 8.—Since buying the Leonard Amusement Co., the Conway & Jack Kelley Shows have succeeded in building up a nice winter caravan, consisting of the Southern Minstrels, with fifteen people, including a brass band; Lewis' ten-in-one pit show and fifteen concessions.

The shows last Saturday finished a four weeks' stand at LaCompte, La., with good business and favorable weather throughout the engagement. Cottonport is the stand for the current week, with more promises of success. Late arrivals include Chick Castle, William Hopper, of the Hopper Shows; Jack Allman, brother of Doc Allman and M. Heberg. This show will tour the South until spring, then route northward, and will add a merry-go-round by March 1.

Have you looked thru the Letter List?

### CLARK'S BROADWAY SHOWS

**All Departments Busy Overhauling in Greensboro (N. C.) Winter Quarters—Many New Features Promised for Next Season**

Greensboro, N. C., Dec. 8.—With the passing of the season of 1920 into history, Billie Clark, sole owner and general manager of Billie Clark's Broadway Shows, has turned his efforts toward the coming season, and has already begun to greatly enlarge and remodel his attractions. Immediately upon arrival at the Greensboro fair grounds, where the shows are to winter, a large crew of men were put to the task of building a private railroad track to accommodate the long train of cars which go to make up the "Broadway Limited," and no sooner had the cars been unloaded when painters began their work of dressing the entire train in a new cloak of a beautiful orange hue. City lights, water and telephones have been installed in the cars and winter quarters. In the riding device department the merry-go-round is being practically rebuilt, the Ferris wheel is being redecorated and the whirl, also in fresh colors, will be a mass of vari-colored lights.

Of the long list of shows, the most imposing will be the Trained Wild Animal Circus, which is being enlarged to a point that will place it in a class second to none. A Water Show and a Society Circus are also to be added features to grace the midway. In conjunction with the Arabian Nights, the Broadway Minstrels, Will West Arena, Circus Side-Show, Midget Village, "Shimmy Alley," Human Roulette, Athletic Arena, Palace of Illusions and others, yet unnamed, which are in the making. All will be behind beautiful new fronts, many of which will be mounted on wagons, and of carved wood.

Mr. Clark has announced that the Broadway Shows will not tolerate any form of gambling upon the midway, and only such shows as are fit for the entertainment of ladies and children will be presented. R. A. Josselyn has been engaged to serve in the capacity of general agent and traffic manager, and from all indications he is contemplating a route never before traveled by the "Broadway Shows," and including a long list of big summer and fall fairs. The season will open in North Carolina about April 1. In all there will be fifteen shows, five rides, two uniformed bands, two free attractions, a large number of concessions and three hundred people. The train will consist of twenty-five double-length cars.

### EHRING'S CALENDAR

The Billboard is in receipt of a very attractive calendar for the coming year, issued by the Ehring Amusement Co., Inc., of Columbia, O. While the calendar itself is of miniature construction, the 3x11 background is of heavy colored cardboard with an overlying card of lighter green hue and in which is inserted a beautiful color-print, signifying "Remembrance."



## Mirror Maid Doll

for holiday trade. Wig, net, hand painted bathing suit and 5-inch Mirror Oval, height 12 inches.

**A SURE MONEY GETTER, 75c each**

Packed 12 to case. Terms 1/2 cash, balance C. O. D. on each order, or cash with order. CATALOG ON REQUEST.

**B. & J. NOVELTY CO.**  
NORTH VERNON, IND.

### COOLEY AND CASEY

**Will Launch Tabloid Show**

M. G. Cooley, band leader on the Greater Alamo Shows, and C. M. Casey, advance and press agent on the same company, will sever their connection with the company at the end of the El Paso (Tex.) engagement and take out a musical tabloid show. Cooley and Casey will go to Los Angeles, where they will form the company, and will play thru the Northwest during the winter season.

## Steam Calliope

Used for Advertising for  
Excursion Steamers and Circus

THOS. J. NICHOL & COMPANY  
CINCINNATI, OHIO



Over Fifty Years of Exclusive  
Carrousell Building  
(Established 1867)

**DENTZEL  
CARROUSELS**

Mechanically and Artistically Perfect.  
WM. H. DENTZEL,  
3641 Germantown Ave., Philadelphia, Pa.

CONCESSION	8 x 10
<b>TENTS</b>	10 x 12
	10 x 18
	<b>IN STOCK</b>
<b>CATHOODS and CATS</b>	
"With the Real Trick"	
<b>NORTHWESTERN BALLOON &amp; TENT CO.</b>	
1635 Fullerton Ave.,	
Long Dist. Phone	<b>CHICAGO, ILL.</b>
Diversey 3800.	

# Northwestern Shows

A MODERN MIDWAY COMPANY, COMPLETE IN EVERY DETAIL

The Staff is composed of men that have been with us for many years, men that are recognized leaders in the outdoor amusement world. The Equipment is the best that money can buy and kept in the best of condition. All Riding Devices, which include a 1920 Model Whip, are owned by us. Our Concert Band is the largest and best carried by any Carnival company in this territory.

**ALL LEGITIMATE CONCESSIONS ARE OPEN.** Neither the management nor any employee operates or is interested in any Concession. This makes it that all get an even break in regards to locations, etc. A few games are sold exclusive, but no article of merchandise. You can use anything you like for prizes. Rates are very reasonable and include electric current and railroad transportation.

**WE CAN PLACE** several money-getting Shows (no girl shows carried). Our terms are surprisingly low. No conflicting Shows booked. Write what you have.

**WE WILL OPEN** on April 23, touring Michigan and Ohio, with a season lasting well into October, and including a complete circuit of the best day and night Fairs in this State. Address all letters to

**F. L. FLACK, Manager Northwestern Shows, 16 E. Woodbridge Street, Detroit, Mich.**  
PHONE, NORTHWAY 5995.



# HIGHEST CLASS SHOW ON EARTH HOSS-HAY'S UNITED SHOWS

emerges from the beaten paths of 1920 into a cosmopolitan organization for the season of 1921. Everything on wagons. Nothing gillied. Our own special train of 20 cars. Our aim as in the past, giving the public value for their money. Every show must be one of merit. No girl shows or '49 Camps permitted. No stores of any kind.

**OUR SEASON OPENS**

—AT—

## ALLIANCE, OHIO

THURSDAY, APRIL 21, FOR 10 DAYS

**Auspices American Legion**

With America's best route to follow, including Salem, Ohio; Wellsville, Ohio; Youngstown, Ohio; Warren, Ohio; Woodlawn, Pa.; Arnold, Pa.; Ford City, Pa.; Titusville, Pa.; Erie, Pa.; Conneaut, Ohio; Sharon, Pa.; Rochester, Pa.; Kittanning, Pa. Everyone under powerful auspices, and where the show exhibited during the season of 1920 and left behind the public endorsement of both press and public and is welcome for the season of 1921. We have modern Winter Quarters at Alliance, Ohio. Plenty of storage space for early arrivals.

## WANTED FOR THE SEASON OF 1921

One more ride—prefer **Aeroplane Swing**. Will book a real Wild West Show to feature. Special inducement to same. Want **10-in-1 PIT SHOW**. Exclusive to same, as our circus side show does not conflict. We will furnish tent front, everything complete for **DOG AND PONY SHOW**. Salary or per cent. Special terms to any Mechanical Show, such as Over-the-Falls, Submarine, Crazy House, etc.

Wanted for our own Shows, as we have these outfits complete: Circus Side Show and Living Congress of Wonders. Wanted, the following acts (all must be suitable for elevated stages): Magician doing Punch and Judy, etc., Strong Act, Lady Bag Puncher, Glass Blower, Novelty Acts of any kind. Competent Manager to take complete charge, salary and per cent. of profits, must be a real showman.

**ATHLETIC SHOW OUTFIT, COMPLETE.** Responsible party on sharing terms; must carry real talent and take care of outfit.

**THE FASHION REVUE.** Six handsome ladies; must have good forms and be ladies at all times. This is a style show of ladies' finer wearing apparel. Competent Manager and Producer to take complete charge; salary and per cent. of profits.

**FOR SALE**—'49 Camp Front, consisting of five banners, size 10x16, and center entrance; floor size, 20x40; with piano. One hundred and seventy dollars takes the lot.

Want Trainmaster, Assistant Electrician and useful people in all branches of the carnival business.

Want Secretary and Treasurer; must have executive ability and able to give reasonable bond.

Want Musicians on all instruments for **The Wallace All-American Band** of fifteen men. Address J. WALLACE, Box 231, Warren, Ohio.

Wanted—Experienced Eli Ferris Wheel Operator; must understand Foos engine. Address J. A. Anthony, 13 N. Howard Street, Akron, Ohio.

**ALL CONCESSIONS ARE OPEN**, except Candy, Pillows, Baskets and Palmistry; these are sold, all others are open, all on a flat basis. A deposit of two weeks is required upon signing of contract.

**COOK HOUSE**; must be first-class, otherwise do not write.

Want one real Promoter. If you are a hustler you can clean up on our route.

**SECRETARIES OF BIG FAIRS IN THE EAST, LET US HEAR FROM YOU.** Address all communications to

**BERT HOSS, Gen. Manager, - - 11322 Hulda Ave., Cleveland, Ohio**



**ATTA-BOY**

You just can't beat a "PARKER"

**Carry-Us-All**

for getting the jack!!

**WARNING !!!**

Our Patent No. 126370, dated April 23, 1918 is a BASIO patent on a Carry-Us-All Carusel, Merry-Go-Round or "Swing," that is mounted or built on a wagon, and we will enforce this patent and the rights allowed under same.

If you are interested in a "Wagon" machine, send ten cents to the Commissioner of Patents, Washington, D. C., for a copy of this patent paper.

**WHEN YOU BEGIN TO FIGURE OUT**

that the C. W. PARKER factories at Leavenworth, Kansas, ship out, per season, MORE SHOW PARAPHERNALIA than all other factories in the U. S. A. combined, and when you consider for a moment that among owners of Carry-Us-Alls there are many who own and operate two, three and four machines, you will come to the conclusion that there are some reasons for these undeniable facts.

\$2,600.00 with a two-horse - abreast CARRY-US-ALL in three consecutive days; \$26,000.00 with a four-abreast in less than two months; over \$36,000.00 with a three-abreast in one season. A few figures that conclusively prove the superiority of the "SUPERIOR" model CARRY-US-ALL!!!



ONLY FOUR BOLTS to tighten or loosen when you erect or take down a CARRY-US-ALL. Over 12 Patented Features, more than 40 Copyrighted Designs can be found on PARKER CARRY-US-ALLS, help making them the most popular and up-to-date Ride, as well as easiest erected, real, portable machine on the market.

**LET YOUR BANK ROLL PROVE IT**

at the end of the season by placing your order NOW for a "SUPERIOR" model "CARRY-US-ALL," because placing your order now means that your machine will be ready for you early in the Spring. We were compelled to TURN DOWN OVER \$35,000.00 worth of orders last Spring, because we could not meet the demand. It is UP TO YOU TO PROFIT by the experience of others.

**"NOT THE CHEAPEST, BUT THE BEST"**

That is what you get when you secure a "SUPERIOR" model CARRY-US-ALL, the machine that HAS BROKEN ALL RECORDS for beauty, "flash," easy erection, electrical decoration and big business.

"PARKER MADE FOR WORLD TRADE." Successfully Operated Everywhere.

BUILT BY

**C. W. PARKER, World's Largest Builder of Amusement Devices, Leavenworth, Kas.**

**Season's Greetings**

from

**EDWARD A. HOCK**

to all Friends and Showfolk

Address P. O. Box 505, Chicago, Ill.

**H. T. FREED EXPOSITION**

A Busy Winter Quarters at the Galesburg (Ill.) Fair Grounds

Oscar (Hatchie) Johnson, owner of the Galesburg, Ill., posting service, former manager of the principal theaters and likewise a city alderman, is probably better known and liked amongst all classes of showfolks that any man in the State. It was thru his influence that H. T. Freed was prevailed upon to locate his exposition there at the fair grounds.

For a new organization not so famous or well known in show history as it will be from now on it required some authorized standing to secure this extensive and valuable location. But the Freed reputation for moral, executive and business cleanliness had already placed this "Sunday-school caravan" right and proper in the minds and hearts of this busy little conservative city. So now the several hundred Bedouin population of Harry Freed's enterprise has become so absorbed into the daily byways and custom manners of the local inhabitants where well-behaved, money-spending, honest trouper are appreciated and readily recognized as worthy citizens.

Lawrence E. Duke, the popular general manager, will give all the showfolks in town, with some 50 invited guests, city officials and newspaper managers and editors, a grand Christmas banquet out at the winter quarters, and is only awaiting a wire from George W. Fout and Louis Stone to learn their desire for turkey, chicken, Watertown goose or squab, or all of 'em, and the children will be remembered with probably the largest home-grown Christmas tree in the world; already solidly grown, 100 feet high, right near the dining hall electric lighted.

Charlea F. Watmuff, the genial general agent, and there is none better in carnival history, will arrive the first of the year to finish up his bookings, having already closed the first ten weeks. The organization will be greatly improved and enlarged, for, like all amusement institutions, "they grow and grow" when the management is effective.—PUNCH WHEELER.

**DREYFACH'S NEW ONE**

New York, Dec. 9.—Every few years M. D. Dreyfach, the pillow top manufacturer, of New York, originates a novelty for the carnival and salesboard trade that usually develops into a profitable article for his customers. Always knowing that there is a big field for novelties never shown before and acting as a business stimulant where sections have been overworked with the same line year after year, Mr. Dreyfach is now introducing his latest creation, a novelty silk basket. Some interior decorators have been asking exorbitant prices for this class of merchandise, but due to this manufacturer's inventive genius it is now within the reach of all dealers.

Have you looked thru the Letter List?

**... ATTENTION ...**

**CARNIVAL MEN and SHOW PEOPLE**

When in the South call on us for the following requirements:

- BALLOONS
- BALLOON STICKS
- KEWPIE DOLLS
- CELLULOID DOLLS
- FLAGS
- WHIPS
- PENNANTS
- SQUAWKERS
- HORNS
- GYROSCOPE TOPS
- TOYS
- NOVELTIES

Always something new. Shipment can be made same day order is received. You can get your goods within twenty-four hours.

We specialize in Carnival Goods. Our prices are right.

**A. L. KANTER**

Wholesaler, Jobber, Importer  
Notions and Specialties

SAVANNAH, GEORGIA



25 Real Photos of Movies or Bathing Girls for \$1.00. Size, 3 1/2 x 5 1/2. ESSANKAY CO., 411 Chamber of Commerce Bldg., Los Angeles, California.

**PONIES**

Shetlands, Biscas, Bays, Barrels, Seal Color, Dapples Grays and Snow Whites, Fat, Blocky Boutles, from 33 inches up to 45 inches high. Also Miniature Harness, Saddles, Bridles and Vehicles. FRANK WITTE, SR., Box 186, Cincinnati, Ohio.

**DOLLS and DOLL LAMPS**

For Concessionaires and Holiday Trade. A complete line of fancy Lamps ready for use. Immediate delivery. Standard Dolls always on hand. Write for surprisingly low prices and information.

**NOVELTY STATUARY CO.** 1363-1367 W. Lake Street, CHICAGO, ILLINOIS.

Buy From Manufacturers.  
A MERRY XMAS AND A HAPPY NEW YEAR.

**A MERRY CHRISTMAS AND A HAPPY NEW YEAR EVERYBODY  
WORLD FAMOUS CAPTAIN BRAY**

APPEARS SEASON 1921 IN HIS LATEST ACT,  
JIGGS, "THE SPORT" ON WATER SHOES.

THE FUNNIEST COMEDY WATER ACT EVER SEEN. Crowds kept in screams of laughter. Millions of people have seen me when I traveled for years with the only "GREAT CAPTAIN PAUL BOYTON." I will eclipse all of my previous efforts. The secret of my success is "I do all that I advertise." Managers of river towns and lake Parks, now is your chance to secure the banner attraction. Address  
CAPT. GEO. BRAY, Niagara Herse, P. O. Box 532, Richmond, California.

**SECOND-HAND TRUNKS**

Special Sample Road Trunks, 22 in. long, 15 in. wide, 31 in. deep, heavy fibra covered, \$10.00. 45x 28x45, heavy duck covered, \$15.00. We carry the largest stock of Second-Hand Road Trunks. We also have a large stock of Shoe Trunks.

**COMMERCIAL TRUNK CO.** 317 W. Van Buren St., Tel. Harrison 6614. CHICAGO  
We have our own repair factory, which assures delivery of trunks well constructed and in best condition.

**FUNNY BUGS**

GREATEST AMUSEMENT BOX EVER INVENTED.

Sample, with quantity price, 12c  
**ROME UNIVERSAL EXPORT CO., Rome, N. Y.**



# The Days of **EASY PICKING**

## are not gone!

It only depends on your viewpoint and if you are a has-been or a go-getter. If you follow the rut don't read this, as it is intended for those who can **SEE** and **figure** out **New Possibilities** and take advantage of them.

**The DeVry Portable Generator** is a miniature but strong Electric Plant. Fits under the hood of a Ford car and furnishes electricity for any purpose up to one horse-power requirements and opens hundreds of avenues to big business to all out and indoor amusement and concession activities.



With the DeVry Portable Moving Picture Projector it's a complete one-man show, transportation and all; a money getter for small-town circuits, one to three-day stands, county fairs, carnivals, circus, medicine shows, high pitch, chautauquas and traveling exhibitions. Ideal for advance advertising, free shows, etc.

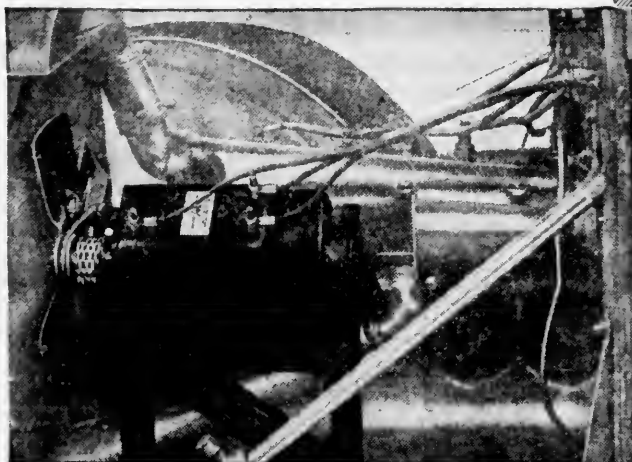
The Generator will operate your lights, taffy machines or any similar electric contrivance and movies can even be used without extra expense to entertain the crowd for the sale of peanuts, refreshments or popcorn.

Be sure and ask for free demonstration from our nearest distributor. Catalog on request.

## The DeVRY CORPORATION

1294 Marianna Street, CHICAGO, ILLINOIS

New York Office, 141 W. 42nd Street.



SHOWING GENERATOR ATTACHED.



## THIS NEW 1922 MODEL

### O. K. GUM and TRADE CHECK VENDING MACHINE

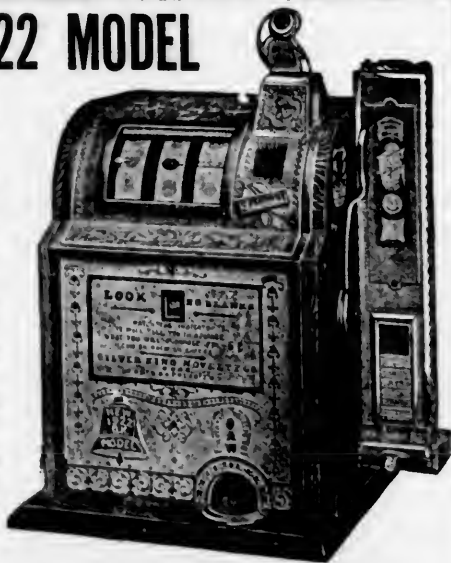
is making a profit of from \$10.00 to \$20.00 each day. Have you one in your store doing this for you? Price is \$135.00. Send us \$35.00 with order and pay balance C. O. D.

Weight in shipping case, 150 pounds; size, 20 inches wide, 16 inches deep, 20 inches high.

We will supply responsible merchants of the Central States. One of these machines on a profit-sharing basis to be used in his store on a fifty-fifty basis of the profits.

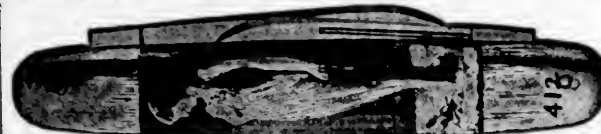
We are headquarters for this O. K. Vending Machine, and distributors for the United States. Wire us today.

SILVER KING NOVELTY CO.  
INDIANAPOLIS, IND.



**SURE WINNER**  
..... FOR 1921 .....  
OUR LATEST  
**Razor and Knifeboard**  
SOMETHING DIFFERENT IN SIZE  
SHAPE AND PREMIUMS

SALESBOARD DEALERS desiring to keep up with the procession must get in touch with us. We are leaders in up-to-date ideas. Knives and Razors sold without the boards if so desired. Splendid side line for traveling salesmen.



Exact size of No. 318, one of the knives used on our Boards. Sample will be mailed for \$1.00. For 25c extra your name and address will be shown on knife. Catalog illustrating our many styles of Boards furnished upon request.

THE NOVELTY CUTLERY COMPANY, 316 Bar Street, CANTON, OHIO

## Percy Martin's Famous Midway Shows

### SEASON 1921

Now booking Shows, Rides and Concessions. Management owns four (4) large Baggage Cars. Convenient, SURE moves in passenger service. Show opens middle of April at Western Port, Maryland. Big paper mill pay and also coal miners' payday. Keyser, W. Va., follows Western Port. Big B. & O. R. R. pay week. Thomas, W. Va., coal miners' pay; then the big one, Cumberland, Md., on the streets. You all know what Cumberland is? It's literally a mop-up. After Cumberland, we positively play the best money spots in Pennsylvania. WANT TO HEAR FROM Shows, Rides and Concessions. Everything open. WILL BOOK eight (8) piece Uniformed Band. WANT high-class Oriental Show, Cabaret Show, Pit Show, Platform Show, Athletic Show, Mechanical Shows and a good Dog and Pony Show to feature. A well-framed Hawaiian Show will clean up in the territory we will play. Get with the show that will put you into the best money spots on earth. Address

PERCY MARTIN, Owner and Manager,  
Box 344, Western Port, Md.

## INTER-OCEAN GREATER SHOWS

WANTS Merry-Go-Round, Ferris Wheel, Ocean Wave, Whip, Motordrome, Wild West People with stock, Indiana, Dog and Pony Show, Musical Comedy, Plantation, Oriental, White Minarels, Athletic, Cabaret, Freaks with Banners, Pit Shows, High Silver with Outfit, High Striker, Pony Race Track, Monkey Speedway. Concessions of every description. What have you? BOX 406, Cincinnati, Ohio.

## WHEEL MEN Agents, Fair Men

GET THE MONEY.  
BIG PROFITS

### The Fur Felt Rug

All colors. Novel, classy, wear proof, water and dust proof. Sanitary. Washable. Reversible.

Send \$3.00 for large sample, 30x60 inches  
Money cheerfully refunded if not satisfactory.

WISE RUG MILLS

EVERY RUG GUARANTEED.

302 Hooper Street,

BROOKLYN, N. Y.

BE A GOOD FELLOW—MENTION THE BILLBOARD TO OUR ADVERTISERS.



**JOHN KODET,**  
The Man Who Brought Museums Back  
to New York.

## A Merry Christmas and a Prosperous New Year To All

# KODET'S Harlem Museum

150 to 156 East 125th Street, New York City  
LONG DISTANCE TELEPHONE, HARLEM 6588

**A. H. "PUNCH" ALLEN, Manager**

The finest museum in the world, the largest, coziest and most elaborate in America. 1,000 rare curios and wonders, living freaks and monstrosities. Grand lecture hall, adapted in every respect to the comfort of our patrons.

### Rare Curios and Artists of Ability Wanted at All Times, also Living Freaks

No attraction too large, no price too high. Historical and national curios, Indian relics, civil and world war relics, rare coins, medals, etc.

### HIGH PITCHMEN, CIRCUS HUSTLERS, SHEET WRITERS, CARNIVAL HUSTLERS, CANDY PEDDLERS IN BURLESQUE THEATRES, RAILWAY NEWS AGENTS

The A. L. & H. Co. advertised in the 1920 Spring issue of THE BILLBOARD regarding their high-class Rubber Novelty Pictures. 50,000 was figured to be sufficient to supply the trade, but all previous records for the sale of these Rubber Pictures were broken, and 15,000 extra had to be made to fill the jobbers' orders alone. Over 200 orders had to be turned down on account of insufficient supply. We, the undersigned, have taken over the A. L. & H. Co. and have expanded manufacturing facilities to such an extent that we can fill all orders. 3 Samples, \$1.00; one Dozen, \$2.50; 100, \$15.00; 500, \$62.50; 1,000, \$100.00, F. O. B. Kansas City. NOTICE—These are not 3x3 inches, but large card size, and we challenge the combined qualities of all other makes. This picture is made by a process that makes it 100% better than any other. We have one jobber who has bought 22,000 of our Pictures. This we can prove. Address **ACME RUBBER PICTURE COMPANY, Station E, Kansas City, Missouri.**

### GLOTH EXPOSITION SHOWS

To Be Launched by Jos. Gloth and Allen Crane

Pittsburg, Pa., Dec. 7.—Jos. Gloth and Allen Crane will take out a ten-car show the coming season, to be known as the Gloth Exposition Shows.

Mr. Gloth, who has been connected with some of the larger carnival companies for the past fifteen years as a leading concessioner, and who has studied the carnival business from every angle, should make a success as manager. Allen Crane for years has been handling riding devices and now owns three riding devices and is contemplating the purchase of a new one.

The management states that no expense will be spared toward completing a first-class organization, to consist of eight shows, three or four rides, about thirty concessions, a tea-piece band and a free attraction.—B. F.

### R. S. UZZELL CORPORATION

Expects Busy 1921 Season

The R. S. Uzzell Corporation, of New York City, looks forward to a very busy 1921. The portable "Frolic" has made such headway in the carnival field, and concessionaires owning this riding device are obtaining such attractive propositions from carnival managers, that there is every reason to expect a large addition of "Frolic" owners next season. The plant of the Uzzell Corporation is said to be energetically keeping ahead of deliveries and will endeavor to maintain this margin until the carnival season of 1921 is well under way.

Doubtless much business will come to the Uzzell Corporation during the ensuing season because of the portable "Aeroplane Circle Swing" which it has put on the market. H. S. Uzzell, president of the company, has always been associated with and owns the patents of the "Circle Swing." He has now portabilized this popular device, dressing it up at the same time with genuine biplane-airplane cars of lighter and yet more durable construction than any yet devised.

This company is now building its portable "Aeroplane Circle Swing" so that it can be set up on the lot without a bolt. It took Uzzell to accomplish this new departure in ride construction. Many had long worked to solve it, the carnival follower had long desired it. It is claimed that never have so many inquiries and visits been made to the Uzzell office as since this concern's announcement of its engineering feat.

### GOOD WORD FOR WORTHAM

"The soldiers and sailors' reunion held in Columbus, Kan., under the auspices of the Keith Reeves Post No. 3, the American Legion, was conceded to be the biggest celebration in Kansas this year, outside of the State and free fair," writes Ed Skilmore, adjutant. "Approximately \$5,000 was spent for prizes, advertising, etc. The Clarence A. Wortham World Beat Shows furnished the amusements, which were second to none. Having no particular interest in any, I can truthfully say that I have never before had the opportunity of seeing a company that had the drawing power of the Wortham Shows.

"Notwithstanding the fact that it rained or threatened to rain nearly every day of the reunion, thousands of people thronged the grounds, and when everything was checked up Saturday night the committee found it had realized nearly \$2,000 from the Wortham Shows.

"It was also the first time that a traveling show has played this town that there was no need of peace officers. The people with the Wortham Shows proved themselves to be ladies and gentlemen in every respect and the officials of the show were always ready to cooperate in any way with the committee."

### THE NEW WINDHORST

## INVERTED ARC LAMP

1,000 Candle Power  
Will Burn in Any  
Wind or Storm  
Without Flickering



Invented by  
The Original  
St. Louis  
Light Man

**J. T. Windhorst**  
Managers write  
for circular.

Windhorst Supply Co., 106 N. 15th St., St. Louis, Mo.

### NEW ELECTRIC PIANO ORCHESTRA

Cost \$1,150, sell for \$600 cash. Suitable for Dance Hall, Roller Rink, or would make a swell flash on front of a rest show. Electric lighted. Has Piano, Banjo, Mandolin, Traps and everything except Drums. Plays from an ordinary light socket. This is a real bargain worth coming 1,000 miles to see if you want something nice. Also a beautiful \$200 Electric Fountain. Sell for \$100. Plays from ordinary light socket. Will ship either one-half cash, balance C. O. D. FIFIELD, Berrien Springs, Michigan.

### NATIONAL STAMP VENDER



Brings a profit of 25% and eliminates the nuisance of selling stamps over the counter. Price, \$25.00. Send for catalogue illustrating this and other Venders—Safety Match, Ball Gum, Package Gum, Peanut, and devices for Cigar Counters. Ask for Catalogue "D."

Salesmen wanted.  
NORTHWESTERN NOV. CO., Morris, Ill.

## WE ARE BUILDING

**Big E** WHEELS for 1921. Ask for particulars and prices.

**ELI BRIDGE COMPANY,**  
Builders, Jacksonville, Ill.

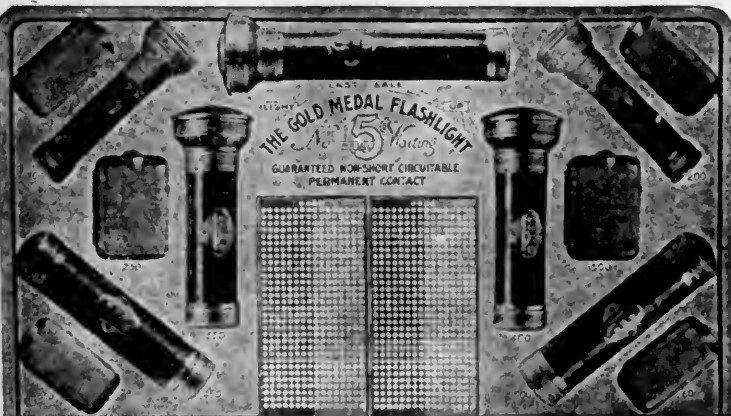
### FOR SALE, COOK HOUSE

Steam Table, brand new, size 46 in long, 26 in. wide. 11 1/2 ft. high, one for potatoes, gratin, soup and two side dishes. A big copper meat pan, with throw-up cover on. Outfit cost \$80, sell for \$49, cash with order. FIFIELD, Berrien Springs, Michigan.

### AGENTS WANTED

To sell our nationally known Sanitary Brushes, Mops and Dusters. Splendid profits. Men or women. SILVER-CHAMBERLIN CO., No. 1 Union Square, New York City.

SAY "I SAW IT IN THE BILLBOARD."



ONE-FIFTH ACTUAL SIZE

Price Complete, 1,000-Hole Board, \$14.00

SPECIAL PRICE IN QUANTITIES

Send for Circulars on our 10 New Deals  
**GRANT MERCANTILE CO.**  
1211 Filbert Street  
Philadelphia, Pa.

## IRIDESCENT GLASSWARE



Special Gazook Lots.  
**IMPERIAL GLASS CO.**  
**EARL W. NEWTON & CO.,** 29 E. Madison St.,  
CHICAGO.  
AGENT

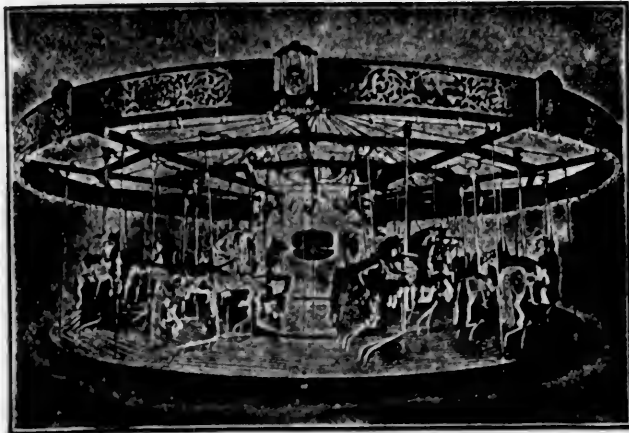


# Greater Than Ever 1921 Spillman Engineering Corporation Carouselles

Formerly Manufactured by Herschell-Spillman Co.

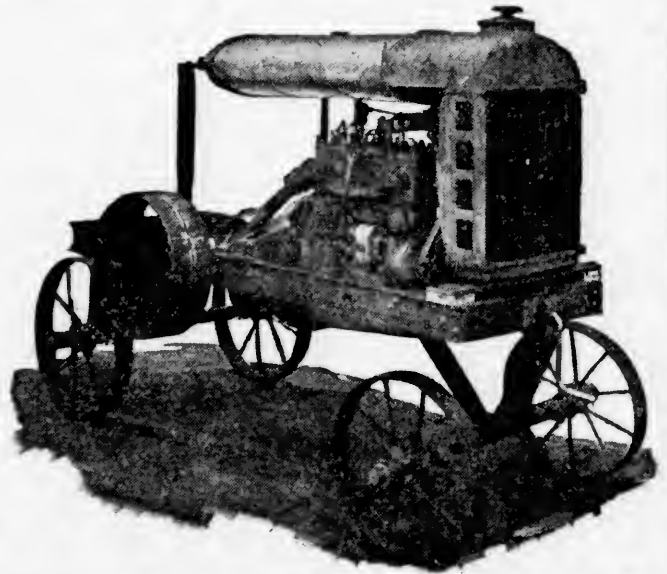
## NEW IMPROVEMENTS THAT STAMP SPILLMAN CAROUSSELLES SUPREMACY

The coming year will bring out new features that will be welcomed by alert operators. **Spillman Carouselles** embody workmanship and design of the highest order, built in 2 and 3-abreast, 40 feet diameter; also 50-foot **Special Park Carousselle**. The ride you will buy when you learn its good points.



### THE LAST WORD IN MOTOR POWER

After years of experience using several types of motors for our Carouselles, we will use as our standard equipment **Herschell-Spillman 4-Cylinder, 10 H. P., Governor-Controlled Motor**, built for service. Write for Catalogs and Prices.



**Spillman Engineering Corporation**  
104 Oliver Street, North Tonawanda, N. Y.

**BEST WISHES OF THE SEASON**  
**LEW DUFOUR SHOWS**  
WINTER QUARTERS, RICHMOND, VA.

## 1921 SEASON'S GREETINGS 1921 ED. A. EVANS Greater Shows 20 CARS

Now booking Shows and Concessions. Will buy two 60-ft. Flats, State-room Car, Whip, Calliope, 37 1/2 K. W. Transformer, and Penny Arcade. Will build any good money-getting Show for responsible managers. Winter Quarters: Oklahoma City, Oklahoma, care Kingkade Hotel.  
**ED. A. EVANS.**

## THE ALLIED SHOWS WANT

Plant Show with own outfit, Athletic Show, Five or Ten-In-One, Musical Comedy Show. Will furnish top for Musical Comedy and Five-in-One. WANTED—Eli Ferris Wheel, Merry-Go-Round. We have room for any good Grind Show or Platform Show, also Palmistry. Any good Show that can play to ladies and children. No X, but no more than two of any kind. No grift or "49 shows wanted. No girl shows. Address all mail to **MATHIS & SHADES, Managers, 4129 Langland St., Cincinnati, Ohio.**

## Royal Crown Perfumes AND Toilet Requisites

(SURER)—(PURER)  
**\$3.75 SPECIAL XMAS OFFER \$3.75**

This beautiful Toilet Assortment, consisting of one bottle high-grade Perfume, one bottle Toilet Water, one bottle Medicated Talcum Powder and one large box Face Powder, for only \$3.75, tax and post paid.

Royal Crown Co., Inc.

150-154 W. Lake Street,  
Chicago, Illinois

Gentlemen—Please send me your Special Toilet Assortment, for which I enclose \$3.75 herewith.

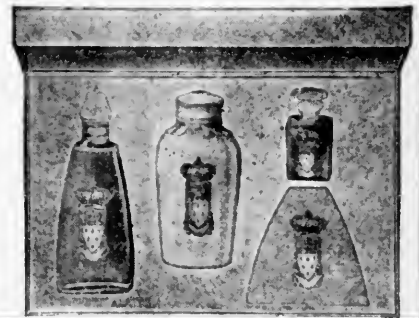
Name .....

Address .....

City .....

State..... County.....

Shade of Powder wanted.....  
Satisfaction guaranteed.



## Salesboard Operators

Does it pay you to make up your own salesboard assortments?

This assortment consists of 5 16 Size Gold Plated Watches, 2 Belt Buckles, 2 Cuff Link Sets, 1 Cameo Lavallere, 2 Waldemar Knife and Chain Sets, 2 Sharp Point Pencils, 2 Self-Filling Fountain Pens, 2 Solid Gold Rings, 2 Ladies' Brooches, 1 \$6.00 Gold Plated Gillette Safety Razor, 1 Cigarette Case, 1 Gent's Ivory Military Set, 2 Waldemar Knives, 1 Scarf Pin.

Assortment No. 5 costs you \$50.00. Three thousand-hole board at ten cents a sale free. 25% with order.

**TANEZER & NINNEMAN**  
Wholesale Jewelers

523 Twelfth Street MILWAUKEE, WISC.  
We make up different assortments from 200 to 5,000 holes.



TO ALL SHOW FOLKS!—DOC HALL and J. H. ROBY of the

## HALL & ROBY SHOWS

Wish you a Bountiful Christmas, a Prosperous 1921, and a Hilarious 4th of July. Winter quarters Lancaster, Mo.



H. F. HOFER.



GEO. E. ROBINSON.



FRED C. BECKMAN.



C. A. WORTHAM.



WALTER F. STANLEY.



STEVE A. WOODS.



H. M. WAUGH.



WM. F. FLOTO.



T. M. WARREN.



J. C. SIMPSON.



W. D. COHN.



JOS. S. SCHOLIBO.



CHAS. E. JAMESON.



J. A. HADEN.

THOSE WHO HAVE  
 .....ASSISTED.....  
 IN MAKING THE

# C. A. WORTHAM ENTERPRISES

The Most Wonderful  
 in the Entire  
 Outdoor Show  
 World



BEVERLY WHITE.



BARNEY GERETY.



ANTHONY YBANEZ.



THOS. RANKINE.



WM. K. HAVIS.



EDGAR NEVILLE.



CLAUDE MYERS.



SYDNEY LANDCRAFT.



A. H. S. BLACK.



J. S. SCHENCK.



BOB CAVENAUGH.



C. M. CASEY.



HAPPY H. HANGOOCK.



E. M. SMITHSON.



HARRY REID



IN COMMEMORATION OF A WONDERFUL RECORD IN SHOWDOM  
100—SUCCESSIVE SUCCESSFUL WEEKS EN TOUR—100

TO THOSE WHOSE PICTURES APPEAR HEREON

Clarence A. Wortham's  
World's Best Shows

dedicate this page as an evidence of appreciation of loyalty of these men, whose conscientious and unceasing efforts contributed so generously to the grand successes of America's most famous traveling Coney Island.



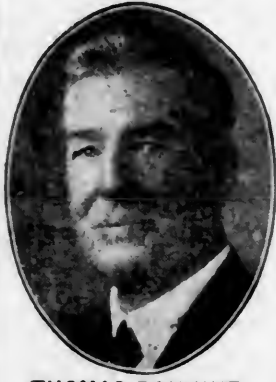
FRED C. BECKMAN  
Manager



GEO. E. ROBINSON  
Gen'l Agent



CLAUDE MYERS



THOMAS RANKINE



ED. M. SMITHSON

THE RECORD IN  
RECAPITULATION

Opened Jan. 20th, 1919

100TH—WEEK—100TH  
Dec. 20th., 1920

STATES TRAVERSED  
AND HOW OFTEN

- |                |               |
|----------------|---------------|
| CALIFORNIA (3) | ARIZONA (3)   |
| NEW MEXICO (3) | TEXAS (3)     |
| ARKANSAS (2)   | TENNESSEE (1) |
| KENTUCKY (1)   | ILLINOIS (3)  |
| INDIANA (1)    | MICHIGAN (1)  |
| MISSOURI (2)   | KANSAS (2)    |
| OKLAHOMA (3)   | COLORADO (1)  |
| UTAH (1)       | NEVADA (1)    |

NUMBER OF FAIRS VISITED  
AND HOW OFTEN

- |                                    |                      |
|------------------------------------|----------------------|
| Ionia, Mich. (1)                   | Danville, Ill. (2)   |
| Bethany, Mo. (2)                   | Fort Smith, Ark. (1) |
| Kansas Free State Fair, Topeka (2) |                      |
| Kansas State Fair, Hutchinson (2)  |                      |
| Hugo, Okla. (1)                    | Oklahoma City (2)    |
| Muskogee Free State Fair (1)       |                      |
| Cotton Palace, Waco (2)            |                      |

AUSPICES UNDER WHICH  
PRESENTED

American Legion, Knights of Columbus, B. P. O. Elks, Ancient Arabic Order, Nobles of the Mystic Shrine, Tin Sine Grotto, El Paso Rescue Home.

Number of cars at start, 18; number cars now, 35; persons employed, 350; attractions, 25; novelty rides, 5.

A RECORD UNEQUALED BY OTHERS.

CLARENCE A. WORTHAM'S  
WORLD'S BEST SHOWS

The most conspicuous event in the Open Air Show World this season is the rounding out of the one hundredth week en tour of Clarence A. Wortham's World's Best Shows. That run is epochal. It has never been equaled by any other company, and the only thing in mind that could have eclipsed it was its own season in prospect when the national calamity, influenza, led the management to go into winter quarters at the close of what was one season. Had not this source visited the nation the record run of Clarence A. Wortham's World's Best Shows would have had in its second figure something materially larger than the cipher that now marks its place.

The Wortham Shows opened their long season in January, 1919, at Vernon, California, which is to Los Angeles what Lake View and Hyde Park are to Chicago; what Germantown is to Philadelphia, and what Harlem is to New York. They lost no time in turning the shows East, on the way visiting the Imperial Valley. They are the biggest shows ever to visit that section. Across Arizona, New Mexico and Texas they made their way, thence north and east until a rock thrown from the grounds would land in Lake Huron. Thence across Michigan they went, until the stakes caving out the tops were set almost where the waters of Lake Michigan driven by a west wind would have made them wash.

To the South they then turned, into Texas again, and thence West. From January, 1920, until the close of June they were in California, constantly on the go. Then they turned East again, coming via the Great Salt Lake to the waters of the great fresh lakes at the East and North.

Through the Mississippi Valley they went to the Missouri. There they headed again for Texas, traversed the Big Bend country, and Christmas finds them at the doors of California for a third time. In all this journey they have been presented under the auspices of fraternal orders, newspapers, societies, charitable organizations, and as features at the big fairs throughout the Central West.

Some of these orders are The American Legion, The Knights of Columbus, The Ancient Arabic Order, Nobles of the Mystic Shrine, The Benevolent Protective Order of Elks, Tin Sine Grotto of Battle Creek, Mich.; The Rescue Home of El Paso, and The Independent Order of Odd Fellows at Flint, Mich.

In California Wortham's World's Best Shows took the towns and cities as they came. They played a remarkable engagement at Oakland, under the auspices of Aahmes Temple, of the Shrine. Before the week was over they were contracted for a return date four weeks later. From Oakland they looped into San Francisco, and put the biggest carnival company ever there on the down town lots at Eighth and Market streets, under the auspices of The San Francisco Daily News.

This wonderful record has shown the show world something new. It has demonstrated that a communion of worthy attractions, properly censored, and run for the interest of the public as well as for its own, must, with good management, be a success.

It has demonstrated that a high-class show of its kind is a poor man's amusement institution. It presents nothing too high priced for the day laborer. It gives him the best that can be gathered together at a reasonable price.

A barometer by which the success of Wortham's World's Best Shows may be gauged is its remarkable growth. It started with eighteen cars. It returns to California with thirty. Before making the final leap to the Coast many devices that had lived their field of par excellence as attractions were left at home. New ones, revelations to the territories they are approaching, were installed. In all the long, ever successful tour, Wortham's World's Best Shows have done much to overcome prejudices, to a more or less extent well founded, against the open air shows.

From no city did they go but to leave the latch string of welcome ever on the outside. Nowhere along the line of march were the public records blighted by any charge of serious nature against any one of the three hundred and fifty members of Wortham's World's Best Shows' family.

Ever and anon the members of this body carried self-respect in their manner of transacting business. This propagated the germ of respect in those they met. This grew into a healthy appreciation of the show folk themselves, and collectively, for the shows themselves.

Therefore, the shows had—and the shows fulfilled—a mission.

They were to educate; they were to raise the standard by which open air shows are gauged; they were to blaze a trail of education; they were to make and set a record for all other shows to follow; they were to establish a precedent so firmly that nothing is calculated to besmirch it; and, therefore, the owner of Wortham's World's Best Shows sees fit to dedicate this page to the department heads, the concessionaires, the employees and to all others who were identified with this glorious success. Hence the department heads, identified by name only, are herewith introduced by their pictures to the balance of the outdoor amusement world—As Victors Worthy of the Honors They Have WON.



BARNEY GERETY



HAPPY H. HANCOCK



HARRY NEID



ANTHONY YBANEZ



BEVERLY WHITE

THE YEAR OF 1921  
HOLDS EVEN  
BRIGHTER PROSPECTS;  
PROMISES EVEN  
GREATER AND MORE  
GRAND ACHIEVEMENTS.



WM. K. HAVIS



EDGAR NEVILLE

# SEASON'S GREETINGS

TO OUR MANY PATRONS AND FRIENDS

OUR 1921 LINE OF MERCHANDISE WILL BE BIGGER AND BETTER THAN EVER, INTRODUCING MANY NEW AND NOVEL ITEMS FOR CARNIVALS, FAIRS, PARKS, ETC.

PROMPT SHIPMENTS

RIGHT PRICES

## The National Toy Mfg. Co.

110 FIFTH AVENUE, NEW YORK CITY

Local and Long Distance Phone, Chelsea 509

415 MARKET STREET, PHILADELPHIA, PA.

Local and Long Distance Phone, Market 5193



No. 20 M. D. W.

### CONCESSION MEN NEXT YEAR

REMEMBER YOU GET FLASH AND QUALITY WITH  
**Bruns Every Night Chocolates**

### SALESBOARD DEALS THAT REPEAT

IMMEDIATE DELIVERIES—BEST QUALITY—ALL SIZES.

**BIGGEST, FLASHIEST EMBOSSED BOXES IN THE WORLD**

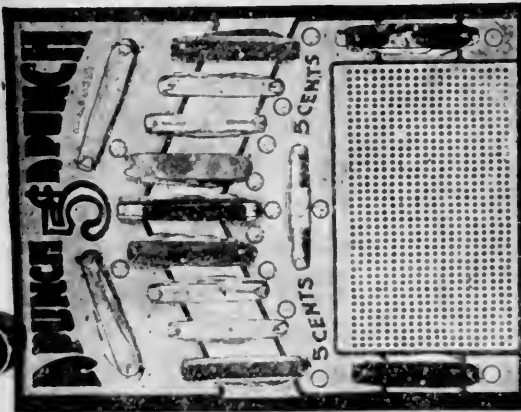
Send for Catalogue.

**BRUNS EXCEPTIONAL QUALITY CHOCOLATES**

Absolutely the best comeback Boards on the market. Our tremendous sales are constantly increasing. The reason is or must be clear to you.

**OTTO H. BRUNS, 18 N. Second Street, ST. LOUIS, MO.**

EVERY ONE OF LAST SEASON'S CUSTOMERS SATISFIED  
NEXT SEASON WILL BE A COMEBACK  
FOR THE BEST GRADE OF  
**FLASHY BOXES AND CHOCOLATES**



**KNIFE ASSORTMENT No. 42**

8 Fine Brass Lined Jack Knives.  
3 Pearl Handle Pocket Knives.  
2 High-Grade Pen Knives.  
2 Large-Arched Handle Knives.  
800-Hole 60 Blade.

**PRICE, \$8.00** \$2.00 WITH ORDER  
**BALANCE C.O.D.**  
Send for Catalog of Jewelry, Cutlery and Candy Deals.

**GEO. A. JOHNSON & CO., CHICAGO, ILL.**  
1547 N. Wells Street.

WE INVITE COMPARISON  
FINEST, FULLEST, FLASHIEST FLORAL

### Crepe Paper Dresses

PRICE, \$9.00 PER 100

OUR HAIR DOLLS UNEXCELLED, at \$55.00 per 100.

We ship within one hour after receipt of order.

One-third deposit required with all Doll orders.

**DE LUXE DOLL & DRESS CO.**

168-170 Fifth Street, MILWAUKEE, WIS.



### MCCLOSKEY GREATER SHOWS Wintering in Pittsburg

Much activity is going on around the office and winter quarters at 1127 Sheffield street (North Side), Pittsburg, Pa., of the McCloskey Greater Shows. New show fronts and equipment are being constructed, and all the old equipment is being repaired and put into shape for the 1921 tour. New canvas will cover all of the shows and attractions. Several new shows have been booked since the close of the season, including Captain Scott's Fighting Lions and Wild Animal Jangleland Combined. All the shows and attractions are of a high-class caliber.

A roster, including the lineup of shows and concessions, will be issued soon, together with the entire staff.

The past season gave the McCloskey Greater Shows probably the greatest route ever enjoyed by any shows their size. The shows opened in Heidelberg, Pa., April 26 and closed in Frederick, Md., October 29, where they showed the Great Frederick Fair together with the Lee Bros.' Shows. While in Frederick, Md., Manager McCloskey purchased from Lee Bros. several show outfits and cars. Among them was the water show which was formerly owned by Walter K. Sibley; also a complete "Chinatown" outfit and other show property, and two fine stateroom cars. The cars are now at winter quarters being overhauled and painted.

It is the intention of the management to have one of the finest ten-car outfits on the road, carrying ten shows, three up-to-date riding devices already booked, a ten-piece uniformed all-American concert band, a free act and the usual number of concessions. All the fronts will be new. The season will open the first week in May near Pittsburg.—EARL CONVERGE.

### GREATER ALAMO SHOWS

The Arizona State Fair, at Phoenix, was wonderfully big for the Greater Alamo Shows. All attractions, excepting the ferris wheel, merry-go-round and midjet farm, were located on a big lot in the heart of the city. Each evening from an early hour until close to the midnight hour the show grounds were packed with humanity. There were two entrances to the lot and it was impossible to pass from entrance to entrance until some of the visitors had sought rest in the various attractions.

The long detour from Phoenix to Globe, Ariz., was made in safety, after a split rail in the Phoenix railroad yards had wrecked five cars. Cold nights and the fact that the big mining company at Globe had suddenly laid off several hundred men caused business to take a big slump over what it should have been.

Miami, Ariz., followed. On the opening night more than 5,000 persons were on the lot and the shows and rides went big. Business here starts about six o'clock in the evening and is over about ten o'clock. Working "shifts" and chilly evenings have much to do with that condition.

Doc Haines and Harry Low helped out on ticket boxes and fronts during the big rush at Phoenix. Mrs. George French has returned to her home at Tacoma to await an important coming event. Mrs. Wm. Snapp has accompanied her mother home to Los Angeles. Mrs. Snapp will rejoin the company at San Antonio, Safford, Ariz., next, with El Paso, Tex., to follow. San Antonio looms near. It's been a big, albeit a hard season, and the troupers are not averse to getting a short vacation.—C. M. CASEY.

### LEVITT-HUGGINS SHOWS

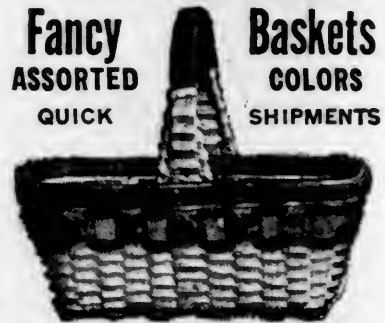
The Levitt-Huggins Shows enjoyed fine business at Oakland, Cal., and the opening days of the engagement at Vallejo give promise of another good stand, according to word from J. J. De Mouchelle. From here the shows go to San Jose for one week.

Incidentally Messrs. Levitt and Huggins had Thanksgiving dinner with Bert McLeod, and it is said to have been a big feed.

Look thru the Letter List in this week's issue.

### BUY DIRECT

**Fancy Baskets**  
ASSORTED COLORS  
QUICK SHIPMENTS



**SQUARE SHOPPERS**  
ALSO  
**MEXICAN SHOPPERS**

Write for Prices

**COLES & COMPANY**

Telephones: Barclay 9940-9941

115 Warren St., New York City

LET US PUT ON YOUR

### DOLL WIGS

We Use The Best Quality Mohair in All Shades and All Styles.

It Will Pay You To Get Our Prices

**LaROSE DOLL WIG CO.**

155-157 Wooster St., Phone Spring 2147, New York

For

### TENTS and CANVAS GOODS

Used TENTS For Sale

Address Dept. B

**CENTURY-ELLIOTT CO.**

916 MAIN STREET, BUFFALO, N. Y.

### TONY NASCA

MANAGER AND DIRECTOR

### NASCA'S ITALIAN BAND

Wishes Merry Christmas and Happy New Year to Everybody in the Show Business. Address TONY NASCA, Room 7, 160 Prince St., New York.

### New Show Grounds NEWBURGH, N. Y.

Level as a billiard table. In heart of city, near Broadway and Liberty street.  
**MARCELLUS BEST, Agent, 127 Broadway.**



1920—Our Fifth Successful Year Supplying Statuary to the Concession Trade—1921

# STATUARY DOLLS, VASES and PLASTER PETS

THAT ARE DEPENDABLE IN QUALITY AND FINISH FOR GETTING REAL RESULTS



**BEACH VAMP.**  
A Hit Wherever Shown.  
WITH WIG,  
\$8.50 Per Doz. \$65 Per 100  
WITH TURBAN,  
\$8.00 Per Doz. \$60 Per 100

Class  
Combined  
With  
Flash  
✿  
Prompt  
Shipments



**YAMA-YAMA GIRL.**  
Another attractive Beach Beauty.  
With Wig,  
\$9.00 Per Doz. \$70.00 Per 100  
With Turban,  
\$8.00 Per Doz. \$60.00 Per 100

Movable  
Arm  
Dolls  
WITH WIGS  
**50c**  
Each



**MOVABLE ARM DOLL**  
With Dress and Cap,  
**\$30.00 Per 100**  
Plain,  
**\$25.00 Per 100**

Expert  
Packing  
Preventing  
Breakage  
from Rough  
Handling  
✿

Assorted Wigs



**BEAUTY GIRL.**  
The Big Leader. With Wig,  
**Per Dozen, \$8.50**  
**\$65.00 Per 100**



**"Don't Wet Me" Girl**  
WITH WIG,  
**\$6.00 Per Doz.**  
**45.00 Per 100**  
WITH TURBAN,  
**\$5.00 Per Doz.**  
**35.00 Per 100**  
PLAIN,  
**\$3.50 Per Doz.**  
**25.00 Per 100**



**"BASHFUL BABE"**  
WITH WIG,  
**\$7.00 Per Doz.**  
**55.00 Per 100**  
WITH TURBAN,  
**\$6.50 Per Doz.**  
**50.00 Per 100**



**SEASHORE GIRL**  
WITH WIG,  
**\$11.00 Per Doz.**  
**85.00 Per 100**  
WITH TURBAN,  
**\$10.00 Per Doz.**  
**75.00 Per 100**



**SITTING DOLL**  
Per Doz., **\$1.50**  
**\$12.00 Per 100**  
✿  
6 inches High  
✿  
Pretty Colors

Wigs, Including Veilings and Pins, **\$15.00 Per 100**

3-Piece Crepe Paper Dresses, **\$6.00 Per 100**



ONE-THIRD  
DEPOSIT  
WITH ORDER,  
BALANCE  
C. O. D.  
NO DELAYS

Note Sample Offer



**PIGEON.**  
Beautifully colored. \$3 per Doz.; \$23 per 100.



**DOGS WITH GLASS EYES.**  
Shaded natural color. \$4 per Doz.; \$30 per 100.

SPECIAL  
CONSIDERATION  
TO RUSH  
HOLIDAY ORDERS

CATALOG  
MAILED FREE  
ON REQUEST

NOTE SAMPLE  
OFFER



**VASES**—Beautifully Hand Painted In Four Different Colors, 11 In. High, 2 Styles, **\$4.00 Per Doz., \$30.00 Per 100**—**VASES**

**\$6.00 SAMPLE ASSORTMENT** of All Twelve Pieces Illustrated **\$6.00**  
on This Page, F. O. B. Chicago,

ONCE A CUSTOMER, ALWAYS A CUSTOMER, WHEN TRADING WITH THE DEPENDABLE DOLL HOUSE OF

**PACINI & BERNI,** 2070 Ogden Ave., **Chicago**  
TEL. WEST 6280

GREETINGS OF THE SEASON—To Our Many Friends and Patrons—GREETINGS OF THE SEASON

# Aeroplane Circle Swings

A Circle Swing with Aeroplane cars took in more last summer than a Coaster adjacent to it. All Circle Swings earned double the amount of previous years, where the old type of cars were changed for Aeroplane cars. Our Biplane Aeroplane cars have the appearance of a real Aeroplane. Our 1921 type of Aeroplane is the last word in Aeroplanes for Amusement Parks and Carnivals.

We furnish the Circle Swing, complete, with six Aeroplane cars, in the large size, for parks or portable

**"SET UPON THE LOT WITHOUT A BOLT"**

for Carnivals. Our portable Aeroplane Circle Swing has six cars, and is so securely built that it will not fall over, as one did last summer poorly built by an infringer.

## The Frolic

The Frolic won a home in Rendezvous Park, Atlantic City, N. J. Oscar C. Jurney, Manager of Rendezvous Park, knows the Frolic record made at Luna Park, Coney Island, while he was manager there. Space at Atlantic City is worth a fortune. Only live ones can occupy it. Johnny J. Jones has carried a Frolic four years, and he has the Canadian live dates.

**DON'T WAIT UNTIL THE SPRING!**

Book your order now for Aeroplane Circle Swing, Frolic or set of Biplane Aeroplane cars.

**R. S. Uzzell Corporation, 2 Rector St., New York City**

# GREETINGS SOL'S UNITED SHOWS

OPEN SEASON 1921 AT METROPOLIS, ILL., SATURDAY, APRIL 2nd.

**WANT**—Shows operated by Real Showmen. Will furnish outfits complete, including Wagon Fronts.

**EVERYTHING NEW BUT THE NAME**

**WE HAVE**—Ferris Wheel, Merry-Go-Round, Whip, Sea Plane.

**WANT**—Aeroplane Carry-Us-All.

**ALL CONCESSIONS OPEN**

**CAN PLACE**—Two good promoters. Must be sober and reliable men.

**BAND MEN**—Address Prof. Harris, Band Leader, care of Winter Quarters.

**RIDING DEVICE HELP** on Whip, Ferris Wheel, Merry-Go-Round and Sea Plane, and all others.

Address SAM SOLOMON, Winter Quarters.

**SOL'S UNITED SHOWS, METROPOLIS, ILL.**

### J. LAWRENCE WRIGHT SHOWS

Winter Quarters in Shepherdstown, W. Va.

The J. Lawrence Wright Shows are now in winter quarters at Shepherdstown, W. Va. According to plans for next season this will be a five-car organization, carrying four shows, two rides and not over fifteen concessions. Mr. Wright has the idea of eliminating the old, worn-out attractions usually carried by a small company and instead have exhibitions that will encourage increased patronage and return dates.

Plans for three new shows have been perfected. Manager Wright has purchased a new Ell wheel, and his carnel will be shipped to North Tonawanda for repainting, as well as the adding of a new and large Wurlitzer organ. Mr. Wright at this writing is preparing to go to Chicago to look over a new eighty-foot combination car. He has opened offices at 514 E street, N. W., Washington, D. C. and by the progress already made all company contracts will be made by the first of the year.

—E. F. CLARK.

### ROGERS' GREATER SHOWS

To Enter Texas Soon

The Rogers Greater Shows, which opened at Napoleonville, La., on October 3, have been doing nice business. White Castle, the second stand, was better than fair, while Melville proved a banner engagement. For the week ending December 4 the shows were located on the streets at Ville Platte, La., the first show to play that town in three years.

The lineup now contains eight shows, two rides and thirty concessions, all neatly framed. Among the concessioners with the show are J. L. Chambers, with ten concessions; John Vosa, with five; O. C. Harris, six; Earl Howard, four; Charlie Hindaon, four. Five more concessions are to join next week at Marksville. General Agent Pete Thompson was back to the show for a short visit and gave Manager Rogers contracts for three of the best small spots in Louisiana. After these stands the caravan goes into Texas. The executive staff includes, besides those mentioned above, Willie Owens, trainer, and John Robinson, superintendent of concessions.—L. W. T.

### CANADIAN VICTORY SHOWS

Toronto, Dec. 10.—The entire executive staff of the Canadian Victory Exposition Circus Showa will spend the holidays visiting their folks and will return very early in the new year to make preparations for the coming tour. The fall season with its mild weather in the big winter quarters here in Toronto, has given the working staff a good opportunity to handle much of the preliminary work.

The show's midway next season will be known as Victory Lane and its lighting effects, under the direction of Jack Crosby, promises to far surpass the show's beautifully lighted midway of last season. Eight new wagons have arrived from the Frock Wagon Works at Maple Leaf, and will be part of the thirty-five wagon train. A specially constructed auto calliope and Eugene Elmore's twelve-piece colored band will furnish plenty of music.

Victor I. Neils, director and promoter of the show, has been in the field early to secure the best in the show world for his aggregation. A gigantic World in Wax, which will be sheltered under a massive top, and owned by the showman himself, will be a headliner. The Boyd Sisters, of the Sangster Circus, of England, have been engaged to do their net high-dive as a free attraction. The Neils kangaroo farm will be featured in Kangaroo Village under Johnny Black, of Australia. Many new and novel features will make the show surpass its record of last season. As usual the show will have its own specially-built merry-go-round, ferris wheel, whip and auto swings, and in addition will have two specially-built rides for the kiddies. The organization will play its entire four next season under the auspices of the Shriners, opening early in April.

The staff will be as follows: Victor I. Neils, director and promoter; Maurice Neils, general manager; Moss Levitt, master of transportation; Walter A. Schilling, secretary and treasurer; Jack Crosby, electrician; John Ward, lot man; Willie Downs, advance representative; Messrs. Smith and Adams, billposters; Arthur Corney, banner and advertising man.—WALTER A. SCHILLING.

### OUR NEW HAIR DRESS MOVABLE ARM DOLL



WITH WIG (As Illustrated)

\$6.00 Per Doz.

Including Big Flashy Floral Dress.

\$6.60 Per Doz.

Sample Complete

\$1.00 Prepaid

Genuine Beacon Blankets

Full size, 66x90

\$6.75 Each

25% with Order, Balance C. O. D.

A. KOSS

2825-2827 Belmont Ave., CHICAGO, ILL. Tel. Irving 9378.

### J. T. WINDHORST

— FOR —

## Show Lights

PROMPTNESS  
THOROUGHNESS  
FAIRNESS  
ABSOLUTE

DEPENDABILITY

THESE ARE OUR BASIC PRINCIPLES.

Formerly Windhorst & Co. and Manager Windhorst Light Co., and now

WINDHORST SUPPLY CO.

106 N. 15th Street, ST. LOUIS, MO.

### MERRY XMAS HAPPY NEW YEAR

To Our Customers

## Texas Snake Farm

Box 256, - Brownsville, Texas  
SNAKES AND ANIMALS

### BALL GUM

"Shelby Special" Ball Chewing Gum is a high-grade product in every particular, made in fine colors

and flavors. The best on which to build and retain your business. Samples and prices on request.

The Shelby Supply & Mfg. Co.  
SHELBY, OHIO.

MUSICIANS—There are vacancies in the 49th Infantry Band for Sergeant Bugler, three Corporals and several men of high specialist pay rating. This Band located at Fort Snelling, Minnesota, midway between St. Paul and Minneapolis. Fine quarters and post. Write BAND LEADER F. A. LEWIS.

### ELECTRIC TATTOOING MACHINES

are always three for \$10.00, including 24 Springs, 24 Needle Bars, extra Tubes, Corda and Screws. Others buy them and sell them at \$10.00 each, why not you? Merry Xmas to all. PROF. WAGNER, Office, 11 Chatham Square, Factory, 203 Worth St., New York City.

### CHOCOLATES FOR CONCESSIONS AND SALESBOARD ASSORTMENTS

High-Grade Chocolates in Flashy Embossed Boxes at Greatly Reduced Prices IN BROWN BUILT BOXES:

No. 1 Size, 10-ounce Box.....	\$0.35
No. 2 Size, 20-ounce Box.....	.66
No. 3 Size, 30-ounce Box.....	.95
No. 4 Size, 2 1/4-pound Box.....	1.50
No. 5 Size, 3 1/4-pound Box.....	2.25
No. 7 Size, 4-pound Box.....	2.65

IN OUR FLASHY LITHO. PICTURE TOP BOXES:

Winner Box, 24-ounce, looks like 3-pound Box.....	\$0.62
One-pound Large Box.....	.40
Half-pound, looks like One-pound Box.....	.25
8-ounce Bower and Tiger Girl Box.....	.22
4-ounce, looks like 6-ounce Box.....	.14

"Honey's Confections" Kisses, 5 in the box, Flashy Give-Away package.....\$19.00 per thousand Boxes

Chinese Baskets, trimmed, filled with high-grade Chocolates, 5 in a Nest.....\$10.50 per Nest

Four in a Nest, filled with high-grade Chocolates.....\$8.00 per Nest

Empty Chinese Trimmed Baskets, in Nests of 5.....\$6.50 per Nest

#### OUR FAST SELLING SALESBOARD ASSORTMENT

(Leader) Assortment. One Nest of five Trimmed Chinese Baskets, filled with high-grade Chocolates, 20 Half-Pound Boxes Assorted Chocolates, 30 Four-Ounce Boxes Assorted Chocolates, and PRICE, \$22.00

1,000-Hole Salesboard.....\$10.50

5c 600-Board Assortment, 34 Prizes.....12.75

5c 600-Board Assortment, 37 Prizes, Four-Section Board.....12.75

5c 600-Board Assortment, 42 Prizes.....12.75

Half Cash With Order, Balance C. O. D.

MERRY CHRISTMAS and HAPPY NEW YEAR to our Friends and Customers

### MINUTE SUPPLY CANDY CO.

2001 Vliet Street, Corner Twentieth, MILWAUKEE, WIS.

DO YOU MENTION THE BILLBOARD WHEN YOU ANSWER OUR ADS?



# Merry Christmas and Happy New Year To All

Traveling on our own train

## JOSEPH G. FERARI SHOWS

### Twentieth Century Attractions

Everything New But the NAME

#### WANTED FOR COMING SEASON 1921

SHOWMEN WITH REAL UP-TO-DATE SHOWS. WILL FURNISH OUTFITS FOR SAME. EVERYTHING ON WAGONS.

CONCESSIONS all open. What have you that is worth having with a show of the first class?

WANTED—Help in all departments. Polers, chalkers, carpenters, painters and all help that was with us last season, WRITE.

BENJAMIN WILLIAMS  
SAMUEL KITZ  
RALPH FINNEY  
Managers.

Apply to **JOSEPH G. FERARI SHOWS**  
No. 1547 Broadway, New York City, N. Y.  
Suite 610. Phone, Bryant 9652.

SIXTH SEASON

SIXTH SEASON

SIXTH SEASON

## WILLIAMS STANDARD SHOWS

WANT to hear from SHOWMEN that are able and willing to produce and operate shows of merit with this company for season 1921. To SHOWMEN worthy of the name we will furnish outfits and a list of our 1921 FAIRS.

CONCESSIONAIRES—To those that are reliable and able to guarantee their contracts we are open to rent any and all concessions that are new and legitimate.

WANT to hear from all the people that were with us the past season in all departments. SAME WILL HAVE PREFERENCE WITH US AT ALL TIMES.

WE TAKE THIS OPPORTUNITY TO OFFER

### The Season's Best Wishes To All Friends

BENJAMIN WILLIAMS  
SAMUEL KITZ  
RALPH FINNEY  
Managers.

Apply **WILLIAMS STANDARD SHOWS**  
No. 1547 Broadway, New York City, N. Y.  
Suite 610. Phone, Bryant 9652.

# TOP MONEY STORE OF THE SEASON

## "POP-'EM-IN" BUCKETS

My Old Style Bucket, used first part of season by me and later sold to Patty Conklin

**\$50.00**

PRICES INCLUDE CANVAS, FRAME AND BUCKET

Three Buckets in One Store GROSSED \$2,475.00 in ONE DAY!

MANY OTHERS SIMILAR

**ORDER NOW**



## "POP-'EM-IN" BUCKETS

My Latest Improved Bucket

**\$100.00**

can be worked without any canvas cover and can stand most rigid inspection.

PRICES INCLUDE CANVAS, FRAME AND BUCKET

Three Buckets in One Store GROSSED \$7,800.00 in ONE WEEK at SPOKANE FAIR!

**DELIVERY JAN. 1st AND THEREAFTER**

\$25.00 cash with all orders, balance C. O. D.

# C. H. ALLTON

INVENTOR, MANUFACTURER AND SOLE DISTRIBUTOR

Factory: 51 Waller Street,

SAN FRANCISCO, CALIF.

## SALESBOARDS CANDY SALESBOARDS

A Sure Clean Up Assortment

OUR NUMBER 35

5-SECTION, 1,000-HOLE SALESBOARD

30 Boxes Lady Dainty Chocolates Wonderful. 25 boxes open, 1 box for last purchase of each section. Quick Action. Only 200 Holes to each Section. Write for Prices.

Padded Assortments. Candy Assortments. Blank Salesboards.

Susquehanna Rug and Premium Co.

1017 Walnut Street, Philadelphia, Pa.

## SAM WALLAS

SEASONS 1919-1920-1921 WITH THE ISLER GREATER SHOWS

Wishing all my show friends a Merry Christmas and a prosperous New Year. Would like to hear from my old show friends. I will be at the Western Show Properties, 518 Delaware Street, Kansas City, Mo., from January 1st till 8th, and then Winter Quarters, Chapman, Kansas.

## WHEELMEN—ATTENTION AFRICAN GOLF

will be one of the best money getters of the season. One of the most fascinating games yet put out. If you are a live one you will be one of the first to install this new game. Will build only a limited amount. Price, \$150.00. Write for particulars and convince yourself.

DOMINO AMUSEMENT CO., 1025 Castleton Ave., West New Brighton, Staten Island, New York.

## ...TATTOOING...

DESIGNS. DESIGNS. DESIGNS. DESIGNS. 6 Sheets of Designs, colored, on sheets 10x14; 400 Fine Stencil Impressions, 6 Chest Designs, colored; 6 Chest Design Impressions, 1 Enlarged Picture of a Tattooed Lady, all in colors. Price, \$5.00. Send P. O. Money Order, Express or Registered Letter.

HARRY V. LAWSON, Box 31, Norfolk, Virginia.

### CHARLES HOYT OPTIMISTIC

Charles W. Hoyt, president Hoyt's Service, Inc., New York, is quite optimistic regarding the coming year, but in a reported interview he pointed out that because of certain conditions commercial business practically carried itself without a great amount of advertising, proportionately speaking, and without energetic traveling representation—drumming. Mr. Hoyt predicts that marked activity in the way of pushing business will be in evidence with the coming of 1921, which, should his deductions materialize into a reality—and there is very good reason for optimism—will materially aid the show business. The interview in part follows:

"A careful study of the fundamentals underlying business will convince most people that the chances for good business during the next year are right. For a long time we have been accepting excuses. A tremendous amount of liquidation had to be put thru. This is rapidly being done and will be speedily completed. The crops of the country are bountiful.

"Six months ago, manufacturers said it was absolutely ridiculous for them to push business, because they could not get their raw material in from the railroads, and three-quarters of the time they could not ship it out because of embargoes and freight congestion. The aspect of transportation has changed a great deal in six months. Altho money is scarce and high, any student of economics recognizes that, as the value of commodities diminishes and as reductions are liquidated, less money will be required.

"One year ago, in January, we were facing (with all the bad conditions) a probably poor year. Now, with most of the issues settled, we are approaching a good year."

### ERLANGER EXPOSITION SHOWS

Chaplin, Ill., Dec. 8.—The Erlanger Exposition Shows will be equipped with all new tops and rides while in winter quarters for season 1921. Having all his concessions booked for the coming season, C. B. Myers will spend the winter with relatives in Flint, Mich.

### SIGNS WITH MILLER

Chicago, Dec. 8.—Harry Kow arrived in Chicago from New York last week. He was formerly with the Coleman & Goodwin indoor circus firm and has signed as a promoter with the J. S. Miller Bazaar Company.

### DIXON TO INDIANAPOLIS

Chicago, Dec. 8.—Kid Dixon was a Chicago visitor this week, on his way to Indianapolis, after having closed the season with the Central States Exposition Shows.

## ATTENTION ARMY and NAVY GOODS STORES

Get your Raincoats, Rubber Coats, Sheep Lined Coats, Oil Clothing, Sheepskin Coats, Mole-skin Lined Vests with Leather Sleeves, Gas Mask Coats, Leatherette Coats, Genuine Leather Reversible Coats, price \$2.50 and up, from the

**EASTERN RAINCOAT COMPANY**  
917 W. Roosevelt Road, CHICAGO, ILL.

## Prof. Wingren's Voltaic Electric Insoles for Cold Feet and Rheumatism



Will keep your feet warm, dry and free from offensive odor. We absolutely guarantee satisfaction. Sample pair, 50c; \$2.75 dozen Pairs. Agents wanted.

THE ELECTRIC APPLIANCE CO., Burlington, Kan.

## MUSLIN BANNERS 3 x 12 FT. \$2.50

PAINTED IN 4 COLORS PREPAID WE MAKE A SPECIALTY OF DISPLAY CARDS AND BANNERS FOR EVERY PURPOSE SAMPLINER ADV. CO. INC. 729 SEVENTH AVE., N. Y.

## ANOTHER BIG SEASON

has closed. Now for 1921. The **Big Wheel** is growing in popularity every year. **ELI BRIDGE COMPANY, Builders, Jacksonville, Ill.**



# Wade and May Shows

## NOW CONTRACTING ATTRACTIONS FOR SEASON 1921

We will open early in April in one of the best manufacturing districts in Detroit, Hamtramck vicinity, with other good lots to follow. We live in Detroit and know the locations. After Detroit we will take the road as a 15-car organization. Exceptional opportunity for **Whip or Frolic**.

**WANTED—Wild West or Society Horse Show** to feature, and any other Shows that do not conflict. Will finance and furnish special equipment for any worthy attractions.

**CONCESSIONS**—Practically all concessions open. Concession people with the show this year that contemplate rejoining, get in touch with us at once.

**HELP**—Trainmaster that can load flats; Electrician, Riding Device Help for Merry-Go-Round, Ferris Wheel and Aeroplane Swing, Lot Superintendent and other useful Carnival People.

**Will Pay Cash for Two More 60-foot Flats** that will pass inspection and three Baggage Wagons suitable for concessions. Address **WADE and MAY SHOWS, 289 Elmhurst Ave., Detroit.**



### SPECIAL SALE OF KNIVES

For a Short Time Only, \$22.50 Per Gross

Gold Filled Handles. Sheffield Steel Blades. Popular Thin Models. Built on one end. The profit on a gross at \$22.50 will make you a bleated bondholder.

26-page Catalog, right off the fire. Ask for one while they're hot.

Dept. 6, 891 Broad St., **ORIENTAL MFG. CO.** PROVIDENCE, R. I.

### INDIAN BEADS

In separate colors. All the popular ones. \$3.00 A LB. Samples of these sent free on request.

### AUSPICING OF CARNIVALS

Successful and Remunerative, Says American Legion Officer of Bakersfield, Cal.

"Every Post of the American Legion is faced from the start with the necessity of raising funds for its various activities," writes J. B. Kelly, adjutant Frank S. Reynolds Post No. 26, American Legion, Bakersfield, Cal.

"Dues for membership insure a part of this income, but the promotion of local enterprises, such as dances, benefit performances, carnivals, etc., are excellent means and very necessary ones to put funds in the local treasury.

"Frank S. Reynolds Post No. 26, department of California, located at Bakersfield, Cal., has met the necessity of supplying its treasury from other sources than membership dues. It has dipped into the dance game, and made notable success. It has given benefits, BUT the best source of any income, from such methods, is that derived from CARNIVAL PROMOTIONS and the CONTEST BUSINESS.

"On March last this Post got behind the Wortham Shows and after a week's showing netted over \$1,000. The Post officers were so well satisfied with the March venture that when in September Harry Hofer, representing the Greater Alamo Shows, another of the well-known string of Wortham enterprises, appealed to them for a booking they signed him up immediately. "This time they put on a carnival and automobile contest in connection, which exhibited here the week of November 6, and the results were such that the Post has sufficient money without the question of dues to run it for almost a year, and a goodly sum in the treasury as a start on a home fund.

"The writer would like to say that the Post dealings with the Wortham Shows have always been very satisfactory, and all settlements have been made promptly. They surely have the good wishes of the Frank S. Reynolds Post No. 26, of the American Legion."

### FROM THE BIG ELI FACTORY

Jacksonville, Ill., Dec. 8.—John Stanley, of Santa Monica, Cal., recently visited the Big Eli factory. Mr. Stanley is a prominent hotel man of California and has patented a feature riding device. The matter of building this device brought him to Jacksonville. He was very much impressed with the splendid modern Eli plant, as well as the organization of factory and office. Mr. Stanley left for Chicago, from which place he expects to return home later in the month.

A No. 5 latest model Big Eli wheel has been sold to John DeBlaker, of Paterson, N. J. Mr. DeBlaker expects to have this machine shipped early in the spring for operation in the East the coming season.

President W. E. Sullivan made a business trip to the northern part of Illinois December 1 and 2. Among other things Mr. Sullivan visited the Malleable Iron Company, with which the Eli factory has done business for many years, to keep in touch with the delivery of malleable castings. Upon returning he announced it a worthwhile business trip, giving him an insight into conditions of other manufacturers in the northern part of the State.

Joseph Pollack, of New York City, has placed his order for a latest model Big Eli wheel, which is to be shipped early in the spring for operation on the Gerard Greater Shows. Mr. Pollack is an early buyer, as he wishes to secure an early shipping date. Other Big Eli wheel purchasers are placing orders early and their wheels will be shipped from the factory early in the spring.

The factory is busy building and the office busy selling Big Eli wheels. Additions to the office force are Charles Kahl, mechanical engineer; Verlin Evemeyer, assisting in the advertising department; and George Hucenberger, in a stenographical position. With the increased force it is hoped to offer Big Eli customers even better service than previously rendered.

### AARONS BUYS CARS

Chicago, Dec. 8.—Edward M. Aarons, of Lagge's Great Empire Shows, was in Chicago this week purchasing cars and equipment for next season. The organization will have a twenty-car show for the new season. Mr. Aarons bought five flats from the Hotchkiss Blue people. He reported an excellent season and said the show will winter in Louisville. Mr. Aarons will winter in Los Angeles after the show closes.

### Scoop in the Nickels!!

THIS 'IRON SALESMAN' GETS 'EM! A BIG SENSATION EVERYWHERE Ask Any Operator



\$275.00 A MONTH PROFIT

can be realized easily from ten machines when placed in "live" spots. They work "while you sleep." The sanitary globe holds 1,200 balls and nets \$60.00 from each filling. Cash Box holds 1,200 nickels, is conveniently located on the side. You don't have to tip the machine upside down to get your money, just scoop your nickels from the side. All danger of breaking globes is eliminated. Our Ball Gum is filled and drilled in our own daylight plant, under the most sanitary and ideal working conditions, which guarantees clean, sweet gum that can be chewed, and the rewards are indicated on the celluloid chart furnished. SEND FOR FULL PARTICULARS.

ACTIVE SALESMEN can make \$15 to \$30 a day commission selling E-Z Ball Gum Machines as a side-line and more on full-time.

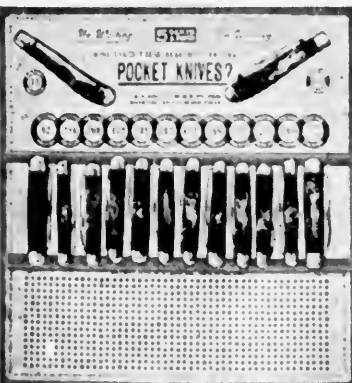
**AD-LEE NOVELTY CO., (Not Inc.)**  
185 N. Michigan Avenue, CHICAGO, ILL.

### Salesboard Buyers

Here's good news for you all. We offer the Salesboard line, complete. High quality. Big variety. Tried and proven sellers. At lowest prices ever offered. Send for circular 64-B.

**THE VERNET SALES CO.,**  
Phoenixville, Pa.

SAY "I SAW IT IN THE BILLBOARD."



### SALESBOARD OPERATORS

Look at the following prices on our Knife Assortments, each containing fourteen beautiful Photo Knives, on a 750-Hole Salesboard. Retail for \$37.50. Our price in 25 lots, \$8.50. Sample Asst., \$10.00. Razor Board, \$14.00. Retail, \$100.00. In dozen lots, sample order, \$15.00. All Knives brass lined; guaranteed. Send 10% cash with order, balance C. O. D. Write for our circular on all our assortments, just out.

**IOWA NOVELTY CO.**  
Mullin Building, Cedar Rapids, Iowa.

### Hearty XMAS and NEW YEAR GREETINGS to YOU from SALES BOARD HEADQUARTERS

As in years past, we want you to make us your Sales Board "Information Bureau." Send all inquiries about Sales Board "operating" to us. We will assist you in new plans and new deals, etc. Let us put you in touch with makers and jobbers of Sales Board novelties, goods and assortments. All without obligation to you. We can supply you with our Perfect

**Herbert Red Label Sales Boards** immediately, as usual. Get your name on our mailing list for price bulletins, notices, etc., NOW.

**HERBERT SPECIALTY MFG. CO.**  
Dept. BBX, 722 Federal Street, Chicago, U. S. A.

### JOHN T. McCASLIN'S Peerless Shows NOW BOOKING SEASON 1921

I SAID I would play Baltimore 14 weeks last season. I played it 17 weeks, then 8 weeks of Falls, and not one bloomer.  
I SAID I would not tolerate fat joints, immoral shows and caps and that still goes, as I have succeeded far above my expectations without same.  
I WANT clean Shows of merit, real Showmen and clean Concessions. I open April 26, 1921. Sam Stricklin, Lew Traux, Geo. Langley, Joe McKeever, Bert Norman, Andy Thumser, Squire DeLose, Chas. Willett, Chas. Wisting, Harry Bowen and Al Raymond will be with me again, with all clean Concessions. Others that want good treatment with one show that tells and demands the truth, WRITE. Would like to hear from Joe Setz.  
JOHN T. McCASLIN, 123 E. Baltimore St., Baltimore, Maryland.

# TOP MONEY STORE OF THE SEASON

## "POP-'EM-IN" BUCKETS

My Old Style Bucket, used first part of season by me and later sold to Patty Conklin

**\$50.00**

PRICES INCLUDE CANVAS, FRAME AND BUCKET

Three Buckets in One Store GROSSED \$2,475.00 in ONE DAY!

MANY OTHERS SIMILAR

**ORDER NOW**



## "POP-'EM-IN" BUCKETS

My Latest Improved Bucket **\$100.00**

can be worked without any canvas cover and can stand most rigid inspection.

PRICES INCLUDE CANVAS, FRAME AND BUCKET

Three Buckets in One Store GROSSED \$7,800.00 in ONE WEEK at SPOKANE FAIR!

**DELIVERY JAN. 1st AND THEREAFTER**

*\$25.00 cash with all orders, balance C. O. D.*

# C. H. ALLTON

INVENTOR, MANUFACTURER AND SOLE DISTRIBUTOR

Factory: 51 Waller Street,

SAN FRANCISCO, CALIF.

## SALESBOARDS **CANDY** SALESBOARDS

**A Sure Clean Up Assortment**

OUR NUMBER 35

**5-SECTION, 1,000-HOLE SALESBOARD**

30 Boxes Lady Dainty Chocolates Wonderful. 25 boxes open, 1 box for last purchase of each section. **Quick Action.** Only 200 Holes to each Section. Write for Prices.

Padded Assortments. Candy Assortments. Blank Salesboards.

**Susquehanna Rug and Premium Co.**

1017 Walnut Street, Philadelphia, Pa.

## SAM WALLAS

SEASONS 1919-1920-1921 WITH THE ISLER GREATER SHOWS

Wishing all my show friends a Merry Christmas and a prosperous New Year. Would like to hear from my old show friends. I will be at the Western Show Properties, 518 Delaware Street, Kansas City, Mo., from January 1st till 8th, and then Winter Quarters, Chapman, Kansas.

## WHEELMEN—ATTENTION

### AFRICAN GOLF

will be one of the best money getters of the season. One of the most fascinating games yet put out. If you are a live one you will be one of the first to install this new game. Will build only a limited amount. Price, \$150.00. Write for particulars and convince yourself.

DOMINO AMUSEMENT CO., 1025 Castleton Ave., West New Brighton, States Island, New York.

## ...TATTOOING...

DESIGNS. DESIGNS. DESIGNS. DESIGNS. 6 Sheets of Designs, colored, on sheets 10x14; 400 Fine Stencil Impressions, 6 Chest Designs, colored; 6 Chest Design Impressions, 1 Enlarged Picture of a Tattooed Lady, all in colors. Price, \$5.00. Send P. O. Money Order. Express or Registered Letter.

HARRY V. LAWSON, Box 31, Norfolk, Virginia.

### CHARLES HOYT OPTIMISTIC

Charles W. Hoyt, president Hoyt's Service, Inc., New York, is quite optimistic regarding the coming year, but in a reported interview he pointed out that because of certain conditions commercial business practically carried itself without a great amount of advertising, proportionately speaking, and without energetic traveling representation—drumming. Mr. Hoyt predicts that marked activity in the way of pushing business will be in evidence with the coming of 1921, which, should his deductions materialize into a reality—and there is very good reason for optimism—will materially aid the show business. The interview in part follows:

"A careful study of the fundamentals underlying business will convince most people that the chances for good business during the next year are right. For a long time we have been accepting excuses. A tremendous amount of liquidation had to be put thru. This is rapidly being done and will be speedily completed. The crops of the country are bountiful.

"Six months ago, manufacturers said it was absolutely ridiculous for them to push business, because they could not get their raw material in from the railroads, and three-quarters of the time they could not ship it out because of embargoes and freight congestion. The aspect of transportation has changed a great deal in six months. Altho money is scarce and high, any student of economics recognizes that, as the value of commodities diminishes and as reductions are liquidated, less money will be required.

"One year ago, in January, we were facing (with all the bad conditions) a probably poor year. Now, with most of the issues settled, we are approaching a good year."

### ERLANGER EXPOSITION SHOWS

Chapdn, Ill., Dec. 8.—The Erlanger Exposition Shows will be equipped with all new tops and rides while in winter quarters for season 1921. Having all his concessions booked for the coming season, C. B. Myers will spend the winter with relatives in Flint, Mich.

### SIGNS WITH MILLER

Chicago, Dec. 8.—Harry Row arrived in Chicago from New York last week. He was formerly with the Coleman & Goodwin indoor circus firm and has signed as a promoter with the J. S. Miller Bazaar Company.

### DIXON TO INDIANAPOLIS

Chicago, Dec. 8.—Kid Dixon was a Chicago visitor this week, on his way to Indianapolis, after having closed the season with the Central States Exposition Shows.

## ATTENTION

### ARMY and NAVY GOODS STORES

Get your Raincoats, Rubber Coats, Sheep Lined Coats, Oil Clothing, Sheepskin Coats, Molekin Sheep Lined Vests with Leather Sleeves, Gaa Mask Coats, Leatherette Coats, Genuine Leather Reversible Coats, price \$2.50 and up, from the

**EASTERN RAINCOAT COMPANY**  
817 W. Roosevelt Road, CHICAGO, ILL.

### Prof. Wingren's Voltaic Electric Insoles for Cold Feet and Rheumatism



Will keep your feet warm, dry and free from offensive odor. We absolutely guarantee satisfaction. Sample pair, 50c; \$2.75 dozen Pairs. Agents wanted.

THE ELECTRIC APPLIANCE CO., Burlington, Kan.

## MUSLIN BANNERS

### 3 x 12 FT. \$2.50

PAINTED IN 4 COLORS PREPAID  
WE MAKE A SPECIALTY OF DISPLAY CARDS AND BANNERS FOR EVERY PURPOSE  
**SAMPLINER ADV. CO. INC.**  
729 SEVENTH AVE., N. Y.

## ANOTHER BIG SEASON

has closed. Now for 1921. The **Big Wheel** is growing in popularity every year.  
**ELI BRIDGE COMPANY, Builders,** Jacksonville, Ill.



# Wade and May Shows

## NOW CONTRACTING ATTRACTIONS FOR SEASON 1921

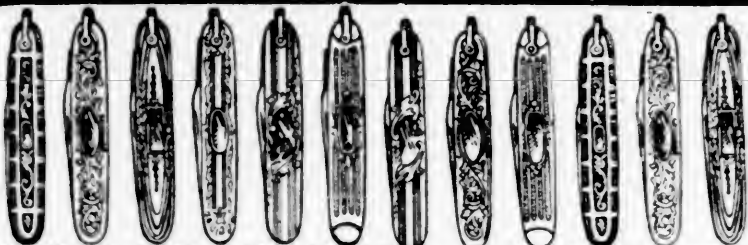
We will open early in April in one of the best manufacturing districts in Detroit, Hamtramck vicinity, with other good lots to follow. We live in Detroit and know the locations. After Detroit we will take the road as a 15-car organization. Exceptional opportunity for Whip or Frolic.

**WANTED**—Wild West or Society Horse Show to feature, and any other Shows that do not conflict. Will finance and furnish special equipment for any worthy attractions.

**CONCESSIONS**—Practically all concessions open. Concession people with the show this year that contemplate rejoining, get in touch with us at once.

**HELP**—Trainmaster that can load flats; Electrician, Riding Device Help for Merry-Go-Round, Ferris Wheel and Aeroplane Swing, Lot Superintendent and other useful Carnival People.

**Will Pay Cash for Two More 60-foot Flats** that will pass inspection and three Baggage Wagons suitable for concessions. Address  
**WADE and MAY SHOWS, 289 Elmhurst Ave., Detroit.**



### SPECIAL SALE OF KNIVES

For a Short Time Only, \$22.50 Per Gross

Gold Filled Handles, Sheffield Steel Blades, Popular Thin Models. Half on one end. The profit on a gross at \$22.50 will make you a bloated bondholder.

26-page Catalog, right off the fire. Ask for one while they're hot. Dept. 6, 891 Broad St., **ORIENTAL MFG. CO.** PROVIDENCE, R. I.

### INDIAN BEADS

In separate colors. All the popular ones.

\$3.00 A LB.

Samples of these sent free on request.

### AUSPICING OF CARNIVALS

Successful and Remunerative, Says American Legion Officer of Bakersfield, Cal.

"Every Post of the American Legion is faced from the start with the necessity of raising funds for its various activities," writes J. B. Kelly, adjutant Frank S. Reynolds Post No. 26, American Legion, Bakersfield, Cal.

"Dues for membership insure a part of this income, but the promotion of local enterprises, such as dances, benefit performances, carnivals, etc., are excellent means and very necessary ones to put funds in the local treasury."

"Frank S. Reynolds Post No. 26, department of California, located at Bakersfield, Cal., has met the necessity of supplying its treasury from other sources than membership dues. It has dipped into the dance game, and made notable success. It has given benefits, BUT the best source of any income, from such methods, is that derived from CARNIVAL PROMOTIONS and the GREATEST BUSINESS."

"On March 1 last this Post got behind the Wortham Shows and after a week's showing netted over \$1,000. The Post officers were so well satisfied with the March venture that when in September Harry Hofer, representing the Greater Alamo Shows, another of the well-known string of Wortham enterprises, appealed to them for a booking they signed him up immediately.

"This time they put on a carnival and automobile contest in connection, which exhibited here the week of November 6, and the results were such that the Post has sufficient money without the question of dues to run it for almost a year, and a goodly sum in the treasury as a start on a home fund.

"The writer would like to say that the Post dealings with the Wortham Shows have always been very satisfactory, and all settlements have been made promptly. They surely have the good wishes of the Frank S. Reynolds Post No. 26, of the American Legion."

### FROM THE BIG ELI FACTORY

Jacksonville, Ill., Dec. 8.—John Stanley, of Santa Monica, Cal., recently visited the Big Eli factory. Mr. Stanley is a prominent hotel man of California and has patented a feature riding device. The matter of building this device brought him to Jacksonville. He was very much impressed with the splendid modern Eli plant, as well as the organization of factory and office. Mr. Stanley left for Chicago, from which place he expects to return home later in the month.

A No. 3 latest model Big Eli wheel has been sold to John DeBlaker, of Paterson, N. J. Mr. DeBlaker expects to have this machine shipped early in the spring for operation in the East the coming season.

President W. E. Sullivan made a business trip to the northern part of Illinois December 1 and 2. Among other things Mr. Sullivan visited the Malleable Iron Company, with which the Eli factory has done business for many years, to keep in touch with the delivery of malleable castings. Upon returning he announced it a worthwhile business trip, giving him an insight into conditions of other manufacturers in the northern part of the State.

Joseph Pollack, of New York City, has placed his order for a latest model Big Eli wheel, which is to be shipped early in the spring for operation on the Gerard Greater Shows. Mr. Pollack is an early buyer, and he wishes to secure an early shipping date. Other Big Eli wheel purchasers are placing orders early and their wheels will be shipped from the factory early in the spring.

The factory is busy building and the office busy selling Big Eli wheels. Additions to the office force are Charles Kahl, mechanical engineer; Verlin Evemyer, assisting in the advertising department; and George Huzenberger, in a stenographical position. With the increased force it is hoped to offer Big Eli customers even better service than previously rendered.

### AARONS BUYS CARS

Chicago, Dec. 8.—Edward M. Aarons, of Laggs' Great Empire Shows, was in Chicago this week purchasing cars and equipment for next season. The organization will have a twenty-car show for the new season. Mr. Aarons bought five flats from the Hotchkiss Blue people. He reported an excellent season and said the show will winter in Louisville. Mr. Aarons will winter in Los Angeles after the show closes.

## Scoop in the Nickels!!

# THIS 'IRON SALESMAN' GETS 'EM!

A BIG SENSATION EVERYWHERE  
Ask Any Operator



\$275.00 A MONTH PROFIT

can be realized easily from ten machines when placed in "live" spots. They work "while you sleep." The sanitary globe holds 1,200 balls and nets \$60.00 from each filling. Cash Box holds 1,200 nickels. Is conveniently located on the side. You don't have to tip the machine upside down to get your money, just sweep your nickels from the side. All danger of breaking globes is eliminated. Our Ball Gum is filed and drilled in our own day-lit plant, under the most sanitary and ideal working conditions, which guarantees clean, sweet gum that can be chewed, and the rewards are indicated on the celluloid chart furnished. SEND FOR FULL PARTICULARS.

ACTIVE SALESMEN can make \$18 to \$30 a day commission selling E-Z Ball Gum Machines as a side-line and more on full-line.

**AD-LEE NOVELTY CO., (Not Inc.)**  
185 N. Michigan Avenue, CHICAGO, ILL.

## SALESBOARD OPERATORS

Look at the following prices on our Knife Assortments, each containing fourteen beautiful Photo Knives, on a 750-Hole Salesboard. Retail for \$37.50. Our price in 25 lots, \$8.50. Sample Asst., \$10.00. Razor Board, \$14.00. Retail for \$100.00. In dozen lots, sample order, \$15.00. All Knives brass lined; guaranteed. Send 10% cash with order, balance C. O. D. Write for our circular on all our assortments, just out.

### IOWA NOVELTY CO.

Mullin Building, Cedar Rapids, Iowa.

## Hearty XMAS and NEW YEAR GREETINGS to YOU from SALES BOARD HEADQUARTERS

As in years past, we want you to make us your Sales Board "Information Bureau." Send all inquiries about Sales Board "operating" to us. We will assist you in new plans and new deals, etc. Let us put you in touch with makers and jobbers of Sales Board novelties, goods and assortments. All without obligation to you. We can supply you with our Perfect

**Herbert Red Label Sales Boards** immediately, as usual. Get your name on our mailing list for price bulletins, notices, etc., NOW.

### HERBERT SPECIALTY MFG. CO.

Dept. BBX, 722 Federal Street, Chicago, U. S. A.

## JOHN T. McCASLIN'S Peerless Shows NOW BOOKING SEASON 1921

I SAID I would play Baltimore 14 weeks last season. I played it 17 weeks, then 8 weeks of Fair, and not one bloomer.  
I SAID I would not tolerate flat joints, immoral shows and caps and that still goes, as I have succeeded far above my expectations without same.  
I WANT clean Shows of merit, real Showmen and clean Concessions. I open April 25, 1921. Sam Stricklin, Lew Traux, Geo. Langley, Joe McKeefer, Bert Norman, Andy Thurner, Squire DeLosa, Chas. Willett, Chas. Wisting, Harry Bowen and Al Raymond will be with me again, with all clean Concessions. Others that want good treatment with one show that tells and demands the truth. WRITE. Would like to hear from Joe Setz.  
JOHN T. McCASLIN, 123 E. Baltimore St., Baltimore, Maryland.

## Salesboard Buyers

Here's good news for you all. We offer the Salesboard line, complete. High quality. Big variety. Tried and proven sellers. At lowest prices ever offered. Send for circular 64-B.

**THE VERNET SALES CO.,**  
Phoenixville, Pa.

SAW "I SAW IT IN THE BILLBOARD."

# Puritan

CINCINNATI  
Chocolates

Largest Assortment  
Beautiful Attractive Boxes  
Highest Quality  
Prompt Service  
Prices Right



Beautiful large packages that create demand. Quality that satisfies.

WRITE FOR PRICES AND PARTICULARS

The Puritan Chocolate Co. Cincinnati, O.

## MAGIC LIQUID

"The only Liquid on the Market that gets hard, keeps its Polish and Rubberlike Surface."

## RUBBERIZED

TRANSPARENT DICE—NEW CREATION

For magic use only. Send for catalogue.

## MAGIC NOVELTY CO.

781 John Street. WEST HOBOKEN, N. J.

# BALLOONS

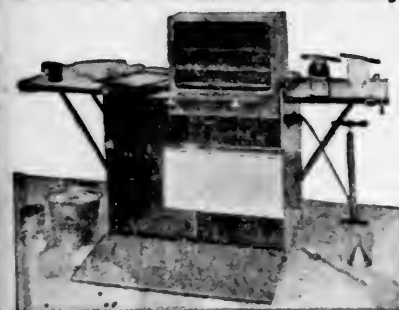
- No. 45—Air, \$2.00 Gross.
- No. 60—Air, \$2.50 Gross.
- No. 60—Heavy Gas, \$3.50 Gross.
- No. 90—Heavy Gas, \$4.80 Gross.
- No. 65—Large Airships, \$3.00 Gross; in two colors, \$4.50 Gross.
- No. 45—With 1.0 g Squawker, \$4.50 Gr.
- No. 60—With 1.0 g Squawker, \$5.50 Gr.
- Balloon Sticks, selected quality, 50c Gross.

Half cash with order.

EMPRESS RUBBER CO., 20 E. 17th St., N. Y. C.

## HOTSCONE PORTABLE STAND

Earns \$25-\$50 Daily



For particulars write TALBOT MFG. CO., 1325 Chestnut St., St. Louis, Mo.

## LITTLE WONDER LIGHTS

Lamps for the Parlor, Library and Dining Room. Lights for stores, schools, churches, tents, showmen, etc. Park and street lights, and Little Wonder Hand Lamps. Little Wonder patented gasoline lights are BRIGHTER THAN ELECTRICITY, CHEAPER THAN OIL. Thousands in use everywhere. Wonderful—dependable—safe—steady—pure white lights for every purpose. We want selling distributors where we are not represented. Write for Little Wonder Catalogue and Prices. LITTLE WONDER MFG. CO., 152 S. 5th St., Terre Haute, Ind.

## AGENTS

Startling Invention. Little Wonder Individual Spark Intensifier. Solves the great problem of perfect ignition, cures sick spark plugs, restores dead ones to life. Mopup for agents at 50c each. Sold on money-back guarantee. One set demonstrating samples, \$1; one, 25c. Write for agents and price to agents. TAYLOR'S MFG. Columbia City, Indiana.

## HOROSCOPES

Future Photos, Printed Fortunes, etc. 4c for sample. J. LEDOUX

169 Wilson Avenue, Brooklyn, N. Y.

## SALESMEN WANTED

New patented Gasoline Gauge for Fords and Chevrolet. Tells at night without light. Retail \$1.00. \$15.00 daily profit easy. A. T. JOHNSON, Sales Manager, 1410 W. 55th, Chicago.

## PAPER HATS

For Carnivals, Parades, Dancing, Doz., 35c up. Catalog Free. GUS KLIPPERT, 46 Cooper St., New York.



# CARNIVAL CARAVANS

By ALI BABA

Merry Christmas, everybody.

Have you tried to count the caravans on the road this season?

Whoever heard of a blond-headed Indian? Let's hear from Doc Hall and Bill Avery.

A new one, "Mack's Big XX Shows," but Joe Mack says: "Watcher grow." Here's hopin'.

Hunting deer, quail and wild turkey down about the Everglades of Florida, J. C. Wodetsky.

S. J. Rossiter says he "ain't" in Detroit, as recently announced, but is instead down at Chattanooga, Tenn.

"What show you going with next season?" "Can't tell you for certain until I learn if they add a few big words to the title."

Mr. and Mrs. Reymann are wintering in New York and will be on the Mighty Doris Shows with their "Falls" and concessions.

Max Gruberg, Samuel Stevenson, Herman Cohen and Joe Lee were seen recently around Columbia, S. C., where this quartet of Bedouins closed their season.

The news just reaches us that Hall Beasley and Bessie Braden, both members of the Ander-

over four days, after the shows closed, until he was just "rainin'" to do it all over again.

By adding together the number of shows that were out, intended to go out, thought they might go out and those that played a few stands and "blew out," and from this sum subtracting the number of outfits that never even started out—what's the answer?

It seems that an excellent way to avoid fabrication and being discredited about "big business," "wonderfully successful," etc., when otherwise and when the statement is bound to rebound with disastrous and telling effect, would be to—talk about something else.

Reports from the Southland have it that there will be launched next season the "Allied Church Shows"—nix on the kidding, now, the manager, who for the present wants his name withheld, stated it is an "honest-to-goodness" proposition.

The Williams & Robertson Concession Co. closed its fair season at Houston, Tex. Mr. Robertson is to play celebrations in the South-west until Christmas, while Mr. Williams (Geo. B.) is staying in winter quarters at Houston and has purchased a cigar and news stand on Texas avenue, where the boys go to get their Billyboy news.

## TWO ARDENT SPORTSMEN



Edward J. Kilpatrick, president of "The Over the Falls Co." (at right) and Hyler F. Marnes, inventor of "Over the Falls" and other popular devices, showing some of the game shot while on a recent hunting trip at Fox Lake, Ill., as the guests of Ed St. Clair, Chief Game Warden of the State of Illinois.

son-Strader Shows, were married in Kansas City, Mo., on December 1.

Harry Eddles, concessioner with the California Shows, has just finished his new "portables" and can be seen around the fight clubs in Boston, and listen, he's referee.

C. F. Zeiger, owner the C. F. Zeiger United Shows and John F. Sandy Shows, advises that he has again engaged Frank W. Green as general agent for his organizations.

Mrs. E. M. Carlton (Madame Calvina), mentalist and character reader, reports meeting with splendid success thru the oil and cotton belt of Texas with the Greater Olympic Shows.

Jolly Dixie, the "big bunch" of good humor, closed her "Congress of Fat Girls" on the L. J. Beth Shows at Selma, Ala., and returned to her home in Joliet, Ill. Bet she got her name from the town, Joliet.

Speaking of the smaller shows, how many have changed titles this season? Some of them, how often? Have in mind one caravan which with practically the same personnel, changed its caption four times.

Reports have it that H. F. Hall and Sam Anderson, owners the California Shows, are buying a new ferris wheel, merry-go-round and sea swings for their caravan and will have ten shows and four rides the coming season.

M. W. McQuigg, general contracting agent of the T. A. Wolfe Superior Shows, has been visiting with his sister at Chicago since the fair meeting. He will take the road in the interests of the Wolfe attractions about January 1.

Some fellow wants to know if one can get proficient in "knockin' er down, comin' back." Well, yes; provided you have your shoes laced tight enough and hold your mouth just right. But you must eat plenty of brain food—fish.

Doc Hall, of the Hall-Roby Shows, opined he would be jiggone glad when the season's grind was over, but he was not in Hot Springs, Ark.,

Henry Preuss, wrestler, the past season with the Fisher & McCarty Shows, says he is making Corning, N. Y., headquarters this winter and is staging one match a week in each of three towns—Corning, Hornell and Elmira—and drawing good houses.

Some showmen seem to think the proper way to gain prestige and success for themselves is by knocking their—sometimes more fortunate—brother showmen at every available opportunity, and right away the listeners become skeptical as to the misgivings of the knocker himself.

Please, folks, should you "want to hear" from certain friends—or on a matter of business—"Just" write them a letter, care of The Billboard, to be published in the Letter List. In case of death, illness, in need, we will ask them to write you thru this column.

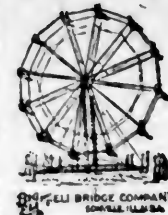
Bobby Houshals has been "Houselling" ahead of the Hall-Roby Shows the past season. Now he is "Robbing" out ahead of Joe Mack's caravan. We hear that next season he will be "bucking" opposition in advance of the Hall-Roby Wild West.

Billy A. Bryant, of the Wortham Shows, writes that the mother of Robert Walter Smith, known in the show business as "Fatty" Smith, and who resides at 1911 Webster street, Waco, Tex., has not heard from her son in several years and is real anxious to learn of his whereabouts.

Marie Somers, Alice Austin, Dorothy Jardin and Gloria Duchesne, of T. A. Wolfe's Superior Shows, have joined one of Comstock & Geat's musical shows. The show is going to the Coast, but the girls say that they will be back in time for the opening of the Superior Shows whatever happens.

After closing a very satisfactory season with the Northwestern Shows at Inlay City, Mich., Wm. Dumas and wife spent a few weeks in Detroit, then motored to Elmira, N. Y., where William was operated on at the St. Joseph Hospital by a throat specialist, and late reports are that he is recovering rapidly. He

# ONE CUSTOMER



says: "If I could have but one Riding Device on my Midway my choice would be a BIG ELI WHEEL." Later he adds: "The BIG ELI looks, rides and runs just as it did five years ago when it was new, and gets more money now than it ever did." If you are considering the purchase of a practical, money-earning Riding Device, investigate the BIG ELI WHEEL. Particulars and prices will be furnished on request.

ELI BRIDGE COMPANY BUILDERS,

CASE AVENUE, JACKSONVILLE, ILL.

# CARROUSELS



Write for Catalog and Prices.

ALLAN HERSCHELL CO., Inc. NORTH TONAWANDA, N. Y., U. S. A.

SEA PLANES \$1,507 IN ONE DAY



For CARNIVALS and PARKS

Carries 500 people per hour at 20c to 25c. Enormous cars operated at high speed create a wonderful sensation everywhere. Price \$3,850.00 to \$8,000.00. Half cash, balance terms. Write for proposition.

TRAVER ENGINEERING CO., Beaver Falls, Pa.

# BALLOONS and Big Money Makers for XMAS

- MECHANICAL CLIMBING MONKEY, Per Doz. \$ 2.75
- MECHANICAL PAN-SEE DANCER, Per Doz. 5.00
- MECHANICAL COON JIGGERS, Per Doz. 5.00
- CANARY BIRD WHISTLES, Per Doz. 6.00
- NO. 50 AIR BALLOONS, Per Gross. 2.50
- NO. 60 AIR BALLOONS, Per Gross. 3.00
- NO. 60 AIR BALLOONS, Per Gross. 4.00
- NO. 70 PATRIOTIC BALLOONS with Valves, Per Gross. 5.00
- NO. 70 BALLOONS, GAS, Per Gross. 4.50
- NO. 50 SAUSAGE AIRSHIPS, Per Gross. 4.00
- NO. 15 SAUSAGE SQUAWKER, Per Gross. 6.50
- NO. 160 MAMMOTH SQUAWKER, Per Gross. 9.00
- NO. 115 MAMMOTH BALLOON, Per Gross. 12.00
- NO. 60 ART MIRRORS, Per 100. 6.00
- NO. 60 AIR BALLOONS, Per Gross. 5.00
- NO. 0 RETURN BALLS, Threaded, Per Gr. 4.00
- NO. 5% RETURN BALLS, Threaded, Per Gr. 4.75
- NO. 10% RETURN BALLS, Threaded, Per Gr. 7.20
- TIRSIIE SHAKERS, Beautiful Colors, Per 100. 6.00
- NO. 27 BEAUTY TOY WHIPS, Per Gross. 5.50
- NO. 70 BEAUTY TOY WHIPS, Per Gross. 6.50
- NO. 9x BEAUTY TOY WHIPS, Per Gross. 7.50
- CONFETTI DUSTERS, Plain, Per 100. 2.00
- CONFETTI DUSTERS, Colored, Per 100. 3.00
- 12 Designs NEW FLAMBY PILLOW TOPS, Assorted to Dozen, Per Dozen. 16.00
- ASSORTED PAPER HATS, Per Gross. 6.00
- PATRIOTIC R. W. A. B. 7-IN. HORNS, Per Gr. 7.50
- 100 ASSORTED CANES, Per Gross. 6.00
- 100 ASSORTED KNIVES, \$10.00, \$15.00, 25.00
- SIMPLEX FLUTE WHISTLES, Per Gross. 2.00
- NO. 1 ROUND SQUAWKERS, Per Gross. 3.00
- NO. 10 SAUSAGE SQUAWKERS, Per Gross. 4.50
- NO. 40 ROUND SQUAWKERS, Per Gross. 3.50
- OWL CHEWING GUM, 100 Packages. 1.00
- AMH TRAY, Per Gross. 2.00
- COMIC METAL BUTTONS, Per Gross. 1.00
- TANTALIZER WIRE PUZZLES, Per Gross. 2.00
- NICKEL PUSH PENCILS, Per Gross. 2.00

Terms: Half Deposit. Catalog for Stamp.

## NEWMAN MFG. CO.

641 and 647 Woodland Avenue, CLEVELAND, O.

FOR SALE—About fifty Arcade Penny Machines, four New-Ball Alloys, six Wooden Cops, Iron bar fronts; one Evans Flashing Star, one Swinging Ball Game, one Knock the Monkeys Down Ball Game, one Marble Game, one Joe Joe Board, Kops and Balls, one Cigarette Gallery Outfit, twelve Wincheater Rifles, job lot of Salesboards, one Electric Peanut Roaster, one H. & H. Popcorn Machine, one Columbia Grafonia, Address J. H. MARPLE, 41 W. Town St., Columbus, O.

SAV "I SAW IT IN THE BILLBOARD."



# MERRY CHRISTMAS and HAPPY NEW YEAR

—TO ALL—

## THE LARGEST SUPPLY HOUSE IN AMERICA

### OUR 1921 NUMBERS WILL BE BIG SELLERS

#### DOLLS

Our 15-in. Dolls get top money everywhere, such as Brides, Jazz Kids, Marabouts, Fancy Molines and Chubby Kids. Our 20-in. Doll is an absolute Knock Over. Dressed in Fancy Molines.

#### CHINESE BASKETS

Five to a Nest and Three to a Nest at Right Prices.

#### PILLOWS

Muir's Round and Square Pillows. Cohen's and Dreyfuss' Round and Square Pillows. At Right Prices.

#### SILVERWARE

For Silver Wheels, such as Rogers Silver Sets, Fruit Bowls, Chocolate Sets, Toilet Sets, Carving Sets, Gillette Razors, Manicure Sets, Clocks, Bread Plates, Kodaks, etc.

#### BLANKETS

Beacon Indian Blankets, Esmond's Indians, American Fancy Plaids.

#### WHEELS

We manufacture our own Wheels. Guaranteed to be true; any combination you like. Made up in Flashy Colors.

25% DEPOSIT REQUIRED ON ALL ORDERS.

## KARR & AUERBACH

415 MARKET STREET,

LOCAL AND LONG DISTANCE PHONE, MARKET 5193.

PHILADELPHIA, PA.

## KEEP YOUR EYE ON US

SEASON 1921

# PILLOWS!

Concessionaires  
Salesboard Operators  
and all Merchants

Buy Direct  
from Manufacturer  
and Save 25%.



#### GET OUR QUANTITY PRICE

SAMPLE DOZ. **\$10.80** For quick action wire money with order.

#### FREE CIRCULAR

We ship same day order is received.

#### WESTERN ART LEATHER COMPANY

Tabor Opera Building  
DENVER, COLORADO  
P. O. BOX 484

would like to hear from friends, who may address him at 381 Norton street, Elmira, N. Y.

W. E. Solmer says he had a very successful season of twenty-two weeks of fairs and celebrations with his "facemakers of Monkeyland" and is wintering his "daredevil" autrodrome riders at his permanent headquarters in Lincoln, Kan. Incidentally, W. E. states he will sail in January for Cuba.

There now appears to be very good foundation for a recent rumor that two old heads of the game may get their think-tanks together this winter and produce something completely out of the ordinary as to an illusion proposition. Yes, sir, they're known to almost everybody—have a guess.

P. M. Taylor writes from Jacksonville, Fla., that he has been on the sick list there for several weeks. In fact, since the fair at Columbia, S. C. P. M. says he is about all right again, but would like to hear from some of his trouper friends or have them call on him at 356 East Adams street, Jacksonville.

Paul Hamilton, who has been doing the Scotch drummer stunt on the front of "Slim" Kelley's Annex with the World at Home Shows the past two years, has become a real stage man. Yes sir, he made his first appearance on the stage at Fort Wayne, Ind., Thanksgiving Eve, when he appeared with "Wee Jimmy Clark's Royal Scotch Entertainers."

Mesdames Dolly Udowitz and Ruth Boswell closed a successful season with the Keystone Exposition Shows at Wilson, N. C., a few weeks ago. Mrs. Udowitz will spend the winter with her mother in New York, while Mrs. Boswell, after a week's visit with her son, Leon, in Danville, Va., where he is attending a military school, was expected to leave for Cuba.

Sydney Wire is sure stepping about with his publicity for the Superior Shows. One of Syd's latest stunts is the production and issuing of a nifty booklet in two colors and filled with cuts and descriptive matter. In addition to many testimonials from local auspices under which the shows played last season, as well as Mayors and officers of cities in which they exhibited.

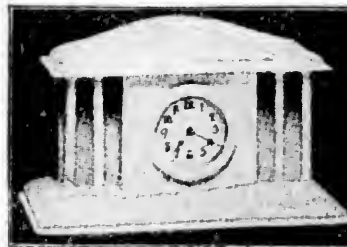
Mr. and Mrs. Wm King (the Two Kings), escape artists, and who during the summer play outdoors with their "Petified Exhibit," write that they recently closed a successful season with the Hoe Camp Amusement Company and are now taking a four or five weeks' rest at Hot Springs, Ark., before starting their winter engagements.

Pete H. Cole says his little caravan, consisting of four shows, one ride and ten concessions, closed some time ago at Spencer, Ia., after playing twelve weeks of fairs. Pete featured his "Baby Emma," fat girl attraction. Last heard from Mr. Cole was preparing to open a museum in Des Moines, Ia., which he intended leaving in charge of Ben and Mrs. Hyman, while he made a trip to Canada.

Prof. Tony Nasca says he had a successful and very pleasant season of forty weeks with his band on the James M. Benson Shows, and following the closing of that caravan he went to New York, where he spent some time getting in readiness to open on December 6 with the Berzer-Buecklin Bazaar Company for a fifteen weeks' engagement of his musical organization, to play concerts and for dances.

A few weeks of rest from the cares of the road has worked wonders in the spirit of Adolph Seeman, general superintendent the Rubin & Cherry Shows—his jubilant—listen to this: "Oh, joy, Josie Nagata and Edith Rice were married December 1—oh, joy, twice. Leon Ray at the same time married Margaret Wilfen (Leon Ray is better known as "Ferris Wheel Whiter.") Oh, joy, three! I am still single."

Sam Wallas, the well-known concessioner, says Oklahoma City is some real hibernation for showa folks this winter, as there are five carnivals and fifteen other organizations putting up there, besides about twenty-five pitchmen. One hotel, he says, has sixty show people on its register, and the manager's storage room would make the biggest animal pit show ever, as there are monkeys, dens of snakes, dogs, ponies,



No. 121—"The Famous White House Clock." French Ivory Case. 30-hour Lever Movement. "Biggest flash in the game." 5 inches high, 8 inches wide. Special, \$4.00 Each.



No. 504-1—One-Day Lever Clock. Beautiful Mahogany finish. Wood Fibre Composition Case. 4 1/2 inches high, 9 inches long, 2-in. Dial. A big flash for the money. Special, \$1.50 Each.

Goods shipped same day. No waiting. 25% deposit with order, balance C. O. D. Please include parcel post charges.

## Sidney Simon Company

THE CLOCK HOUSE.  
250 Styles Ivory Clocks, 1-Day, 8-Day and Alarm.  
1107 Broadway, New York City

### WHO WANTS THIS ATTRACTION?

ARIZONA JACK'S WHALING EXHIBITION  
The largest of its kind in the world. Consists of Whale Jaw, Backbone and Ribs, Whaling Irons, Harpoons, Spades and Lances. Also a Baby Whale in a glass case. Also Lecture on Whaling. Address BOX 924, Lowell, Massachusetts.

FOR SALE 50-ft. Herschell-Spittman Round Top in good condition, includes ropes, pulleys, stakes for side wall. Only used one summer. No use for top, owing to erecting a permanent building in park. \$125.00, one half bal. C. O. D. M. H. NIESEN, Kaukauna, Wis.

## NOTE

This Special Offer of Exceptional Value

My well known Jos. Hollinger Guaranteed Razors, from \$5.00 per doz. and up

Pocket Knives, one and two Blades, from \$12.00 per gross and up

Hair Clippers, from \$1.05 each and up

Quotations, on my latest Importations, in the line of Watches and Novelties, will be given on request.

JOSEPH HOLLINGER  
IMPORTER and JOBBER of CUTLERY, OPTICAL GOODS and NOVELTIES.  
159 Canal St., New York City, N. Y.



A beautiful "WHIP" installed in Birmingham, Alabama, and a big success. Why not have a "WHIP" in your Park? Prompt Delivery.

W. F. MANGELS CO., CONEY ISLAND, N. Y.

AN ARTISTIC, BEAUTIFUL NOVELTY BASKET



Suitable for SALESBOARD, BAZAAR AND CARNIVAL USES. A decoration for every home. Made of Silk and Satin. Size, 18 inches long by 6 1/2 inches high. Baskets come with or without flowers.

# A SENSATION

ONCE AGAIN WE ORIGINATE A NOVELTY.

Get in line first—it has to be seen to be appreciated. Interior decorators ask big money for these. Our low prices bring you real profits.

# PILLOWS ROUND AND SQUARE

are still our big feature. Flashy as ever. Watch for our new Square Silk Finish Pillow, to be announced later. It's a dandy.

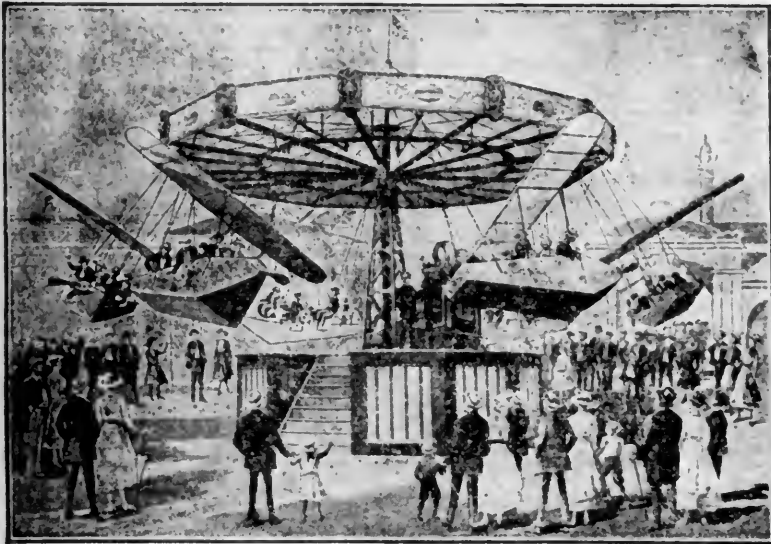
A New Chemical Discovery. Colors Guaranteed Not To Fade. Send for Catalog.

**M. D. DREYFACH**

482 Broome St., NEW YORK CITY

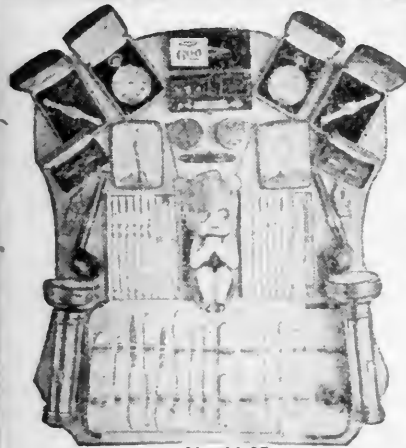


25% Deposit. Balance C. O. D.



THE AEROPLANE CAROUSSELLE is breaking all records for receipts for a portable ride. Is one of the most attractive and sensational rides out. We are now booking orders for early spring delivery. Send for circular and prices. Do not delay, if you need early delivery.

**SMITH & SMITH** SPRINGVILLE, NEW YORK



No. V 25.

## Meritorious Value

A PREMIUM ASSORTMENT THAT WILL STIMULATE AND INCREASE YOUR SALES

22 Premiums consisting of

- 1 Gillette \$6.00 Razor, 1 Gold Wald. Knife, 1 Hair Wig Doll, 1 15-pc. Ivory Manicure Set, 2 Gold Open-Face Watches, 2 Rhinestone Bar Pins, 2 prs. Gold Cuff Links, 2 Art Cigarette Cases, 2 Briar Pipes, 2 Gold Knife Cutters, 2 Gold Dorine Cases, 2 Nickel 6 1/2-in. Flashlights, 2 Sets Silver Plated Nut Pick and Cracker.

Complete with 1,500-Hole Salesboard. **JOBBER AND OPERATORS' PRICE \$25.00**

We have hundreds of other assortments.

**LIPAULT CO., Dept. B, 1034 Arch St., Phil., Pa.**

## WANTED THREE SHOWS

Including Good Freak Show, for biggest business ever known in Havana, Cuba. Six weeks. We pay transportation. Would like to buy or book Shadow of Cross picture.

Cable Address, MEYERHOFF, HAVANA.

## Dolls, Dogs and Vases for Holiday Trade

Movable Arm Doll, 13 inches high, \$25.00 per 100. Bathing Beauty Doll, 6 inches high, \$16.75 per 100. Bull Dogs, with glass eyes, 11 inches, \$1.50 per Dozen. Beautiful Vases, in four colors, hand painted, \$3.50 to \$9.00 Dozen. All orders shipped same day received. 25% deposit required.

**SOUTHERN NOVELTY COMPANY, 299 1/2 Marietta St., Atlanta, Ga.**

EVERY ADVERTISER WANTS TO KNOW WHERE YOU SAW HIS AD.

## Carnival Caravans

(Continued from page 137)

parrots and numerous other animals used for exhibit purposes in the show business.

The Alburus & Arzulla Company of hypnotic and mental telepathic artists, of which J. W. Randolph, the veteran showman and late of the H. W. Campbell United Shows, is the head, is reported to be doing big business in Texas. Mr. and Mrs. W. (Boots) Wecker were recently added to the show's executive staff, which is comprised of the following: J. W. Randolph, manager; W. B. Wecker, general agent; Mrs. Wecker, secretary and treasurer, and Dols Horley, special representative.

Here's our thanks to H. L. Karr—H. L. writes the Mail Forwarding Department of The Billboard to send his mail to Kansas City, and includes the following: "Just a line of appreciation. The Billboard is better and better each week. Were it not for old Billyboy many of us would have 'board bills' unpaid instead of 'Billboard Service.'" In order to make his point, Mr. Karr may have made his statement too strong, even the Billyboy does "his" best to indirectly aid in keeping the show bills paid. But we appreciate the sentiment just the same.

E. L. (Doc) Richards tells it something like this: Doc says he has heard about all terms anyone else has in reference to skills, but he recently grabbed off a new one—down South. He was standing inside his cigar wheel stand when there walked up a young son of Ham and inquired if he wanted a "joker." Doc thought he meant some liquid of a revolting nature and asked the colored youngster: "How much a pint?" To which he says he received the following reply: "Cap'n, I ain't sellin' booze, I jes' want to get whole lots uv dem cigarets and joke dese niggers."

Mr. and Mrs. Harry L. Pilbeam and their son, Harry, Jr., and Mr. and Mrs. Archie Vought will take up the show business again next season. Messrs. Pilbeam and Vought are building an electrical show this winter, which, it is claimed, will be different from any yet on the road. Harry L., Jr., is a wireless operator and has pulled some big stunts with electricity, and he may stage some of those much talked of "surprises" in connection with the attraction. Both Mrs. Pilbeam and Mrs. Vought will appear in the production, says a news note from Detroit.

Ed Salter says: "Listen, boys! Miami, Fla., December 10, Palm Pete Celebration—Beach Beauty Parade. Mack Sennett, who's he? Yes! I'm on the Judging Committee. Oh, boys! Sorry you can not be here. Yes, this month, December 10. Yes, one of the judges! Yes, Miami Palm Pete Celebration. Yes, Parade of Beach Beauties. Yes, certainly, any kind of costume. The Committee of Judges is not a censoring committee. We judge 'beauty'—form and forms and beautiful forms. Oh, boys! Blamed if it doesn't look like Johnny J. Jones' 'hired boy' is human after all.

The Bedouin, after a very strenuous summer's work, which required oodles of figuring and mental endeavor to get by, finally closed the season very successfully and went home to his good wife and kiddies for the winter. One of his first acts was to have Friend Wife select a new front, in which they were also satisfactorily successful, but, try as they may, any hat tried on appeared "wagger-jawed"—out of shape. Consolingly, she said: "Dear, I believe you have studied so hard this year that your head has become a little crooked." "Crooked, h—," came back the retort, "It's WARPED!"

Robert H. Work, who has been hopping on and off "flying jinneys" since he first donned capri pants, and has since proven a capable riding device manager and "Buzzy City" showman, the past four seasons with the Harry Copping Shows, is living in Indiana, Pa., this winter, to which city he moved his family from Albuquerque, N. M., last spring. "Bobby" writes Al that he has all his and his late father's (Thad C. Work) paraphernalia stored there on the fair grounds and will give it all a complete overhauling this winter. He has not fully decided, however, as to his next season's activities.

Capt. A. E. Folger, known to both showfolks and natives thruout the country as "Whale Oil Gus"; his sidekick, "Little Monday," and Doc Barnett, late of the Wortham No. 2 Show, are working together in the sun parlor at the end of the Pine Avenue pier, at Long Beach, Cal. The Sun Parlor is owned by the city, and

## GENUINE VELOUR HATS

OUR SPECIALTY (For Men, Women and Children).

IN BLACK, SEAL BROWN, DARK GREEN AND NAVY

ALL SIZES

\$7.50 EACH

Worth \$12.

SEND NO MONEY

Order sent C. O. D. Money refunded if not satisfactory.



### GREAT HIT

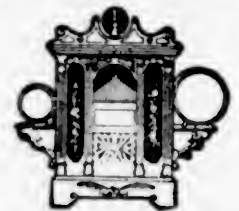
Genuine Velour and Soft Felt Hats

Buy direct from manufacturer. Immediate shipments. Insurance prepaid. Write for our new catalog.

**MAXWELL HAT CO.**

Office and Showrooms, 197-199 Greens St., NEW YORK CITY.

## FREE STORAGE FOR BAND ORGANS



STYLE No. 146-A.

Send us your Band Organ; we'll store it safe and sound all winter **FREE OF CHARGE**. In the spring we'll overhaul it and put it in first-class condition.

Expert repairs reasonably made because of our efficient factory facilities

**The Rudolph Wurlitzer Co.**  
North Tonawanda, New York

### A CONCESSION THAT PAYS

Address HOWARD LINDSEY, Sacandaga, New York

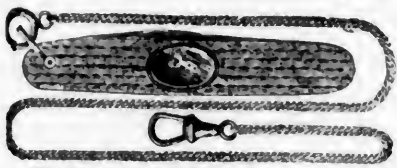


# 3 BIG KAHN LINE SPECIALS



1853—Attractive Imitation Beaded Bag, in assorted designs. Looks like real beads and has the appearance of a bag costing \$10.00 each. Size 6 1/2 x 5 1/2 inches. Sample sent postpaid, \$1.10.  
 Price per Dozen..... **\$12.00**

1835—Same as above, in smaller size, 5 1/4 x 7 inches. Sample sent postpaid, 80c.  
 Price per Dozen..... **\$8.00**



660—Two-Blade, Gold-Filled Knife and Chain Set. Assorted designs. Sample sent postpaid, 35c.  
 Price per Dozen..... **\$3.50**

660/Box—Same Knife and Chain Set, in a fine plush lined box. Sample sent postpaid, 55c.  
 Price per Dozen..... **\$5.50**



675—Butterfly Harmonica. Made in Japan. Size, 4 1/2 inches long. Sample sent postpaid, 30c.  
 Price per Dozen..... **\$3.00**

501—'Majestic' Harmonica. Single reeds. Size, 4 inches long. Sample sent postpaid, 15c.  
 Price per Dozen..... **\$1.25**

502—Tremolo Concert. Double reeds. Size, 4 inches long. Sample sent postpaid, 20c.  
 Price per Dozen..... **\$2.00**

## M. L. KAHN & CO.

Premium and Salesboard Headquarters  
 1014-16 Arch St., Philadelphia, Pa.

### Sell Beautiful Belgian Art Rugs, 27 x 54

Wholesale \$24.00 per doz.  
 Retail \$3.50 Each

Woven in five charming patterns in typical Belgian designs, colors green, blue, pink and brown. \$10.00 per day easily made by hustling agents, and more by progressive street men playing the Fair. Write for full particulars, but, better, send \$2.50 for full sized sample, which will be sent prepaid.

**EDWARD K. CONDON**  
 IMPORTER,  
 12 Pearl Street, BOSTON, MASS.

### STANDARD METAL WORKS

STANDARD METAL WORKS  
 6 Beach Street, BOSTON, MASS.  
 PHILADELPHIA BRANCH, 15 North 10th St.



**CHILE THE GREAT MEXICAN DISH.**

Easily made with DYE'S CHILE MIXTURE, the modern Chile Maker. It brings you the recipe, 35c per can, for house use. 65c will put you on the road to success in the Chile business. Full particulars free.

**W. A. DYE,**  
 The Chile Man,  
 109 South Rock Island,  
 WICHITA, KANSAS.

SAF "I SAW IT IN THE BILLBOARD."



# Regal Wonder Baby Dolls

OUR 1921 LINE OF DOLLS ARE THE FLASHIEST DOLLS EVER PUT ON THE MARKET

Our catalog is not ready, but a sample assortment will readily convince you. SEND \$10.00 for assortment of SIX beautifully dressed dolls. Dressed in Parisian dresses of beautiful materials and fur trimmings.



**REGAL DOLL MANUFACTURING COMPANY,** 153 Greene St., NEW YORK CITY.  
 SPRING 5452, LONG DISTANCE PHONE.

doubtless the exhibition of "Whale Oil Gus" and "Little Monday" which has for its background a large skeleton of a whale, is proving an interesting and educational attraction for the city's youngsters and grownups, as well. It is said this trio of showmen are keeping "banking hours"—open from 10 a. m. to 4 p. m.—or, as the Old Captain might say, "Just resting on our laurels."

H. E. (Punch) Wheeler recently wrote that he was off—from his home town, Evansville—to New Orleans for the winter. Incidentally, Punch says he has been busy writing and framing a great Biblical historical pantomimic spectacle for one of the big circuses, "David and Goliath." He adds: "And it will be news to many press agents that in the battle when young David, the shepherd boy, slew Goliath, the giant of Gath, the Philistine armies were gathered at Socoh, which belonged to Judah, encamped near Azekah in Ephes-dammim and the Israelites under the personal management of King Saul were camping in the vale of Elah and not on Baxter street, N. Y., as many agents likely surmise."

J. A. (Dad) Straley says it's wonderful how many "fine autos" have been purchased by Bedouins. Dad infers that he saw a "gss buggy" down South recently, "for sale" and bearing the following sign—maybe:

One fine car, with a piston ring,  
 Two rear wheels, one front spring;  
 Has no fender, seat or plank.  
 Burns much gas and hard to crank.  
 Carburettor busted—halfway thru,  
 Engine missing—hits on "two";  
 'Three years old, four in the spring,  
 Has shock absorbers 'n' everything,  
 But radiator's busted—sure does leak,  
 Differential's dry—can hear it squeak;  
 Ten spokes missing, front's all bent.  
 Tires blown out—not worth a cent.  
 Got lots of speed—runs like the deuce;  
 Burns either gas or tobacco juice,  
 Tires been off—run on the rim,  
 But, it's a damgood auto—  
 For the shape it's in.

T. A. Wolfe, of the T. A. Wolfe Superior Shows, spent two days in Cincinnati, December 6 and 7, while on his way to New York, where he will remain for about fifteen days on business and pleasure. Mr. Wolfe reported having an enjoyable time at his home in Cleveland, but his stay was not of long enough duration, because of the fair secretaries' meeting and the Showmen's League Banquet and Ball in Chicago. Incidentally, he highly commended the congenial, brotherly spirit that prevailed thruout the Chicago festivities. Mr. Wolfe expects to return to the winter quarters of his shows at Louisville, Ky., before Christmas, to superintend the putting into effect of various plans he has for the coming season.

It pays to be versed in electrical appliances, because:

- When she talks too long—Interrupter
- If her way of thinking is not yours—Converter.
- If she wants to be an angel—Transformer.
- If she goes up in the air—Condenser.
- If she wants chocolates—Feeder.
- If she sings false—Tuner.
- If she gets too excited—Controller.
- If she is a poor cook—Discharger.
- If she is in the country—Telegrapher.
- If she eats too much—Reducer.
- If she is wrong—Rectifier.
- If she gossips too much—Regulator.
- If she fumes and sputters—Insulator.
- If she becomes upset—Reverser.
- If she proves your fears are wrong—Compensator.—SEI ECTED.

R. R. Butler, No. 10981, 818 Jefferson avenue, Mountsville, W. Va., writes in part as follows: "I am in a very unfortunate position at the present time. I have been making an appeal before the Governor of this State for executive clemency, and have spent all of my

(Continued on page 140)

# CHINESE BASKETS

Write Us for Prices and Samples.  
 Two Hundred Different Kinds.

## J. M. SNYDER'S SON CO.

4th STREET, AT FRENCH, ERIE, PA.

### SAN-O-PICK Made of French Ivory

Each one encased in transparent capsule. Suitable novelty for advertising purpose. \$6.50 per Gross. In bulk, without capsule, \$3.50 per Gross. Stamps for samples. Discount in quantities.

NOVELTY MFG. CO., 261 Stewart Ave., Arlington, New Jersey.



## FOR SALE—USED SLOT MACHINES

- 15 Dancing Doll Regins Music Boxes, with nickel or penny slot. Each.....\$ 27.00
- One New Type Ray Electrolizer (Electric Machine)..... 200.00
- Counter Card Machines, \$10.00 and up.
- Mills Punching Bag, remodeled, like new..... 75.00
- One French Jazz Baby or Oriental Dancer Machine..... 135.00

M. A. SCHUMAN, 187 Bowery, NEW YORK.

## HARRY S. NOYES

WISHES ALL SHOW FOLKS

A Merry Christmas and A Happy New Year



**\$125 M**  
 Is the record for one

"Invisible Fort"  
 "Magic Wands"  
 "Tube"  
 "Gypsy Readings"  
 for Illustrations  
 S. BOW

To All Buddha Workers  
 S. BOWER WISHES A MERRY CHRISTMAS AND A HAPPY NEW YEAR

Any year, to be "Happy," must at least be prosperous. Here is a hint for 1921, based on a careful study of our 1920 business records. This is not said just to boost our business, but the average holds good. The real point is that more money was made by those who made the right kind of a FLASH. No matter where you get it, the right flash pays big. Even when worked in a sloppy fashion that would kill some things dead over night, a living can be made working Buddha. Since the Buddha is so good that it pays when done badly, doesn't that prove that it is bound to pay big if really done well? It would give indignation to some of the people working big shows, if they could see the orders we have had from some other people who had to work with small shows. For your own sales as well as ours, make a really, truly New Year's resolution to "work Buddha" next year in such a way that the public will feel at the first glimpse that you have something new and something good. It pays. It pays big. Any of our customers working shows this winter that do not know about the far preparation should write for information, explaining the kind of outfit they are using. No charge for it, but no letters answered on this subject from people who do not appear on our books as bona-fide customers.

Circulars describing all our stuff, including letter FUTURE PHOTOS at the same old price, mailed for 5c in stamps.

S. BOWER, 47 Lexington Avenue, NEW YORK (Formerly Brooklyn)

# 1899—Season's Greetings—1921 S. W. BRUNDAGE SHOWS

## Winter Quarters, Denison, Texas

Now booking Shows, Riding Devices and Concessions. Want useful people in all lines for next season. WANTED for Winter Quarters—Painters, experienced Wagon Builders and competent men for all departments. Will finance any practical idea for new attractions.

Address all mail S. W. BRUNDAGE, Denison, Texas.

### Carnival Caravans

(Continued from page 139)

ready funds and am almost stranded. I need funds to continue the case. I would appreciate your entering this in your column so that it will reach many members of the profession, as I have spent 20 years of my life in the business, and feel sure that they will lend an ear to my unfortunate appeal. I would like to hear from S. W. Brundage, Gov. J. A. Macy, 'Pat' Waugh, Con T. Kennedy and others. Please have them send all funds to Hon. J. Z. Terrell, Warden of West Virginia Penitentiary, Moundsville, W. Va."

What say, Geo. F. Clayton; how about that news you said last August you would let us have in November?

Jessie E. Coleman—Your sister, Myrtle Coleman, writes that your mother is ill at home and wishes to see you.

How many times would you go to see the same moving picture even if the subject should be screened with different artists?

Past experience and a looking-back for pointers should stand a manager well in hand as to the all-round productive power of his organization when framing up for a new season.

Let's have more of the fulfillment of winter "promises" next spring. And for the love of "precious metals" don't let so much of that "gold" turn out to be pure bronze on later "acquaintance."

News reaches us from Houston, Tex., that a seven-pound boy was born on December 3 to Mr. and Mrs. Ralph Dickerson. Mr. Dickerson is associated with Fred R. Gooch in concessions.

Holder—A list of fairs was run in The Billboard, issue of December 11, and intentions are to run it again in this issue. We have no information as to just what concessions will operate at certain fairs.

A. H. Bornkessel, formerly of the Krause Greater Shows, now owner of "Karnival Kourt," Sea Breeze, N. Y., has taken over the exclusive agency for a new game being put on the market.

Billie Lorraine, the "mille-a-minute girl," spent a day recently with friends in Coury, Pa., while en route to Augusta, Ga., where it is said she is learning to "fly," and expects to pilot a plane all by her lonesome some time the coming summer.

A recent inquiry: How is it that when the South is usually considered the trouper's home during the cold months that Jess N. Cooke and Fred Herrin are wading in snow up to their knees, one peddling eggs and the other auto in Colorado? Dunno, ask them.

Mr. and Mrs. Edw. K. Johnson, the well-known special agents, report having a dandy time at the Showmen's League Banquet and Ball in Chicago. They have returned to their home, 1422 Jackson street, Philadelphia, and are now enjoying a much-needed rest.

Paul H. Gordon, of Hippodrome Show fame, and Millie LeRoy, mind-reader, after closing a good season on the "Europa and Columbia" show on the Miller Bros. Circus Shows at Tampa, Fla., are now playing "still" with their vaudeville show under canvas in Florida.

Al Nation and wife and Mr. and Mrs. Strong recently joined the World's Champion Shows from Falls City, Neb., with a carload of show property, which included Mr. and Mrs. Nation's cook house and ten concessions and Mr. and Mrs. Strong's Illusion Show and grocery wheel.

The summer days are over and winter is now on; he is sitting, thinking of the money he had won, when he sees the snowflakes coming on. He called them monkeys in the spring, summer and in the fall, but when winter comes he's the biggest monkey of them all.—RICKY.

## IKE ROSE IMPRESARIO

Manager of Jan van Albert, Holland Giant;  
Rose and Josefa, The Grown-Together Sisters;  
Pani, the Javanese Midget.

Seasons 1919-20-21-22 with Clarence A. Wortham's Shows

December 8, 1920.

To The Billboard:

Before sailing for Europe in search of Novelties for Clarence A. Wortham's Shows, I want you to put this advertisement in your Christmas Number.

I wish a Merry Christmas and a Happy New Year to the Greatest Big Little Showman I have ever met in my travels all over the entire world and in my thirty-five years' experience in every branch of the Show Business. I mean CLARENCE A. WORTHAM and his family.

The same good wishes go from me to every man connected with the Business Department of the show and every other man and woman with it. I have been connected with this show for the past two years and have never met a better group of ladies and gentlemen with any show I have ever been with.

FINALLY: I have created the record for doing THE BIGGEST BUSINESS ever done in the history of the Carnival business. In the past season with Jan van Albert, of Holland, the Tallest Man in the World, and the Javanese, Pani, the Greatest and Best Liked Midget on Earth, my Gross Receipts, including War Tax, were \$64,580.00, and I played to 275,345 people, at 20 and 25 cents admission.

Yours truly,

IKE ROSE.

Frank (Shirtfront) Turley, a part of the past season with the K. G. Barkoot Shows, and later did advertising at the Kentucky State Fair at Louisville and other big outdoor affairs, recently returned to Cincinnati and is again doing his rube advertising stunt—the time with a grip—for Keith's Theater.

Prof. A. L. Morrell, the expert whittler, says he had a very successful season with the S. W. Brundage Shows, with his wonderful exhibition of numerous miniature objects of wood assembled and encased in bottles, as well as many other special displays of miniature useful articles from wood. Prof. Morrell is wintering in San Antonio, Tex.

From Beacon, N. Y., comes the news that M. E. Polhill's Beacon Shows are now back in their winter quarters there, after a very successful season, and there is much activity in preparation for the coming season at the said quarters. It is also reported that the animal show belonging to that caravan has sailed for Porto Rico, under the management of Mr. Tyler.

Princess Norma, after an absence from stage work for some time, has returned, but now to present her dance creations for club and special affairs, and her agent has arranged engagements for her in and around Cincinnati. Her first engagement of the winter season was at Louisville, Ky., for one of the prominent fraternal clubs of that city on November 15, and was reported the hit of the show.

If you knew for a fact that a "gang" was laying for a friend of yours around a corner on a dark night, and you had an opportunity, wouldn't you try to tip your friend off? And, if he was standing in a crowd of strangers, wouldn't you advise him to go around some other way—without spouting out the whole reason for the advice? And, again, if he seemed to think it materially imagination, originating in your own brain, and he wouldn't listen to reason, wouldn't you make it just a little bit stronger in order to convince him of the situation? You would. You have read numerous just as conscientious tips of this nature, which went clear over the heads of—some people.

### "THE MIDWAY BLUES"

Monday evening an' everything set.  
Everybody prayin' we don't get wet;  
Hecky lined up for a couple of blocks,  
Midway packed by eight o'clock.  
All shows started off down mighty well,  
And at eight-thirty it's raining like hell—  
Thought I'd have some jack by Saturday,  
But the doggone rain washed it all away.

Now I got the blues, I got the blues,  
The muddy midway blues.  
Been out six months—ain't made a cent;  
Ain't exactly broke, but badly bent.  
I got the blues, I got the blues,  
The doggone midway blues.

Tuesday mornin', everything fine;  
Old Sol came out and sure did shine;  
Stayed out all day—good and hot—  
By half past two a nice dry lot.  
Band got out, just a little late,  
But midway's jammed at ten of eight,  
When another storm starts down the pike  
And wipe! that midway out of sight.

Oh, I got the blues, I got the blues,  
That stormy midway blues;  
Thought I'd hit home—big fat poke—  
Two to one now I go back again broke.  
I got the blues, I got the blues,  
Those doggone midway blues.

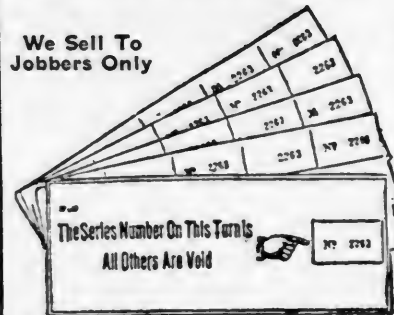
Wednesday, Thursday, Friday hot,  
But every night a wet, muddy lot,  
The cat rack man got howlin' drunk,  
Swiped the oobay out o' my trunk;  
The greasejoint man and wife had a fight;  
The guy with the knife rack blowed last night;  
Bunch in the black top tryin' to sleep,  
When a cyclone blew the trick off the msp.

Oh, I got the blues, I got the blues,  
The doggone midway blues.  
Got everything I own in soak—  
This rainy weather sure got my goat.  
I got the blues, I got the blues,  
The doggone midway blues.

—SAM DIMPSEY.

## SERIAL PADDLES

We Sell To  
Jobbers Only



BOOK FORM FOR  
30, 60, 90, 120, 180, 240, 300 wheel

We manufacture for all the leading Jobbers in the United States.

GET OUR JOBBERS PRICE-LIST

We trust we may have the pleasure of some of your valued business, which we assure you will have our prompt and careful attention and every effort will be strained to make our relations pleasant and beneficial.

**SCHULMAN'S** 39 West Eighth Street, New York  
Phone 1542-1543 Stuyvesant

BEST WISHES AND LOTS OF GOOD LUCK TO ALL  
OUR FRIENDS

**MR. and MRS. HARRY G. MELVILLE**

(Mrs. Nat Reiss)

DO YOU MENTION THE BILLBOARD WHEN YOU ANSWER OUR ADS?

# Harry Copping Shows

WOULD LIKE TO HEAR FROM FERRIS WHEEL AND CAROUSSELL

I will book at liberal percentage or will buy for cash. Would also like to hear from Side Show Attractions for Copping & Mengle's Big Ten-in-One. Will need a good Agent and Promoter. I will have my own cars, and can handle any one with wagons.

MERRY XMAS AND HAPPY NEW YEAR TO ALL OUR FRIENDS.





Home of the TALBOT MANUFACTURING CO., 1325 Chestnut St. Largest Manufacturers of Portable Cooking and Serving Stands in the World

# Talbot Cooking Trunks Specialties

It Is Our Policy To Be Dependable—To Give Real Service—To Merit Your Good Will

Talbot Portable Cooking and Serving Stands in the course of a very few years have created a prosperous new industry throughout the nation. Here and there in store windows, on street corners, in theatre lobbies, public markets, with carnivals, shows and circuses, at fairs, picnics and the great Coney Island, to the small town parks, ten thousand men and women are operating Talbot Stands and prospering. Many of them with prosperity, independence and cheerful lives such as they never knew before. Many of them earn \$500.00 and much more a month. Think of such earnings on an original investment of \$100.00. For people will always eagerly buy something novel and good to eat, made before them and served in a fascinating way. It's a staple, steady, self-respecting business, open to any ordinary man or woman, anywhere and everywhere. TALBOT PORTABLE STAND is a perfectly organized, practical business. You pay for the merchandise value only at the stand; the licensed formulas and instruction plans that educate you and spell success you receive free. The profit producing power costs you nothing. Do you want some at this gainful success? Then pick out among these the one you would like to own, and write for information about the business you can do with it.

**SUGAR-PUFF WAFFLE MACHINES**

No. 94 HOT Scone STAND \$100.00

No. 68 Jo 4-MOULD \$77.50  
No. 4 STANDARD 4-MOULD \$107.50  
No. 6-6 MOULDS \$137.50  
No. 8-8 MOULDS \$162.50

No. 29 CREAM WAFFLE STAND \$107.50

No. 11 HONEY-BITS CONFECTION STAND \$112.50

No. 9 BUDDY DOUGHNUT STAND \$100.00

No. 97 POPCORN PEANUT CANDY STAND \$187.50

LARGE HAM-BURGER TRUNK \$95.00  
SMALL HAMBURGER TRUNK \$63.00

TALCO KETTLE-CORN-POPPER STANDS \$140.00

TALCO POPPER TANK & PUMP GASOLINE \$72.50 CITY GAS \$65.00

TALCO SOFT DRINK STAND \$85.00

JUICE BOWLS 3 GAL. \$3.00 6 GAL. \$5.00

FLASH GLASSES TANKS \$1.50 DOZ. (8 GAL) \$12.00

JUICE GLASS TANKS 5 GAL. \$7.50 8 GAL. \$12.00

TALCO SOFT DRINKS ORANGEADE-LEMONADE-GRAPe JULEP-30 GAL SIZE \$2.70

CONFECTIONERS THERMOMETER \$3.50

GASOLINE DOUGHNUT STOVE COMPLETE \$48.25

GEM AUTOMATIC DOUGHNUT MACHINE \$100.00

TALCO PREPARED DOUGHNUT MIXTURE 20¢ PER POUND

TALCO ENAMEL WINDOW COOKERS COMPLETE \$115.00 CITY GAS \$135.00

WHITE-DOUGHNUT CABINET \$115.00

## FOR YOU MR. COOK HOUSE MAN!

We have practical, serviceable goods, out of the ordinary, designed and made for your particular wants. Highly efficient for the "hurry up" demands of the road. Compact and simple, tough AND STRONG TO RESIST HARD WEAR AND TEAR. Stoves and Burners, Griddles, Grates and Broilers, Ovens, Jumbo Burners, Gasoline Tanks, Pumps, Hollow Wire and connections, Steam Tables, Coffee Urns, Food Warmers, Pots, Kettles and Pans. Handy Utensils and Saving Devices, Cook's Linens, Tables, Chairs, Cook House Tents and everything that your trade requires.

A WORD TO THE WISE: Look up your requirements for next season now, and buy them now. Avoid delay and pell-mell rush to get ready just before the season opens.

## SOFT DRINK DEPARTMENT

There's big money in the Soft Drink business when properly organized and conducted. We have everything of the best in this department.

## PORTABLE SERVING STAND Complete With Full Equipment

Soft Drink Flavors (Government approved), ORANGEADE, LEMONADE, GRAPE JULEP, made from pure Fruit elements only. Full strength, natural color, delicious. Glass Tanks, Bowls and Serving Glasses, Dippers, specially designed, Soft Drink Tents and Banners.

- ### SPECIALTIES
- DOUGHNUT MACHINES AND WINDOW EQUIPMENTS
  - KETTLE CORN POPPERS
  - SAUSAGE STEAM COOKERS and BROILERS
  - CANDY FURNACES AND KETTLES
  - SPECIAL PRESSURE GASOLINE STOVES (Round and Square, any size and number of Burners.)
  - PORTABLE TABLES AND CHAIRS
  - LANTERNS AND BLOW TORCHES
  - PAPER NAPKINS
  - The Very Best JUMBO BURNERS, TANKS, PUMPS, HOLLOW WIRE and Connections
  - FOOD WARMERS
  - HAMBURGER TRUNKS
  - GRIDDLES, All Sizes
  - FLAVORING EXTRACTS and SPICES
  - COOKS' COATS, APRONS and CAPS
  - CONCESSION TENTS of All Styles and Sizes
  - CANOPY UMBRELLAS
  - and Many Other Good and Useful Items

## GREETINGS AND COMPLIMENTS OF THE SEASON

to our many friends and patrons whose generous patronage during the past year has enabled us to more than double the volume of business transacted the previous year. And through this most successful season the great numbers of letters of commendation that we have received indicates that our motto, "SERVICE AND SATISFACTION," has been fully lived up to.

# Talbot Mfg. Co.

The Concession Man's Favorite Supply House  
1325 CHESTNUT STREET  
ST. LOUIS, MO.

**STRONG-BOY PRESSURE GASOLINE STOVES**

2 BURNER \$21.50  
3 " \$29.50  
4 " \$38.50  
5 " \$47.50

**TALCO STEAM TABLE \$47.50**  
ALSO LARGER SIZES

**JUMBO BURNERS \$4.75**

**TALCO BURNERS**  
4" \$4.25  
5" \$5.50

**HOLLOW WIRE 5' FT. CONNECTIONS 5' TEES 20**

**PRESSURE TANKS**  
3 GAL. \$5.50  
5 " \$6.50  
10 " \$8.50

**PUMP \$2.00**

**STORM STOVES**  
2 BURNER \$19.50  
3 " \$27.50  
4 " \$35.50

**GRIDDLES ALL SIZES AND PRICES**

**16" CANDY FURNACE COMPLETE \$40.00**

**COFFEE-URN PRICES UPON REQUEST**

**ROASTING-PANS**  
10" x 15" 40  
11" x 16 1/2" 50  
15" x 18 60

**LITTLE GIANT LANTERN \$6.50**

**SAUSAGE KETTLES**  
SMALL TIN \$12.00 COPPER \$17.50  
LARGE TIN \$18.50 COPPER \$25.00

**HANDY FRYERS**  
10" \$2.50  
12" \$3.00

**CANDY UMBRELLAS FANCY COVERS**  
6 FT. \$6.00  
8 FT. \$22.00

**LARGE CHARCOAL SAUSAGE BROILER \$9.50**

**COOKS' LINEN COAT \$2.50**  
LONG APRON \$1.75  
CAPS \$1.40

**TIN COUNTER-PANS**  
16" x 24" \$9.00

**DOUGHNUT GRATES**  
24" \$2.50  
18" \$1.65

**HANDY CAMP-STOVES \$6.50**

**RETTINER MIXING BOWLS 2 1/2 QT. \$4.25**

**TENTS AT BEST PRICES**

**CONCESSION-SOFT DRINK HIP-ROOF COOK-HOUSE**

# McCLOSKEY GREATER SHOWS

MERRY XMAS—SEASON 1921—HAPPY NEW YEAR

**SHOWS WANTED** of high-class, meritorious calibre, that can compete with my present high-grade features. Will furnish outfits to reliable showmen. Good prop. to 10-in-1 and Dog and Pony Show. **NOTICE, CONCESSIONERS—All Wheels Open Yet—Hurry!**  
**WANTED TO BUY**—One more Stateroom Car and two Box Cars to complete our Ten-car Train. Must pass all Railroad Inspection.  
**HELP WANTED IN ALL BRANCHES**—Talkers, Grinders, Wild West Performers, Freaks, Free Acts, Performers of all kinds, Drivers and Sleeping Car Porters.  
**WINTER QUARTERS, 1127 Sheffield Street, N. S., Pittsburg, Pa.**

When You Save Time You  
Save Money

The Time Saver of Modern Business  
is the

## UNDERWOOD BOOKKEEPING MACHINE

Takes the worries out of Business Methods,  
Does the Work of Three Bookkeepers  
and  
Does it YOUR Way

UNDERWOOD TYPEWRITER COMPANY, Inc.  
218 E. 4th St., Cincinnati, Ohio

### NATURAL COLOR ART RAZORS

BIG REDUCTION IN PRICES  
SPECIAL PROCESS  
Something New—Write

Pays Big Profit  
Sells Everywhere

Every board and razor guaranteed to be high grade and perfect or **MONEY BACK**. We are positively the largest manufacturers in the world of high-grade **Photo-Handled Knives and Razors**. New designs every month—all good. Get our new price list and catalog—**FREE**.

GOLDEN RULE CUTLERY CO.

Est. 1901

212 N. Sheldon St., Chicago, Ill.

Dept. No. 1

### Black Diamond Shows

NOW BOOKING SHOWS, RIDES AND CONCESSIONS.

CAN PLACE THE FOLLOWING—Candy, Dolls, Pillows, Groceries, Fruit, Juice, Cook House, Roll-Down, Swinger, Hoop-La and others. CAN USE Help in all departments. This show will not tolerate graft. Address AL SMEDES, Manager Black Diamond Shows, 1416 Broadway, New York, Phone, Bryant 9211.

#### WOLFE SUPERIOR SHOWS

Active Preparatory Work in Winter  
Quarters To Start About January 1

Louisville, Ky., Dec. 10.—There is little bustle at the winter quarters of the T. A. Wolfe Superior Shows, which are at the Kentucky State fair grounds here, and a Billboard reporter who visited the shows found everyone taking life easy and enjoying the comfort of the well-heated buildings, while others were cozy in their comfortable staterooms on the show train, which is parked on convenient tracks right inside the fair grounds. Smoke issuing from the chimney of the privilege car proved that the kitchen was in operation, and a peep inside of the car disclosed a group of happy show employees who were apparently deep in the enjoyment of dolce far niente.

Manager T. A. Wolfe was not to be found, neither were any of the executive officers of the show, all of them being out of the city. It was learned from Bob Sherwood, the superintendent, that Mr. Wolfe was not expected to return to winter quarters for several days, and that no active work would be commenced before January 1. It was also learned that several commodious buildings had been transformed into workshops and that the vast coliseum was to be used for erecting the new show fronts. Mechanics were at work repairing and cleaning the big Topp-Stewart four-wheel drive tractors which have proven so satisfactory for show transportation purposes during the past season. Sydney Wire, director of publicity for the shows, was found at the downtown offices, but said that he had nothing for publication at this time. He stated that Manager T. A. Wolfe had laid many plans and said that new fronts and new equipment of all kinds would be constructed at the ateliers at the fair grounds during the winter. A number of new shows will be built and several novelties will be introduced. A nation-wide publicity campaign is being organized and quantities of printed matter along with special letters, will be sent broadcast over the country. The initial move in this campaign was the distribution of 10,000 booklets which have been sent to fair secretaries and heads of civic organizations both in the United States and Canada, and these will be followed up with press bulletins and miniature newspapers containing copies of testimonial letters which have been received by the shows in the past two seasons. Marked copies of newspapers are constantly being sent out by the press department and the mails are kept hot with a steady stream of letters which are directed to the chairmen of various fraternal and social organizations throughout the country.

M. W. McQuigg, general contracting agent, was at the Ohio Fair Circuit meeting at Toledo, and reports excellent results. He will start working on his preliminary route about January 1. It is stated that the T. A. Wolfe Superior Shows have had offers for more fairs and celebrations than they can consistently handle, but out of the mass of offers a satisfactory itinerary will be arranged which will leave only the early spring and summer bookings for the advance forces to negotiate.

General Manager T. A. Wolfe, General Agent M. W. McQuigg and Ethel E. Jones, secretary and treasurer, attended the fair secretaries' meeting at Chicago, and were kept busy shaking hands with old friends and making new acquaintances. Sydney Wire, general press representative, was unable to leave Louisville on account of the press of work in connection with his publicity campaign which he is now conducting.

A. L. STINES AND C. A. CLARKE

Will Launch Shows Next Season

Columbus, O., Dec. 8.—A. L. Stines, of outdoor show and concession fame, and C. A. Clarke, monkey speedway owner and tahlold musical comedy manager during the winter seasons, are to launch a carnival company the coming season, the initial stand to be made in Springfield, O. Two new and novel shows are in the process of construction and all the rides have been booked, as have most of the concessions.

DAVIS A VISITOR

Chicago, Dec. 8.—W. H. Davis, last season with the World at Home Shows, and who next season will be with the Rubin & Cherry Shows, with a Penny Arcade and a Fun House, was a Billboard caller this week.

LEVY IN CHICAGO

Chicago, Dec. 9.—Maurice Levy, of Pittsburg, dealer in carbon, tungsten and nitrogen lamps, was a Billboard caller this week. He arrived last week in time for the fair conventions.

Look thru the Letter List in this week's issue.

#### NEW IDEAL Streetman's Torch

WITH GOOD PUMP.

Can be hung on your suit case, or will stand anywhere.  
PRICE, NO. 1 . . . \$7.75  
PRICE, NO. 2 . . . 8.75  
For larger Storm Proof  
Burner  
THE BEST STREET  
LAMP MADE

Send for our new Circular.

WINDHORST  
SUPPLY CO.

The Original Manufacturer.  
106 N. 15th St.  
ST. LOUIS, MO.

TANKS  
MADE OF  
HEAVY  
MATERIAL

## CANDY FOR CONCESSIONS BRACH'S CHOCOLATES

Half and One Pound Boxes. Also Brach's Quality Chocolates, packed in Brown-built boxes. For price and other information, write

J. J. HOWARD

617 S. Dearborn, CHICAGO, ILL.



If You Can Tell It From a

GENUINE DIAMOND Send It Back

To prove our blue-white MEXICAN DIAMOND closely resembles a genuine diamond with same DAZZLING RAINBOW FIRE, we will send a selected 1 carat gem to Ladies Tiffany Style Ring (ret. price \$4.98) for Half Price to introduce, \$2.63, or in Genu's Heavy Tooth Heber Ring (ret. price \$6.26) for \$3.25. Our finest 12k gold filled mounting. **GUARANTEED 20 YEARS. SEND NO MONEY.** Just mail postcard or this ad. State size. We will mail at once 12, 12. If not pleased return in 2 days for money back less handling charges. Write for Free Catalog. Agents Wanted. **MEXICAN DIAMOND IMPORTING CO., Dept. NB, Las Cruces, N. Mex.** (Exclusive controller Mexican Diamonds)

CARBON. TUNGSTEN. NITROGEN.  
**INCANDESCENT LAMPS**

Licensed Under General Electric Company's Patents.  
QUALITY. SERVICE. PRICE.

MAURICE LEVY

430 Atwood Street, PITTSBURGH, PA.



# ESMOND INDIAN Blankets



We have the most complete range of Indian Blankets—great variety of patterns and colors, all made with the famous Esmond double thick weave and soft Cortex Finish.

*We give good service.*

MANUFACTURED BY

**THE ESMOND MILLS**  
ESMOND, R. I.



NOW ON SALE BY ALL LEADING JOBBERS  
Our Sole Selling Agents

**CLARENCE WHITMAN & SON, INC.**

NEW YORK  
354 Fourth Ave.  
CHICAGO  
226 W. Adams St.

PHILADELPHIA  
927 Chestnut St.  
ST. LOUIS  
310 Silk Exchange Bldg.

SAN FRANCISCO  
Postal Telegraph Bldg.

## GUM FOR Sales Boards

Get out a no blank board. With our high-grade, low-priced gums you can do it. Spearmint and popular novel packages. Write today for samples and prices.

HELMET GUM SHOP, CINCINNATI.



## STILLS

Water stills, made of heavy copper, write for our FREE booklet, giving directions, description and price.

EUROPEAN SUPPLY CO.

605 Wylie Avenue, PITTSBURG, PA.

## THE GIANT OF THEM ALL

### THE *Big* WHEEL

Meaning not only size, but net earning power, investment considered.

ELI BRIDGE COMPANY,

Builders, Jacksonville, Ill.

### KITE "ADS," SKY "ADS," AERO "ADS"

Come only wants one customer in a large city. Will it be TOM or you this time? Write today for photo and information. This is a business proposition. No attention paid to postal cards or F. R. Ds. **BILAS J. CONYNE, 3318 Palmer Street, Chicago.**

FOR SALE—Two Wurlitzer Hand Organs, Styles 165 and 150. Good bargains. **J. DEHILL, 110 South Ave., Rochester, N. Y.** Also looking for suitable location for Summer Rink.

### FOR SALE—ONE SHOOTING GALLERY

with Electric Piano. Worth \$400.00! \$100.00! take. If Also one 44-note Electric Piano, no motor, \$45.00. 411 St. Clair St., Toledo, Ohio.

## COMPLAINT LIST

The Billboard receives many complaints from managers and others against performers and others. It publishes below a list of such complaints, with the name and address of the complaining party, so that persons having a legitimate interest in the matter may make further inquiries from the complainants if they desire.

The publication of the list does not imply that the complaint is well founded, and The Billboard assumes no responsibility for such information as may be given by the complainant to parties inquiring.

Names will appear in this list for four weeks only. Anyone interested might do well to make note of them:

CYPHERS, JOHN G., theatrical manager.  
Complainants, Bert E. Wilson, Gert V. Burns, W. D. Stansberry, Hazel Hutton, H. D. Hopkins, Billy F. King.

GORDON, JACK, manager.  
Complainant, Berney Smuckler, Mgr. Isabelle Green Jazz Vampires.

SICKLES, BOB, manager.  
Complainant, Col. F. H. Stroud, Mgr. Florida Amusement Co.

STEVENS, EDWIN, acrobat.  
Complainant, Perry Masters, care Monroe Hotel, Cleveland, O.

### WILLIAM VREELAND, NOTICE!

Mrs. E. Vreeland, 550 47th street, Brooklyn, N. Y., writes The Billboard that her son, William Vreeland, a concession man, left his home last summer without any notification of his intentions and has not been heard from since. Mrs. Vreeland further states that her son's absence and silence have made her ill and she would appreciate any information as to his whereabouts.

### COHEN AGAIN IN BOSTON

Boston, Mass., Dec. 7.—Sam Cohen, of this city, recently closed a successful season with his four shows—"Walla Girls," "Lucille" posing show, "Ziroma" snake show and big ten-in-one. A part of the season Mr. Cohen had his shows with a carnival company and later played seven weeks of independent fair dates the last being at Brockton, Mass. Sam is again conducting his booking office here, as he has for the past fifteen years, and already has booked a number of acts for his coming season.

## A "SUPER-FLASH" WATCH SET

FOR SCHEMISTS, PREMIUMERS, VENDORS.  
It possesses the gaff that gets the coin.

**BIG VALUE, LOW PRICE, PER SET, \$1.92**

We have bushels full of other big things and good things for you. Send for our Catalog.



ROHDE-SPENCER CO.,  
ENTIRE BUILDING, 215 WEST MADISON STREET,

"THE LIVE WIRE" Wholesale House,  
Jewelry, Watches, Diamonds, Good Specialties,  
CHICAGO, ILLINOIS

## STILL IN THE BUSINESS MAKING WHEELS

Latest model of Wheels. Ready soon for your inspection. Write us

CARNIVAL SUPPLY HOUSE, 722 Race St., Philadelphia, Pa.

HARRY V. LAWSON, Box 31, NORFOLK, VA.

# LOOK—TATTOOING—LOOK

## YOU CAN MAKE BIG MONEY TATTOOING

Why not start in a business of your own? Tattooing is one of the most fascinating professions known, and one of the best paying Concessions in the country. Don't let the other fellow get ahead of you. Send for my up-to-date price list and convince yourself of the wonderful bargains that I am sending out. I am sending out the largest and most up-to-date collection of designs in the business. Others are sending for them, why not you? LOOK! You don't see these bargains advertised anywhere.

MY SPECIAL CHRISTMAS OFFERING:

12 Sheets of Designs, 10x14, all in colors; 400 Stencil Impressions of up-to-date Designs; 12 Chest Designs, colored, and 12 Chest Designs of Impressions; 1 Enlarged Picture of a Tattooed Lady, nicely colored; 17 fine Wristband Impressions; 28 Lodge and Trade Emblems; 1 sheet of extra large Arm Design Impressions; 1 Formula that will remove Tattooing.

**PRICE—\$10.00—PRICE**

All money should be sent P. O. Money Order, Express or Registered Letter. Payable to HARRY V. LAWSON, Box 31, Norfolk, Va. Mr. and Mrs. Harry Lawson wish all A MERRY CHRISTMAS AND A HAPPY NEW YEAR.

### CARNIVAL SHOW TALKER OR CARNIVAL SHOW SALESMAN?

By WALTER GRELL

(Introductory Note—The following observation on "Talkers" was written after visiting several carnivals the past season, where I found as a rule that the same "humdrum" "follow my leader" set-speech-openings and talks were being given in practically the same manner, by nearly all talkers or men making openings. The writer having devoted nearly all his time to selling show people, feels sure that a carnival show manager should employ a talker that is a show salesman. At any rate Mr. Carnival Owner and Carnival Show Manager, read this, and see if it doesn't give you an intellectual kick.)

From many observations made during the past years, I have come to the conclusion that the so-called "talkers," "spielers" and outside men employed on the various carnival attractions and shows are pretty much the average "run-of-mill" talkers. Some of them are mighty clever. Some of them are actual bores. Some of them don't even know the attraction they are working in front of well enough to intelligently present it to the public; in fact, if you want to judge them by what they say in trying to induce the public to pay the attraction a visit, you are most inclined to make up your mind that a great many of them don't even know what they are in front of the show for.

Yes, I suppose a great many of you will say after reading this much that I'm "absolutely unfair," that I'm dealing with the subject in too strenuous a manner—but that last statement above is made for the reason that it quickly brings me to the point I want to make—which is "THAT A TALKER IS NOTHING MORE THAN A SALESMAN SELLING AN AMUSEMENT ATTRACTION TO THE PUBLIC," and not a vaudeville artist, comedian, etc., as the "ballyhoo" stunts of the majority of carnival talkers would lead you to believe.

And, now then, the majority of you talkers and carnival men will rise to defend yourselves with that old line of "stuff," and, what is still more disgusting, the most of you actually believe it—that you have to do a monolog, some fake magical act, an illusion, sing a song and all those kindred things to hold the crowd.

You are dead wrong, brother. YOU don't need to do anything of the kind. But you do have to be a REAL SHOW SALESMAN. Ever look at it in that light before?

To become a real show salesman, in the first place you have to study your attraction. I want to tell you right here that no matter how commonplace or ordinary the attraction is or may seem to you, if you will study it, read about it, delve into the encyclopedias and find out anything and everything of interest that can be used in telling about that kind of an attraction, you will find that you can dig up an alluring story of romance that will hold your audience until you're ready to "turn 'em." That is the way to make the study of your subject complete, and that is the first step in salesmanship with anything—know your subject, believe in it, and you can make others believe in it.

The next thing is to perfect your talking ability. If you don't speak clean-cut English, then start learning how; make that the next step, and after you have confidence in your command of the English language, when you can feel that every word you pronounce is said with a clearness that will ring with sincerity, then you're ready for the third step, which is the study of human nature.

YOU want to be able to look over the people in front of you (while the old band is busy) and tell just about what it is that will interest them right off the "bat," be able to say the things that will quickly feel them out. A good way to study your human nature, in connection with a proposition of this kind, is to write up several talks, make each one different, then get some other talker or friend to read them over to you. While he is doing this try

### SILK HANDKERCHIEFS BIG ASSORTMENT



ORDER AT ONCE. HERE IS YOUR PRICE LIST.

ALL PURE SILK. HEAVY QUALITY. EMBROIDERED WITH ATTRACTIVE COLORS.

Ladies' Size, \$2.25 Dozen. Per Gross, \$24.00  
Men's Size, \$3.75 Dozen. Per Gross, \$42.00

- No. 182—Embroidered "To My Sweetheart."
- No. 181—Embroidered "To My Sister."
- No. 180—Embroidered "To My Mother."
- No. 152—Embroidered "Remember Me."
- No. 151—Embroidered "Forget Me Not."
- No. 903—Rose, Flower, Embroidered.
- No. 904—Violet, Flower with Basket, Embroidered.
- No. 905—Forget-Me-Not, Flower, Embroidered.
- No. 906—Pansy, Flower, Embroidered.
- No. 907—Mexican Flag, Embroidered.
- No. 952—Double Italian Flag, Embroidered.
- No. 953—Viva Italia Flag, Embroidered.
- No. 954—American-Greek Flag, Embroidered.
- No. 955—Greek Flower, Embroidered.
- No. 956—American-Italian Flag, Embroidered.
- No. 958—"Oh, You Kid," Embroidered.
- No. 960—"Oh, Boy," Embroidered.
- No. 962—Viva Mexico Flag.

WRITE FOR OUR BIG \$5.00, \$10.00 OR \$25.00 ASSORTMENT.  
One-Third Cash With All Orders, Balance C. O. D.

PRUDENTIAL ART & NOVELTY CO., Inc., 155-157 Wooster St., N. Y. Phone, Spring 2147

to imagine yourself standing in front of another talker delivering these talks to a crowd, figure out in your own way whether or not what he is reading would induce you or influence you to buy the ticket; in other words, make your talk appeal not to yourself but to the man or woman who is handing their good money across the ticket box. Most anyone can get up and say: "The greatest, grandest, educational, instructive attraction on this midway"—but it takes a man who has studied his proposition, who believes in it, who is a real show salesman to tell them the "reason why" it's the best on the midway. That's what they want to know, that's the thing that will "turn 'em"—the "reasons why." Another thing I've noticed that is an actual drawback, a matter that will actually keep people from going in—it is a talker trying to bewilder the people, as he thinks making a big impression upon them by using big words. This only confuses, and, unless you are a good clean-cut speaker, it also makes a sort of a fool out of yourself, and once you lose the respect of those out in front you're done as far as trying that particular crowd is concerned. The past summer the writer visited a carnival where a man was making openings, using big words or rather trying to use them, and this same man couldn't speak good plain English himself. Still, he wondered why he couldn't "turn 'em." In making an opening, no matter who you are, how well educated you are, use only words of one syllable whenever possible, use the simplest words thruout your talk—they always have more selling force. Make your "openings" of educational value whenever possible, be sure what you say is a selling talk, dwell hard upon the value they are to receive for their money. To do this you've got to sell your attraction to yourself first, then sell it to your wife or sweetheart; let it be your biggest thought, not the thought that "I wish it was the last show tonight." Why, man alive, if you can only get interested in your attraction to that extent and even start dreaming about it—then you'll believe in it and sell it.

Take these observations to heart in a sincere manner, and it isn't one bit too early to start this study as outlined for the season coming. You often wonder how it is that so and so can command such a good job, get that good percentage and salary proposition talking on the feature show of the midway—dollars to doznuts if you will study his methods carefully, you will find that he is working along the lines suggested in this article—that talker is a show salesman. YOU become a show salesman too, forget all about that word "talker" and when you are out on the "ballyhoo" stand, and the band has stopped playing, you'll not talk that show or attraction, you'll sell it to the majority of those people out there in front of you early to spend their money, because you will convince them that on the inside is an attraction or show that is worth many times the price they are paying to see it.

AL WILSON

Has New Thriller for 1921

Al Wilson, who has gained wide fame all over the world for his daring stunts of changing planes without the use of rope ladders or other safety devices, has added to his routine of aerial acrobatics one of the most dangerous and difficult thrillers ever thought of. Wilson hangs by his toes from the wing of the upper ship, while the lower plane flies a few feet directly underneath him. When the position is right he kicks his feet loose and plunges head first to the top wing, catching hold of the edge to keep him from slipping off. He intends to demonstrate this feat at the fairs for 1921. Wilson completed a very remarkable fair season this year, having flown at most of the State and county fairs of the Middle West. Many of his exhibitions were given in rain and bad wind conditions, but so far he has not missed an advertised exhibition.

Frank Clarke, Wally Timm and R. E. Golds-worthy will be with his flying circus for 1921.

### GREETINGS FROM

# Inter-Ocean Attractions

ROOM 705—1416 BROADWAY, NEW YORK.

## NOW BOOKING SHOWS AND CONCESSIONS

LEO M. BISTANY, Gen. Mgr.

BERT B. PERKINS, Gen. Agt.

## HOLIDAY SPECIALS

Men's and Ladies' Indian Beacon Bath Robes, trimmed with silk girdles, \$7.50 to \$9.50 each. Latest pattern Silk Kimonos, \$7.50 to \$15.00 each. Flower and Japanese designed Silk Pajama Suits, \$7.50 to \$18.00 each. 25% deposit required on all orders, balance C. O. D.

WE CARRY A COMPLETE STOCK OF BLANKETS.

H. HYMAN & CO., Manufacturers,  
358 West Madison Street, CHICAGO, ILL.

## SEASON'S GREETINGS

—FROM—

# MAX GOODMAN

WISHING ALL A MERRY CHRISTMAS AND A HAPPY NEW YEAR.

2929 W. 32nd Street,

BROOKLYN, N. Y.

EVERY ADVERTISER WANTS TO KNOW WHERE YOU SAW HIS AD.

To my many old friends in the profession, and to the new friends I hope to know better, I extend my best wishes for

# A MERRY CHRISTMAS AND A HAPPY AND PROSPEROUS NEW YEAR

Sincerely HARRY B. DUANE, President

THE TOURAINE COMPANY,

Boston, Massachusetts



ARTHUR WRIGHT, Gen'l Manager.

GEORGE E. CHURCH, Sec'y and Treas.

MAX LINDERMAN, Supt. of Concessions.

# WORLD OF MIRTH

## DELIGHTFULLY DISTINCT AND DIFFERENT

We Believe It — **The Finest Fifteen-Car Show in America** — We Will Prove It

**Four Featured Riding Devices**

**Our Own Private Train Pullmans, Flats, Baggage, Stock Cars**

**Gorgeous Hand-Carved Wagon Fronts. All Attractions**

Uniformed Concert Band of 20 Soloists. The highest priced, most sensational Free Act en tour. Twice Daily.

READY TO BOOK—To experienced showmen of ability and originality we offer unprecedented opportunity and extraordinary equipment. Concessionaires who can operate the MODERN WAY, write. We solicit applications for help in all departments from LADIES and GENTLEMEN capable of fitting into an organization jealous of its reputation of being the CLEANEST SHOW ON EARTH.

Fair Secretaries and Celebration Committees we believe will find it to their advantage to investigate. Our agents will appreciate the privilege of submitting propositions at all times without obligation.

# To All: A Merry Christmas and A Happy New Year

## SEASON OPENS IN THE SOUTH EARLY IN MARCH

Address all communications to

ARTHUR WRIGHT, General Manager, 1431 Broadway, New York City. Winter Quarters, Paterson, N. J., and State Fair Grounds, Richmond, Va.

### PENNANTS---PILLOW TOPS---BANNERS

IF IT'S MADE OF FELT WE MAKE IT.

GET OUR PRICES.

We carry a complete line for

**FAIRS, CARNIVALS and CELEBRATIONS**

Fraternal and College Designs

Painted process and sewed letters.

We also make

**ADVERTISING PENNANTS, BANNERS AND COUNTER MATS**



**Prudential Art & Novelty Co., Inc.**

155-157 Wooster Street, Phone Spring 2147. New York.

## Traver Exposition Shows

Not the biggest BUT the cleanest

**4 RIDES**

**2 FREE ACTS**

### WISH

all our many Friends, both Showmen and others, best wishes and all the greetings of the holidays. Will start booking up-to-date shows for next season after January 1st with our Carnival, which is the most successful and cleanest show in the east.

**TRAVER EXPOSITION SHOWS, 1547 Broadway, N. Y.**

**The American Game Cigar Board**  
Who Holds Winning Hand

PAYS IN TRADE AS FOLLOWS

**5 CENTS** a hand

ONE DOLLAR IN TRADE WITH THE LAST SEAL DENOTES WHAT THE HAND CALLS FOR

### PEERLESS TRADE-CARDS

### PUSH-TRADE AND SALES-CARDS

OF EVERY DESCRIPTION

We manufacture Push, Sales, Poker and Base Ball Seal Cards, to your order.

**WRITE FOR PRICE LIST**

**PROMPT DELIVERY**

**PEERLESS SALES CO.**

302 East 51st Street, CHICAGO, ILL.

**Official Baseball Cigar Board**

PAYS IN TRADE AS FOLLOWS

**5!**

ONE DOLLAR IN TRADE WITH THE LAST SEAL DENOTES WHAT THE HAND CALLS FOR



### A LEADER BEAUTIFUL MANICURE SET

**21-Piece French Ivory Du Barry Handles**

Finest grade steel implements. Leatherette case, brocade lining. **\$3.45** each in dozen lots or over. Sample Set, \$3.85, postpaid.

25% deposit required on all orders, bal. C. O. D.

**ALLTEX NOVELTY MFG. CO., 212 BROADWAY, NEW YORK, N.Y.**

## GREETINGS!

A Merry Christmas and Happy New Year To All  
**ADOLPH SEEMAN**

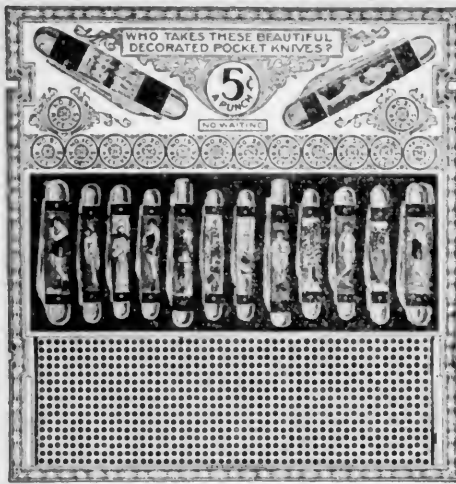
## BALLOONS

OUR SPECIALS AT BARGAIN PRICES:

- No. 60—Heavy Gas.....\$3.68 Per Gross
- No. 70—Heavy Gas.....4.20 " "
- No. 70—Brilliant Transparent Gas.....4.40 " "

All Balloons are made of pure gum and in assorted colors. They are absolutely the best on the market. **PROFIT-SHARING PROPOSITION:** To every purchaser of twenty-five gross we will give free one gross of the same kind.

TERMS: Half cash with order, balance C. O. D. Immediate shipments. Let us serve you.  
**COLUMBUS TOY BALLOON CO., 104 Chittenden Ave., COLUMBUS, O.**



# THE BEST ON THE MARKET

BIG REDUCTION IN PRICES

Biggest **FLASH REPEATER MONEY MAKERS**

**EVERY KNIFE GOOD AND GUARANTEED**

Standard Assortments

**THE BIGGEST JOBBERS USE OUR BOARDS**

**Why Not You?**

All Art Work Photos, not Prints. Some Highly Colored with Patented Process. New 6 Colored Circular and New Price Dec. 20

Est. 1900  
Dept. 1

**GOLDEN RULE CUTLERY CO., 212 N. Sheldon St., Chicago, Ill.**

## BREAKING THRU

**1920 Has Been a Banner Year for Publicity, Despite Paper Shortage—Unlimited Space Has Been Devoted to Outdoor Amusements**

By J. WILKINSON CROWTHER

"Good morning, Mr. Press Agent, glad to give you my support, but it will be necessary for you to condense your copy, as we are pushed for space, owing to the paper shortage"—and the smiling editor extends his hand.

How many times have we been confronted with this familiar greeting? Needless to say that every circus and carnival press agent has some time during the past season met with the "paper shortage welcome," but thru unceasing efforts has landed, us in former years. Unlimited space has been devoted to outdoor amusements during 1920, and, in fact, it has been a banner year for many publicity men. The "boys" have been very successful in pulling all kinds of publicity stunts. A New York newspaper man recently told me that the publicity secured by the Barnum & Bailey show last spring was phenomenal, and it had been a mystery to him how Messrs. Norwood and Fellows had been so successful in landing such space, when editorial writers were calling the public's attention to the paper shortage.

The Canadian publications have been very liberal with their columns during the past summer. The Canadian editor is always willing to give the agent a fair representation—unless the organization which he represents is not of the cleanest character.

Despite the fact that many organizations of questionable reputation, masquerading under the name of "carnivals," have made things a little unpleasant for the press agent representing an exposition of merit, the "plugger" has scored heavily and has played an important part in elevating the carnival business. While obstacles of every description have made the paths somewhat thorny for outdoor amusement enterprises, the press agent's convincing publicity oftentimes turned the tide of battle.

Sensational weekly journals which thrive upon the creative power of the imaginative scandal producer have afforded real opposition for the carnival press agent. A certain weekly publication, which has a wide circulation throughout the Dominion of Canada, launched an attack upon a carnival organization with a political object, and, while the name of the show was exposed, the article was accepted by folks in the various communities as what could be expected should any carnival organization invade their respective cities.

Then, again, a Minnesota sheet, whose news supply becomes exhausted once in a while, attempted to connect a well-known carnival organization with the operation of gambling wheels which were conducted by natives of a Minnesota town at a Fourth of July celebration.

So as the press agent roams into the city rooms, he must be prepared to overcome any skeptical impression which may prevail among the scribes regarding this form of amusement. A representative who is backed by real meritorious attractions and clean concessions can easily convince the staff "that he has the goods" after a visit to the showgrounds.

It is this kind of a press agent that has been securing the big results, and there is no question but that he will continue to do so.

Press agents have been accused of engineering and framing many stories. They oftentimes get the blame for "planting" when things really do happen unexpectedly, but now they have come in for new honors, and this time they have an accused of creating the paper shortage. Well-known Charleston (S. C.) editorial writer claims that there is a growing suspicion in many newspaper offices that the press agent has played a big part in creating the white paper shortage. Continuing, he says: "The rooms of paper that he prints into copy on his trusty 'mill' would print entire editions of many newspapers." So there is only one consolation for the space grabber to pursue—he's accused of playing the game, so he may as well live up to his reputation.

Just think of it, a feature story writer in exposing the work of a press agent, terms his occupation as a "nice, soft job." Here's what he says regarding the P. A.: "Thanks to the war, we have with us once more the ever-present press agent. A press agent may be defined as a newspaper man who has left his profession in order to make more money writing stuff that makes life miserable for his former associates

## SOUVENIR GOODS

For-Summer and Winter Resorts

Manufacturers of BURNT LEATHER GOODS, assorted designs, with or without lettering of name of town, park or resort; GENUINE ALLIGATOR GOODS for FLORIDA RESORTS; Indian Moccasins, Leather Pillow Tops and Table Covers, Sweet Grass Baskets, Chinese Baskets, Souvenir Opaline Glass Novelties, nicely designed, with or without lettering; ALUMINUM NOVELTIES, hand engraved, and other specialties.

WE'VE GOT THE RIGHT GOODS AT THE RIGHT PRICES.

NO CATALOG.

25% deposit required on all orders of bonrated concern, balance C. O. D.

**ROSENTHAL & STARK,**  
12 E. 12th St., NEW YORK CITY.  
Phone Stuyvesant 3798

in the news rooms. (He evidently refers to that old stereotype copy—the cut-and-dried stuff). It must be great to be a press agent. Instead of having to grab a bunch of copy paper and adventuring into the city in search of news, the press agent sits behind a typewriter, "pounds out copy," strolls down to the office, places it on the city desk—well, you know, Al—his day's work is at an end. Pretty soft. Nice job, eh?"

Think it would be a great experience for this chap to take to the road for a few years, and then prepare a story upon the duties of a press agent.

Quite a number of the newspaper men whom I have met are under the same impression—that it requires but little effort on the part of the publicity man to get his copy over the city desk. When things are dull, prepared copy of interest is always acceptable, but when a chap penetrates the columns of the metropolitan dailies he's compelled to do some tall thinking and hustling.

Some years ago an editor in Pennsylvania told me that he wasn't giving free space away, but if anything unusual occurred during the engagement he would be glad to publish it. I accepted this as a tip, and the unexpected happened the following day. I was quick to inform the sheet of the incident, and was sure that my efforts would be rewarded with a big story the following morning. To my surprise I was unable to locate anything pertaining to the event. I called upon the editor that afternoon and was informed that the escapade was not sensational enough to warrant publication. I could plainly see that it would be necessary for me to open a cage of lions and let them wander around the streets of the town at will, before this far-sighted old chap could see the foundation of a story, and then I believe a attack or so would be too much for such a mild occurrence.

Everything is not sugar with the press agent. He often meets with stiff propositions which provide food for thought, and, in an effort to land, must arrange a new and novel attack. The old stereotype stuff has seen its days. Editors are just naturally tired of receiving "junk copy," such as the "Biggest in the World," "Greatest Collection of Arenic Marvels," "The Acme of Perfection in Carnival or Circus Entertainment," "It's Projection Marks a New Epoch," etc. You can hardly blame them for ditching this kind of copy, and, in it only wonder that Walter M. Kenheart recently said: "This stereotype is sickening, hard to digest, and the only consolation that we editors have is that the reverse side of the press agent's copy makes excellent scratch paper in these days of H. C. L."

The press agent who makes an effort to prepare copy scented with local atmosphere, with something of news value to the local readers, is the chap that will pull thru. I have noticed particularly this year that the boys in the publicity field made amendments, stories have been well written and well dressed, local color was inserted into the lines, all of which was interesting to the reader and more acceptable at the city desk.

A press agent is always striving for results only which can be obtained by producing copy that meets with the approval of the city desk.

Big results were secured by the pen and pencil pushers at the State and county fairs the past fall. The daily publications were exceptionally generous, and the space devoted to the midway sections has been larger than in former years.

Circus agents have secured their share of the turkey. Recently I met a well-known circus press agent, who stated that he had secured the best representation he has had in years, while another chap, who was making his initial appearance ahead of a circus, was certainly enthused with the reception he was given by the journalists.

And, as old Sam Johnson says: "Press agents, like horses, will die off some day, and until then we will have with us the press agent."

Bryant 8827.

**SIDNEY R. ELLIS**

**ROUTER FOR ATTRACTIONS**

ROOM 1114, 1482 BROADWAY, NEW YORK.  
Personal Attention given to Consecutive and Approximate Bookings.  
Special Advance Press Publicity Department.

**CAPT. DONEY—FOLEY GREATER SHOWS**  
Booking Shows and Concessions Season 1921. Address Winter Quarters, 908 Providence Rd., Scranton, Pa

## Greetings To All Our Friends

With Best Wishes for a Merry Christmas and a Happy New Year

### Mr. & Mrs. Ed. C. Warner

Traffic Manager World at Home Shows,  
Polack Bros.' Twenty Big Shows, Rutherford Greater Shows

## Beasley-Boucher Shows

### WANTED FOR SEASON 1921

Wants to hear from Shows and Concessions. Will furnish Tents for any Show of merit. Showman, what have you to offer? Also can place good, reliable man to take charge of Conderman Ferris Wheel. This Wheel is in first-class condition. Show to open latter part of February. Address all mail

**R. C. BEASLEY, Manager,**  
BEASLEY-BOUCHER SHOWS, P. O. Box 708, COVINA, CALIF.

## Sales Boards and Assortments

"—the biggest money-makers out"

SEND FOR CATALOGUE BB

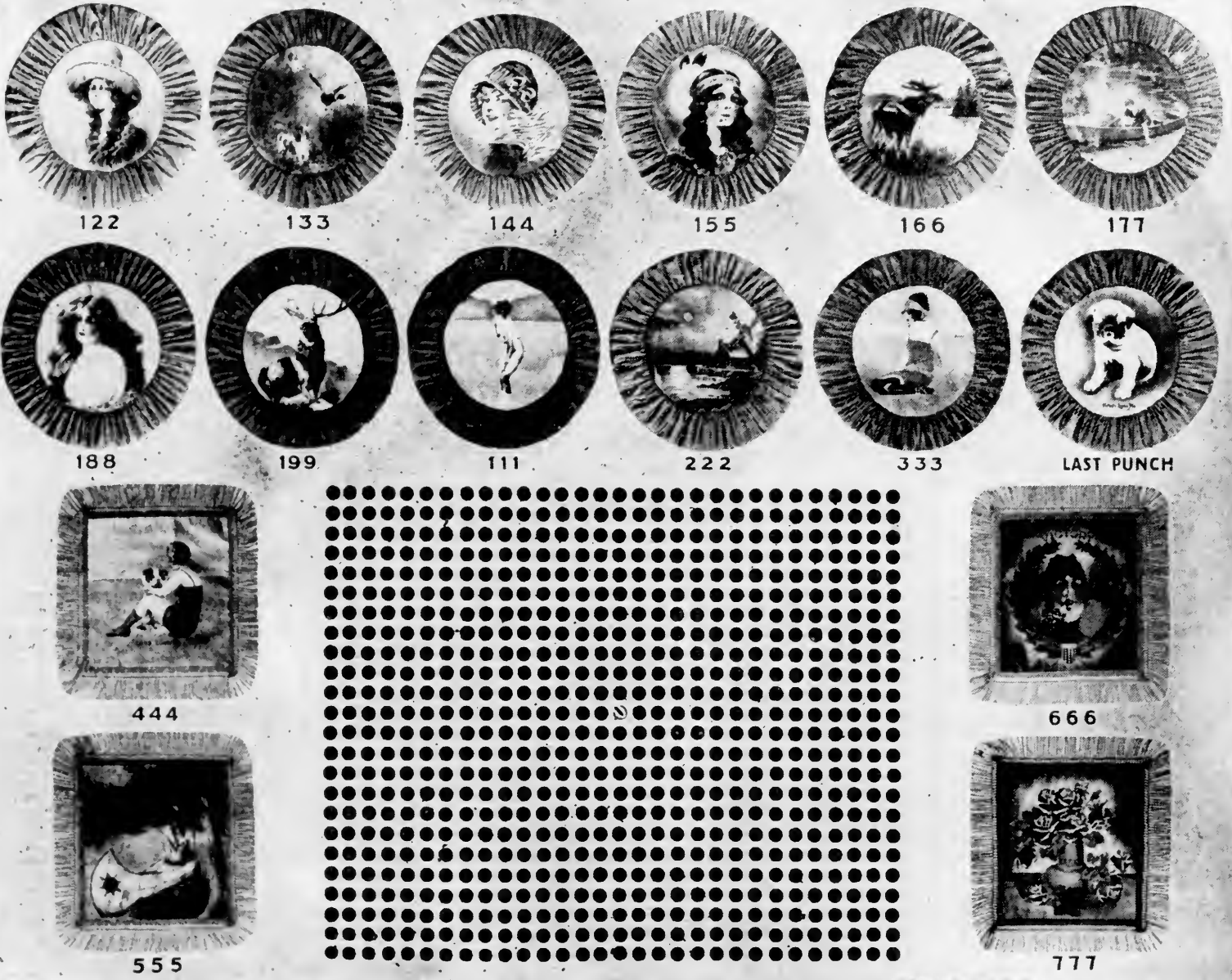
### Agent's Brokerage Co.

2455 Archer Ave., CHICAGO

MENTION US, PLEASE—THE BILLBOARD.



**GET HER ONE OF THESE BEAUTIFUL  
HAND COLORED SILK PILLOWS 10c**



**A REAL PILLOW SALESBOARD ASSORTMENT**

SIXTEEN OF MUIR'S BEAUTIFUL HAND COLORED PILLOWS

One of the biggest Salesboard Operators in the country told me if I would make up a Pillow assortment, showing illustrations of the Pillows on the Salesboard in their natural colors, that it would be THE BIGGEST SENSATION THE SALESBOARD BUSINESS HAS SEEN IN YEARS, so here it is. The colors on the Salesboard are printed in four-color process, showing the Pillows in all their brilliant, natural colors.

Price, With 800-Hole Board, \$28.50. With 1,000-Hole Board, \$29.50

Jobbers write in for prices in quantities.

**MUIR ART CO., 306 W. Madison Street, CHICAGO**

**CAROUSSAL FOR SALE**

Herschell-Spillman two abreast, brass covered rods, Cushman engine. Wurlitzer Band Organ, No. 125, paper played, good as new, with about ten rolls of latest music for same, \$1,500.00 cash for complete Caroussal. Will consider part cash, balance in monthly notes. For particulars address Port Arthur, Texas, until December 25th. C. R. LEGGETTE, Mgr.

**"YOU'LL BE SURPRISED"  
JAZZ SILK HANDKERCHIEFS**

We have the newest novelty in Silk Pocket Handkerchiefs, known as the "YOU'LL BE SURPRISED," silk jazz handkerchief. It is a miniature pair of LADY'S SILK BLOOMERS, worn in the pocket as a handkerchief. Splendid article. A pocket full of fun. Fool your friends. Causes a laugh every minute. Sample submitted for 50c, prepaid. Good side line proposition for agents, barber shops, cigar stands, pool parlors, magicians. Satisfaction guaranteed or money refunded. GUSTAVE W. COHEN & BROTHER, 744 Broadway, - New York.

**SOME FLASH**



**Genuine Vixper Beaded Baskets**

Good-bye, old style Chinese Baskets. Not made of flimsy bamboo. There are no small sizes. No more argument as to which basket your customer is entitled to. You give him his choice. Hundreds of beautiful beads on each basket fascinate the eye and compel them to play for them.

Dozen Lots, \$21.00. Case Lots, 5 Doz., \$19.50  
Single Sample, \$2.25

Limited supply. First come, first served.  
**VIXMAN & PEARLMAN**  
620 Penn Ave., PITTSBURG, PA.



**"HUMPTY DUMPTY"** With Tin Legs \$3.25 per 100  
and Arms. \$30.00 per 1,000  
Deposit required on all C. O. D. shipments. Orders filled  
same day received.

**POPULAR SELLING TOYS AND NOVELTIES  
FOR THE HOLIDAY SEASON**

We have a complete line and will fill your orders promptly at the lowest prices. If you haven't one of our catalogs, we are both losing money. Requests for a copy should specify your line of business. We do not sell to consumers.

Our stock of merchandise is one of the largest and most complete in the country for Streetmen, Carnival Concessionaires, Pitchmen, Premium Users, Sheet Writers, Auctioneers, Demonstrators, Medicine Men and Salesboard Operators.

**LEVIN BROS.,** Est. 1886, Terre Haute, Indiana



**Climbing Monkeys,**  
Per Doz., \$2.75.  
Coon Jiggers, Per Dozen, \$5.00.  
Write for special circular of Mechanical Toys.

**A GOOD, CLEAN MIDWAY**

And What It Means to the Fair

By JONESY JONES

What one section or division of a fair ground has more visitors than the midway? People are attracted to the midway for the first time, regardless of the size or character of the attractions offered, just as they are attracted to the swine, cattle, implement, fancy work and other sections of the fair. People visit each department before they know what is offered there. The bigger and more meritorious features you have in each department the better it pleases the visitors and the greater the boost for your fair. Your visitors, who pay their admission fee at the front gate, are desiring of every consideration you can extend or show them. They come to your fair with their "jits in their jeans" and are always willing and ready to spend it for whatever they see at the fair that might interest them; purchase a boar, a sow, a stallion, a piece of machinery, a gasoline engine, a piece of fancy work, ride the rides, see the shows, go to the races, etc., etc.

It's up to the fair management to provide a fair for the general welfare of the majority who pay their money for the support of the fair. The big majority of the people who pass thru the main gates are the ones who pay their cash to support your fair, and with the idea that they will see something worth while at the fair.

All people who go to the fair are not interested in the horse races, the machinery, the swine, the fancy work, etc., and only visit that particular section of the exhibits in which certain features are on display which might be of interest to them. However—and it's a fact that can't be disputed—most every person, man, woman and child who visit the fair, journey to the midway ere they leave the grounds.

Very well, then, Mr. Fair Manager, what kind of an offering have you in this division for your patrons? Do you expect them, after spending their cash at your front gates, then more cash at the grand stand to see the races and the "free acts," and their time at the different exhibits that may interest them, to go to your midway and be entertained with a lineup of sizzling hot dog merchants, sandwich peddlers, confetti dispensers, eating stands, melon stands and ball games? Do you take as much interest in preparing as presentable and inviting a midway for those who paid to come thru your gate as you do to make your cattle, swine and machinery department worthy of attention and mention?

How much interest have you in your midway? Have you just as much interest in it to get out of it "all the cash" possible, locate as many junky concessions as individuals will pay for, squeeze in as many joints as space will permit, then turn them loose on the fair patrons to entertain them with a "Duke's mixture" of "37 varieties" of everything except that which the visitor expects to see and which you are morally obligated to provide and furnish just as the bigger and better fair managers do—a well organized and respectable carnival with clean shows and amusement devices.

If it is to your interest to prepare the best possible in your horticulture department, your cattle, swine and poultry department, your horse show, your machinery exhibits, and other divisions, and for the purpose of making a show and pleasing your patrons it's surely worth your same efforts and ambition to please your "paid-to-get-in" patrons when they journey to the midway for the purpose of seeing and being amused.

You secure race horses for your races; not plow and dray horses. You secure registered cattle and swine for their respective departments; not just plain, ordinary cows, bulls, bores and sows. You get blooded stock for the horse show; not discarded bus and baggage stock nor condemned army horses. You get the latest models of automobiles, tractors and gasoline engines; not models long since out of date.

But, when it comes to the midway, the one place on the fair ground where old and young congregate and expect to be amused and entertained and to pay for it, where everybody goes for enjoyment and recreation, what does the average fair manager secure and have lined up for them? He fills up his midway with a



**SEASON'S GREETINGS**

FROM

**L. Claude Myers**

AND HIS BAND

WORTHAM'S WORLD'S BEST

**CHINESE BASKETS**

IN NESTS OF FIVE

**\$5.00 Per Nest**

Sample nest sent prepaid by parcel post, \$6.00.



Come 5 in Nest. Size, 6 to 14 inches. Trimmed with silk tassels, rings, beads, Chinese coins and dyed dark brown.

Owing to the fact that I am overloaded with stock, will sell in lots of 50 or more at above price. Less than 50 price is \$5.25. Goods sent C. O. D. 25% deposit required. Sent subject to examination. Immediate shipments.

Same as above, except with 2 rings on two largest baskets, 30c extra. Satchet Basket, for the small or give-away price, \$25.00 per 100. Sample, 35c.

**YOUNG BASKET CO.**

NOTHING BUT BASKETS.

235 Gough Street

SAN FRANCISCO, CALIF.

collection consisting chiefly of eating and drinking stands, doll racks, novelties which often include whips, slappers, confetti, tin horns, return balls and other like nuisances to mar the pleasure of all except the rougher element, and in a great number of cases privileges that would be considered a disgrace to any respectable and reputable carnival company and would under no condition be able to operate with them. Read the following which appeared in The Billboard of October 16, 1920:

**THE CARNIVAL COMPANY AND WHAT IT MEANS TO THE COUNTY FAIR**  
Aberdeen, Miss., Sept. 30, 1920.

To the Editor:

When some brother showman made in The Billboard recently the remark: "What would a county fair be without a carnival company?" he certainly hit the nail on the head. It is certainly true of all the county fairs I have seen this season, especially in Kentucky, where they charge 25 cents to see a few pig harness races and a hollow procession or a couple of vaudeville acts. Without the big midway the natives would have had a hard time amusing themselves. I can not see why a carnival manager should give up a big share of his gross receipts to make the fair a success and the association get the big end and the cream of the profits. It has been many years since I witnessed such wide open gambling as I saw at the Lexington, Ky., fair. There was a car load of them given permits to operate, besides an army of bookmakers. The people of Lexington seemed to be gambling crazy; they all seemed to gamble high and low. Wednesday afternoon a local newspaper man got stung for his bankroll and he made a big howl to the sheriff and had the games closed. Then he came out with a big roast in his paper and gave the public the impression that the sure thing grifters were connected with the shows. If any carnival company carried such a class of people they would all have been in the pen long ago.

What would the public think of a merchant that would charge 25 cents admission to enter his store with the privilege of buying his goods? That's what was done at Bowling Green, Ky., at night, giving the public absolutely nothing in return only the privilege of paying 50 cents more to enter the grand stand to see a short exhibition of fireworks and a couple of vaudeville acts. When the showmen tried to reason with the fair managers and show them the injustice being done to them and the public they refused to listen, and the showmen closed down the midway Thursday night. The association then slapped on a 75-cent gate fee and closed down the blanket wheel, the only paying concession on the midway. How do they do it, and how does the public stand for it?

Yours truly,  
(Signed) CAPT. W. D. AMENT.  
Greed for money and no consideration for their patrons is the only reason I can see why so many fair managers pile up so many questionable, unreliable and dirty looking concessions along their midway.

Some fair secretaries refuse to do business with an organized carnival company. And just because they think they are getting more money out of the independent concessions. They expect a reputable carnival, an organization with a publicity agent to help the fair secretary promote and boost the fair for weeks ahead of the opening date; a billing agent with a



**Round or Square Pillow Tops**

with any Lodge Emblem.

A LARGE VARIETY OF STOCK VIEWS FOR ANY OCCASION.

**ROUND \$10.00 Per Doz.**  
**SQUARE (Silk) \$15.00 Per Doz.**

Will put on name and number of Lodge.

Local Views in small lots.

Christmas and New Year designs.

**SILK HANDKERCHIEFS, \$1.50 Doz.**

(Same Idea)

**GEO. WERTHEIM**

304 East 23rd Street, New York City

**THE NEW 10c PRIZE CANDY**

**WONDER SWEETS**

BETTER CANDY AND A LARGER VARIETY OF PRESENTS, AT LOWER PRICES.

1,000	\$50.00
500	25.00
250	12.50

All orders shipped C. O. D. express prepaid on a deposit of \$10.00. Sample package of 100, \$5.00, shipped if cash accompanies order. Write or wire.

**MOVIE & SHOW CANDY CO., BEVERLY, MASS.**



95 BISSON ST.

**RUPPEL GREATER SHOWS**

**NOW BOOKING SHOWS AND CONCESSIONS FOR 1921 SEASON**

I will furnish complete outfit to showman that can take care of an outfit and get money with it. I have placed an order for five new Tops, size ranging 20x30 to 30x90. Can use Ten-in-One People, Athletic, Pit Show Attractions, Wild West, Dog and Pony Show. Want capable help in all departments. Top salaries and pay every Monday. Good proposition to a real Cook House Man. I will furnish new outfit. Those with me in 1920 and wish to join again, write me at once.

**WINTER QUARTERS, 1123 N. LEOPARD STREET, PHILADELPHIA, NEAR FRONT AND GIRARD AVE.**

**Merry Xmas and Happy New Year**

DAN NAGEL, write me.





# Want HARRY J. MORRISON'S SHOWS Want

SEVENTH SEASON  
For Season 1921, opening May 7, in the Pittsburg district. Can place Rides, except Carousel; have my own. Can place Shows, particularly Athletic, and furnish complete outfit. For a real feature will give most liberal terms; Dog and Pony preferred. One more Mechanical Show, Crazy House or Trip to Mars. Want Colored Musicians for a Jazz Band and Performers for Stage, or liberal proposition to organized Show, with or without outfit. Want one Free Act (Flying Moores, write). Eight or Ten-Piece Organized Band that will work and appreciate good treatment. Want Man to take complete charge of Carousel that knows engine. Will pay cash for Ell or Conderman Wheel, two sixty or longer Baggage Cars, one Stateroom Car. Must pass passenger service. Legitimate Concessions of all kinds open to responsible parties. Address

HARRY J. MORRISON, Box No. 124, N. S., Pittsburg, Pa.

good line of paper to advertise the "big, clean midway" for miles around the fair site; a clean line of shows and riding devices to lend tone, gaiety and appearance to the midway division of the fair, and with a train of twenty-five to thirty-five cars to come to the fair and compete with a bunch of unreliable concession people who come to the fair, throw a wagon sheet over a few boards in framing up their store, and if they make it they "sometimes" pay all their concession privilege.

Take the average midway on any fair ground where a well organized and clean carnival is not operated, and what does the lineup look like? And what grief it does bring to the privilege man, the secretary, and quite often to many of the directors. It also brings much criticism from the patrons, who feel that the midway is the one division of the fair that was most sadly neglected.

After a reputable carnival has secured a contract to exhibit at a fair, and until the show arrives and the gates are open, that show has had its publicity man feeding the local secretary and the surrounding press with stories pertaining to the fair and its dates, and has sent its advance men ahead of the show to boost the midway at the fair.

How much interest do the unreliable and questionable independent concession people take in your fair after they have fixed things to operate with you? Do they lend you any help or assistance to promote your fair; send you any publicity or billing matter; bring a band with them to concert on your down town streets, or help in any way to bring the people to your fair?

What is the biggest one thing that comes to any fair where a real, honest-to-goodness carnival is exhibiting? What have you on your fair ground that required mere cars to transport it to your fair than the carnival company? The carnival (I am talking about the standard and better shows) is the biggest one thing at any fair, the State fair included, unless it may be a big circus, which at some State fairs is secured for a few days only.

Progressive and ambitious fair managers—and the field has many—say that a very big percentage of their patrons come back to the fair just to share in the carnival sport and revelry. All the bigger fairs have the carnival. No State fair manager will experiment with or take chances with the unreliable independent concessioners.

But a "full blooded and standard bred" carnival on your fair as inviting and presentable as the other divisions. Fair patrons don't expect to see east coast car horses at your races, useless autos at your automobile show, cholera infected hogs at your swine department; and they don't see them, for you provide better. Then why not provide the best possible on your midway and make it the one big center of movement on your ground. And you can do it without detracting a penny from your grand stand receipts if you get a square dealing and straight shooting carnival organization to supply the joy along the midway. A good, clean carnival will bring people back and turn your "pay gates." The other kind of a midway will keep them away and cause a justifiable criticism on your fair and the management.

### BEANE'S GREATER SHOWS

Winter Quarters Established in Philadelphia—Manager Beane and Family to Winter in Florida

Philadelphia, Dec. 8.—Beane's Greater Shows, which closed a very successful season at Richmond, Va., are now in winter quarters at 1424 Ridge avenue, this city.

Manager Beane has occupied the past few weeks arranging for several indoor celebrations under the auspices of various fraternal organizations. He will close this line of his show activity with a carnival and church bazaar for the benefit of the needy children of Armenia on December 23.

Maybelle Beane is visiting schoolmates in St. Louis. Miss Beane has a large circle of friends there in St. Mary's Academy. She will return to Philadelphia to spend Christmas with her parents. Mr. Beane and family will leave for Miami, Fla., shortly after the holidays, at which resort town they will enjoy the home

## \$5.00 GENUINE IMPORTED \$5.00 CHINESE BASKETS

THE OUTPUT OF TWO FACTORIES FOR IMMEDIATE DELIVERY. 5 to Set. Regular Stock Split Bamboo. Color, Nut Brown. Decorated with Silk Tassels, Rings, Beads and China Coins. \$5.00 F. O. B. Seattle

SAMPLE SET, \$6.50, PREPAID.  
One-third Deposit. No exceptions.  
When you can't get what you want elsewhere, try us.  
A new shipment of Walrus Teeth from one of the finest collections, \$2.50 per set of two  
Orders shipped same day as received.  
QUALITY BROWN & WILLIAMS SERVICE  
THE HOUSE OF FEATURES  
IMPORTERS, MANUFACTURERS, EXPORTERS,  
1319 8th Avenue, SEATTLE, WASH.



Best Beard Indians. \$6.25; Baths, \$4.50; Italians, \$3.90; Traveling Bags, \$5.00; Ks., \$4.50; P. C. (Best), \$6.75. I will figure Blanket Wheel Men, write me. I will have all kinds of Blankets, but my line will only be BEACONS. Watch for my New York and Detroit offices. Save this ad. It will save you money next fall. One-third deposit, balance C. O. D. on all orders. H. F. HALL, Stamford, Connecticut.

## 200% PROFIT ASSORTMENT

- 5 Beautiful Round Chinese Baskets.....
  - 1 Novelty, 14-inch Electric-Lighted Doll.....
  - 4 Large Cupid Dolls, Natural Hair, Dressed.....
  - 1 \$7.00 Large Fancy Box Quality Chocolates.....
  - 1 \$6.00 Large Fancy Box Quality Chocolates.....
  - 2 \$5.00 Large Fancy Boxes Quality Chocolates.....
  - 10 \$1.00 Boxes Chocolate-Covered Cherries.....
  - 20 60c Boxes Chocolate-Covered Cherries.....
- and 1,500-Hole 10c Salesboard—44 pieces in all  
—WONDERFUL VALUE.  
Also Large Line of Candy Salesboard Deals.  
MERIT MERC. CO., 2505 Benton Street, ST. LOUIS, MO.

RETAILS FOR \$150.00 PRICE \$50.00 HALF CASH BALANCE C.O.D. BY EXPRESS

## FOR THE CONCESSION MEN

If you want something new that will get the money, get the great BOSCO GAME. Also make Merchandise Wheels of all kinds. Hand Bingers, Marble Trolls, Grocery Store Wheels, and the great Indian Dart Game. A good line of Slum at \$1.50 per gross. Serial Tickets. Send for catalogue. Address J. H. MARPLE, 41 West Town St., Columbus, Ohio.

## \$4.95 and Parcel Post ARMY FIELD TRUNKS or SUIT CASES

These cases are 20 in. long, 17 in. deep and 11 1/4 in. wide. Open in the center and lay flat. Five partitions that lift out. They are made of wood, covered with waterproof fiber, with brass trimmings, including heavy lock. Made by Chery for the Government. Useful for any one needing light trunk or case. I only have a few. Order quick. If not satisfactory will refund your money. J. F. HATHCOX, Box 1752, Jacksonville, Fla. P. S.—Best working case I have ever seen for pitchmen.

comforts of their bungalow, as well as bathing, boating and fishing. They will remain in Miami until March, when they will return to Philadelphia, and Manager Beane will launch forth on his tour of the Eastern States with a ten-car caravan.

### A LITTLE CONTROVERSY

A controversy seems to have arisen as to whether a recent engagement at Tulsa, Ok., was played by the Westernman Bros. Shows and the World's Champion Shows as a combination. In the last issue Geo. Westernman contradicted a former news item from Tulsa that it was a "combined" engagement. This particular article (issue of November 20) read as follows:

"George W. Westernman, manager Westernman Bros.' Great Toyland Shows, and Samuel Burgdorf, manager, and Leo Lipka, general agent the World's Champion Shows, now playing Champion, Kan., have just signed contracts at the Hotel Tulsa, whereby the two organizations have combined to play Bristol, Ok., under the auspices of the Moose, and located on the streets, for the week commencing November 22."

It will be noted that in the above the representatives of the two organizations had "just signed contracts."

Samuel Burgdorf, of the World's Champion Shows, in a letter to The Billboard (dated December 5) states that it was not his intention to make a misleading statement in the above news note, but merely to announce that they were playing "day and date" under one management. Mr. Burgdorf enclosed the contract with his letter which is signed by himself and Geo. W. Westernman, and "witnessed" by S. Krause, from which it might be gathered that the Westernman show was to manage the engagement mentioned and receive a flat rate or percentage from the concessioners and attractions of the World's Champion Shows. However, the term "combination engagement" is used. The main points, so far as the joint engagement is concerned, are contained in the following paragraphs (figures not included) of the contract—Westernman Bros. Shows, party of the first part; World's Champion Shows, party of the second part:

"The party of the first part does hereby agree to permit the party of the second part to exhibit the above-mentioned World's Champion Shows in connection with the said Westernman Bros. Shows day and date upon same location at Bristol, Ok., for one week, starting Monday, November 20, 1920, upon the following conditions: (Article 1 states that the World's Champion Shows must furnish their own transportation.)

"(2) The party of the first part shall locate all shows and concessions and be wholly in management during this combination engagement.

"(3) That the manager of the said World Champion Shows shall pay to the party of the first part the sum of — dollars for each legitimate concession (not including wheels), said payment to be made in advance upon location of the various concessioners.

"(4) That the party of the first part shall receive — per cent of the gross receipts of the Wild West Show and — per cent of the gross receipts of all other shows and rides that are a part of the said World Champion Shows, settlements nightly."

Paragraph "5" states that the party of the first part would receive — per cent of all merchandise wheels (except blanket wheel). Article "7" states that the World's Champion Shows would furnish a brass band for which the party of the first part would pay to party of the second part the sum of — dollars for the use of said band at the shows belonging to the Westernman Bros. Shows for this engagement.

### EARN \$10 TO \$20 A DAY.

Learn to write Calling Cards. Make \$10 to \$20 a day. New System teaches you quickly. Anyone can learn. Complete course, special Pen and Alphabet Design, only \$3.00. If not satisfied money refunded. Send order today. W. C. HENRY CARD CO., 315 W. 9th St., Room 28, Kansas City, Missouri.

### CONFETTI and SERPENTINE

WM. R. JOHNSON CO., Seattle, Washington.

Announcing a new Carnival Organization for season 1921

# BEADLES & EPSTINE EXPOSITION SHOWS

Will open on or about APRIL 22nd in or near NEW YORK CITY

We OWN our own CARROUSELLE, BIG ELI FERRIS WHEEL and SWINGS. We own our own "TOPS" and will FURNISH TENTS AND FULL SHOW EQUIPMENT TO RELIABLE, EXPERIENCED SHOWMEN, WITH NOVEL MONEY-GETTING ATTRACTIONS PROPERLY OPERATED. MUST BE HIGH-CLASS (on percentage basis).

CONCESSIONAIRES—Let us hear from you. We will open with about twenty-five real high-class Concessions. Want to hear from those we know. Danny Sullivan, write.

MUSICIANS WANTED for real Concert Band.  
GENERAL AGENT WANTED—Must be a high-class gentleman and know his business. To such we will offer a good proposition consistent with the size and merit of our organization.

Address CHARLES H. BEADLES and MAX EPSTINE  
Beadles & Epstine Exposition Shows, 230 East 26th Street, New York.

WHAT HAVE YOU TO OFFER THE CARNIVAL WORLD FOR SEASON 1921? WRITE OR CALL

### SPECIAL ANNOUNCEMENT

# THE WESTERN DOLL MANUFACTURING CO.

#### NEXT YEAR

Will carry a full line of Beacon Indian Blankets (attractive designs), Chinese Baskets (5 to a set), Fibre Dolls, 18 in. and 14 in. Fancy Dresses, Concession and Show Tents of all kinds, Electric Lamps of numerous designs, Plaster Dolls of all kinds, Paddle Wheels and Paper Paddles at remarkably low prices. We will aim to carry everything a Carnival or Concession Man wants. Should we not have what you want, we will get it for you. We are adding two or three competent men to our staff, which will insure perfect satisfaction in every way. We will contract with you now for your season's supply.

WE WISH YOU ALL A MERRY CHRISTMAS AND HAPPY NEW YEAR AND  
THANK YOU FOR THE BUSINESS YOU FAVORED US WITH THIS YEAR

**WESTERN DOLL MANUFACTURING CO.,** A. J. ZIV, President

564-572 W. RANDOLPH ST.,

Phone Franklin, 5131

CHICAGO, ILLINOIS

#### FORTY-TWO YEARS A CONCESSIONER

By JAMES WATSON

I saw on page 36 of the issue of The Billboard of November 13 an article entitled, "A Plea to Clean Up," written by one who signed himself "Geo. M. Allen, a Showman and Concessioner for 20 Years."

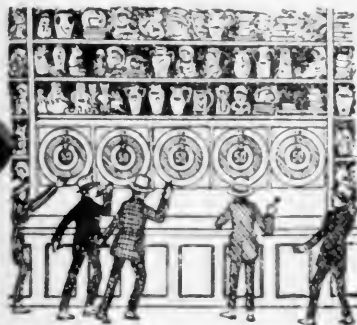
Mr. Allen has struck a mighty high note when he says it's time for some carnivals to clean up. However, I will go him one better, for I have been in the game for 42 seasons. I have just finished my 42nd consecutive season, running from ten to thirty weeks each year.

I am in perfect accord with Mr. Allen when he says it's time for some carnivals to "clean up." During all these years that I have been a troupier and being a pretty close observer, I have come to the conclusion that this "cleaning up" process should have been commenced long ago, as it has gotten to a point where it is never too late to do good, so like Mr. Allen I say, "clean up." Every year we find more and more towns closed to carnivals, licenses so high that they are prohibitive, showing very plainly that there must be something wrong, and the manager that can't see where the trouble lies is certainly very blind to his own interest.

Now I am going to make a few suggestions as to this "cleaning up process." First, the carnival should be clean in its business transactions. Second, it should tolerate nothing but clean shows. Third, clean up the grift. Fourth, clean up on the ADVANCE MAN if he makes any false statements in regards to the carnival he represents, so that when the show arrives it will not be a disappointment to the public. Advertise what you have and have what you advertise. Then "clean up" on a certain element that is usually in evidence, by the "soap and water route." Last, but by no means least, I am going to say a few words about the personal conduct of too many we find on most every trick and which has perhaps done more towards closing towns and getting the carnival in bad than any other one thing. It seems that there are a great many who call themselves "troupiers" that are continually making themselves heard and wanting every one to know that they are with the show, on the lot, in the train, in the towns, everywhere they can be heard, and it's generally language that would hardly be fit to be heard by a "minister's son." The scrutinizing eye of the public is always upon and if ever there was any people that should deport themselves in such a way that there would be no room for criticism it should be the people that are connected with a carnival. One has only to hear the remarks of the town people when the train pulls in to judge what they think of us. Did you ever notice how hard it is for carnival people to get rooms in the towns, especially the women folks? They have even to go so far as to not let it be known that they are show people.

Now this condition is largely brought about by the ill behavior of a few that have no regard for themselves or any one else. Every

Listen! Do You Want To Increase Your Earnings for next year? Then order our GREAT INDIAN DART GAME. It gets up money wherever played. Allowed to play anywhere, as it is purely a game of skill.



Price, only \$8.00, delivered. Money must accompany order. We have the best PLASTER DOLL on the market at \$28.00 per 100, F. O. B. Columbus, O. Also unbreakable 10 and 14-in. Dolls. Big line of Slum. Write for prices. Agents for the biggest novelty cut, Flying Fish, Birds and Airplanes. Sell at 10¢ each. Samples of each and prices, 20¢. MAPLE BROS., 175 East State Street, Columbus, Ohio.

## CANDY OPERATORS

GET THIS NEW ONE, OUR SPECIAL CANDY ASSORTMENT, CONSISTING OF

35 1-lb. Boxes 30 1/2-lb. Boxes of

### Hand Dipped Chocolates

In assorted flavors with Chocolate dipped Caramels and Nougat Centers, Nut Top Chocolates and Peanut Clusters; also assorted Cream Centers. Packed in Break-proof Fiber Carton. Price \$19.75

ONE-HALF CASH WITH ORDER—BALANCE C. O. D.  
Just Think! 65 Boxes Full Weight!

**BRACKMAN-WEILER CO.,**

337 W. Madison Street,

CHICAGO, ILL.

## LOOK MONEY FOR YOU



Patent applied for.

**SOMETHING NEW**  
Fastest Money Getter

Movable targets and stationary shooters. Cheapest and most practical outfit. One can play as well as twelve.

**ALEXANDER MFG. CO.**

315 20th Street,

BROOKLYN, N. Y.

## THE CAVERNS

A WALK THROUGH FUN HOUSE that is different. Consists of trick passages, scenic effects and a sensational finish that will get the money. Complete outfit sold outright, ready fitted to assemble in your building. Mechanically perfect. No patent infringements. Write for price and description.

The Dayton Fun House and Riding Device Co.,

Dayton, Ohio

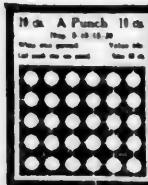
## DAYDARK MIDGET SALESBOARDS

PLEATED SERIAL NUMBER SLIPS

The Best for the Least. Write for Price List 201.

**DAYDARK SPECIALTY COMPANY,**

2826 Benton Street,  
ST. LOUIS, MO.



## Six Tally Ball Alleys and Tables FOR SALE

Built by Al. Farmer. In perfect condition. Reasonable price. ACT QUICK. Address **MANUEL ISSER, 1133 West Girard Avenue, Philadelphia, Pa.**

## WANT TO BUY

WHIP, CALLIOPE (Air or Steam), PENNY ARCADE, POPCORN WAGON, two FLAT CARS (60 ft.), one STATEROOM CAR. Will be at 516 Lawton St., Alton, Ill., until Dec. 26; then the Kincaid Hotel, Oklahoma City, Okla.

## AT LIBERTY, Eli Ferris Wheel

Also first-class Cook House and two Concessions. Have three wagons. Want to look with Carnival Company that has Flat Cars. Write or wire **CHAS. PHILLION, Sheridan Hotel, Montgomery, Ala.**

## WANTED--A WHIP

Must be in good order. No junk. State lowest price for cash. Address **CHAS. MARCET, P. O. Box 1091, New Orleans, Louisiana.**

town has its bad element, but the public sees nothing bad in any one when we are in the town, except the carnival people. So it behooves us above all others to conduct ourselves in such a way as to show to the public that showfolks are no worse than other people.

The careless use of bad language and the promoting of crap games, etc., in public are very bad and should not be tolerated under any circumstances. There is always some one that hears and sees all that is going on and such things add nothing to the prestige of the carnival. How often do we hear language used around the lot that is not fit to be heard by any one. It's sure to be heard by some of the town people and it certainly means nothing but a bad reputation for the outfit.

They say a horse is no better than his worst leg, so the carnival is judged by its worst features. With the department of too many that we see connected with the business it is not any wonder that the public frowns on the very name, carnival. The carnival is largely what we make it and the advantages are so much in favor of good conduct on our part that we should bend every effort to bring about better conditions.

I have heard it said that you can't make a Sunday School out of a carnival, which is probably true, but that does not argue that a carnival can not be run in the bounds of decency. I have no pretensions to being an angel, but am speaking purely from a business standpoint, and if the business wants to redeem itself it is time to "clean up."

If not intruding too much on The Billboard's valuable space I will cite one instance of what a little bad conduct on the part of a few will do. I was with a carnival a few years ago and we struck a good town under favorable auspices. We opened Monday night to very good business and it did fair to be a banner stand. Very early in the week two or three opened their "games," thinking they would get by, as they thought the committee had all fixed. But the city police happened to be on the ground and promptly closed them up. That would probably have been the last of it had it not been for a few rough ones of which we had a plenty. It happened to be the first wet town we had been in for some weeks, so they got drunk and they cursed and fought and shot craps and did about everything else that was disgraceful the entire night and it annoyed the people that lived close by so much that the next morning they sent their complaints in so fast over the phone that the Mayor could not answer them. The result was that the officers came out and closed up everything on the lot, and would not let even the merry-go-round or light plant open. So there we sat until Saturday night, when a few things got to open under police orders, but it was killed so dead it was beyond repair. And it came very near costing us the loss of the next stand, which was a good one. That little episode cost the manager one thousand dollars if it cost him one cent, to say nothing of what it cost the concession people. It does not pay to allow rowdiness on the part of a few to cause the whole outfit to suffer, and in my judgment it is high time to begin this process of "cleaning up."

## CONCESSIONAIRES

We thank you for your generous patronage extended us during the past year and we solicit your orders for the coming season.

**We Wish You All a Merry Christmas and a Happy and Prosperous New Year.**

Our catalogue for 1921 will be ready to mail about May 1. Send us your permanent address so we can mail you your copy promptly. In the meantime send us your orders from old catalogue or write us for prices on any goods in which you are interested. All inquiries will be answered.

No goods sold to consumers. Deposit required on all C. O. D. orders.

**SHRYOCK-TODD NOTION CO.**  
822-824 No. 8th St., St. Louis, Mo.



**THE WONDER SHOW OF AMERICA**  
**J. GEORGE LOOS SHOWS**

**THE SHOW WORLD SENSATION OF 1920**

**EXTENDS TO  
 SHOWFOLKS  
 EVERYWHERE**

**GREETINGS**

**HEALTH  
 SUCCESS  
 HAPPINESS**

**SEASON**  
  
**1921**



**25  
 CARS  
 25**

**NOW BOOKING**  
**SHOWS AND CONCESSIONS**

**OPENING DATE—MARCH 5TH**  
**8—DAYS AND NIGHTS—8**

**FAT STOCK SHOW**

**FT. WORTH, TEXAS**

**THE BIGGEST AND BEST SPRING DATE IN THE U. S. A.**

**SHOWMEN**

Can place any high-class attraction, either tented or platform. I will furnish outfits complete with wagons to capable people.

Have 20x20-foot Platform for good Freak Show; also complete frameup for Illusion Pit Show.

Want to hear from Athletic, Trained Wild Animal, Water Show, Musical Comedy, Motordrome, with Lady Riders, Human Roulette, Hawaiian Village, Minstrel Show.

Have booked J. Wortham's five new Rides.

Ample stateroom accommodations.

**CAN PLACE**  
**Uniformed Brass Band**

**FREAKS**

OR ANYTHING SUITABLE FOR MY BIG PIT SHOW.

LECTURERS, TALKERS, WORKINGMEN FOR ALL DEPARTMENTS, LOT SUPERINTENDENT, AND WAGON BUILDERS.

**ACTS FOR STADIUM**

WILL BOOK ICE SKATERS AND BIG JAP ACT.

FOR SALE—One 64-foot Stateroom Car. Will buy three 60-foot Flats.

**STAFF**

J. GEORGE LOOS,  
 Sole Owner and Manager.

ARTHUR DAVIS,  
 General Representative.

WILLIAM YOUNG,  
 Assistant Manager.

E. L. WILLIAMS,  
 Secretary and Treasurer.

E. R. BRUER,  
 A. E. BENTLEY,  
 Promoters.

J. RILEY,  
 Master of Transportation.

F. M. CAROTHERS,  
 Publicity.

**FACTS**

The J. George Loos Shows established a record during the past season of unprecedented Success and Prosperity. During a period of thirty-eight weeks this company traveled more than SIX THOUSAND MILES, circled a distance that ranged from the Gulf of Mexico to the Canadian border and return. For the coming season the equipment will be enlarged to the extent of TWENTY-FIVE CARS, and offering only the BEST the CARNIVAL WORLD AFFORDS, with a view in mind to eclipse our previous ACHIEVEMENTS.

SHOWMEN OF RECOGNIZED ABILITY and QUALIFICATIONS, presenting IDEAS and ATTRACTIONS of a SUPERIOR ORDER, will find an engagement with this Company PROFITABLE and PLEASANT, where CO-OPERATION, PROGRESSIVENESS, HARMONY, QUALITY and DECENCY prevail, with a Company where a Contract is a VALUABLE ASSET, compelling an engagement to conform with the slogan: "YOU CAN'T LOSE WITH LOOS."

**ALREADY CONTRACTED MOST OF THE CHOICE SPOTS OF OUR PAST SEASON**

**HAVE AMPLE FACILITIES TO STORE YOUR STUFF AT WINTER QUARTERS**

**Address J. GEORGE LOOS, Owner and Manager J. GEORGE LOOS SHOWS**  
**COLISEUM BLDG., FT. WORTH, TEXAS**

To the "Folks" Who Were With Us Last Season and Each and Every Person in the Show Business We Wish You One and All A Merry Xmas and a Happy and Prosperous New Year **Franklin & Steen's Big City Shows**

**RIDES** WE WANT TO GET IN TOUCH WITH RIDE MEN WHO WISH TO PLAY THE MONEY SPOTS OF THE EAST. WRITE IN AT ONCE AND GET OUR PROPOSITION.  
**SHOWMEN** WE WANT TO GET IN TOUCH WITH REAL SHOWMEN WHO WISH TO PLAY THE MONEY SPOTS OF THE EAST. WRITE IN AND GET OUR PROPOSITION.  
**CONCESSIONS** WE WANT TO GET IN TOUCH WITH REAL CONCESSIONERS WHO WISH TO PLAY THE MONEY SPOTS OF THE EAST. WRITE IN AND GET OUR PROPOSITION. ADDRESS ALL MAIL TO  
**FRANKLIN & STEEN'S BIG CITY SHOWS,** 420 East Baltimore Street, BALTIMORE, MD.

**THE SHOWMEN'S LEAGUE**

Story of Its Origination, by Arthur Davis, Should Not Go Unchallenged, Says Chas. McDonald, Who "Kicks In" With His Side

Brooklyn, Dec. 3, 1920.

Mr. William Judkins Hewitt,  
 Care The Billboard, Putnam Bldg.,  
 1493 Broadway, New York City.  
 My Dear Mr Hewitt:

I read with much amusement Mr. Arthur Davis' story, mis-titled "The True Story of The Showmen's League of America," in The Billboard dated December 4, 1920.

I have enjoyed Mr. Davis' acquaintance for almost ten years, and have laughed heartily at many of the funny things he has written under the pen name, "Dr. Grouch," but of all the funny things he ever penned this latest is positively hilarious.

However, levity aside, Mr. Davis should not have tried to put over his burlesque as the "True Story." He should have labied it "How It Might Have Been" or "Lil Arthur's Debut in the Limelight." His expressed modesty thru-out is superseded only by his woeful lack of memory which, with your permission, I would briefly refresh. Bear in mind, I am stating facts, not fanciful vagaries of a fruitful and prolific imagination.

You, Mr Hewitt, know some of the following statements to be true, James M. Hathaway can vouch for others, a few of the oldtimers who are still in the land of the quick and helped fight the tremendous odds arrayed against us will bear me out in others, while excerpts from Mr. Davis' letters to me, BEARING HIS OWN SIGNATURE, will prove his before referred to lack of memory.

In the first place Harry Rose was not connected with The Clipper in any capacity at the time (February 1, 1913). The Chicago Clipper staff consisted of the late Warren A. Patrick, manager, and Miss Lillian Goldstein, stenographer. I was not officially employed by the publication, but put in the winter writing the "Joe Hepp" stuff, which I started June 8 previous. From here on the story may best be told by offering some correspondence which passed between Mr. Davis and myself in November, 1917, when I was editor of The Troupier and Mr. Davis was one of that paper's staunch supporters in Chicago. I might add that I have the correspondence quoted herein, and will be glad to show the same to either yourself or any official of the Showmen's League.

Mr. Davis had written a story, entitled "The Cookhouse, Past and Present," for me, and the letter accompanying his story contained, in part, the following:

Chicago, Ill., Nov. 5, '17.

Now then, Charles, for a real story that will be an eye opener, viz.: the origination of the Showmen's League. I claim that you, Lester Rose and myself are the only living originators of the Showmen's League of America. Do you remember how it started?

One afternoon Warren Patrick, Lester Rose, Charles McDonald and Arthur Davis were sitting in Pat's office. We were talking about what Dr. Grouch would write about for the next issue. I made the remark, "What a tough day for a man to be broke and without a place to go." Pat said: "There should be a showmen's club." You said: "There is the story for Grouch." Lester said: "Call it the Showmen's Home." Then and there was born the idea of the Showmen's League of America. Do you get the drift? A number of our Chicago friends are inclined to hog it. Our friend, Frank Albert, was introduced as the founder at the banquet in Chicago last winter. You and I are not even on the Board of Governors. Do you remember all the work we did for the first banquet at the Savatoga? Do you remember all the

**MOSS BROS. GREATER SHOWS**

**NOW BOOKING FOR NEXT SEASON SHOWS AND CONCESSIONS**

**WHAT I HAVE** One beautiful Merry-Go-Round; one Eli No. 5 Ferris Wheel; one Traver Make Sea Plane (largest built); one first-class Minstrel Show (eleven people on stage, four in orchestra); one A-1 Wild West Show (five Bucking Horses, one Trick Mule, one High School Horse, five Saddle Horses); one Animal Show (thirty-seven Wild Animals, all different); one Athletic Show (swell frame-up, complete); one Cabaret (all new this year); Doc Best will have the "Zetta" Show again next year. Chief Long Bird, do you think you will be back with Billie the Bear Boy?

**NOW WHAT HAVE YOU** that will get money that won't conflict with what I have above mentioned? I WILL BOOK any Show or Riding Device that caters to Ladies and Children. **NO COOCH OR GRIFT TOLERATED.** The train this year comprises 8 Box, 3 Flats, 2 Sleepers, 1 Coach and 1 Private Car. Total of 15 cars.

**T. O. MOSS, Manager**  
 P. O. Box 1213, MUSKOGEE, OKLAHOMA  
 Winter Quarters, Street Railway Car Barn. Take Hyde Park Car or Barn Car direct

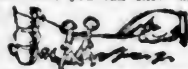
**MORRIS & CASTLE SHOWS WANTED For WINTER QUARTERS**

First Show Wagon Builder, Blacksmith, Man who can paint Wagons, Decorate, Letter Cars and Wagons and can mix Paints. Useful people can be used at all times around winter quarters. Work will start January 1, 1921. Address MORRIS & CASTLE SHOWS, P. O. Box 1100, care State Fair Grounds, Shreveport, La.

**A MERRY CHRISTMAS AND A HAPPY NEW YEAR TO ALL—KELLEY**

Sell my line of Specialties Gyroscope Tops, Dancing Dolls, Self-Filling and Self-Cleaning Ink Pencils, Full line of Fountain Pens, Safety Razors, Duplex Front Buttons, E Z Snap Links and So Easy Back Buttons.

Get a store window or a department store, or any place where you can show up the goods and you will get the money. Get my catalogue and price list.  
**KELLEY, The SPECIALTY KING**  
 21 and 23 Ann Street. NEW YORK CITY.



**SOMETHING NEW, JUST OUT, THE FAIR PLAY BOARD**

A good game for Cigar Stores, Candy Stores, Billiard Parlors or at the home. A number of games can be played with this wonderful board. Can be used in place of Dice Box. Can be operated any place. Agents wanted everywhere. Big money. Be the first to get this new one. Will sell like hot cakes. Send for sample, \$1.50. Special price to agents. Address J. H. MARPLE, 41 W. Town St., Columbus, Ohio.

time we put in writing the stuff for The Clipper? And now that it is a powerful organization, where are we? This is not a case of sour grapes with me. I am for him, but I think that the men who conceived the idea, who put in the hard knocks, are entitled to recognition, and if the editor of The Troupier is one of the men who made this organization, then The Troupier should get credit for having at its head the man who made it. How many members of the League know its history, its early struggles, how it was founded, where its first meeting was held? All this would make a cracking good story, and I have no doubt would be sought after to keep as the real authentic record of the League. Any data I can give you will be pleased to do so.

Yours to command,  
 (Signed) A. DAVIS,  
 1110 E. 42d Place, Chicago.

You see, in this letter he says, "Warren Patrick, Lester Rose, Charles McDonald and Arthur Davis were sitting in Pat's office," while in his story in The Billboard he and Pat had it all out and dried when "Charles McDonald and Harry Rose came in."

Under date of November 6th, 1917, I answered the above letter, in part, as follows:

My Dear Arthur:

Now, Arthur, when you speak of the origination of the S. L. A. you certainly strike a responsive chord. I am going to write you more fully in this matter in a few days when I have more time.

What do you say to the story for The Anniversary Troupier some time in February?

Hurriedly,  
 (Signed) McD.

And on Nov. 11, 1917, Mr. Davis wrote:

Friend Mack:  
 Yours at hand. Glad to hear Daly is doing so well, and hope it will continue.  
 Regarding story of S. L. A., I am ready any time.

Fraternally yours,  
 (Signed) A. DAVIS.

Later I wrote the following letter, which gives the real story of the inception of the League:

Pittsburg, Pa., Nov. 22, 1917.

Arthur Davis, Chicago, Ill.

Hello Arthur:  
 Trust you are getting The Troupier regularly now and what on earth has happened to Dr. Grouch? Sorta' been lookin' for him. Much disappointed.

I came back to the office especially tonight to write you, as I promised recently, further about the S. L. A. The REAL Genesis. Been so busy on the Xmas Number, but now I'm just going to STEAL the time.

What I say below can all be substantiated in at least two ways, and as soon as I get a house here and get my furniture out of the freight warehouse I can furnish you EXACT dates. Miss Lillian Goldstein, who was Patrick's stenographer, and later married some chap who worked (I think) for the Taylor Trunk Co., and I often talked it over after I left Pat. She then worked for Samuel Haerwitz, who had offices in the Consumers' Bldg., but now, I understand, is in New York.

Well, to commence: Pat, one day, was de-moaning the fact that he could not get showmen on the road (there were only a few out at that time of the year) to send in any news. He was much worried about how he could improve this condition. A few minutes afterward I told him that I had solved the problem, and upon his request for more definite information I suggested we should start a showmen's club. HE IMMEDIATELY DECRIED IT, said it could not be done, as showmen would not stick together. I thereupon told him that this would be only a showmen's social affair, no

**"THE 1921 ITEMS"—Indoor Bazaar Workers—TAKE NOTICE. Get in on them and get the cream. The live ones are getting "EXCLUSIVES" on Bags.**

**A Wonderful Christmas Gift**

**WHEELS, SALESBOARDS AND PREMIUMS**

This "Famous" BOSTON BAG Made of "Genuine Cowhide"

Price, \$2.75 each in lots of 50. Sample sent on receipt of \$3.50 M. O. Sizes, 12, 13, 14 and 15 inches, in quantities. Colors, Black and Tan.

**FAST SELLERS AND BIG PROFIT MAKERS**

All our BOSTON BAGS are made as illustrated, with a good lining and one large inside pocket. Two heavy leather handles, strongly stitched and riveted to frame. Is closed with 1-inch double leather and stitched strap and 1-inch brass roller buckle, with leather loop. The strongly constructed button is strongly attached and still further reinforced with large brass studs.



**BOSTON BAG COMPANY,**

(BRAND NEW) **BIG FLASH** (BRAND NEW)

**WHEELS PREMIUMS AND SALESBOARDS**

This beautiful **AUTO LEATHER SHOPPING BAG** Handy, useful, durable and guaranteed absolutely waterproof.



Color, black; lined with colored creton lining.

**PRICE**

**\$13.50 DOZEN**

25% with order. bal. C.O.D. Sample will be sent upon receipt of \$1.50 M. O. Get in on 'em quick.

Send for Circular on Leather Goods

Manufacturers, Jobbers, Novelties,  
 76 Dorrance St., PROVIDENCE, R. I.



business of any kind to be transacted, and THAT WE WOULD MAKE HIM SECRETARY, AND IN THAT WAY HE COULD KEEP IN CONTINUAL TOUCH WITH THE BOYS. He still maintained that it couldn't be done. That made me sore, for I knew that if gone about with the proper spirit, no graft or salaries for anybody, that, providing the first officers were men BIG ENOUGH, that it COULD BE DONE. So I turned around to my desk and wrote that first article about a club which appeared in The Clipper. I laid it on his desk to be edited, as I did everything that I wrote. My persistency made him sore, and we were having words about it when you and Harry Rose came in, and Pat's reference about Dr. Grouch saying something about the Showmen's Club (in the sneering way, you so well remember) WAS A SLAM AT HIM. And when I said, "There's something for Dr. Grouch to write about," he shook his head negatively at me, but when he heard you and Rose immediately support the project he was not inclined to change his mind.

So you see, Arthur, I have more reason to be peeved at the general turn events have taken than anyone else in the world.

Then, when Frank Albert was called in to assist in getting members, we (you and I) were kissed out. While the by-laws were being framed I was continually offering suggestions, and Albert and Pat would pay no attention to me. One rainy night, shortly thereafter, I walked to the P. O. with Albert and declared myself. He said that Pat had told him, or he was led to believe that the original idea was Pat's, and he had been wondering what I had been butting in for. Of the work you did, and what I did, between the first idea and Albert's being brought in, he knew nothing. And we know that was the hardest work of all. We were used as stepping stones and when the hardest work had been accomplished, then we were cast aside. Now, then, to cut out the facts.

The original idea was mine. Pat claimed it couldn't be accomplished. After I had written the act he about it and while it was laying on his desk, he having read it and still claimed it unfeasible, you and Rose came in.

You said something to the effect about it being a tough day to be broke.

Pat sarcastically remarked that showmen should have a club and I, knowing that even if he threw my article into the waste basket you could put one over, I said that would be a good thing for Dr. Grouch to write about.

You and Rose boosted the idea, which convinced Pat that it might be put over, and he let the article go thru.

So there you have it from the very beginning. Miss Goldstein, if located, will corroborate this.

Oh, yes, after the talk on the way to the next office with Albert, he said I would be taken care of and you would be looked after. I think they made me outside porter and you head waiter, didn't they?

A few days after the things mentioned above happened I met Hewitt and spoke of the affair and the way Pat and Albert had treated us.

Sincerely,  
(Signed) McD.

The article I wrote and referred to above is too long for me to rewrite. I have a copy of it before me. It appeared in The Clipper dated February 1, 1913, and was captioned "MAY I FOUND A SHOWMEN'S CLUB." I signed Pat's name to it, as he had more weight with the bigger showmen than I did at that time.

Now comes the grand finale. Read the following carefully:

Chicago, Ill., Nov. 25, '17.

Friend Charles:  
Your letter at hand, and I have carefully read same. I must say that you have the dope right on the early history of the League, and I have no doubt but that it would make very good reading, but, as you say, one must be careful in how it is written.

With best wishes, regards to Daly. I am as ever,  
Yours to command,  
(Signed) A. DAVIS.

Now then, if I had the right dope over three years ago, I still have it, and if my dope was right in 1917 then Mr. Davis' dope in 1920 is all wrong. Further, he claims that the initial expenses were borne by himself and Pat. As usual, he is wrong. The Clipper printed the original blanks, etc., in a regular issue, and several hundred reprints of this page, with some minor changes, were sent to Chicago and were mailed out by the E. S. Tent & Awning Co., thru the efforts of Walter E. Driver, whom Mr. Davis ignores entirely, tho he and the above mentioned firm were indefatigable in their efforts to make the affair a success. Mr. Davis is at fault in many other minor details which prove nothing save his lack of memory. For instance he says James T. Clyde made up the first slate. Mr. Clyde himself will say this is not true. The slate was made in The Clipper office, and Mr. Clyde was not present. Wires had been sent to some half dozen big showmen, among them one of the Ringlins, B. E. Wallace and Col. Cody, asking them to serve. The first two thankfully declined and Cody accepted. Pat was the logical man for secretary, in fact the whole thing was formed to make him that. Charles Andrews was made vice-president because he was the only available "name" permanently located in Chicago.

At the private meeting held in the Beefsteak Attic of the Saratoga thru the courtesy of Mr. Clyde the slate was ratified, or rather ratified thru, because only the chosen ones were present. Followed the regular open meeting, which was attended by almost all the showmen in town. John B. Warner was not in the chair, for I sat beside him on the floor when he arose and made his memorable speech, and started things moving by then and there donating \$100. This resulted in donations aggregating \$1,500 in fifteen minutes. C. W. Parker, Walter F. Driver, James A. Patterson, Warren A. Patrick, James M. Hathaway, J. L. Brown, myself and a

# Streetmen's Holiday Novelties

## BALANCING TOYS

**\$9.00**  
**Per Gross**

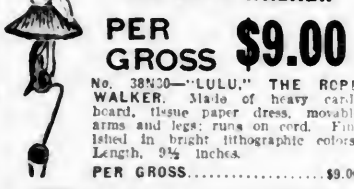


**ROLY-BALL BALANCING TOYS.**  
consist of highly lithographed figures, horse with rider, 4 1/2 inches high, and clown, 6 inches high, mounted on 2 1/2 inch hollow metal ball. When rolled along the floor figures always remain in an upright position.  
No. 38N34—Clown. Per Gross.....\$9.00  
No. 38N35—Horse. Per Gross.....\$9.00

consist of highly lithographed figures, horse with rider, 4 1/2 inches high, and clown, 6 inches high, mounted on 2 1/2 inch hollow metal ball. When rolled along the floor figures always remain in an upright position.

## "LULU" THE ROPE WALKER

**PER GROSS \$9.00**



No. 38N30—"LULU," THE ROPE WALKER. Made of heavy cardboard, tissue paper dress, movable arms and legs, runs on cord. Finished in bright lithographic colors. Length, 9 1/2 inches.  
PER GROSS.....\$9.00

## Gyroscope Top

**\$18.50**  
**PER GROSS**



No. N2916 — GYROSCOPE TOP. Scientifically made. The old reliable kind that all streetmen and demonstrators know and want.  
PER GROSS.....\$18.50

## BALLOONS

**ROUND AND LONG**  
**432 Balloons, \$8.00**  
**PER GROSS ENVELOPES.....\$8.00**

No. N200—BALLOONS. One round and one long squawker balloon, and one 60 cm. air balloon. Three balloons in an envelope ready to sell.

## BALLET DANCER

**PER GROSS \$7.00**



No. 38N36—BALLET DANCER. Bust and head of composition, painted hair, nose, eyes and mouth, dress of cello paper, mounted on spring. Will perform all kinds of funny motions.  
PER GROSS.....\$7.00

## RUNNING MICE

**\$5.75**  
**PER GROSS**



No. N3868 MECHANICAL RUNNING MICE. Made of metal, black enameled finish, suspended spring gear.  
PER GROSS.....\$5.75

## Animated Figure

**\$3.50**  
**PER GROSS**



No. 38N6 — ANIMATED FIGURE. Height, 2 1/2 inches. A comic dancing figure made of composition. Brown body, painted features, movable arms and legs, lower part of body covered with fuzz. A whirlwind seller. 1/2 gross in a box.  
PER GROSS.....\$3.50

## "LIDDI" THE HAND WALKER

**\$9.00**  
**PER GROSS**



No. 38N31—"LIDDI," THE HAND WALKER. Extra heavy cardboard, bright lithographic colors, movable arms and legs. Runs on cord. Length, 10 inches.  
PER GROSS.....\$9.00

## CANARY WHISTLE

**PER GROSS \$4.50**



No. N1317—THE ORIGINAL AND ONLY GENUINE COLORED CANARY BIRD WHISTLE. Made of white metal. Produces a sound like a singing canary.  
PER GROSS.....\$4.50

# SEND FOR THE "SHURE WINNER" CATALOG

For large profits, satisfactory goods, low prices and prompt service, buy from us anything in the following lines:

WATCHES	SALESBOARD MERCHANDISE	PREMIUM GOODS
JEWELRY	CLOCKS	HIGH PITCH GOODS
RUGS	FANCY GOODS	RING-A-PEG
HANDKERCHIEFS	CARNIVAL GOODS	NOVELTIES
HOUSEHOLD GOODS	SILVERWARE	NOTIONS

**N. SHURE CO.,** Madison and Franklin Sts. **CHICAGO, ILL.**

# Cook's Victory Shows

**ROBERT L. COOK, Sole Owner & Mgr., A. O'HEA, Sec'y.**  
**EXTEND THEIR HEARTY CHRISTMAS GREETINGS TO ALL**  
**Now Booking for Season of 1921**

**WANTED—A Merry-Go-Round.** We own all of our other rides. Will book any Show of merit, including Plant, Athletic, Mechanical City, with or without TOPS. ALSO WANT an A-No. 1 Man to handle our Animal Ten-in-One, or will book an Animal Ten-in-One and place our animals, consisting of Brazilian Sussacrows, Ant Eaters, Monkey-Faced Owls and ten Monkeys, with it. WANT an A-No. 1 General Agent, also Second Man. Agent must be a man that will route and pilot this show into the best territory, and we will furnish such a man with recommendations from every Town that This Show has played. Want to hear from a Ten-Piece Uniformed Band. All Concessions open. Those Concessions that were with us last year are welcomed back home for next season. Will be pleased to hear from Fair Secretaries and Celebrations. Address, until further notice, **ROBT. COOK, Dania, Fla.**

**SALESBOARD OPERATORS** 3 NEW "WINNERS" FOR JANUARY, 1921. Order Samples Today and Be Ready. Bank Check Assortments, including 3,000-hole Salesboard. They sell for \$25.00. Sample, \$10.00. Combination Knife and Watch Assortment, 8 Beat Pocket Knives and 6 16-size, thin model O. E. Watches, including 1,500-hole Salesboard. Sample, \$18.00. 12 Cigarette Holders and Cigarette Case and Cigarette Assortment, including 800-hole Salesboard. Sells for \$45.00. Sample, \$7.50. Each assortment mounted on flashy display pad. All Salesboards are separate from the display and have attractive advertising headings. Cash must accompany all orders, or 25% cash, balance C. O. D., by Express. **KUR PRODUCTS CO.,** Makers of Salesboards and Assortments, Baltimore, Md.

EVERY TIME YOU MENTION THE BILLBOARD YOU PUT IN A BOOST FOR US.

KETCHUM AND LAPP PRESENT FOR 1921

# The American Exposition Shows

**BIGGER AND BETTER THAN EVER.** Opening early in April near New York City. Address all mail to **K. KETCHUM, GLOVERSVILLE, NEW YORK.**

score of others donating various amounts from \$25 to \$125.

At its inception the League (by the way, Frank Albert named it The Showmen's League of America) was organized to advance the interests of The Clipper and The Billboard was to be frozen out of representation, as it had no showman on its staff, and it was only thru the efforts of Mr. Hathaway and myself (after I severed my connection with The Clipper) that Al K. Greenland, at that time the Chicago Billboard representative, was admitted to membership. In fact I wanted him made assistant secretary to overcome Pat's ex. on that office. If any more facts are desired I have them, also some more letters that might shed interesting light on the matter. I have been silent over seven years on this subject. The credit as originator meant nothing to me. If Pat or Albert could advance their interests by it, more power to them, but as a matter of record a story such as Mr. Davis submits as "true" should not be allowed to go unchallenged. Pat worked hard, Albert worked hard, Davis and myself worked hard, so did Jim Hathaway, Walter Driver and all those whom Davis mentions in the latter part of his story. The nic (Continued on page 154)

## FROG SWALLOWERS WANTED

Male or Female Frog Swallower, who can do the McNaughton Act. State salary and full particulars first letter. Address **BOX A. 1, Billboard, New York.**

**MUSICAL DOLL.** Place anywhere—room, street, stage. Doves when introduced, moves eyes, plays Musical Bells, any music. Doves to applause. No time string wires. \$75.00. **JOHN W. BAUGHMAN, Ethereal Expert, Ashtabuta, Ohio.**

**WANT SHOWS, RIDES AND CONCESSIONS**  
Everything Open Except Wheels.

**WANT**  
Help in all departments, including Help on Merry-Go-Round. Also Contest Man. Outfits furnished to Real Showmen.

**J. F. MURPHY SHOWS**

**Now in Winter Quarters in Savannah, Georgia**

Savannah, Ga., Dec. 8.—The J. F. Murphy Shows closed their season at Savannah and went into winter quarters at the fair grounds, which they rented from Secretary Fleming—beautiful place, plenty of room and fresh air—regular barns for horses and training stock—using the manufacturing building for storing and repairing shows and rides. Trackage on the fair grounds makes it very convenient.

The J. F. Murphy Shows opened last March, making a long tour, and taking all things into consideration had a very successful season. The Northern tour thru Pennsylvania, New York and New Jersey was very good, but the Southern Gates were not so good, due to the bad market and low price of cotton.

The organization closed with practically every show it opened with and nearly all the people. Carried 15 shows, four rides and 50 concessions. America's champion lady high diver, Margaret Stanton, and Frank Meeker's All-American Band were featured.

Preparations are now going forward to enlarge to a 25-car show, following the same motto: Carrying nothing but high-class and moral shows, eliminating all "girl shows" and carrying only clean concessions—no money games of any kind.

The staff of the show remains the same: J. F. Murphy, general manager; O. A. Brady, general agent; Harry Ramish, business manager; N. D. Brown, secretary-treasurer.

At the closing of the show in Savannah a good many of the people remained in the city. Miss Stanton went to New York; J. F. Burns, manager of the Midget Village, to Jersey City; Theodore Taxier and sons, to their home in New York—Mr. Taxier owns the "whip" and several concessions on the show; Frank Lee returned to his restaurant in Philadelphia, on North Fifth street; Ed Fine, who operates several concessions and also manages the ferris wheel, to his home in Chicago. J. B. Cullen, who formerly managed the minstrel show, has retired from the business for the present. Mr. Cullen is now handling Parisian gowns here in the South, having his main office in Savannah. Harry Jack Eckett, who returned "home" to the show from Augusta, Ga., is now resting in his apartments here in Savannah. Sam Gross has retired from the concession business, going in for riding devices—went to Cleveland, O. D. M. Bristol, who has the Society Horse Show, is busy breaking horses for his big show. He will again be seen on the midway. He has opened a riding academy here in Savannah. Harry Ramish went to Chicago in the interest of the show, attending different meetings, and will purchase several cars on his trip north. Fred D'Ivey, who has the animal show, is busy enlarging his show for next season. Mr. D'Ivey is also supervising the building and repairing of all paraphernalia connected with the caravan. N. D. Brown took a trip to Florida. Margaret Shumway, wife of Zeke Shumway, who has the motordome, left for Montreal, Canada, to visit her sister, and will sail for Scotland on December 11 to visit her mother. Mrs. Schumway has not seen her mother for the past seven years. Jack Lee, who has the side-show, opened a museum on Broughton street, Savannah.

Mr. and Mrs. J. F. Murphy are now enjoying an extensive trip North. Several days in Kingston, N. Y., and several towns in the States of New York and New Jersey will conclude their Northern tour; then to Florida and back to the show for the opening of season 1921.—N. D. BROWN.

**McCASLIN PEERLESS SHOWS**

**Preparations Being Made for 1921 Season**

Things are humming around the winter quarters of the John T. McCaslin Peerless Shows in Baltimore, Md. John T. is busy at the office arranging details for the 1921 season, to open in April. Many new ideas will be put into effect then. All concession people with the show last season signify their intention of coming back. Several new concessioners will join Sam Stricklin will have fruit, monkey speedway and one other show. Harry Bowen will handle 10-in-1. Lew Traux, with knife rack and several other concessions. Squire DeLoss will have groceries, country store and walk-his. Geo. Langley, four concessions. E. E. Johnson, some new concessions. Joe McKeever, Andy Thumser, Bert Norman and many others are arranging for another big season.

Chas. Whistler, general superintendent; Chas. Willett, chief mechanic. The writer will continue in the capacity of secretary.—BOWEN.

**ART KNIVES**

Brass lined, two-bladed, Photo Knives, double silver bolsters, REAL PHOTOS.

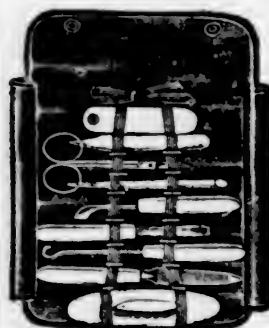
**PRICES:**

100 .....\$45.00  
500 .....\$43.00 per 100  
1,000 .....\$42.00 per 100  
10% with order, balance C. O. D., Express. Dozen, \$6.00. Sample, \$1.00. Order from advertisement. Watch for our Razor Board shortly.

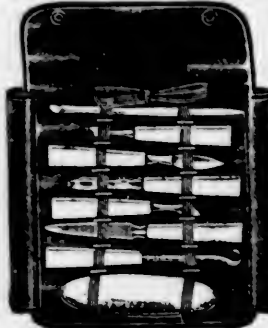
**MORRIS CUTLERY, MORRIS, ILLINOIS.**

**GREAT STOCK REDUCTION SALE**

**SALEBOARD OPERATORS—Here is your opportunity to buy big selling items at PRE-WAR PRICES. These are but a few big selling numbers selected from our immense stock from which we can make immediate shipment. No delay. Order sample NOW and be convinced.**



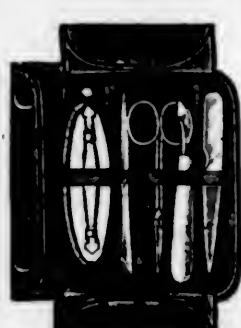
No. 1836B. MANICURE SET—Green Spanish leatherette case. Fancy design sateen lined, fitted with bone handled nail buffer, nail file, button hook, tweezers and cuticle knife. Bone nail cleaner, 3/4 in. cuticle scissor, emery file set and hoof and bone manicure stick and hoof nail cleaner. Cut price..... **\$1.55**



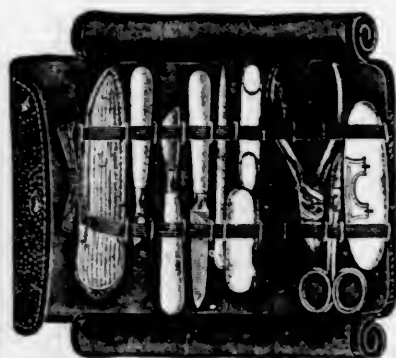
No. 1868B. MANICURE SET—Dica grain embossed Leatherette Case with fancy lining, containing eight pieces, including flat top nail buffer, bone handled nail file, cuticle knife and button hook. 3/4 in. steel cuticle scissor, 4 in. comedone, bone hoof end manicure stick and bone nail cleaner. Cut Price..... **\$1.48**



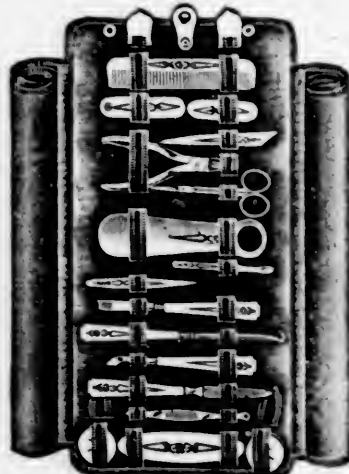
No. 1827B. MANICURE SET—Fancy embossed leatherette case with green mooseb lining, fitted with bone handled nail file, cuticle knife and button hook. Bone manicure stick, 3/4 in. steel cuticle scissor. Steel tweezers, emery file set and flat top nail polisher. Cut price..... **\$1.25**



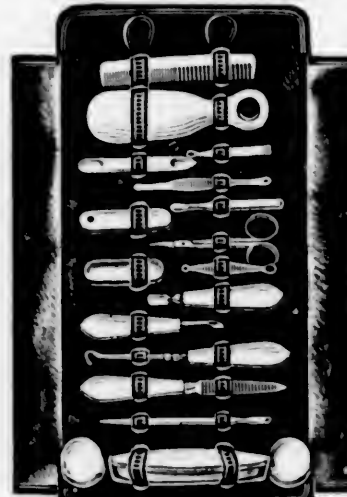
No. 1799B. MANICURE SET—Satin lined leather case, fitted with 5 pieces, consisting of nail buffer, cuticle knife, flexible steel file, 3/4 in. cuticle scissors and bone manicure stick. Cut price..... **\$0.95**  
No. 104B. Five-Piece Set—Bone handled, similar to above. Cut Price..... **\$0.85**



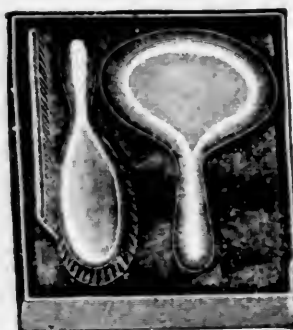
No. 1712B. MANICURE SET—Blue satin lined, seal grain leather case. Leather top buffer and emery bag to match case. Good quality steel cuticle scissors and steel nail nipper. French Ivory (grained celluloid) handled cuticle knife, corn knife, nail file and nail enamel stick in box. Hoof manicure stick and nail cleaner. Cut **\$2.65** price



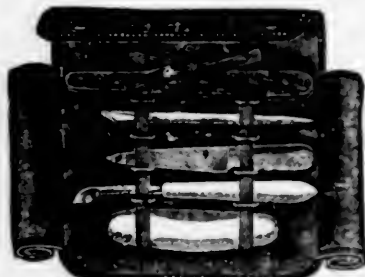
**BEAUTIFULLY DECORATED**  
No. 183B. MANICURE SET—Karatol leather case, sateen lining, adjustable straps containing 17 implements as illustrated, decorated in a combination of blue and gold. Cut **\$4.98** price



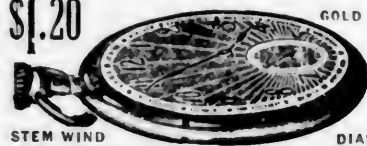
**MANICURE SETS FOR IMMEDIATE DELIVERY AND AT PRICES BELOW PRESENT FACTORY QUOTATIONS.**  
No. 1701B—17-PIECE MANICURE SET—White grained French Ivory. Put up in assorted colored velvet lined rolls. Our cut price, **\$3.15** one or a hundred. Per set.....  
No. 635B—17-PIECE MANICURE SET—Oral handles. Otherwise as above. Our cut price, Per set..... **\$3.25**  
No. 1515B. 15-PIECE PEARL MANICURE SET—As above. Our special cut price, Per set..... **\$3.48**  
No. 166B. 21-PIECE SET—Large heavy handles. SPECIAL..... **\$3.48**  
No. 9300B—OUR SPECIAL 21-PIECE DUBARRY HANDLE MANICURE SET—1 1/2 inch lined. Per set..... **\$4.35**



No. 5733B. THREE-PIECE TOILET SET—French Ivory fittings, nine row concave back hair brush, bonnet shape mirror with leveled glass, size 9x17, and dressing comb. Put up in white leatherette covered display carton, ribbed sateen lin. **\$2.48** Our cut price.....  
No. 4009B. TOILET SET—Style like above, with extra heavy mirror, brush and comb. Complete set..... **\$5.75**



No. 701B. MANICURE SET—Genuine leather case, sateen lined, containing five pieces, including nail buffer, flexible steel nail file, bone handled cuticle knife, bone manicure stick and two flexible emery boards. Per **\$5.95** doz.



**STEM WIND DIAL**  
Gent's 16 size, thin model, gold-plated watch, at remarkably low price of \$1.20. Looks like a \$20.00 Gold Watch. Order sample now. Sent by mail upon receipt of price and 10c for postage.

Send for Hagn's Silent Salesman Catalogue, the Cash Buyer's Guide, for the wide-awake dealer, illustrating hundreds of big selling items at extraordinary low prices, such as WATCHES, CLOCKS, JEWELRY, SILVERWARE, MOUNTAIN PENS, CUTLERY, TALKING MACHINES, PYRALIN AND FRENCH IVORY HOLIDAY GOODS OF ALL KINDS, LEATHER GOODS, CUT GLASS, PREMIUM GOODS, ETC. SEE OUR SPECIAL PRICES ON GILLETTE SAFETY RAZORS, CAMERAS AND ROGERS SILVERWARE, SALEBOARD MERCHANDISE, ETC. Deposit required on all C. O. D. orders.

**JOSEPH HAGN CO., THE HOUSE OF SERVICE, CHICAGO, ILL.**  
Dept. B, 223-225 West Madison St.

**First Announcement**

**"THE GAME OF THE ACES"**

**A NEW CREATION—A NEW INVENTION**

An Air Raid by Bombing Aeroplanes over Submarines. A concession of undisputed skill, thrilling and sensational to the players. Made portable or stationary.

As "THE ACE OF GAMES" it speaks for itself. For particulars and illustrated catalogue write.

To those awaiting this announcement we are glad to be able to say that your order can now be accepted for spring delivery.

**THE J. G. MALOUF MFG. CO.**  
Niagara Falls, N. Y.

Phone 2959-J

**THE SHOWMEN'S LEAGUE**

(Continued from page 153)

things he says about all of them are absolutely true, all excepting the nice things he says about himself. But then—to err is human, and 'Lil Arthur is a regular human.  
(Signed) CHARLES McDONALD.

Note—Neither Mr. Davis nor Mr. McDonald, in searching their memories, go back far enough to arrive at the real beginning—the real founding—of the Showmen's League. Ask Louis E. Cooke, E. M. Burk, Col. W. E. Franklin, Ralph W. Packham, Walter L. Minto or a dozen more members still surviving.—The Editors of The Billboard.

**JAKE VETTER**

Write me your note immediately, F. R. ZILLER, Me ridian, Mississippi.

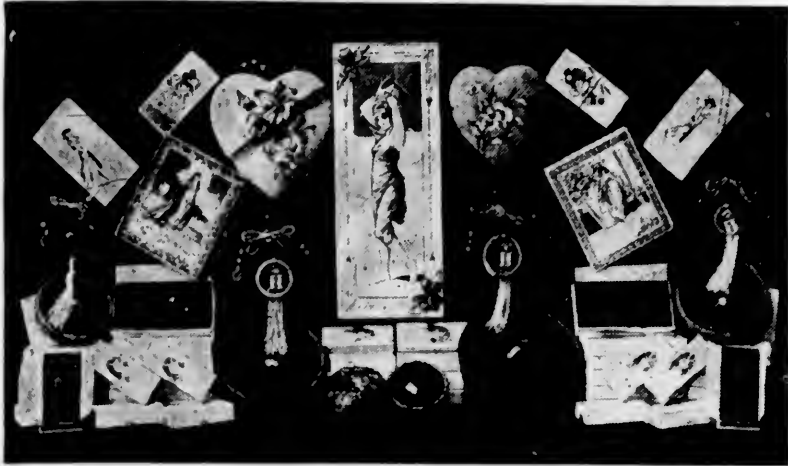
**BOX CANDY FOR CONCESSIONS**

C. C. CANDY CO.,  
500 Delaware Street, Kansas City, Mo.

WANTED—Agents, Salesmen and people of amusement to handle my high-grade Post Cards and Stationery Packages. Send 75c for samples and wholesale prices to J. C. KLOOTWYK, 82 S. Division St., Grand Rapids, Michigan.



# OCCIDENTAL ASSORTMENT CHINESE BASKETS



Most beautiful and fastest selling Candy assortment on the market today, consists of high-grade, hand-dipped Chocolates, fancy Brown-built boxes and Chinese baskets, as follows:

Five assorted sizes Chinese baskets, packed with one layer of hand-dipped Chocolates, one \$7.50, two \$5.00, two \$2.50 fancy Brown-built boxes, twelve \$1.25, twelve 65c and twelve 35c boxes.

Arranged with a 1,200 10c, or 2,000 5c four section board, and a box of Chocolates provided in each section as an inducement to clean up the entire board. Shipping weight, 50 pounds.

In lots of 12 assortments.....\$33.75  
 In lots of 6 assortments..... 34.75  
 In lots of 3 assortments..... 35.75

Sample assortment will be shipped to jobbers or operators only at \$36.50.

**PLAIN SALESBOARD, IN LOTS OF 50 OR MORE BOARDS, 15c A HUNDRED, TAX INCLUDED WHOLESALE ONLY**

OUR TERMS—CASH ONLY. Money order, certified check or C. O. D. provided 25% of amount is sent in advance. Personal checks will delay order until collection is made. Catalogs sent to operators and jobbers upon request.

## CHARLES HARRIS & COMPANY

230 West Huron Street, CHICAGO, ILLINOIS



Five to set. Trimmed with silk tassels, beads, rings and Chinese coins.

In lots of 50 sets, \$5.50  
 In lots of 25 sets, 5.75  
 In lots of 12 sets, 6.00

Above baskets packed with one layer of hand-dipped assorted flavors Chocolates.

In lots of 50 sets, \$9.00  
 In lots of 25 sets, 9.25  
 In lots of 12 sets, 9.50

## FLASHLIGHT ASSORTMENT No. 6



Consisting of 12 Standard-make seamless brass tubing, heavily nickel-plated, fully guaranteed flashlights. Complete with 1,000 5c Salesboard. Each assortment packed in individual cartons ready for re-shipment.

2—3-cell Miner, 1 1/2 in. x 9 in.  
 4—2-cell " 1 1/2 in. x 6 1/2 "  
 6—2-cell Tubular, 1 1/2 in. x 6 "

Special jobber's price. F. O. B., Chicago, Ill. In lots of 12 assortments, \$12.65. Sample assortment, \$14.25.

Thanks to Managers for Winter Offers, But Will Take a Vacation

## Col. Phil Ellsworth

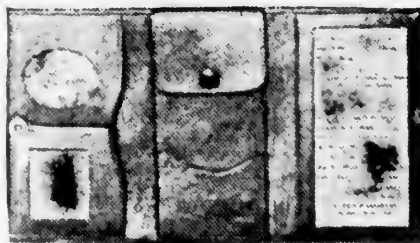
PIT SHOW and CARNIVAL MANAGER, TALKER and ADJUSTER

Have always been with the Largest and Best. Invite Business Propositions. Have several High-Class Concessions. Hillsboro Hotel, Tampa, Fla., Till March 1st, 1921

To All My Friends

*A Merry Xmas  
 and  
 A Happy New Year*

From Mrs. W. A. Dyer



## DEMONSTRATORS

Our new 7-IN-1 and 5-IN-1 are guaranteed made of GENUINE LEATHER. Just the BOOK YOU HAVE BEEN LOOKING FOR. Send \$1.00 for samples and if not satisfied will gladly refund your money. Prompt shipments and courteous treatment to all. Write today for prices.

**Harris & Company**  
 Manufacturers of Leather Goods,  
 65 Shelby Street, DETROIT, MICH.



Christmas Greetings

I. J. WATKINS HAZEL  
 JUST A BOY RIDER JUST A GIRL RIDER  
 WALL OF DEATH

MINIATURE AUTOS,  
 520 W. Monroe St., Jacksonville, Florida

## BALL GUM

Highest Quality. Lowest Prices.  
 BALL GUM MACHINES.

Buy direct from Manufacturer.

VELVET GUM COMPANY, INC., East Jordan, Mich.

BIGGER, BETTER, GREATER THAN EVER

## International Amusement Co.

Playing 24 Western Canada Fairs

NOW CONTRACTING FOR

RIDES, SHOWS, CONCESSIONS, FREE ACTS

Help wanted in all departments. Apply P. O. Box 1085, Winnipeg, Manitoba, Canada.

## GOLDEN EAGLE SHOWS

WISHES ALL FRIENDS A MERRY CHRISTMAS. Fly by night Concession Agents and Show People and friends write. Show opens May 1, Haigler, Neb. Permanent address Box 316. MEX. WAGLE, Owner, Haigler, Nebraska.

# PEORIA TENT & AWNING CO.

Write for our prices on used Tents for all purposes. New Tents to order. Big Tops. Carnival Tents, etc. Catalogue sent on request.

110 WASHINGTON ST.,  
PEORIA, ILLINOIS

## S. W. BRUNDAGE SHOWS

Again in Convenient Winter Quarters at Denison, Tex.

Denison, Tex., Dec. 9.—Closing the most successful season of his 21 years' experience as an outdoor showman, S. W. Brundage, general manager and owner of the S. W. Brundage Shows, brought his special train of 22 cars into Denison November 3, where the shows exhibited under the auspices of the Civic Improvement League for eight days and then pulled into winter quarters, established here last winter. Many changes were necessary in winter quarters, on account of the growth of the carnival in 1920 over the previous year, and the Denison Chamber of Commerce and local business men arranged two additional warehouses to house the added attractions that are now stored and being worked on.

Fortunate is the "Boss" in securing a force of experienced car builders who were caught in a reduction of forces in the big car shops here and immediately after closing his show contracts were made with a saw mill near Denison for oak lumber enough to build eight flats, and he lost no time in beginning this work. A force of car men are engaged on the flats while another gang is working on the sleeping cars, which will be renovated thruout.

An added attraction already booked for the coming season is "Bobby" Jewell, who will handle the unordome, also make airplane passenger-carrying flights and do advance advertising for the show.

Jewell purchased a new Curtiss passenger plane this week and will also carry his "stunt" plane to be used as a special attraction.

While General Agent M. T. Clark is now busy in the North looking after fair dates and other duties in connection with his department, Denny Howard is in the Southern territory, making contracts under auspices.

The Brundage "Family," consisting of over 60 persons, will celebrate Christmas with a big dance and Christmas tree. Immediately after January 1 work will begin in the "wagon shop," also on the rebuilding of old shows and building of new ones. The opening date will be some time early in spring.—DICK GRAY.

## GLOTH GREATER SHOWS

Contemplate Big 1921 Season

Pittsburg, Pa., Dec. 9.—Preparations are now under way to make the Glotch Greater Shows one of the neatest, flashiest and most striking traveling caravans on the road. Manager Robert Glotch is personally directing all repair work on equipment and the building of new fronts, etc. New ideas, new novelties and new plans are being constantly introduced and the show crews are busily engaged materializing them.

"Up-High" Billy Klein says he will add one more ladder to his lofty pier, making his sensational high dive 100 feet. At present Mrs. Billy and Billy are on a traveling trip thru Florida.

Special Agent Will Murphy is back to the outfit after a business trip thru the Southwest. Mrs. Murphy has joined him from her engagement and tour in the East and both are planning on a month's journey in South Carolina for their vacation.

Assistant Manager Billy Fox and General Representative Lou Padolf are busily engaged routing the show for the coming season. The aggregation will play through Pennsylvania, Ohio and New York. Promoter Ira Mudder is introducing some rather clever ideas for billing the spots, also the show is scheduled to open in Pittsburg, under strong auspices, and will then start its travels in 15 cars. The management is looking forward to a tremendous season and everything is being done to make it so.—KID LOU.

## A Real Live "Knock-Out" for Doll Concessioners

### The "Hutzel Putzel" WOODEN DOLLS



Absolutely the Latest in Novelties.

Unbreakable, All Round Movable, Hand Made, Painted and Dressed With Real Clothes, 8 Inches High

BOYS, YOU CAN NOT BEAT THIS FOR DOUBLE, THE \$\$\$\$

\$60.00 Per Gross Sample Doz., \$5.50

25% deposit with order; balance C. O. D.

All Americas Trading Company  
17 West 42d Street, NEW YORK CITY

## A. C. BOUCHER BIG UNITED SHOWS

Open March 1. Want good Agent that knows how to book auspices. Also want good Shows, good Freaks, good Workingmen, good Concessions or anything that will get the money. Address **A. C. BOUCHER,** 1273 FOLSOM ST., SAN FRANCISCO, CAL.

Merry Xmas to All.

## HERE IS A FLYER

We have the following Holiday Toys for immediate delivery: Performing Animals, \$48.00 gross; Imported Spinning Tops, \$9.00 gross; Running Mice, \$6.50 gross; Scout Automatic Repeating Toy Rifles (19 inches long), \$18.00 gross; Roly Polys, \$6.50 and \$8.50 gross; China Captains, \$12.00 gross; Pla-Toys, self-operating marble toy, \$24.00 gross; Moving Picture Machines, \$24.00 gross; Mechanical Boats, \$5.00 dozen; Coronation Harmonicas, \$3.75 dozen; Cum-Bacs, \$8.50 gross. We have a complete line of Balloons for immediate delivery. If interested in Holiday Specialties consult our catalogue.



BB-57, Aero Racer—Wing spread, 30 inches; body, 22 inches. Wheel operated propeller turns at high speed, giving it a realistic appearance. Gross, \$48.00

M. GERBER

Streetmen Supplies and Holiday Specialties  
727-729 South Street, PHILADELPHIA, PA.

## SALESBOARDS

All sizes. Immediate deliveries. Write for our prices.

THE PENNSYLVANIA NOVELTIES MANUFACTURING CO., 1868 Frankford Avenue, Philadelphia, Pennsylvania.

## WESTERMAN BROS.' SHOWS

Notes From Winter Quarters

Tulsa, Ok., is the winter quarters of Westerman Bros. Shows. It is a wonderful city to winter in and right in the heart of the Oklahoma oil fields, where an early opening and a profitable business is assured. While oil men are "binging in" big wells, Westerman is bringing in "money spots" for the carnival season.

After a tour of real travel all the folks were more than glad to call it a season. Daniel LaRouche, of cookhouse fame, is spending his time playing "horse" with young LaRouche. Danny enjoyed a phenomenal season with Westerman Bros. Charles Haysdorfer and wife leave for a fishing trip in "dear old Florida" this week. Their spectacular "Helio-Bustin" war show will remain for next season. Colonel Philip Ellsworth is now in Havana, Cuba, with his lifelong friend, Jake Griddle, enjoying the sunshine and a first-qualifier that contains more than "one-half of one per cent." Frank Pettit is at his home at Charleston, S. C., where he will spend the holidays. Simon Krause, who owns the big Eli wheel and three-abreast Hershell-Spiliam carousel, is putting in a few of the layoff weeks playing the smaller oil towns until it is time for him to spread the new colors on the "Jinny."

Some one wrote the "Boss" and wanted to know if he was going to play States again next season, or if he was going to act like an ordinary carnival company and play towns and cities—it is a fact. Westerman Bros. made a record of making just one town in a State in the big jumps Northwest.

"Boss" said to "tell 'em that we haven't got one of those steam-heated, hot-and-cold-running-water, chambermaid-service winter quarters that we read so much about, but that there is an honest-to-goodness, helio-sappa lot of creative work going on that will open some of their eyes next spring."

Every one of the executive staff is visiting but ye poor scribe, and he is busy keeping the universe "posted" upon the merits of Westerman Bros. Shows. "Selah."—PRESS PARKS.

## GOLDEN RIBBON SHOWS

New York, Dec. 8.—All maps have been laid aside and the management and staff of the Johnny J. Kline Golden Ribbon Shows state that their plans have been made for the season of 1921.

The paraphernalia, which is now stored in Danbury, Conn., and Jersey City, N. J., will all be brought to Yonkers, N. Y., where the shows will make their winter quarters, and where preparations will begin to make the Johnny J. Kline Golden Ribbon Shows all that is expected of this organization, which has enjoyed one of the biggest seasons of its career during 1920. For the coming season this outfit will go out as a six-car show, playing entirely new territory. Major Diamond will act on the executive staff as secretary. Lew Short will again act in the capacity of chief electrician and will look after the light plant which Mr. Kline has purchased.—MAJOR.

## KARR & AUERBACH ENLARGING

Philadelphia, Dec. 8.—Charles Auerbach, of the firm of Karr & Auerbach, 415 Market street, states they have purchased the building at 35 N. Fourth street for the manufacture of their own-make wheels. It will be known as the firm's "wheel department" and will turn out one of the best concession wheels on the market.

They are made of three-ply wood, heavy brass pegs, and very flashy colors, and guaranteed true running. Mr. Auerbach will have personal charge of this department and knows the wants of the carnival trade. They also make fancy wheels. They are now making 1,000 wheels of every description that the carnival trade may need, and are able to ship orders the same day as received.

# Bockus & Greene Shows

THIRD SEASON — (FORMERLY METAL TRADES SHOWS) — THIRD SEASON

Wish One and All a Merry Xmas and a Happy New Year

ENTER 1921 WITH

## Openings for Shows, Rides and Concessions

All Wheels open. Want man to take over best framed Ten-in-One on road. Address all communications **C. L. BOCKUS,** 70 Prospect St., Marblehead, Mass. Long Distance Phone, Marblehead 462-M.



# COLUMBIA DOLL & TOY CO., Inc.



Wish You All  
 A Merry Xmas and  
 A Prosperous New Year  
 For 1921 That Famous  
**CHUBBY KID**  
 IN 3 SIZES  
 9 1/2 INCHES, 12 INCHES, 14 1/2 INCHES  
 In New and Attractive 1921 Costumes.  
**COLUMBIA DOLL & TOY CO., Inc.**  
 Manufacturers of Novelty Dolls,  
**COLUMBIA DOLL BLDG., 44 LISPENARD ST.**  
**NEW YORK CITY. Phone Canal 1935.**

## LADIES' BAGS



Imported Models in imitation of hand-made designs of Ladies' Bags. Durable silk satin lined, with mirror and envelope purse. Silvered frame and hand chain.  
**Per Dozen, \$15.00**  
 Please include parcel post charges with your remittance.

## BEADS

Complete line of Imported Beads. Newest designs in jades and novelty beads. Prices range from

75c to \$4.50 per dozen.

Send \$10.00 for sample assortment.

## JACOB HOLTZ

173 Canal Street, NEW YORK.  
 P. S.—A shipment of two special numbers of GENUINE HAND-REAPED Bags have just been received from our Paris office. Samples sent on receipt of \$3.75 or \$5.00, depending on the one you want. Better order one of each.

## MEDICINE MEN, STREETMEN

The Best Working Case on Earth. These Cases are 20 in. long, 17 in. deep and 11 3/4 in. wide. They are made of wood, covered with water-proof fiber, with brass trimmings, including heavy brass lock. \$4.95 and charges. Money back if not satisfied.

J. F. HAITHCOX, Box 1752, JACKSONVILLE, FLA.



## "Great Calvert"

Big High Wire Sensation

Address  
 164 Averill Ave.,  
 Rochester, New York.  
 A Merry Christmas and Happy New Year.

## PARTNER WANTED

with a few thousand dollars to put out a small Carnival. The advertiser has route almost booked complete for the coming season in the best territory, and nearly all faira. Will consider someone with Merry-go-round and Ferris Wheel. Apply SMALL CARNIVAL, Billboard, Cincinnati, Ohio.

## NOTICE, MEDICINE AND STREET MEN!

We have the best selling Medicine Proposition on earth. A bank draft in each package. Write us for samples and full information. Address HERBS OF LIFE MEDICINE CO., Springfield, Illinois.

## IMPORTANT—IF J. FRANK STANLEY

(nee Tourjee), or anyone knowing his address, will inform me I will send him news of importance. ALBERT S. TORJEE, 287 Wyckoff St., Brooklyn, N. Y.

## J. GEORGE LOOS' SHOWS

In Winter Quarters at Ft. Worth, Tex.

Ft. Worth, Tex., Dec. 8.—The J. George Loos Shows closed their season of 38 weeks and are now housed in their winter quarters at the big Coliseum Building at Ft. Worth, Texas.

During the winter months numerous additions and changes will be made for the betterment of the organization, besides five additional cars will be used, making a total of twenty-five.

It is doubtful if any other similar company can boast of the success that has been accorded the Loos Shows during the past season. Opening at the Fat Stock Show at Ft. Worth in March, this company traveled more than 6,000 miles, going as far north as the Canadian border and as far west as Jamestown, N. D., then circling around and closing their season at the opening point—in fact, upon the same grounds where they opened and where they will winter.

With one exception the show remained intact throughout the year, and it would be a hard proposition to find a more congenial, contented and prosperous lot of people.

Mr. Loos is taking a well-deserved rest and will commence overhauling his outfit after the first of the new year.

Arthur Davis, general agent, is busy getting the route in shape for the coming year and reports excellent results, and in every instance has been offered all the big dates which he secured last season, in addition to numerous others.

E. L. (Eddie) Williams, formerly of the Parker Shows, will continue in the capacity of secretary and treasurer, while Wm. Young will assist Mr. Loos in the form of personal representative.

John Wortham (brother of the famed C. A.) has again contracted his five new rides with this company and reports 1920 as the biggest and most profitable year of his career.

During the season fourteen marriages and two births occurred on the show.

The Loos Shows will open their 1921 season at the Fat Stock Show, Ft. Worth, Saturday, March 5, this being their sixth consecutive engagement here.

## JOHNNY CLEMENTS IN CINCY

John T. Clements, of the Johnny Clements Shows, was a visitor at The Billboard offices in Cincinnati on December 9, while en route from New York to Nashville, Tenn., where his No. 1 Shows were playing last week. From Nashville that organization will work southward toward New Orleans, where it plays during the Mardi Gras festivities in the spring. The No. 2 organization last week played an indoor event under the auspices of the Veterans of Foreign Wars at Providence, R. I.

"Johnny" stated that both his No. 1 and No. 2 shows will be on the road again the coming season as individual organizations and that both will be greatly enlarged. He may also launch a third company for the fall season. He further stated that, as his regular 1921 tour will not start early, work of preparation will be done during the months of March and April in the winter quarters at Bayonne, N. J. The past season, he said, was very satisfactory, and he seemed quite optimistic over the season of 1921.

## H. F. HALL EXPANDS

Stamford, Conn., Dec. 11.—At the offices here of H. F. Hall, a leading distributor of the famous Beacon blankets, it was made known that branch offices are to be established in New York City and Detroit, so as to expedite service on his steadily increasing business from the concession trade throughout the country. Fifty thousand Beacon blankets, it is thought at the offices, will be disposed of by the Hall interests during 1921, which will probably class him as one of the biggest buyers of the Beacon Manufacturing Company. Mr. Hall is also well known to the show world thru his connection with the California Exposition Shows, he being half-partner with Sam Anderson in this attraction.

Look thru the Letter List in this week's issue.

# An Explanation and A Promise

It has been impossible for us to fill all the orders sent to us by carnival and showmen during the past season, notwithstanding the fact that we cut our advertising in The Billboard.

Our facilities were not in keeping with our wonderful line of Vamp, Queen of the Beach, Queen of the Ice and Novelty Unbreakable Dolls.

We promise, though, with our added factory in Spring Valley, N. Y., and our distributors in San Francisco and Chicago, and also at Rio de Janeiro, that we will be able to fill our orders promptly and ship at a moderate cost to any part of the world.

Write to our nearest branch or direct to the factory if it is more convenient.

## HILDA LOOSE

202 East 88th Street, - - New York City

The Jean R. de Ramiro Comp. Alfred Mascone Massanel, The Alfred J. Miville Co.  
 3850 W. Lake St. RIO DE JANEIRO, BRAZIL. 142 Fourth St.  
 CHICAGO, ILL. Bernard Katz SAN FRANCISCO, CAL.  
 SAN JUAN, PORTO RICO.

# Federal Electric Signs

Distinctive---Attention-Compelling  
 Business-Getting

Used and recommended by thousands of Theatre Managers. Made by the largest Electric Sign Manufacturers. Full information upon request.

## FEDERAL ELECTRIC COMPANY

8700 SOUTH STATE STREET, - - - CHICAGO

# WANTED, Two Solid Sleepers FOR SALE, New 60-ft. Flat Cars

42 inches high, 60,000 capacity, 8 1 1/2-inch truss rods, inside hung brakes, 6 5x9 inner sills, outside sills, 6x12, one-piece timber, 8-inch side gunnel. TWO 50-FT. BOX CARS, 60,000 Capacity; ONE 16-FT. OFFICE WAGON.  
 H. G. MELVILLE, 902 Ashland Block, Chicago.

# A Big All-Year Money Maker

\$5.00 to \$50 A DAY  
 Make Photo Post Cards, genuine black and white, plateless and tin types. No dark room. Finish on the spot. No waiting. Easy to operate. Easy to learn. Big profits. Travel, see the world. Write for catalog.

DAYDARK SPECIALTY COMPANY, 2820 Benton St. ST. LOUIS, MO.



Christmas Greetings from

# The Homer E. Moore Attractions

Christmas Greetings from

I can place one more Show of merit, one more Ride and a few more Concessions. This Show will play the cream spots of Pennsylvania. Twenty weeks of truck moves. Pretty soft? Yes. They are real spots, as I know more than one that made his bank roll in them. This Show is built with real money and brains, not an experiment. All Shows and Concessions must comply with the Pure Show Laws. Address all mail to HOMER E. MOORE ATTRACTIONS, 2321 Carson Street, S. S., Pittsburgh, Pa. My winter quarters are open to real troopers at all times.

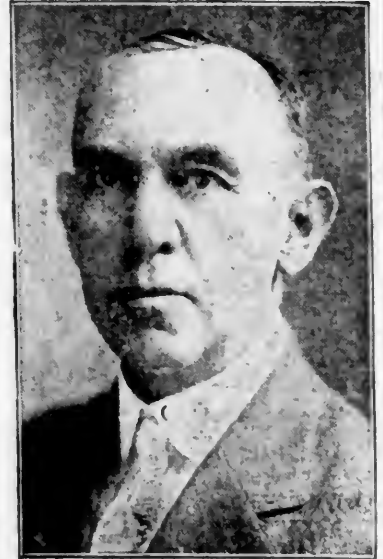
In Appreciation of the Success of  
 ———THE———  
**RUBIN & CHERRY SHOWS**



RUBIN GRUBERG,  
Owner and Manager.

during the season of 1920, we desire to express our heartfelt thanks to those who have made possible America's Cleanest and Foremost Traveling Amusement Organization, including the Public at large, every Employee and individual Showman whose efforts have been bent toward our success.

To those whose destinies will be linked with ours for the coming season, to the show world in its entirety, to one and all, permit us to say



W. S. CHERRY,  
General Representative.

**"Peace on Earth, Good Will to Men"**

**RUBIN & CHERRY SHOWS,**

Winter Quarters, Spartanburg, S. C.

TO OUR FRIENDS AND CUSTOMERS

WE EXTEND A

**MERRY CHRISTMAS**

AND A

**PROSPEROUS NEW YEAR**



**CURTIS IRELAND CANDY CORP.**

24 SOUTH MAIN STREET,

**ST. LOUIS, MO.**

# RAIN INSURANCE

WILL RAIN REDUCE YOUR PROFITS?

**RAIN** losses can now be insured. Submit your 1921 schedule of dates for full information and rates

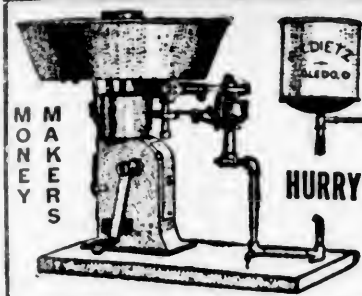
TO

**Henry W. Ives & Company**  
**5 NASSAU STREET**  
**NEW YORK CITY**

We are the original introducers of  
 Rain Insurance to America

**LOSSES PAID IN TWENTY-FOUR HOURS**





KOTTON KANDY MACHINES—GREATEST OF ALL MONEY MAKERS

Simple in construction—marvelous in results—easily carried—can be operated under an umbrella—check all as baggage—nothing to buy but granulated sugar, and \$5.00 worth of sugar makes \$100.00 worth of fluffy, flimsy, fairly flimsy candy. Get into this fascinating and highly legitimate business while you can, as I warn you that if the demand continues, I'll be unable to fill all my orders the coming season. Hence, if interested, get to me now! Prices: Hand-Power, \$150.00; Electric, \$200.00; Combination Hand and Electric, \$200.00. Terms: Half cash with order, balance C. O. D. Nothing as easy—nothing as good—don't wait, join the ranks of the fortunate operators of the machines that make "that funny candy" and mop up!

A. T. DIETZ, 27 Sayso Building, TOLEDO, OHIO.

WHAT THEY SAY OF THE OLD K. K. "Your Kotton Kandy Machines attract more attention and trade than anything I ever saw."—J. Harvey Williams, Baltimore, Md. "We are very much pleased with our Kotton Kandy Machine. It is a veritable sensation in this country—everyone is interested. Let me know about direct and alternating motors for same."—Wilfred Armstrong, Portland, Ind. (NOTE—This man was all over the country this past season and bought and sold a number of my machines.) "I bought one of your Kotton Kandy Machines last fall and will say it is a good one, and am very much pleased with same, and believe it is the best ever made."—Peter Meyer, Lenoir City, Tenn. "Received Kotton Kandy Machine and made \$18.75 first few hours I operated."—Jno. T. Hendrex, Brownsville, Tex. "I am glad to state we are making good with your Kotton Kandy Machine. We haven't played a bloomer since we started to use it. We are getting a dime without any trouble. Enclosed find picture of our joint."—E. L. Stripe, Oswego, N. Y. (NOTE—This man has had several of my machines, and has interested scores of others.) "I have made \$10.00 per hour with your Kotton Kandy Machines—time and again."—Chas. W. Richards, Toledo, O. "Received Combination Hand-Power and Electric Kotton Kandy Machine about a week or more ago, and find them all you claim and more. You have the best Generator I ever saw, and wish you would send me an extra one for another machine."—I. E. Chambers, Leavenworth, Kan. "I am doing well with your Kotton Kandy Machine. Am selling at 10c a stick and sold over \$500.00 worth first two weeks. Several of my friends want machines now."—Kenshi Takiguchi, Coney Island, N. Y. (NOTE—Gross profits on above were about \$450.) Originals of the above testimonials and many others on file at my office, and can be seen by any interested person.

SPECIAL WHITE STONE WORKERS Here's what you've been looking for. The biggest selling Ring ever designed. Set with two fine white brilliants as illustrated, and can be had in either platinum or gold finish. \$18.00 PER GROSS. With each order of two gross or more we will furnish ABSOLUTELY FREE a tray holding three dozen rings. Samples sent on receipt of 50 cents. Please include parcel post charges with all orders. Get in at the start and clean up. JACOB HOLTZ 173 Canal Street, NEW YORK.

LADY LOVE PERFUMED SACHET Assorted odors. Wrapped in attractive assorted flower design crepe paper. Large Size, \$2.15 Gross. Small Size, \$1.85 Gross. Lady Love Vial Perfume 1/4-oz. Vials, \$2.25 Gross 1/2-oz. Vials, \$1.85 Gross SEND FOR FREE 1920 CATALOG and FREE SAMPLES OF PERFUME NOVELTIES. NATIONAL SOAP & PERFUME COMPANY 160 No. Wells St., CHICAGO, ILL.

CARS We have several good Pullman and Compartment Cars in our yards. Lengths, 69 ft. to 78 ft. over vestibules. HOTCHKISS, BLUE & CO., Ltd. 249 Ry. Ex., Chicago

Photo & Art Postal Card Company 444 Broadway, NEW YORK The following line we are publishing and manufacturing. Birthday, Best Wishes, Congratulations, Comets, Loves, Mottos, Storks, Landscapes, Hand-Colored Bromide Cards, Times, Jewels, Hubbon, Pure Silk Hand Machine Embroidery, Steel Engraved Cards, Cards, Folders and Booklets. Also complete line of Holiday Cards. IN ONE TO 25-CENT SELLERS. PRICES RANGING FROM \$3.00 A THOUSAND TO \$100.00 A THOUSAND We will submit SAMPLES upon receipt of \$3.00, \$5.00 or \$10, according to Assortment Requested. Also make Local Views from your own photographs. Our Goods speak for themselves. EMIL R. HOFFMANN & SON Manufacturers of the WORLD'S BEST Shooting Galleries & Targets 3317 So. Irving Ave., CHICAGO, ILL.

TALKING TRUMPET. Voices from Beyond. Same stunt as talking vase, Buddhas, etc., only better. \$15.00. With loud spirit rapping in trumpet, \$30.00. Mind Reading Sets, \$30.00. Voices by induction, Hapling noise, the new science, Ether. JOHN W. BAUGHMAN, Ethereal Expert, Ashland, Ohio. STREETMEN GET M-N'S CEMENT for easy demonstration, quick sales, big profits. Gross, eighteen (\$18.00) dollars; half gross, ten (\$10.00) dollars. Labeled in your Name with five (5) gross. MCNEELY & NEATHERY, 826 Hoyt St., Norfolk, Va.

"PICKUPS" From Texas and Oklahoma By THE OBSERVER The Rice & Quick Shows closed a very successful season at Clarksville, Ark., recently, shipping direct from Clarksville to their winter quarters at Durant, Ok., a policy they have pursued for the past 17 years. The season of 20 weeks was spent in Arkansas and Eastern Oklahoma. Business for the entire season was good with the exception of the last two weeks, which were played in strictly agricultural regions where the low price of cotton was beginning to cause a noticeable depression. The lineup consisted of carousel, four shows and 22 concessions, all under the ownership and management of the company. Work of painting and repairing will start shortly after the first of the year, and several new features will be added for season 1921. Mr. Quick recently returned from an extended trip thru the Eastern States and Canada, making several purchases of equipment. A new Ell wheel, together with an adequate light plant, will be added for the coming season, also a choice collection of large reptiles and Asiatic animals. The Russell Bros.' Shows experienced very bad weather conditions at their Durant, Ok., and Greenville, Tex., stands. The M. K. & T., Santa Fe and Rock Island Railways have appealed to higher court the recent decision of the Oklahoma Corporation Commission in regard to movement of carnival paraphernalia, said decision placing them back to the old rate, plus the recent increase under the United States Commerce Commission's decision. Showmen have the assurance from the Oklahoma Commission that this matter, so vital to showmen making Southwestern territory, will be fought to the last trench, and such an unjust and confiscatory rate will not be allowed to mulct the showman the coming season. Theatrical conditions thruout the Southwest are far from normal. Attendance at the picture and cab. theaters has fallen off to a perceptible extent, likewise the few road companies, while the strictly vaudeville and picture houses are operating to capacity in Oklahoma City, Tulsa, Muskogee and Texas cities. Conditions in the strictly cotton districts are at present deplorable, reacting on all lines of amusements. But with all the recent losses and present lack of attendance there seems to run a feeling of optimism that a market will be found for the fleecy staple soon and conditions will be the best experienced in years, during the early spring and summer. Proof that the influence of The Billboard extends even to the most remote villages and hamlets of the U. S. A., the writer was recently seated on a snowy Sunday afternoon in the lobby of a hotel situated in one of the most remote regions of the Green Mountains of Vermont, thinking of the past season and longing for one of his kind with whom to converse. Presently he was attracted by the conversation of two embryo Redoubins, evidently of the "vintage" of 1920. The "pipes" and conversation for the next two hours would have made many an old veteran turn green with envy. They had several heated arguments and always proved and referred everything to The Billboard. While the writer failed to disclose his identity to the "coming" showmen, he felt greatly indebted to them and The Billboard, which had furnished them with "ammunition" for a conversation covering the entire amusement field. Indoor bazaars would prove profitable in many cities of the Southwest, Muskogee, Tulsa, Oklahoma City, Wichita Falls, Ft. Worth, Waco and Texarkana, all have auditoriums and armories that would be suitable for this line of amusement. Wonderful progress has been made in the construction of good roads in Arkansas, Oklahoma and Texas the past year. The time is fast approaching when motorized circuses and carnivals can invade these States and travel with impunity. M. A. Gowdy, of the Wortham Shows, recently purchased the collection of large reptiles from Lilly Quick, of the Rice & Quick Shows, and has added them to his meritorious attractions with the Wortham interests. Nihil's hypnotic and crystal-gazing show is meeting with decided success in Oklahoma and Texas territory.

RARE BEAR DIES AT ZOO New York, December 8.—Despite every effort made by the authorities of the Bronx Zoo, the Koala Australian midget bear brought to this country at heavy expense has died. The Koala is a rare specimen and was treasured by Ellis Joseph, who personally accompanied the animal on its trip here from the Antipodes. Authorities believe that the death of the animal might have been due to the fact that the consignment of eucalyptus leaves ordered from California for the animal's diet failed to arrive in time and it absolutely refused other food. Director Hornaday announces he has wired for another Koala.

Look thru the Letter List in this week's issue.

LOWEST PRICES LOOK 'EM OVER No. 4623—PHONOGRAPH TOP..... Per Doz., \$1.20; per Gross, \$14.00 No. 864—Pangee Jiggers. Per Doz..... 4.90 No. 4826—Knock-out Boxers. Per Doz..... 5.00 No. 4828—Trick Auto. Per Doz..... 4.05 No. 4829—Delivery Truck. Per Doz..... 3.75 No. 4830—Dump Cart. Per Doz..... 2.90 No. 4850—Tap Tap Top. Per Doz..... 3.90 No. 867—Climbing Monkey. Per Doz..... 2.75 No. 4827—Marble Toy. Per Doz..... 1.80 No. 4878—Airplane Racer. Per Doz..... 4.00 No. 1862—Humpty Dumpties..... Per 100, \$2.80; per 1,000, 27.50 No. 717 HURST GYROSCOPE TOPS..... Per Doz., \$1.50; per Gross, 18.00 Christmas Circular free on request. Send deposit with C. O. D. orders and postage with paid parcel post orders. ED. HAHN (He treats you right) 222 W. Madison Street, CHICAGO, ILL.

ROSE O'NEILL KEWPIES Reg. U. S. Pat. Office. Design Patent No. 43680, 1913. Made from Wood Fibre, practically unbreakable. By special arrangement with Geo. Borgfeldt & Co., New York. ALFRED MUNZER, Mfr., 212-214 E. 99th St., NEW YORK

Agents! Agents! It's a Gold Mine Special Offer to Billboard Readers

Lucky 11 Toilet Set—Costs 70c—Retail Store Value \$3.35 10 Boxes \$7.00 for You Sell for \$16.00 Your Profit \$9.00 YES! For the small sum of only \$7.00, we will send you ten Complete Lucky 11 Toilet Sets and the substantial sample case absolutely FREE. You can sell these sets for \$1.60 a throw and make 150% profit. Consists of eleven high-class toilet articles, each full drug store size. This Set would retail in any store for \$3.35, but you can sell for \$1.60 or any price you want. Women can't wait to buy when they see this riot of color. Thousands of Billboard Readers are cleaning up with Lucky 11. You can also make big money if you act NOW. Mail Coupon Today! E. M. DAVIS Products Co. Dept. 9039, Chicago. Name..... Address..... City..... State.....

MENTION US, PLEASE—THE BILLBOARD.

# AT LIBERTY AND WANT SITUATION ADVERTISEMENTS

## Agents and Managers

2c WORD, CASH (First Line and Name Black Type)  
1c WORD, CASH (Set in Small Type)  
(No Adv. Less Than 25c)

**AT LIBERTY—MANAGER, FOR VAUDEVILLE** or picture theatre, or mixed policy; undraged and a house; would like to locate in some good town; am now working in theatre, but want to make a change. Write or wire, J. H. MURRAY, 620 West Market St., Indianapolis, Indiana.

**AT LIBERTY—AGENT, KNOWN HERE AND** everywhere as a hard all day worker; thirty years' experience; salary the limit. Address C. W. COMPTON, Lock Box 25, Brazil, Ind.

**MANAGER, BUSINESS REPRESENTATIVE,** Promoter and publicity expert with new and novel ideas and credit for results of previous ability wishes connection with high-class attraction; act or house management; your proposition must be A-1 to receive consideration. Address REPRESENTATIVE, Billboard, Chicago.

**MANAGER, PROMOTER, ORIGINATOR AT** Liberty after Jan. 1st; prefer location; vaudeville, pictures; anything considered; successfully operated own theatre, booking offices, traveling companies, etc.; know show business thoroughly; have all essentials. "CLIFFORD," 4829 Winthrop Ave., Chicago, Illinois.

**AGENT OR MANAGER AT LIBERTY—Thoroughly** capable and reliable. Fully experienced in every branch of the business. Can handle anything. A first-class press man and a close contractor. Fifteen years' experience. Address "THEATRICAL," Hotel Osborne, New Orleans, Louisiana.

**AT LIBERTY—Circus Agent and Billposter.** The man that gets the billing out. Will consider any kind of show, from tab. to circus. A strictly union man. Managers wanting first-class circus billing write or wire now. Transportation required. I know all the good spots. C. S. WOODRUFF, Grand Theatre, Joliet, Illinois.

**AT LIBERTY—Advance Agent, 50 years of age, good** appearance, active, single, reliable, wants to connect with some good company that is absolutely reliable. Have had many years' experience in the carnival line as advance man, but wish to get into some other branch of the amusement business. Am strictly business and have the confidence and ability to get results. Can book and route. Am thoroughly acquainted with northern, southern and western territory west of the Mississippi River. Good references. Will consider anything except carnivals. Allow time for forwarding mail. WALTER J. CLARK, care General Delivery, Phoenix, Arizona.

**AT LIBERTY, WORKING AGENT—Route, book,** post when necessary. References furnished. Been with all kinds of reliable managers, answer by mail only; no wh. CED CHANDLER, 2416 W. Fourth Street, Chest. Pennsylvania.

**MANAGER—Moving Pictures or Vaudeville; all-round** executive man. Will consider anything. Salary your limit. Address W. H. S., 522 Clinton Ave., Newark, New Jersey. dec25

**MANAGER—Young man, desires to connect with** some reliable exhibitor as house manager. Have more ability than years of experience. ACKERSON, care The Billboard, New York.

## Bands and Orchestras

2c WORD, CASH (First Line and Name Black Type)  
1c WORD, CASH (Set in Small Type)  
(No Adv. Less Than 25c)

**AT LIBERTY—Orchestra (six), Artists, Singers,** xylophonists; hotel or dance engagement; South preferred; nothing but reliable engagement considered, but will go any place. Address ORCHESTRA, Billboard, Cincinnati.

## Billposters

2c WORD, CASH (First Line and Name Black Type)  
1c WORD, CASH (Set in Small Type)  
(No Adv. Less Than 25c)

**AT LIBERTY — BILLPOSTER AND STAGE** Carpenter; sober; reliable; middle age; go anywhere. Address D. RIVERS, Graystone St., Willimantic, Connecticut. dec18

**TWO BILLPOSTERS—A-A; EXPERIENCED** in theater work; oldtimers in second agents' work; experienced stage carpenter and electrician and props. per. theater; if you are a grouch save your stamps; only real managers write. W. F. SMITH AND B. C. JOHNSON, London Hotel, Gary, Indiana.

## Burlesque and Musical Comedy

WORD, CASH (First Line and Name Black Type)  
1c WORD, CASH (Set in Small Type)  
(No Adv. Less Than 25c)

**XIDDISH COMEDIAN DESIROUS TO JOIN** road or stock musical comedy or burlesque act; sing and dance. Address PAUL A. OROSZ, Gen. Del., Johnson City, Tenn.

**MEMBERS OF BURLESQUE AND MUSICAL COM-** EDY SHOWS, who play in Boston quite often, can have a Boston address and their mail forwarded to them at the small charge of \$5.00 monthly or \$50.00 year. HOLLAND, 53 Woodward Ave., Boston, Massachusetts.

**YOUNG ECCENTRIC COMEDIAN, 6 ft., 6 in tall** wishes to join standard act, burlesque or musical comedy company. Write AL ANDERSON, Billboard, New York.

# CLASSIFIED ADVERTISEMENTS

A Market Place for Buyer and Seller, and Want Ad Department

## RATES PER WORD

SET IN 5-PT. TYPE WITHOUT DISPLAY. NO CUTS. NO BOROERS.

NO AD ACCEPTED FOR LESS THAN 25 CENTS

Agents and Solicitors Wanted.....	Per Word.....	3c
Animals, Birds and Pets.....	.....	3c
Attractions Wanted.....	.....	3c
Bands and Orchestras (Seven Pieces or More).....	.....	3c
Books.....	.....	2c
Boarding Houses (Theatrical).....	.....	3c
Business Opportunities.....	.....	4c
Cartoons.....	.....	4c
Concessions Wanted.....	.....	3c
Costumes.....	.....	3c
Exchange or Swap.....	.....	3c
For Rent or Lease Property.....	.....	5c
For Sale Ads (New Goods).....	.....	4c
For Sale Ads (Second-Hand Goods).....	.....	4c
Formulas.....	.....	3c
Furnished Rooms.....	.....	3c
Hotels (Theatrical).....	.....	3c
Help Wanted.....	.....	3c
Instructions and Plans.....	Per Word.....	2c
Manuscripts, Sketches and Plays.....	.....	2c
Miscellaneous for Sale.....	.....	4c
Music and Words (Composed, Revised and Arranged).....	.....	3c
Musical Instruments (Second-Hand).....	.....	3c
Partners Wanted for Acts (No Investment).....	.....	1c
Personal.....	.....	4c
Privileges for Sale.....	.....	4c
Readers' Notices or Information Wanted.....	.....	3c
Want Advertisements.....	.....	3c
Schools (Dramatic, Musical and Dancing).....	.....	1c
Show Property for Sale (Second-Hand).....	.....	3c
Songs for Sale.....	.....	3c
Theaters for Sale.....	.....	5c
Theatrical Printing.....	.....	3c
Typewriters.....	.....	3c
Wanted Partner (Capital Investment).....	.....	4c
Wanted To Buy.....	.....	3c

## MOVING PICTURE CLASSIFIED ADVERTISING RATES.

Calcium Lights.....	Per Word.....	5c
Films for Sale (Second-Hand).....	.....	5c
Films for Sale (New).....	.....	5c
For Rent, Lease or Sale Property.....	.....	5c
Moving Picture Accessories for Sale (Second-Hand).....	.....	5c
Theaters for Sale.....	.....	5c
Wanted To Buy.....	.....	5c

AT LIBERTY CLASSIFIED ADVERTISING RATES, OPEN ONLY TO PROFESSIONAL PEOPLE.

At Liberty (Set in Small Type).....	Per Word.....	1c
At Liberty (Display First Line and Name in Black).....	.....	2c
At Liberty (Future Date).....	Per Word.....	2c
Your Ad in the Lists, Set in Attractive Display.....	.....	3c

WE DO NOT PLACE CHARGES FOR ADS IN THE CLASSIFIED COLUMNS UPON OUR BOOKS. NO BILLS RENDERED.

## CASH MUST ACCOMPANY THE COPY.

Advertisements sent by telegraph will not be inserted unless money is wired with copy.

We reserve the right to reject any advertisement.

All copy for ads in this department must reach us by Thursday, 6 p.m., for insertion in the following week's issue. THE BILLBOARD PUB. CO., 25-27 Opera Place, Cincinnati, Ohio.

**GOOD AMATEUR—Young man, 27 years, 5 ft., 5** in, 138 lbs., good appearance; has ability of an actor, but can not seem to get situated in the theatrical game with anyone who will take interest and lend a helping hand to him through the "ropes." Has four years' experience in amateur work. Would like to get a chance with some sketch or with some company, stock or burlesque, any branch. Can handle Jew, Harp, Wop and straight parts. Female impersonator. Can fake piano-accompanied with harmonica. Has a fair voice and also fake a few steps. Am willing to work hard, put my heart and soul in my work and for small pay with whoever will give me the chance, and I am positive I will meet with success. Will go anywhere. Am not looking for a free school. I hope you sent if you mean business. What can you offer me? Merry Christmas to you anyway. I thank you. Write G. B. HILL, Y. M. C. A., Malden, Massachusetts.

## Circus and Carnival

2c WORD, CASH (First Line and Name Black Type)  
1c WORD, CASH (Set in Small Type)  
(No Adv. Less Than 25c)

**AT LIBERTY FOR CARNIVAL SNAKE SHOW** Manager; work same as snake oil; am an all-day grinder; work inside or outside; want to book with big show; will take show on percentage with lady in pit, or work on salary inside; name salary. TONY RULL, Box 112, Williamsburg, Kentucky.

**AT LIBERTY—CAPT. GEO. WEBB, AMER-** ica's Premier Net High Diver; rigging and wardrobe A-No. 1 for carnival company season 1921; reliable carnival company only; this is an act that holds the crowd; also have two concessions, hair kipples and hoopla, new tops; carry 3 people; have a good platform trick horse act for pairs; two people. Curley Miller and Gosnell's United Shows, take notice. Address 420 W. 7th St., St. Paul, Minnesota.

**AT LIBERTY FOR CIRCUS SEASON 1921—** Attractive young lady, artistically and eddily tattooed; beautiful pictures from famous art paintings reproduced upon the body in the original color; high-class attraction for first-class circus side-show; state highest salary with picture privilege. Address PRINCESS ARTORIA, The Billboard, Cincinnati, Ohio.

**AT LIBERTY — MADAM ZELKA, BUDDHA** Worker, with latest up-to-date burlesque outfit; life size image; for rest of winter and summer season; shows going Southwest; send ticket care Western Union, for one week, Gen. Del., Metropolis, Illinois.

**AT LIBERTY—PONY TRAINER, AT MY RING** barn or yours. J. E. BONE, Xenia, Ohio.

**CARNIVAL MANAGERS, ATTENTION! AT** Liberty—Experienced all around Opener and Talker; want to join company that will work Southern States this winter. COL. GEO. N. WILSON, Newalla, Oklahoma.

**DASHINGTON'S ANIMAL CIRCUS INVITES** offers for next season and immediate engagement for circus, carnival or week stand show; I change often; work in acts and will work in salary or commission. 429 16th Ave., Moline, Illinois.

**LADY AND GENT RING AND IRON-JAW ACT.** Single Traps; Gent fill in Clowning. Address TWO LA ZELLAS, Gen. Del., Detroit, Michigan.

**YOUNG MAN — AUDITOR, ACCOUNTANCY** graduate, wishes position with a circus for coming season; has public accounting experience. Address LEY, 41 Sackett St., Providence, R. I.

**RELIABLE MANAGERS LOOK!—DO YOU** want something absolutely new and original for your side-show or ten-in-one season 1921? Don't fail to book my "mysterious Oriental magic"; state best terms and particulars first letter. Ticket? Yes. LEW KARZON, Chinese Impersonator, Billboard, Cincinnati, Ohio.

**AT LIBERTY—Living Human Skeleton, a wonderful** freak; 5 ft., 7 in. weight 50 pounds. Would like a museum or carnival. MISS E. DAVIS, Gen. Del., Veneta, California.

**AT LIBERTY—For coming circus season, The Kolb** Family, doing Revolving Ladder. Boy (12 years old), Clown and Single Traps. Lady double's Ring. Mrs. Trombone Band and Trap Line. PAUL F. KOLB, care Billboard, 1493 Broadway, New York City.

**AT LIBERTY—Professional Tattooer, for 20 or 30-** car show; swell, flashy outfit for pit; passes health department inspection. Also capable book canvassman; handle canvas, any size, sew, splice and keep in repair and get it up and down. Who can work electric chair, raps, or Buddha like to hear from party with outfit equipped as a real show. E. A. KING, Tattooist, Billboard, Cincinnati, Ohio.

**PERFORMING BEAR, Snake Show, Juggling, Magic,** Punch and Judy, announcements, organists, etc. Everything new, flashy; the very best. Submit your proposition by airtel opening to T. M. DEES, Lock Box 32, Bessemer City, North Carolina.

**SIDE-SHOW MANAGER open for season 1921 with** the following acts and people: Ventriquilism, Magic, Punch and Judy, MADAM VINITA, mind reader. Scotch babylike band (three people) in Scotch costume, with bagpipes, drums and musical act. (Can furnish coach and music.) Strong opening and baitboxes. A complete side-show five people). Address KING COLE, 400 South Halsted Street, Chicago, Illinois.

**TATTOOED MAN AND TATTOOER—For Museum,** Store Room. Also will contract season 1921, carnival, for pit show or circus. CHAS. X. HAMILTON, Hodgenville, LaBue Co., Kentucky.

**WESLEY LA PEARL—For circus side-show, with** three big snakes; also Oriental dancing; good entertainer; the best of wardrobe and lots of it for both acts. 901 W. Broad Street, Bethlehem, Pa.

## Colored Performers

2c WORD, CASH (First Line and Name Black Type)  
1c WORD, CASH (Set in Small Type)  
(No Adv. Less Than 25c)

**AT LIBERTY—COLORED COMEDIAN—JAN.** 1st, 1921; Black-face Singing, Talking and Dancing; 10 minutes, in one; for A-1 class show only; closing with Herbert's Greater Minstrels Dec 11th, 1920. Address HAPPY JOE WILLIAMS, 414 S. 11th St., Philadelphia, Pa.

**COLORED SINGERS, DANCERS, ALL KIND** of colored talent supplied on short notice; phone, writing or wire. MICHAELS THEATRICAL BOOKING AGENCY, 2375 7th Ave., New York City. Phone, Audubon, 2217. Jan1

## Dancers

2c WORD, CASH (First Line and Name Black Type)  
1c WORD, CASH (Set in Small Type)  
(No Adv. Less Than 25c)

**"BUBBLES"—INTERNATIONAL, ORIENTAL** Dancer; the act that affords a delicious dessert to top off stag affairs long cherished by her patrons; some girl and some dancer; large photo sent upon receipt of \$1. MGR. BILLY CHIDESTER, care New Clifton Hotel, Pittsburgh, Pennsylvania. dec25

**PRINCESS ARABIA — ORIENTAL DANCER;** clubs, smokers, etc.; New York, Philadelphia and vicinity. 189 Reid Ave., Brooklyn, N. Y. Jan1

**INCLUDE FLOZARI, THAT DIFFERENT DAN-** cer, in your next programme for your smoker or banquet, or let us cater to your requirements with Jazz Band, Acts, Dancers, Singers, Orchestra, Monologists or Boxers and Wrestlers. Out-of-town dates carefully filled. FLO ROCKWOOD, Hotel Hannah, Cleveland, O. Photo sent for 15c.

**MLE. ROZELL—CLASSIQUE ORIENTAL DAN-** cing, invites offers from banquets, clubs and smokers; have a new series of Oriental and up-to-date dances to offer that are exclusive; can also furnish Hawaiian Hula Hula Dancers, conventional posing acts, etc.; if you want more with spice, the kind that will please your members, let me hear from you; photos 15 cents. Address MLE. ROZELL, Keyes Apts., 137 West Willis Ave., Detroit, Michigan.

**PRINCESS NORMA — FOR YOUR NEAR** smoker or club entertainment, The Billboard, Cincinnati. dec20

**SENATIONAL ORIENTAL DANCES DONE FOR** clubs, banquets and smokers only. My home and address is permanent. MLE. DE BEVERLEIGH, 1039 Burr St., Toledo, Ohio. B. P. For. 22, H. P. Pros. 460. Jan15

**AT LIBERTY—Male Song and Dance Act, 10** minutes for clubs entertainments, etc. Local only. Professionals. DANIELS, 307 Prospect St., Long Island City, Long Island. dec25

**AT LIBERTY—Lazorelle, Hawaiian, Oriental Dan-** cing and Posing as you like it. For clubs, smokers, lodges, etc. Write or wire care Billboard, Cincinnati. Phone, West 2362-Y. del8

I ORIGINATE where the others copy, so why not have the genuine article. Instead of an imitation? For your next smoker or banquet secure the best; guarantee to please, and have yet to disappoint. Am still appearing for the fourth and fifth time at many smokers. Does not that speak for itself of the ability to please? That Different Dancer, FLOZARI, Hotel Hannah, Cleveland, Ohio. Bell phone, Prospect 521.

## Dramatic Artists

2c WORD, CASH (First Line and Name Black Type)  
1c WORD, CASH (Set in Small Type)  
(No Adv. Less Than 25c)

**AT LIBERTY—MAN FOR ADVANCE; CHAR-** acters or heavy. Wife, pianist. Address F. J. BREN, 198 W. Peachtree, Atlanta, Ga.

**AT LIBERTY—BEN MILLEN; SMALL DRAM-** atic performer; age, 31; height, 4 ft., 3; weight, 100 lbs.; I played in the fall season of 1917. Address BEN MILLEN, Geronimo, Oklahoma. dec15

**AT LIBERTY—MAX MEDOW, 902 EAST 16th** Street, Kansas City, Mo. References: Heart of the Rockies Company. Part cost for. General Business. Combe. Heavy; 22 languages and good voice. Would-be troupers, save stamps. dec18

**GEN. BUS. MAN—DIRECTOR; LINE GOOD** scripts. Woman—gen. bus.; some specialties; week or three nights rep.; responsible managers only. D. RECTOR, Gen. Del., Birmingham, Alabama. dec18

**TWO MEN, BROS. FOR REP., STOCK OR TAB;** age, 27-28; both 5 ft., 5; one, 150 lbs.; other, 130; one, juveniles, leads and gen. bus.; other, comedy, character and light gen. bus.; single and double specialties; one Lewis numbers; act, some wardrobe and all essentials; you know; state best offer. Address PERFORMERS, Centropolis Hotel, Room 210, Kansas City, Missouri. dec25

## Miscellaneous

2c WORD, CASH (First Line and Name Black Type)  
1c WORD, CASH (Set in Small Type)  
(No Adv. Less Than 25c)

**A-1 TROMBONE WISHES PLACE IN THEA-** tre, moving picture or dance orchestra; A. F. of M. of this town; married and competent. MARION C. FRUITT, 1916 N. Payson St., Baltimore, Maryland.

**AT LIBERTY FOR COMING SEASON—A-1** Band Leader (cornet); standard library; 10 years' experience; reliable; ingenious; specialties change for week; age, 21; weight, 110; height, 5 ft., 4 1/2; excellent wardrobe; experience; ability; joint only. Address BAND LEADER, 550 N. State St., Chicago, Illinois.

**AT LIBERTY—UNION STAGE CARPENTER** or property man. JOHN IRONS, American Hotel, Columbus, Ohio.

**AT LIBERTY — STAGE CARPENTER AND** Billposter; also second man; capable of taking full charge of stage and advertising of theater; must have ticket. NOBLE SPAGGS, Courtin Hay Station, Baltimore, Maryland. dec25

**HYPNOTISTS, NOTICE — YOUNG MAN AND** wife at Liberty at once for any first-class hypnotic show; man, all around "aub"; wife, short sleep, cataleptic tents and generally useful; if you have something legitimate make us an offer; salary your limit, as we can deliver; must have ticket for one; one or a thousand miles, but will give security for name if necessary; go anywhere; full particulars by letter. RALPH DAY, 435 23rd Ave., Moline, Ill.

**VIOLINIST—EXPERIENCED, FOR THEATRE,** cafe or dance orchestra; age, 26; large library; married; neat appearance; prefer Middle West; write or wire. "BROWN," care Billboard, Cincinnati.

In Answering Classified Ads, Please Mention The Billboard.



**STAGE CARPENTER AT LIBERTY—AGE, 27;** much man; furnish best of references. **H. E. BURNS**, Box 705, Martinsburg, W. Va.

**AT LIBERTY SEASON 1921—Alla Piers**, "The Myrtle" Magic and Escape Act. Nothing but first-class organization considered. Vaudeville show preferred. Managers, state your best address **EDW. E. PETERS**, 309 McDaniel St., Dayton, Ohio.

**AT LIBERTY** after December 16 for anything that pays salary **JOE COSTELLO**, singing and wop comedy. **HARRY RAYMOND**, singing and back-face comedy; both double small parts. **CHARLES and STONE**, blackface comedians and wop. Salary your limit. Address care **IRVING BROOKING**, ENHANCE, Room 819 Lyon & Healy Bldg., Chicago, Illinois.

**POSITION WANTED** selling or taking tickets, or other theatre work. Strictly reliable. Member Burlington Masonic Lodge. Address **CHRIS FULLER**, P. O. Box 112, Burlington, Vermont.

**SHADOW** the Clarence Flood. Out last season with W. L. Main, Circus Pitt Show. **GEORGE E. HELLER**, 215 Elizabeth St., Coeola Mills, Clearfield Co., Pennsylvania. dec25

**YOUNG MAN** 23 years of age wishes position 1921 season with carnival, learning to operate Ferris Wheel, Merry-Go-Round or Usher in Circus, etc. **ROY E. SMITH**, General Delivery, Roanoke, Va.

**M. P. Operators**

**2c WORD, CASH (First Line and Name Black Type)**  
**1c WORD, CASH (Set in Small Type)**  
(No Adv. Less Than 25c)

**A-NO. 1 OPERATOR AT LIBERTY JAN. 15;** several years experience; any make machines; go anywhere; union; married; strictly sober. **S. T. STANLEY**, Darlington, South Carolina.

**OPERATOR AND ELECTRICIAN—CAN HANDLE** switch board, power plant or projecting machine; long experience; perfect projection guaranteed; salary reasonable; can join on wire. **VICTOR MORELAND**, Leads Theatrical Hotel, Philadelphia, Pennsylvania. dec25

**A-1 UNION PROJECTIONIST—Ten years' experience;** married. Would like a chance to California or Florida. Salary your limit. Reference furnished. **N. E. W.**, care Billboard, Cincinnati. dec25

**MOVING PICTURE OPERATOR** desires position; first-class, Massachusetts license; married; young; reliable. Salary what you can afford. **WILLIAM BOSSE**, 72 Maple St., Spencer, Massachusetts.

**POSITION WANTED** as Assistant Moving Picture Operator. I want to learn operating thoroughly. Will work reasonable. Member Burlington Masonic Lodge. **CHRIS FULLER**, P. O. Box 442, Burlington, Vermont.

**Musicians**

**2c WORD, CASH (First Line and Name Black Type)**  
**1c WORD, CASH (Set in Small Type)**  
(No Adv. Less Than 25c)

**A-1 BB BASS PLAYER—B. AND O.; TEN** years' professional experience. Write, stating all; salary must be top; don't misrepresent. **BASS PLAYER**, care Billboard, Cincinnati, O. dec25

**A-1 CELLIST DESIRES PERMANENT POSITION** in picture house or hotel orchestra around Canada. **A. F. of M.**; have a good technique, big tone and excellent sight reader; state best salary and all in first letter; long terms only considered. Address "MUSICIAN," 61 Winton Road, Brighton, N. Y.

**AT LIBERTY TO LOCATE IN SOME LIVE** town; **A. F. of M.**; original jazz banjoist; 1 play violin, some cornet, tuba and double bass. **FRANK C. DYNE**, 865 Bradshaw St., Indianapolis, Indiana. dec18

**AT LIBERTY—A-1 TRAP DRUMMER; DANCE** or vaudeville work only; traveling preferred; will locate; just finished trip with Frisco Five. Write or wire **MYRVEL PHILIPS**, Box 234, Bowman, North Dakota. dec18

**AT LIBERTY—CELLIST; OPEN FOR ENGAGE-**ments; any part of the country; member of **A. F. of M.** Address **THE "CELLIST,"** 2728 Campbell, Kansas City, Missouri. dec18

**AT LIBERTY DEC. 26—MUSICAL WHITNEYS;** do Tom, lead band, cornet or tuba; wife, alto. Emiline and Eliza. **MUSICAL WHITNEYS**, 532 Franklin Ave., East Pittsburgh, Pa.

**AT LIBERTY—HARPIST AND BANJOIST;** Jan. 9; open for first class, steady engagement to locate; also first-class Piano Tuner. **ANDREW D. NIGRO**, 301 West 39th St., New York, New York

**AT LIBERTY — PIANIST-ORGANIST; A-NO.** 1 drummer, bells, tympanis; experienced vaudeville, pictures, road shows; wife prefers organist; state salary, working conditions. **A. FINLAY**, 320 W. Court, Jacksonville, Illinois.

**AT LIBERTY—A-1 TENOR SAXOPHONIST** doubling clarinet; transpose, read at sight, jazz, fake, memorize, improvise, good tone, etc. **A-1** job only; wire or write. Address **SAXOPHONIST**, Box 286, Appleton, Minnesota.

**AT LIBERTY JAN. 1ST—TROMBONE; EX-**perienced all lines; **A. F. of M.**; South preferred. **CHAS. SUMMERS**, 17 Lafayette Boulevard, Norfolk, Virginia. dec25

**AT LIBERTY—A-1 TRUMPET; EXPERIENCED** all lines; union and location only; prefer pictures or vaudeville. Address **PETER PETRAKOS**, Winter Garden Theatre, Jamestown, New York. dec25

**AT LIBERTY—VIOLINIST DESIRES POSITION** in dance orchestra or small movie. **ARNE JOINSON**, IIRD Island, Minnesota.

**AT LIBERTY — CLARINETIST; PICTURES,** tab, or vaudeville; union; will go anywhere. **J. B. PRIESTLY**, 308 1/2 W. 6th, Okmulgee, Ok.

**AT LIBERTY DEC. 27TH—A-1 BARITONE;** anything that pays well. **P. H. "RED" PAYNE**, 113 N. George Ave., Goldsboro, North Carolina.

**CAPABLE CLARINETIST WISHES TO LOCATE** in a live town, over 30,000 population; prefer movie house with fair size orchestra; **A. F. of M.** **R. N. MIDDLESWORTH**, 923 Webster Ave., Chicago.

**CELLIST—EXPERIENCED ORCHESTRA PLAY-**er desires engagement; **A. F. of M.** Address **CELLO PLAYER**, 203 E. Marshall St., Richmond, Virginia.

**CELLIST DESIRES ENGAGEMENT. CELLO** PLAYER, 203 E. Marshall St., Richmond, Virginia. dec18

**CELLIST — EXPERIENCED ORCHESTRA** player, wants position in a first-class theatre or hotel; age, 28; will go any distance if you have a good position and salary to offer. **MUSICIAN**, 222 Franklin St., Buffalo, New York.

**CLARINETIST—A. F. OF M.; EXPERIENCED** in all lines. **A. W. BROWNLOW**, Gen. Del., Clarksburg, West Virginia.

**FLUTE OR SAXOPHONE AT LIBERTY AF-**ter Dec. 18; experienced in all lines; use "C" melody saxophone and play cello parts or lead; transpose. **MUSICIAN**, 162 West Peachtree St., Atlanta, Georgia.

**HAWAIIAN TRIO AT LIBERTY—DOUBLE ON** mandolin, guitar, steel and ukulele; all sing; have swell dancer and flashy wardrobe. We stand half transportation to join; are good performers and must have top salary. Address **HAWAIIAN TRIO**, care Billboard, Cincinnati, Ohio.

**AT LIBERTY—A-1 Clarinetist and Violinist. Wfc.** Pianist. Desire position with good orchestra. Union. Experienced in all lines. Satisfaction guaranteed. "CLARINETIST," 103 W. 2d St., Fond du Lac, Wisconsin.

**AT LIBERTY—A-1 Bandmaster. Desire permanent** location as director city, factory or lodge band. Member Elks and Masonic Lodges. Formerly Army Bandmaster. Must have guaranteed salary. Write particulars, and to save time "state your salary limit." Don't ask my lowest. Play Cornet or Saxophone. Wife, A-1 Pianist. Excellent references. Address **BOX 92**, Stuttgart, Arkansas.

**AT LIBERTY—A good Amateur String Bass. Be-**lievable and will work. Locate. Write me. Address **JOHN H. GILBERT**, 186, Westfield, Illinois.

**AT LIBERTY—A-1 Violinist, leader or side. Experi-**enced in all lines. Good library. Union. Address **VIOLINIST**, 6th St., N. W., Canton, Ohio. jas

**AT LIBERTY—Drummer, Bells and Tympani. Ex-**perienced vaudeville, pictures, road shows. **A. FINLAY**, Jacksonville, Illinois.

**AT LIBERTY JAN. 1—High-class Pianist and Drum-**mer. Experienced in all lines. Both sight readers; handle anything. Large library, including Schumanns Galaxy. Drummer plays Bells, Xylophone. Want position with orchestra. Pianist as leader or side. Wish position in South. Members **A. F. of M.** Address **MUSICIANS**, Box 173, Newnan, Georgia.

**AT LIBERTY—A-1 Violinist, leader. Large library.** Union. Experienced in all lines. Reliable. Prefer Central States. **VIOLINIST**, 415 Washington St., Art. 2, Waterloo, Iowa.

**AT LIBERTY—Baritone, double Trombone and Cello.** Experienced in Vaudeville and Pictures. Married. Address **A. J. MOULTON**, 410 Arapahoe St., Boulder, Colorado.

**AT LIBERTY—Alto Saxophone Player; double vio-**lin, tenor banjo; young man; fine appearance and experience; go anywhere. **SANTON**, Billboard, New York. dec18

**BANJOIST—Experienced dance player, double 2d** Violin. Open for engagement South. **BANJOIST**, care Billboard, New York.

**BARITONIST—Good, young, union, married. Con-**sider anything. **BARITONIST**, 204 13th St., Bristol, Tennessee.

**AT LIBERTY—Baritone, double Trombone and Cello.** Experienced in Vaudeville and Pictures. Married. Address **A. J. MOULTON**, 410 Arapahoe St., Boulder, Colorado.

**AT LIBERTY—Alto Saxophone Player; double vio-**lin, tenor banjo; young man; fine appearance and experience; go anywhere. **SANTON**, Billboard, New York. dec18

**BANJOIST—Experienced dance player, double 2d** Violin. Open for engagement South. **BANJOIST**, care Billboard, New York.

**BARITONIST—Good, young, union, married. Con-**sider anything. **BARITONIST**, 204 13th St., Bristol, Tennessee.

**The Pulling Power of Classified Advertising**

There's nothing quite so convincing as seeing things with your own eyes. It tells more at a glance than words could describe. Just focus your gaze on this page, then glance at the number of other pages following showing the great volume of advertising. The number of ads is far greater than contained in all other papers devoted to shows combined, as usual—we say "as usual" for the reason that The Billboard's great number of ads indicates that it is making good. Classified advertisers who know The Billboard best use from two to six ads in an issue, because it puts many dollars into their pockets. There is no other form of publicity where the buyer, seller, help wanted advertiser and at liberty artists are so closely connected in one department as in the classified columns. This increases the pulling power, for there is strength in numbers, and enthusiasm is contagious. In laying out your 1921 advertising campaign do not overlook Billboard classified advertising. It will prove amazingly low in cost, and, as a result-producer, The Billboard has them all beat.

**ORIGINAL VICTORIA SERENADERS NOW** open for engagements; piano, violin, banjo-cornet, drums; more pieces furnished if so desired; for further particulars write, **JOE HEITZMAN**, 1287 2nd Ave., N. Y. C. Phone, Rhinelander 4305.

**PIPE ORGANIST AND PIANIST—AFTER** Xmas; for pictures only; well experienced; great improviser; reliable and highly recommended (male). "ORGANIST," Box 359, Port Huron, Michigan.

**TROMBONIST—EXPERIENCED ALL LINES;** theatre, dance; anything paying regular salaries; A-1 reader, also jazz; state all. **AL O'KAY**, Gen. Del., Chicago.

**VIOLINIST AT LIBERTY—IMMEDIATELY;** good library; thoroughly experienced both pictures and vaudeville; married; want permanent location; can bring other musicians. **C. R. KELLEY**, Box 492, Okmulgee, Oklahoma. dec18

**VIOLIN AND TENOR SAXOPHONE PLAYER** desires location; band or orchestra experience; played saxophone in Regimental Band during the war; no objection to light work; also fairly good at typewriting; no Sunday work. **OTIS PORTER**, Angola, Indiana.

**VIOLINIST—DOUBLE BARITONE; LOCATE OR** troupe; good library for road show, but not large enough for pictures; union. **MR. A. G. MORSE**, General Delivery, Lincoln, Illinois.

**VIOLINIST DESIRES ENGAGEMENT IN** vaudeville, motion picture or dance orchestra; member of **A. F. of M.** **DANIEL MCCARTY**, 80 Tomago St., Port Chester, New York.

**WANTED STEADY POSITION FOR THIS WIN-**ter; three men; No. 1 piano player, trap drummer, singer, baritone. **W. R. WRIGHT**, 216 Leble St., Middletown, Ohio. dec25

**AT LIBERTY—Experienced Clarinetist, who is an** expert Piano Tuner. Would like location where there is plenty of job playing and a good field for tuning. Address **C. J. P.**, care Billboard Pub. Co., Cincinnati, Ohio.

**AT LIBERTY—A-1 Clarinetist and Violinist. Wfc.** Pianist. Desire position with good orchestra. Union. Experienced in all lines. Satisfaction guaranteed. "CLARINETIST," 103 W. 2d St., Fond du Lac, Wisconsin.

**AT LIBERTY—A-1 Bandmaster. Desire permanent** location as director city, factory or lodge band. Member Elks and Masonic Lodges. Formerly Army Bandmaster. Must have guaranteed salary. Write particulars, and to save time "state your salary limit." Don't ask my lowest. Play Cornet or Saxophone. Wife, A-1 Pianist. Excellent references. Address **BOX 92**, Stuttgart, Arkansas.

**AT LIBERTY—A good Amateur String Bass. Be-**lievable and will work. Locate. Write me. Address **JOHN H. GILBERT**, 186, Westfield, Illinois.

**AT LIBERTY—A-1 Violinist, leader or side. Experi-**enced in all lines. Good library. Union. Address **VIOLINIST**, 6th St., N. W., Canton, Ohio. jas

**AT LIBERTY—Drummer, Bells and Tympani. Ex-**perienced vaudeville, pictures, road shows. **A. FINLAY**, Jacksonville, Illinois.

**AT LIBERTY JAN. 1—High-class Pianist and Drum-**mer. Experienced in all lines. Both sight readers; handle anything. Large library, including Schumanns Galaxy. Drummer plays Bells, Xylophone. Want position with orchestra. Pianist as leader or side. Wish position in South. Members **A. F. of M.** Address **MUSICIANS**, Box 173, Newnan, Georgia.

**AT LIBERTY—A-1 Violinist, leader. Large library.** Union. Experienced in all lines. Reliable. Prefer Central States. **VIOLINIST**, 415 Washington St., Art. 2, Waterloo, Iowa.

**AT LIBERTY—Baritone, double Trombone and Cello.** Experienced in Vaudeville and Pictures. Married. Address **A. J. MOULTON**, 410 Arapahoe St., Boulder, Colorado.

**AT LIBERTY—Alto Saxophone Player; double vio-**lin, tenor banjo; young man; fine appearance and experience; go anywhere. **SANTON**, Billboard, New York. dec18

**BANJOIST—Experienced dance player, double 2d** Violin. Open for engagement South. **BANJOIST**, care Billboard, New York.

**BARITONIST—Good, young, union, married. Con-**sider anything. **BARITONIST**, 204 13th St., Bristol, Tennessee.

**AT LIBERTY—Miss Billie Lorraine. Drome rider,** dancer or handle bars. Address 155 West 3d St., Erie, Pennsylvania.

**Piano Players**

**2c WORD, CASH (First Line and Name Black Type)**  
**1c WORD, CASH (Set in Small Type)**  
(No Adv. Less Than 25c)

**A-1 PIANIST AT LIBERTY—UNION;** 10 years' experience in vaudeville, pictures and concert; theatre orch. work preferred; married; wishes to locate West or South. **S. D. NICHOLS**, 2 Hannah Appt., Sharon, Pennsylvania.

**AT LIBERTY—PIANO PLAYER FOR VAUDE-**ville, dance orchestra or moving pictures; good all round man; what's your best offer? write stating highest salary and full particulars in first letter to **PIANIST**, 46 Otis St., Lowell, Mass.

**AT LIBERTY AFTER DEC. 15TH—PIANIST** and leader; travel or locate. **R. GOSS**, 4164 E. 119th St., Cleveland, Ohio.

**PROFESSIONAL PIANIST WOULD LIKE TO** locate in some part of Milwaukee and later travel to small towns; familiar with all classes of music; any good jazz band or orchestra; please answer. **MISS GERT GRISBAUM**, 1640 11th St., Milwaukee, Wisconsin.

**AT LIBERTY—Pianist for Orchestra, Movies or** Traveling Company. Sight reader. Transpose. Take small dramatic parts. Play Allee Trans. Specialty. Mezzo Soprano in Trios, Quartettes. **FLORENCE FORNEY**, 115 N. Sheridan Ave., Ottumwa, Ia.

**AT LIBERTY—Lady Pianist, four years' experience** in pictures, dances. Prefer piano alone or small orchestra. Address **PIANIST**, Strand Theatre, Tifton, Georgia. dec25

**EXPERIENCED UNION PIANIST—Male; age, 36;** library; orchestra or alone; do not arrange. Pictures. No. Am in Cincinnati. State salary. Address "R. M.," care Billboard, Cincinnati, Ohio.

**HIGH-CLASS MALE PIANIST—With vast experience** in all lines. Young and good appearance. Piano Specialty. Propositions solicited from responsible managers only. Address **PIANIST**, 1522 Western Ave., No., Minneapolis, Minnesota.

**LADY PIANIST, doubling Cornet, desirable position.** State salary. Address **MISS G. O'NEILL**, Springfield, Massachusetts, General Delivery. dec25

**PIANIST AT LIBERTY—Experienced. Tabs, pic-**tures or dance. Plenty jazz. Read, fake, transpose. **J. F. M.** Address J. E. R., 429 Isaac St., Lansing, Michigan.

**PIANIST, PIPE ORGANIST—Union. Experienced** playing vaudeville acts, tabloids. Excellent improviser. Transpose. Would like good musical stock. Wife would work chorus. I arrange special numbers, openings. No orchestra house job. Prefer playing alone. Double standard pedal pipe organ and Wurlitzer. Both young. At liberty Dec. 23. Full particulars absolutely necessary. Now trouping. Address **DIRECTOR**, "Musical Serenaders," General Delivery, Omaha, Nebraska.

**Singers**

**2c WORD, CASH (First Line and Name Black Type)**  
**1c WORD, CASH (Set in Small Type)**  
(No Adv. Less Than 25c)

**BASS SINGER—Solo and quartette. Last season** with Vogel Minstrels. Can play parts. Join on wire. **RALPH KEMMER**, 7123 Theodore St., Philadelphia, Pennsylvania. dec25

**I AM BABITONE SINGER—Can do a little Hebrew,** Italian, Blackface. Wish to join an act, or recommend me to an act. Will pay commission. **DANIEL ROSE**, care L. Bloom, 1188 Fox St., Bronx, New York.

**AT LIBERTY—Baritone Soloist, with a pleasing per-**sonality. Also play Saxophone and Violin. Vaudeville preferred. Experienced. **SIDNEY P. KINGDON**, 5720 So. Sawyer Ave., Chicago.

**PROFESSIONAL LADY; 23; soprano singer. High-**class ballads and novelty songs. Also Piano Soloist, jazz and classic. Wish work as a single act or connect with established production, leading numbers. Have had experience as single and with big acts. Have wardrobe. Photos. State salary. Address **SINGING PIANIST**, 114 Senator St., Brooklyn, New York. Phone 711 Party West Shore Road.

**Vaudeville Artists**

**2c WORD, CASH (First Line and Name Black Type)**  
**1c WORD, CASH (Set in Small Type)**  
(No Adv. Less Than 25c)

**AT LIBERTY—NOVELTY ARTIST DOING** comedy rings, aerial trapeze, also clowning. Address **CHARLEY SCHINDLER**, 943 Bufum St., Milwaukee, Wisconsin. dec18

**ANTONIO GUZMAN, THE WORLD'S LIGHT-**ning Cartoonist; using both hands simultaneously; draws two figures in half a minute; sketches caricatures of people in the audience, etc. Has novelty act, up-to-the-minute patter. Open for engagements, vaudeville, entertainments, chautauqua, etc. Care Billboard, New York.

**AT LIBERTY — DASHINGTON'S ANIMAL** Novelty cats and dogs for vaudeville. Indoor fairs or road show; will go South. 429 16th Ave., Moline, Illinois.

**AT LIBERTY—FRANK LANE, MAGICIAN.** Comedian; do blackface, wop, English or tramp; play piano tunes with feet, on head and like harp; do real sleight-of-hand with cards, etc., sing and fake piano; don't dance; do good rube; reliable managers write; open for vaudeville, stock, or any reliable show; hard worker. **FRANK LANE**, 472 High St., Medford, Mass.

**AT LIBERTY—FAY ABBOTT, THAT VERSA-**tile Comedienne; sing, play banjo, work any place; vaude, and med, mgrs., write. Gen. Del., Terre Haute, Indiana.

**Parks and Fairs**

**2c WORD, CASH (First Line and Name Black Type)**  
**1c WORD, CASH (Set in Small Type)**  
(No Adv. Less Than 25c)

**AEROPLANE ACROBAT—PARACHUTE JUMP-**er, Wing Walking, Trapeze Act under plane; at liberty for next season. **E. VINCENT**, Billboard, Chicago.

**CHARLES GAYLER—THE GIANT ACROBATIC** Frog Man; world's greatest hand balancer and original equilibrist; sensational free attraction for fairs, celebrations, etc., for 1921; few more weeks open; particulars. 768 17th St., Detroit, Michigan.

**In Answering Classified Ads, Please Mention The Billboard.**

**(Continued on page 162)**

AT LIBERTY—PRINCE AJAR, FOR VAUDEVILLE or road show; magician and clairvoyant; will work on percentage or salary. W. BROADUS, Billboard, New York.

CLASSY FEMALE IMPERSONATOR — SINGING, dancing; playing at present between Birmingham and New Orleans, only the best theatres; vaudeville, musical comedy, photographic screen, etc. EMIL F. WALTER, Birmingham, Alabama.

HORIZONTAL BAR PERFORMER—WANTED young man of steady habits to join recognized act; steady work; would consider good amateur state age, height and weight; salary expected. Address TODD, care Billboard, Cincinnati. decls

LODGES, SOCIETIES, SOCIAL AFFAIRS, ETC.—The Great Mystics, mentalists supreme; mindreading; will entertain; beautiful costumes, attractive settings, etc.; terms reasonable. booking theatres in South; managers write; independent time. PROF. A. F. PIPER, Owner and Director, 2169 Fern St., New Orleans, La.

MAGICIAN AT LIBERTY DEC. 18—DESIRES position with reliable show; would like to hear from good stock, repertoire or medicine company; can change for week; if you want a first-class magician that draws the crowds, changes for week, and is a gentleman at all times, write or wire; state salary. EARL WEATHERFORD, Plant City, Fla. decls

FEMALE IMPERSONATOR—AMATEUR WHO is an A-1 singer, dancer and memorizer, would like good connections with musical comedy, vaudeville, etc.; favors save your stamps; write or call. HERBERT MATZNER, 6 Belmont Place, Buffalo, New York.

AT LIBERTY—Young man singer. Can do little Hebrew, Italian, Blackface. Wish to join a lady in act. DANIEL ROSE, care L. Bloom 1188 Fox St., New York.

AT LIBERTY—Young man desires position as Comedian. Characters impersonated in comedy style. Has some comedian experience. Ambitious to work at or in musical comedy, stock or vaudeville. Lots of original stuff. Will consider partner for vaudeville act already formed. These interested and responsible write. HAL SCHALCK, Mt. Penn, Pennsylvania.

AT LIBERTY—For Med. Not singers, but a No. 1 sketch team. Change for week. Have Motograph Picture Machine, twenty-four reels Pictures. Work all acts. Carry Camerette for making home view pictures. Salary, \$75.00, and R. R. Who wants us? VONARA & YOUNG, Clinton, Illinois.

AT LIBERTY—A No. 1 Toppointer for head-to-hand balancing act. Beautiful development. Weight 125; height 5 ft. 2; age 25. Good on press up and planche handstands. Will join act or reliable understander. Write A. B. care Billboard, New York.

AT LIBERTY—Sisk Wire Walker Can do a little tumbling, head and hand balancing. Just closed with Century Bros. Join show or partner. Age 30; weight 130. J. L. FINLEY, 1893 Fatherland St., Nashville, Tennessee.

AT LIBERTY—A-1 Harmony Trio. Standard vaudeville act. Burlesque, road show. Any good proposition considered. Care Billboard, Chicago Office.

AT LIBERTY—Hypnotist and Magnetic Healer. Address PACKWA, 2219 W. 47th St., Chicago, Ill. de1

LELAND FOSTER, FEMALE IMPERSONATOR for reliable road show. Makeup, voice and wardrobe par excellent. Professional male partner considered for team work. Musical, musical, and vaudeville experienced. 452 West 60th St., Chicago, Ill.

PHILADELPHIA ENTERTAINMENTS, 210 and expenses, nearly hours outside of Philadelphia. 215 and expenses. LINGERMAN, Critchfield, 705 N. 5th St., Philadelphia, Pennsylvania. de18

THE ORIGINAL RUBE PEKINS—M Liberty on account of show closing. An extra strong wire act, strong enough to be featured anywhere. A light and heavy chin balancing act, a combination juggling and hoop rolling act, paper tearing, piano juggling, monologue, song, guitar. Open for any good show. Holton, Kansas. de25

TWO GIRLS wish to join an act of good standing. Trapeze and rings specialty. Also comedy. LA TORRE SISTERS, care Billboard, New York.

At Liberty at Future Date 2c WORD, CASH. NO ADV. LESS THAN 25c.

THE BALL FAMILY—Four-people acrobatic act. A refined, classy act, for clubs, parks, fairs, celebrations, etc. Now booking 1921 season. Inquiries, etc. Permanent address, 1554 25th St., Milwaukee, Wis.

Agents and Solicitors Wanted 3c WORD, CASH. NO ADV. LESS THAN 25c.

\$\$\$ FOR U. Free supplies to start. WELLER ALLEN, Belen, New Mexico.

AGENTS, Canvasers, Demonstrators, Pitchmen. Furniture maker. Sample free. TRADER CO., 1305 Grand, Terre Haute, Indiana.

AGENTS—\$14 day selling Little Wonder Individual Ink Interferer. Write for agents' proposition. TOLSON'S MFG. SHOP, Columbia City, Indiana.

AGENTS—Wonderful seller; 95c profit every dollar sales. License unnecessary. No stock to carry. Sample free. MISSION BEAD CO., Office L, Los Angeles, California.

AGENTS—If you travel in Boston, have a Boston address, so that when you are out in Boston your mail will be sent to you just the same. Earn \$5 monthly or \$50 per year. HOLLAND, 53 Woodward Ave., Boston, 19, Massachusetts.

AGENTS AND CREW MANAGERS—M-N's Big Four Combination makes forty \$10.00 to seventy-five dollars (\$25.00) per week if you canvass six hours a day. The combination consists of M-N's Cement, Grease Spot Remover, Bug Cleaner and Silver Polish. You canvass with a circular, showing pictures of all four of the articles, and demonstrate with the Cement only. This is the fastest and best seller ever placed on the market, because every article is an absolute necessity in every home. Send one dollar (\$1.00) for outfit and start work today, or write for particulars. McNEELY & FEATHERY, 826 Holt St., Norfolk, Va.

AGENTS WANTED in each State to handle and appoint sub-agents to sell "Kleen-All." Big money for hustler. Address LYRIC Box 206, Laona, Wis.

AGENTS AND SOLICITORS—Live articles to sell to men, \$2.50 per hundred, while they last. Send 25c for samples. HAL NOVELTY CO., 13 Washington Ave., Hanville, Illinois.

AGENTS—Get our price on "Instant Relief Foot Powder," for tired and aching tender feet. Retail at 50c. Satisfaction guaranteed. QUALITY SPECIALTY CO., 3601 North Crawford Ave., Chicago, Illinois.

AGENTS COIN MONEY making Egg Substitute. Two silver dimes, self-addressed stamped envelope brings me \$5.00 Formula. O. H. TAYLOR, Box 939, Chicago. de25

AGENTS—Enter pleasant, profitable mail order business. Literature free. CHAMBERS' PRINT WORKS, Kalamazoo, Michigan. ja1

AGENTS—Sell Life Rings. Sample by mail, 30c. \$2.75 per dozen, prepaid. OSCAR CASTRO, 414 Railroad St., Trotton, Ohio.

AGENTS—Sell our Washline Holders. Unusual opportunity to make big profit. Necessary to the household. Quick sales. Write THE EVERSAFE BROTHERS CO., 118 Cleburne Ave., Jersey City, New Jersey. ja15

AGENTS, Demonstrators, Concessionaires—New Dollar seller; make a dollar a minute. Book for this item indoors. Write TEMPLY CO., Somerville, N. J. ja15

AGENTS, ATTENTION—As a Christmas Special we offer a formula for an "Instant Silver Plating Polish." Makes without silver new again. Send \$2 to QUALITY FORMULA CO., 3601 North Crawford Ave., Chicago, Illinois.

AGENTS—Wonderful seller. Demonstrate, sale is made. Bright Shine Polish and Cleaner, for automobiles on wheels. Your knife does the trick. Sells at all homes, factories and garages. Write today Agents' sample. 15c FIEDLER SUPPLY COMPANY, Dept. H, 1318 E. 86th St., Cleveland, Ohio.

AGENTS, SHETWRIGHTS—Best sellers, best premiums. New Census Map Atlas, etc. Best price in South. HUSE SALES CO., Atlanta, Ga. ja15

AGENTS AND DEMONSTRATORS WANTED—For the new wonder, "Magic Annihilator." So powerful that dirt, grease and vermin cannot withstand its onslaught, but so harmless that the finest silks and laces can be cleaned without injury. Also unequalled for shampoo. Over 200% to producers. Write for information and sample. J. WELLINGTON, Room 23, 168 Sumner St., Buffalo, New York.

AGENTS—Our Improved Gas Lighters will light any gas or match with big safety, 2 samples, 20c. Pocket Lighters guaranteed for 10,000 lights without refill, sample 35c. "Shoot-a-Lite," the new, novel gas lighter, looks and acts like a revolver, guaranteed to give satisfaction; \$1 sample, 60c; particulars free. MATCHLESS LIGHTER CO., 2153 Congress St., Chicago, Illinois.

AGENTS make 500% profit handling Auto Monograms. New Patriotic Pictures, Window Letters, Transfer Flags and Novelty Signs. Catalog free. HINTON CO., Star City, Indiana.

AGENTS—Winter is here. Sell "Kool Save" and coin money. Write today. L. E. SNYDER, Keller Hall, Springfield, Ohio.

A SALESBOARD that is non-beatable, tamper proof, fascinating to play, practical a time saver, prevents disputes. A real trade stimulator. Cheaper in price. Guaranteed to satisfy customers. A surprise for any merchant and salesman. Write DENVER NOVELTY CO., Denver, Colorado, Box A25.

"AMAZA," the Latest Novelty, 60c. Circulate free. SHAW, Victoria, Missouri. de25

ANSWER THIS AD and I'll tell you about a legitimate and profitable business to start; small capital required. GUY HALLOCK, Duluth, Minn. de27

BEAUTIFUL, NEW AND NOVEL Vendine Machines, finished in nickel and white porcelain; ready Candy Pellets; retail at \$15.00; agents' price, \$10.00; profit of \$5.00 on each sale. Sample shipped C. O. D., subject to examination, upon receipt of \$1.00 to guarantee express charges. A quick seller to theatres, clear, candy and drug stores. S. P. HETTERBERG, 2212 Gilbert Ave., Cincinnati, Ohio.

CANVASS OR SELL AT HOME—Beautiful Sheet Music. Customers hunt agents for such bargains. Seven exclusive, regular stock samples, prepaid, 25c. (You'll probably sell them for 50c to first person asked.) 33 Liberty Opera Place, all different, for picture show displays, etc. Dealers' price \$1.95; my price, 70c, prepaid. Circulars free. HILHARD'S BARGAIN MUSIC HOUSE, Riverside, California.

DEMONSTRATORS, TAKE NOTICE—We furnish demonstrators for store work: Smeera Bug Cleaner, arranged in left foot, two cakes to the carton; Hair Tonic, Nail Enamel, Hair Removers, Shampoos, Hair Tonic, Combs of all kind. We will perfect any article you have if you will send sample of same. Every article we sell are sure repeaters and in the coin. Write for prices. RUCKLEY MILLER CHEMICAL CO., 466 York St., New York City.

DISTRICT MANAGERS AND AGENTS—Start the New Year with more money, more friends and satisfied customers. Selling B&G Sanitary Specialties. Drop a card now. Get better goods and bigger profits for 1921. B&G RUBBER CO., Dept. A 6, 618 Penn Avenue, Pittsburgh, Pennsylvania. de25

AGENTS—Make \$50 weekly taking orders for best-selling Goodyear Raincoats. Hundreds of orders waiting. \$2 an hour for spare time. We deliver and collect. Write today for agency. GOODYEAR MFG. CO., 2299 Goodyear Bldg., Kansas City, Missouri. de18

DEMONSTRATORS, PITCHMEN—Entirely new product everybody needs. Be first in your territory. CARTER, 919 7th, San Diego, California. de25

INCREASE YOUR INCOME \$100 WEEKLY—Start a little business of your own, supplying merchants and agents. Particulars free. LOUIS HONS, Terre Haute, Indiana.

GUARANTEED AUTO SPECIALTIES and Latest Agents, Streetmen and Fair Workers' Supplies. Write us everything. Prices lower and quality higher than our motto. Details answered. CALL-O-SPECIALTY CO., Marshfield, Wisconsin.

MAGIC CIRCLE PICTURES appear and disappear, answer questions, give the time \$1.50 Musical Mimical Whistle, play any tune, mimic fourteen different things, 50c, by mail. No stamps. LAFE STINE, Box 76, Roseville, Ohio.

MAKE AND SELL YOUR OWN GOODS—300 to 900% profit. Investment small. No machinery required. Guaranteed manufacturing formula. Send for descriptive list of real money-makers. V. THOMAS, Manager, 1505 Parkway, East, Cleveland, O.

MAKE \$12.00 DAILY—Wonderful seller. Sample free. Write quick. Both sexes. Steady work. BERTON BELLIS, St. Louis, Missouri. de18

MAKE \$10 A DAY—Wall Paper Cleaning Business. No experience required. Plans, 50c. JERSEY SUPPLY HOUSE, West Side Ave., Jersey City, N. J. Dept. "H." ja1

MAKE \$50 DAILY SOMETHING NEW—400 per cent profit. All business, professional men need it. Sells \$5. Costs \$1. Brooks, Texas, sold 20 first day; profit, \$80. Big weekly repeats. Sells quickly. Experience unnecessary. Write today for territory wanted. Sample outfit free. FEDERAL ASSOCIATION, Hartford, Connecticut. ja15

MAN in each town to refinish chandeliers, brass beds, automobiles, by new method. \$10 data, with out capital or experience. Write GUNMETAL CO., Ave. G, Decatur, Illinois. de25

NEW ARTICLE—Sells to men. Samples and prices, 10c. EASTWOOD, 243 Front, Portsmouth, Ohio.

NO SELLING, \$12.00 PROFIT ON EACH DEAL, placing our new Silk Shirt Sales with Drug Stores, Pool Halls, Cigar Stores, etc., or with persons employed in factories or offices. You should easily place one hundred weekly, as we give you 50¢ them with make \$5.00 on each one, and always come back for more. Can be worked locally or traveling on very small capital. If you mean business, send \$2.00 for sample, quantity prices and complete instructions. Money refunded if not as represented. SUPERIOR SPECIALTIES CO., 3030 Gillham, Kansas City, Missouri.

OTHER PEOPLE'S MONEY starts your own co-operative economy kitchen along new lines, selling your various products to housewives, farmers, restaurants, commissary departments, packing houses, amuse factories, confectioners, bakeries, soft drink stands, etc., making all the money off others at little expense. Stop paying out the largest part of your profits. Get and save all the top money for yourself. Sample, 25c. TROPICAL PRODUCTS CO., 25 Francisco, California.

PHOTOGRAPHIC MOVIE PORTRAIT, \$1.50, Cinema Stars, set 50c, postpaid. Wholesale list to agents. TEC-ART, 412 Temple, Los Angeles, California. de25

SELL JOKER'S NOVELTIES—Agents' outfit (16 samples), 10c. CHAMBERS PRINT WORKS, Kalamazoo, Michigan. ja1

SNAPPY ART POCKET MIRRORS—Agents wanted. Sample, 25c; five for \$1.00. Novelty Stores write. HIGH ART MIRROR STUDIO, Box 311, Rochester, New York. de25

SOMETHING NEW—Make \$25 to \$50 daily. Every business and professional man must use it; will need new one every week. Retail \$5. Your profit \$4. Weekly re-orders. Sells quickly. Experience unnecessary. Write now for exclusive territory. Sample outfit free. MANAGER, Drawer 506, Hartford, Connecticut. mnr12

STEEL MANTLED BURNERS—Makes old kerosene stoves and lanterns give a brilliant white light, better than electricity or gas. Doubles your light, saves all. No handles to break. Guaranteed safe and reliable. Delights every user. Send 50c for complete sample postpaid. Live representatives wanted. CLAUDE BERTRAM WEAVER, Gen. Sales Mgr., Warsawville, Ohio.

TERRITORY SALESMEN—We want 150 capable men at once, to sell new 12-lb. Kerosene Gas Plant, for kitchen and heating stoves. Men who can organize and place county sub-agents. This burner burns kerosene, is sure, economical, quickly installed. Wonderful seller with coal, high and scarce. Commissions unusually liberal. State territory preferred. Write WONDER BURNER COMPANY, 99 Iron St., Dayton, Ohio.

THE LATEST INVENTION FOR HOLDING UP MEN'S AND WOMEN'S SOCKS—No elastic. Nothing to wear out or tear. Last a lifetime. Retail for 25c. Last seller, with big profits. Demonstrators, street-men, canvassers clean up with this. Sample 25c with wholesale prices. SONNEH COMPANY 223 North Third Avenue, Maywood, Illinois.

"THE SCHEMER" Alliance O. 32 pages monthly. Prints schemes, tips, formulas that pull big money—the kind agents want. Try it. Four months only 25c; copy, 10c.

TRAVELING OR CITY SALESMEN, calling on Candy, Cigar, Drug, Pool and Billiard Parlors, to take orders for our line of Salted Jumbo Peanuts and Salted Almonds. We ship direct from coast to coast. "Prepaid." Liberal commissions on first and all repeat orders. Only a few "low wires" wanted. This makes a wonderful side line. State all in first letter. Territory you cover, how often, what you handle, how age, married, nationality, references. H. J. MEYER COMPANY, St. Joseph, Missouri.

WANTED—Dealers and Agents to sell Fill Me Face Powder. Puff, Powder contained in puff. FRED VOIGT, West Frankfort, Illinois.

YOU CAN'T BEAT OUR NEEDLE THREADER for side line. A. H. KIRBY, 1026 Market, San Francisco. de25

\$10 TO \$20 PER DAY selling Coal Formulas, Emits great heat. Formula, \$1, with 7 other money making formulas. MISS SHOCKLEY, 5014 Easton Ave., St. Louis, Missouri.

\$275 PER 100—Placing new Salesboard Deals. Small investment. No selling. If you mean business send \$2.00 for \$10.00 sample, with particulars. GLA88, A422, Alliance, Ohio. de25

\$50.00 A DAY selling our Bank Check Salesboard Assortments. We are leaders in salesboards and assortments. Send \$5.00 for \$25.00 sample and start at once. KUR PRODUCTS CO., Baltimore, Maryland. ja1

Animals, Birds and Pets 3c WORD, CASH. NO ADV. LESS THAN 25c.

ALIVE—Two monstrous Porcupines, 10c; great ballyhoo. FLINT, North Waterford, Maine. ja8

ALL BREEDS CANARIES, Parrots, Dogs, Pigeons, Booklet, 10c. BREEDERS' EXCHANGE, Minneapolis, Minnesota. ja8

BEST ACT for store pit, picture shows and hall act. Trained Oves and all dogs ready for work. HARRY SMITH, Gratz, Pennsylvania.

BLACK AND WHITE ALTEED GOAT, doing 6 tricks and props. Trained Cal with flats, fine "Pad" Bulldog, male small Riding Dog, male. All young stock. Stage and floor broke. BROWN, 216 N. Camac, Philadelphia, Pennsylvania.

FOR SALE, DOGS—When in Cincinnati stop and see the most up-to-date Pet Shop west of New York. Pets of all kinds on hand. Also supplies. We have on hand: Atrialaks, Tomerarians, Boston, English Bull, White Bull Terrier, Collie, Poodle, St. Bernard, Great Dane, also a troupe of eight trained Dogs with Props, Monkey two small Poodles, also an extra Educated Pony, will dance, do cake walk and several other stunts. Fame Coon, Canaries, Parrots, 23 Rockets, BOY LEVARD, 1477 Ship, 1019 Vine St., adjoining Boulevard Theatre, Cincinnati, Ohio. de18

FOR SALE—Silver Persian Kittens splendid type combine in their pedigree, the most noted of silver winners. Make nice Christmas presents. MINNESOTA CATEHY, 1270 Juno St., St. Paul, Minnesota. ja15

FOR SALE—Five (5) pairs Japanese Wauzing Mice, for immediate shipment, \$2.50 pair. Also Monkey's Bicycle, 2 wheels, and one Monkey's Tricycle, 4 wheels, with two back wheels, \$25.00 each. Wanted—23 medium size Hhusia or other Monkeys, suitable for training. Must be perfect specimens. No dingy, fly good dogs for training. BUCK, 19th and Federal Streets, Camden, New Jersey.

LIVE MEXICAN WILD HOG, a feature, and swell cage, \$10.00, great 1st Marmoset Monkey, \$25. Other animals. WM. SHAW, Victoria, Missouri. de18

SHIP ME dead Monkeys, Birds, Animals, fit for mounting, and receive donation. DEAN, Naturalist and Taxidermist, Alliance, Ohio.

SNOW WHITE GOSSAM, with black ears. Beauty, \$12. WM. SHAW, Victoria, Missouri.

SPOTTED SHETLAND PONIES, Rhesus Monkey, large Wildcats, Goats, Folding Pit Frames and Cloth, female Greyhound. WILLMAN, Austin, Mont. de25

STUFFED ALLIGATORS, \$1.50 per foot, up to 3 feet; \$34 feet up. Write for prices. JOS. FLEICHMAN, 1105 Franklin, Tampa, Florida. de25

WANTED TO BUY—Freak Animals and Birds of all kinds, alive and mounted. EVANS & GORDON, White City Park, Chicago, Illinois. may14

WANTED—All kinds of rare Birds and Fowls; must be cheap. THOS. J. LOCKE, Columbus, Mississippi. de18

Attractions Wanted 3c WORD, CASH. NO ADV. LESS THAN 25c.

LYRIC—Seats 450; population, 5,000. Vaudeville and Road Attractions wanted. Best show. Managers of good shows write us for open dates. J. E. ISAAC, Manager, Norton, Virginia. de18

NEW \$40.000 CAPITOL THEATRE, in mining town; six paydays monthly. Wants Taba, Vaudeville and Road Shows. Seat 700. Write or wire W. H. HOWARD, Manager Capitol Theatre, Bosciaire, Ill. de25

OPERA HOUSE—Just opened for Vaudeville and Road Show. Write for dates. Percentage. GEO. DUSBAK, Okene, Oklahoma. de18

Books 2c WORD, CASH. NO ADV. LESS THAN 25c.

BRUDDER GARDNER'S STUMP SPEECHES, Comic Lectures and Negro Sermons, and new Book Catalogue, 25c. EVERETT T. EMMERSON, Sturgis, Mich.

"ADAM AND EVE," illustrated, 50c. "Sour Grapes," unusual booklet, 25c. PAUL JAMES, 2713 Mozart, Chicago.

ART OF CANOY MAKING—105 pages; 40c. PLAVCAN, Box 115, San Francisco, California. jan28

BOOKS THAT WILL HELP YOU—Financially, physically and mentally. Descriptive literature and free. Some of the subjects: Memory Training, Concentration, Salesmanship, Success, Character Reading, Psychic Science, Business Psychology, Sex Philosophy, Healing. Also Occult Books of every kind—Astrology, Clairvoyance, Seership, Palmistry, Mind Reading, Spiritualism, etc. Crystal Gazing Books. Address IRVINGDON BOOK SUPPLY, Dept. 3, Box 323, Dayton, Ohio. de25

BOOK or Dramatic, Vaudeville and Photoplay Act. and how to obtain stage engagements paying big salaries. Postpaid, 25c. CHAS. SMITH, 2552 7th Ave., New York.

BOOK OF MONOLOGUES and new Catalogue of Novelty Books, 12c. EVERETT T. EMMERSON, Sturgis, Michigan.

BOOKS ON MAIL ORDER BUSINESS, half price. Herb Doctor, 10c. Indian Retail, 10c. contains Africa and Big Mail Directories, 36 Liberty Street, Brooklyn, New York. ja1

BOOKLET—Pitchmen's Sales, Comic Sayings and Business Talk worth hundred. Selling Collect of World, \$1 postpaid. SOLDIER CO., 127 1/2 So. 20th St., Birmingham, Alabama. decl1

COIN MONEY SELLING BOOKS BY MAIL—Literature free. CHAMBERS PRINT WORKS—Kalamazoo, Michigan. ja1

DOES ANYONE OWE YOU MONEY?—Get our new Book Guaranteed Money Pulling Collection Letters, and collect your own old accounts. Collect for others. Earn big commissions. Book contains enough material to form over a thousand different letters. Sent postpaid for \$1.50. A. J. ROSS, 1122 Superior Ave., Cleveland, Ohio.

GET MY FORMULAS for removing tattooing. Can be done at home by anyone. 5 different methods for \$1.00. WILLIAM GEINE, 188 Goffe St., New Haven Connecticut.



FREE—Upon request I will send you illustrated literature describing the following named books: Astrology, Numerology, Clairvoyance, Concentration, The Elements, Healing, Hypnotism, Mechanisms, Personal Magnetism, Success, Salesmanship, Seership, Will, Vast Philosophy, etc. A. W. MARTENS, B. 271, Burlington, Iowa. ja15

CHRONIC ALMANAC over 100 years old, with latest program list. EVERETT T. EMERSON, Sturgis, Michigan.

FREE BOOKS—Send 10c for illustrated catalogues. CHELSEA PUBLISHING COMPANY, 645 East 14th St., New York. de25

GREAT—"Genevieve de Brabant." \$1.00; "Hindo Music Voice," "Renam"; "Hypnotism," "Crystal Gazing," "Talking with Spirits," "Automatic Writing," "Table Rapping," "Psychology," "Spirit Phenomena" 33c each. Palmistry, with Chart, 65c; Your Gazing Crystals, \$2.50; Golden Stand, \$2.00; Silver, \$1.75; Black or White, \$1.50; "Magician's Book," \$2.00; 600 pp; Dream Book, 75c. SOVEREIGN COMPANY, 160 Sycamore St., Buffalo, N. Y. ja1

"FRIED KNOT HOLES," that's the name of this latest joke book. Believe us, it certainly is a live one. Price, 35c. PENEL PUBLISHING CO., Covington, Kentucky.

LIVE WIRE BOOKS—Rare and scarce old titles. Art Pictures, Post Cards, Novelties and Specialties for men. Sample photo and special lists for 10c. SIMPSON NOVELTY CO., Box 504, Wheeling, West Virginia.

150 CARD TRICKS, with Catalogue, 10c. EVERETT T. EMERSON, Sturgis, Michigan.

MAGIC AND HYPNOTISM—Ten complete lessons in Hypnotism and fifteen Tricks in Magic, all for \$1.00. Fully guaranteed. LOUIS PEVERADA, Portland, Maine. ja8

MEDICINE WORKERS—Book of Colored Plates of Anatomy, size of pages, 10x15 inches. A great book. Originally sold for \$20.00. While they last, \$10.00 each. UNITED SPECIALTY CO., 315 Glynn Court, Detroit, Michigan.

GIANTIC COLLECTION—303 Songs and Parodies, with new catalogue, 12c. EVERETT T. EMERSON, Sturgis, Michigan.

MAGNETIC GIRL ACT SECRETS AND LECTURE, \$2.00; The Science of Hypnotism, \$1.50; Hindoo Needle Mystery, \$1.00; New Ideas in Magic, 50c; Talks for Trunks, 50c; Criminal Slang, 25c; How to Write Moving Picture Plays, 25c; Magic and Shadowgraphy, 75c; Side-Show Tricks Exposed, Secrets for the act, 25c; Black Arts, 25c; Scientific Soap Bubble Act, with Bubbler Set, \$1.00; Crack Marksmanship Act, 25c; Marvellous Levitation Act, 25c; Novelty Dealer's Guide, 25c; Amateur's Guide to Magic and Mystery, 25c; Art of Ventriloquism, 25c; Practical Hypnotism, 25c; Dr. Chase's Recipe Book, \$2.25; Showman's Guide, 25c; Gambler's Secrets Exposed, 25c; Dr. Brown's Book of Secrets, \$1.00; Swindlers of America, 25c; Wizard's Manual, 25c; How to Become an Actor, 25c; Book of 50 New Card Tricks, 25c; The Practical Magician and Ventriloquist's Guide, 25c; Book of Coin Tricks, 25c; 500 Things Worth Knowing, 50c; Old Secrets and New Discoveries, 25c; stamp for circulars. A. ARMOUR, 52d & Baltimore Ave., Philadelphia, Pennsylvania.

MINIATURE BIBLES, 10c; Clever Songs, 10c; Your name and address on metal key check, 10c; Christmas and New Year's Wonder Package, 25c. ALFRED PITT, 46 Wilson St., Providence, R. I.

MYSTERY BOOK—Sensational book. Price will soon advance. Will you gamble 2c on your future? Write for circular. AL BEASLEY, 762 W. Jackson Blvd., Chicago. de25

WIZARD'S MAMMOTH COLLECTION, explains Ventriloquism, Mind Reading, Hypnotism, Tricks, Songs, Puzzles, etc. 15c. EVERETT T. EMERSON, Sturgis, Michigan.

SELL MUSIC BY MAIL—We furnish imprint circulars free. Send 25c for sample and particulars. AUGUST MUSIC CO., 309 Best St., Savannah, Ga.

START FACTORY—The Roadman's Guide, for making Candy, Gums, Chews, etc., \$15.00. Comes no better. Send \$2.00 currency. 100 copies left. CARL-O-SPECIALTY CO., Marshfield, Wisconsin.

"TEN DATS"—Steries from Boccaccio's "Decamerone"; best you ever read; 35c, postpaid, sealed. MARTIN, Box 67, Pontiac, Michigan. ja1

125 CARD TRICKS, and How to Do Them, 25c; How to Box, 25c; How to Dance, 25c; Stage Joke Book, 25c; Dream Book and Fortune Teller, 25c; Hypnotism Made Plain, 50c; Twenty Years of Hustling 50c; Expert at the Card Table, 50c. Big Novelty and Book Catalog, 10c. UNITED SALES CO., Springfield, Illinois. ja25

150 PARODIES ON POPULAR SONGS, with new catalogue 12c. EVERETT T. EMERSON, Sturgis, Michigan.

117 MODEL MASTER SALES-LETTERS—Composed by a score of expert letter builders. Can be adapted to a list almost any line of goods by mail. All 117 letters for \$2. It also requires skilled pilots. Big business by mail needs skillfully constructed sales-letters to land big orders. Send for these 117 letters now. VICTOR KING CO., 36 Bromfield St., Boston, 5, Massachusetts.

200 METHODS—Learn Piano by Ear in Two Days, advertised at \$1.00 each. Great for agents. Mail order lot for \$10, with circulars. "GEORGE," Box 359, Port Huron, Michigan.

Business Opportunities 4c WORD, CASH. NO ADV. LESS THAN 25c.

CIRCULAR MAILING—Rate, 20c per hundred; \$2.00 per thousand and send circulars prepaid. CAMPBELL MAILING CO., Dept. 38, Rondo, Ark.

COLLECT your own bad outstanding accounts. Why try big fees? My book of 60 most powerful collecting letters will save you money. All 60 letters for \$2. It also requires skilled pilots. Big business by mail needs skillfully constructed sales-letters to land big orders. Send for these 117 letters now. VICTOR KING CO., 36 Bromfield St., Boston, 5, Massachusetts.

FOR SALE—Established Stage Dancing and Vaudeville School, \$1,500. Leaving for New York in February, so will teach buyer business. PENNOCK'S VAUDEVILLE SCHOOL, Suite 84, Auditorium Theatre Bldg., Chicago, Illinois.

HAVE A BOSTON ADDRESS ON YOUR LETTER-HEADS AND STATIONERY—I receive and deliver mail in Boston for you at the small charge of \$5.00 monthly or \$50.00 per year. BULLAND, 53 Woodward Ave., Boston, 19, Massachusetts.

PATENTS—Write for free Guide Book and Evidence of Conception Blank. Send model or sketch of invention for free opinion of its patentable nature. High-class references. Reasonable terms. VICTOR J. EVANS & CO., 9th and G, Washington, D. C. ja8

LIQUID CELLULOSE CEMENT—Waterproof, transparent, sanitary. Mends perfectly everything. Makes strong, permanent joints. Easy to apply. A necessity in every home. Indispensable for manufacturers. Large size tube, \$1.00. CHICAGO CARD CASE COMPANY, 3256 Fullerton Ave., Chicago.

MAGICIANS, PALMISTS—Send sketch and receive beautiful hand-painted itanner, 36x20, canvas, to improve your business. \$3.00 money order only. No other form on account of damage. JOSEPH ULRANT, Adams Estate, Sta. St., Quincy, Mass.

"SLOT MACHINES"—Headquarters for Pin Gum and Target Premium Trade Machines. SUCCESS VENDING CO., 620 State St., Camden, N. J.

TATTOOERS—Be sure and get a set of Tattoo Photos. Price list of supplies, 10c. HARRY V. LAWSON, Box 31, Norfolk, Virginia. de25

READ NORTHERN BOOK CO'S AD—Under Formula.

WE START YOU IN BUSINESS, furnishing everything; men and women, \$30.00 to \$100.00 weekly operating our "New System Specialty Candy Factories" anywhere. Opportunity lifetime; booklet free. RAGSDALE CO., Drawer 98, East Orange, N. J. de25

TATTOO SUPPLIES FOR SALE—Latest price list, 10c. HARRY V. LAWSON, Box 31, Norfolk, Virginia. de25

Cartoons

3c WORD, CASH. NO ADV. LESS THAN 25c.

STAGE CHALK AND CRAYON—Book of 16 pages, 50c; samples, 10c; new stuff, satisfaction guaranteed. CARTOONIST OFFICES, 2808 Wabash Ave., Kansas City, Missouri. ja8

CARTOONS, Letterheads, Illustrations drawn to order. Engraving cuts furnished. Large circular of 40 samples for 10c. BALDA ART SERVICE, Oshkosh, Wisconsin.

CARTOON ACTS—Anyone without experience can do a cartoon act, complete acts from \$10.00 to \$25.00; stamp for particulars. ANDY ARMOUR, 52d and Baltimore Ave., Philadelphia, Pennsylvania.

SACRIFICE—Prince Albert Suits, Full Dress Tuxedo, Underwood Duplicator, Hectograph Copying Pads, Ukulele, Ladies', Gents' Stage, Street Wardrobe. BOLLIN, 4829 Winthrop, Chicago. Also trunk full wardrobe, \$25.00.

UNIFORM COATS—For hands, ushers. Sample Coat mailed for \$3.50. Wonderful bargain. JANDOREZ 740 West End Ave., New York. de18

WIGS FOR MEN—Dozan, all kinds, valued \$85.00, sell \$35.00. Two Opera Hats, \$3.00 each. Six Full Dress Coats, Vests, \$8.00. Ukulele, \$5.00. Itan-Mandolin, \$5.00. Two Men's heavy Overcoats, \$10.00. Violin, Outfit, \$15.00. WALLACE, 4829 Winthrop, Chicago.

Exchange or Swap

3c WORD, CASH. NO ADV. LESS THAN 25c.

BALL GAME, Doll Race, Illusion, Mechanical Show, Curiosities, other novelties. What have you to exchange for? J. COOK, 122 West Main St., Richmond, Indiana.

EXCHANGE Building Lot, Acts, Recitations, Monologues, Want Printing Press, a Saxophone. Write J. F. CHERRY, 628 Canton Ave., Detroit, Michigan.

FOR SALE OR TRADE—4-reel Picture Films, for Violin or Banjo. LEWIS KIGGINS, Comstock, Wisconsin.

MAIL ORDER PRINTING and Novelty Business, exchange for Pitt Show Goods. QUACKENBUSH, Big Flats, New York.

MAGIC, Vent. Figures, Musical Oddities. Stamp for particulars. PINNY, 208 E Pecan, San Antonio, Texas.

SELL OR TRADE Devil's Bowling Alley, Evans make, or 15 Ryde No. 7 Four-Way Gum Machines. Operator Belts and Brownies, for National Cash Registers or other machines that I can use. F. D. ROSE, 301 Main St., Gloucester, Massachusetts.

TATTOO DESIGNS, Colors, Machines, Stencil Impressions. Send 10c for price list. HARRY V. LAWSON, Box 31, Norfolk, Virginia. de25

About This Season's New York Productions

THE MESSRS. SHUBERT Present the Three-Star Combination HENRY HULL, ALMA TELL, GEORGE MARION, in "WHEN WE ARE YOUNG"

A Comedy in Three Acts. By Kate L. McLaurin. Staged by Edward Elser.

Oh, boy! There is one thing to be said for "When We Are Young." There are plenty of other things that could be said about it, but one is sure to be agreed upon by those who have seen the play: It is the most unconsciously funny piece New York has seen since Theda Bara burned up the Blatno with "The Blue Flame." It is a boarding house drama. Henry Hull is the champion boarding house hero of the stage. This time, however, he is a young wastrel, who spends his time and his money entertaining leading ladies from the motion picture studios in a gorgeous P. B. and B. apartment, while a fair young hall bedroom divinity does her best to rescue him from the devil and the suicide impulse, with quotations from "The Blessed Damozel." How does she do it? By driving him to take a job shoveling snow on Fifth Avenue. The Colt's automatic route would have been easier, quicker and less hard on the back. But a man he becomes, marries the hall bedroom lady, and another good evening is poisoned beyond repair. There is not time nor space to do "When We Are Young" justice. When Frank O'Malley used to write up the old melodramas for The New York Sun in the days before it ceased to be a newspaper he touched the highwater mark of genius in reviewing "Nellie, the Beautiful Cloak Model." After O'Malley it would be sacrilege for anyone else to attempt to do the right kind of a job on "Carey, the Matinee Snow Shoveler," otherwise known as "When We Are Young." Alma Tell is the hall bedroom occupant, her name is Annie Laurie Brown, and her grandfather was a Confederate General. George Marion is the faithful "ole family servant" in cork. Mr. Marion, while overacting, is at least tolerable, which is something the play is never. Grace Reals is excellent as the boarding house keeper, and Frank Monroe is a very proud and haughty uncle in a very proud and haughty fur-lined coat. Most of us can look back with some little remorse on the delinquencies of our youth, but please God, no one outside of Miss McLaurin's play was ever like the creatures in "When We Are Young."—PATTERSON JAMES.

Concessions Wanted

3c WORD, CASH. NO ADV. LESS THAN 25c.

WANT TO BOOK a Shooting Gallery and a 11th Striker with a Carnival Co. 121 1st, South, Newton, Iowa.

WANTED—To place large up-to-date Root Beer Barrel in first-class amusement park or resort for season 1921. This is not a Liberty barrel. GEO. A. WILLIAMS, 64 North 9th St. St. Petersburg, Fla.

Costumes, Wardrobes and Uniforms

(USED) FOR SALE—WANTED TO BUY 3c WORD, CASH. NO ADV. LESS THAN 25c.

EVENING GOWNS, \$7.00; Soubrette Costumes, \$6.00. RICTON, 114 1/2 W. 7th St., Cincinnati

FOR SALE—Wardrobe, several sizes, \$6.00-\$10.00 per set; Crolo Drop, 15x16 ft., photo studio, \$20.00; two Trunks, \$3.00 each. Some Comedy Misfit Clothes and Wigs. TOM MORRISSEY, National Hotel, Chicago.

FOR SALE—Full Dress Suit, Evening Gown, White Waistcoat, made by Wetzel; Patent Leather Itass Low Shoes, Soft Crush Hat, Straps and Collars. Made for woman who weighs 120 lbs., 5 ft., 5 inches tall. Practically new. Cost over \$300. Will sell complete for \$150 cash. Positively not less. Answer M. Y., Billboard.

FULL DRESS COATS, Vests, sizes 34 to 40, \$8.00 each; Hand Coats, \$5.00; 12 fine Wigs, all kinds, colors, \$35; Child's Tuxedo Suit, complete, \$4.00; 2 heavy Overcoats for \$10.00; 2 small Opera Hats, size 31, \$3.00. WALLACE, 4829 Winthrop, Chicago, Ill.

SIX PINK AND BLUE SATEN SHORT DRESSES, six red and green saten short dresses, six black and white saten Pants Suits, all new, never used. \$40.00 takes all. ED LEHMAN, 1311 Vine, Cincinnati, Ohio.

VARIOUS SIZES in Trunks for good Dye Scenery. CHICAGO THEATRE WRECKING EX., Dept. 7, 1347 East 5th St., Chicago. Tel., Blackstone 7668.

WILL TRADE—Land, Clear Oklahoma lots. Promising oil base. Cash for Concession Goods of all kinds. JOE CRAWFORD, Purcell, Oklahoma.

WILL SELL 2 1/2-octave set Deagan Electric Bells, Resonators, Keyboard, complete for \$75, or swap for good Hammond Typewriter. WALDRON LATHROP, Robinson, Illinois.

Formulas

BOOK FORM, PAMPHLETS OR SHEETS 3c WORD, CASH. NO ADV. LESS THAN 25c.

AUSTRALIAN CEMENT—Known as "The Monkey Grip," absolutely fire, water, and proof; mends china, glass, wood, porcelain, marble, ivory, iron, tin, rubber, leather; quickly made; guaranteed working. Formula, 50c. S. & H. MANUFACTURING LABORATORIES, Boylston Building, Chicago.

ATTENTION, PLEASE—It is a safe and sane statement that no one does, or can give away "free" Formulas of quality. On receipt of one dollar you may select any 6 of the following Formulas: No-Explosive Cleanser, Grease Remover, Ink Remover, Boach Paste, Bed Bug Powder, Furniture Polish, Stove Polish, China, Glass or Wood Cements, Iron Rust Remover, Fireproofing Solution, Silver Polish, any Petroleum desired, Corn Salve, Itch Ointment, Camphor cream, Witch Hazel Salve. And then the following, \$1.00 each: A wonderful Dandruff Cure, the best "Universal Ointment," a very fine Eye Ointment, incomparable Hair Tonic that will do the work, excellent Shampoo, cleansing and invigorating, and a Hair Curling Lotion. QUALITY FORMULA SPECIALTY CO., 3601 North Crawford Ave., Chicago, Illinois.

ATTENTION—Formulas of every kind and description. W. BATTELSON, 424 West 33rd St., New York City. de25

IRON RUST SOAP—Removes iron rust spots, ink and stains instantly; easily made, guaranteed Formula, 50c. S. & H. MANUFACTURING LABORATORIES, Boylston Building, Chicago.

BIG FORMULA MAGAZINE—We publish a wonderful magazine of money making plans, formulas, schemes, tips and ideas. It will show you how to make more money. Sample copy, 20c, or two copies 35c. Worth dollar each. None free. EASTERN COMPANION, 1269 Beach Ave., Bronx, New York.

BLUE CAKE CARPET CLEANING SOAP, 1/2-lb. bar for 3c; retails 25c. Make in any kitchen. Complete formula and directions sent for \$1.00. WIZARD CLEANER CO., 18 Porter, Sharon, Pa.

DON'T BUY FORMULAS. GET THEM FREE!—Write today for valuable literature. CHAMBERS PRINT WORKS, Kalamazoo, Michigan. ja1

DOUGHNUTS—"They taste so delicious you can't stop eating them." Guaranteed Formula, 47c. Full Stamps Address S. G. RETALLACK, 417 E. 1st St., Ottawa, Canada. ja8

KLEENRITE—Cleans any colored gloves and shoes instantly; huge profits; easily made; guaranteed Formula, 50c. S. & H. MANUFACTURING LABORATORIES, Boylston Building, Chicago.

ELEVEN FORMULAS, \$1.00: Snake Oil Liniment, Instant Silverplater, Lightning Cement, Jiffy Solder, All Spot Fire, Spot Jerking Soap, Transference, Magic Corn Remedy, Razor Sharpening, Rug Cleaner, Sugar Substitute. WILLIAM MILLER, 8 1/2 Bebecca St., Hamilton, Canada.

FORMULAS FOR SALE—Furniture Polish, Furniture Cream, Furniture Oil, Bed Bug Exterminator, Windsor Soap (white), Breath Purifier, \$1.00. ACME LABORATORIES CO., 718 Kaigha Ave., Camden, New Jersey. ja1

JAKE'S WONDER CANDY—Sweetest of all sweets. Receipt, \$1.00. Makes the old smile and the young laugh. R. JACOBS, 2017 13th Ave., Minneapolis, Minnesota. de18

MEDICINE WORKERS, ROAD MEN, AGENTS—Get my wonderful Herb Tonic Formula. Make your own. My formulas will make you a mint of money. Either formula mailed immediately on receipt of \$3.00, or both together for \$5.00. PROFESSOR BEANE, Manufacturing Laboratory, Box 1205, Philadelphia, Pennsylvania.

MEN IN EACH TOWN to make \$10 daily resilvering mirrors and cleaning clocks. Formula, \$1.00. BROOKS, 910 Monson, Peoria, Illinois. de18

ORIGINAL SNAKE OIL—World's greatest painkiller; wonderful for rheumatism, gout, cuts, sprains and aches of all kinds; made for 2c; sells for 25c; guaranteed Formula, 50c. S. & H. MANUFACTURING LABORATORIES, Boylston Building, Chicago.

"SHAVENE," the only Self-Shaving Cream. Rub into beard and wash off. Formula and directions for \$1.00. CLARENCE FULLEB, Lock Box 412, Burlington, Vermont.

SILVER CLEANER PASTE—Will remove tarnish and polish gold or silver. Not a paste or liquid. Agents and demonstrators making big money. Sample plate sent, prepaid, for 50c; hundred lot, \$10.00. Manufactured by FRANK ALLEN, 1011 E. 6th St., St. Paul, Minnesota.

SILVERING MIRRORS is a money-getting trade not widely known. Latest improved Formula, \$1.00. EMMIE TBANCON, Lenoir, North Carolina.

"SPECIAL HOLIDAY OFFER"—(Entire collection typewritten \$1.00): Cement, Perfumes, Silvering Mirrors, Wall Paper Cleaning, Mexican also Chinese, Favorite Dishes; Enlarging Photographs, Soldering, Tattouing, Jewelers' Formulas, Hectograph Pads, Clearglass, Carpet Cleaner, Pastes, Tonics, Transfer Fluid, Hot, Sneeze Powder. Several other money makers. You'll want more "CLIFORD" (headquarters for Formulas), 4829 Winthrop Ave., Chicago.

TATTOOER, retiring from the supply business, will sell all the secrets, formulas of the tattooing game. Who color, ink, solution to use and where to buy everything known. Chance of lifetime. All for \$1.00. Particulars, stamp. Six Tattoued Photos, 60c; Sheets of Designs, \$1.00. PROF. BROADBENT, Pearl St., Glotersville, New York.

TATTOOING REMOVED—Five safe and sure Formulas for removing tattouing for both the amateur and professional. \$1.00 money order to all. WILLIAM GIESE, 188 Goffe St., New Haven, Connecticut.

THIS MEANS \$\$\$ TO YOU, and only costs 10c. Copy of The Eagle's Eye Bargain Bulletin, including Formula that will save you coal bill this winter. Also a big mail containing many bargains. NORTHERN BOOK CO., 202 W. Cedar St., Boyne City, Michigan. de18

THREE-MINUTE CORN CURE—Famous for removing hard corns, soft corns between the toes, callouses on bottom of feet, like magic, without pain; easily made; guaranteed Formula, \$1. S. & H. MANUFACTURING LABORATORIES, Boylston Building, Chicago.

UP-TO-DATE MAILING LISTS, Wisconsin farmers. Guaranteed \$3 a thousand. F. H. THOMPSON, Belleville, Wisconsin. de25

FORMULAS FOR SALE—Oil Paste for blacking boots and shoes; Silver Fluid for silvering brass and copper, and Magic Oil for 50c. ACME LABORATORIES CO., 718 Kaigha Ave., Camden, N. J. ja1

REHEARSAL HALL FOR RENT—Nice, warm room, with piano. 260 W. 46th St., New York City.

For Rent or Lease Property 5c WORD, CASH. NO AD. LESS THAN 25c.

REHEARSAL HALL FOR RENT—Nice, warm room, with piano. 260 W. 46th St., New York City.

For Sale—New Goods 4c WORD, CASH. NO ADV. LESS THAN 25c.

ADVANCE BALL GUM VENDER, \$6.50; Peanut Vender, \$8.00; Electric Machines, \$9.00; Ball Gum, 33c a 100; Tape for Name Plate, \$1.00 a lb. VANCE SUPPLY HOUSE, 413 So. Robey St., Chicago, Ill.

"AMAZA," the latest novelty, 60c. Circular free. SHAW, Victoria, Missouri. de25

BALLOONS, Horns, Puzzles, Harmonicas, Dolls, etc. Importers, Jobbers. AMERICAN TOY COMPANY, 18 Findlay, Cincinnati, Ohio.

BEAUTIFUL BEADS—Just fine for Christmas hand baskets, match boxes, lead rings, beaded pins, clasps and many other purposes. Wholesale only. Five packages, 60c, prepaid; one dollar per dozen. Order quick. Have only about hundred packages all colors. Also High Strikers in six sizes. Catalog for stamp. MOORE BROS., Lapeer, Michigan.

BOYS—Make yourself a Christmas present of a Ham-burg Print. Save money. All sandwiches uniform. Price, 50c, postpaid. F. C. AKART, 128 Burnett Ave., Syracuse, New York.

(Continued on page 164)



CLOWN PROPS—Upsidedown Clown Comed Dwarf, changes to Old Woman, Silly Jolly riding pigback on Grandma, Prop Animals, Giraffe, Elephant, Dumb Key, Hears, Rooster, Goose, Basket Horse, Two-Man Horse Three-Legged Sailors. Props to order, made right. No catalogue. What do you want? I have it or make it. WALKER, 432 W. 38th St., New York.

CONCESSION TENTS—Fancy stripe; brand new; seven-foot walls, awning and counter curtain. Cut prices. 6x8, \$28.00; 8x10, \$34.00; 10x10, \$42.00; 10x12, \$48.00; 10x14, \$55.00; 12x16, \$62.00. D. M. KEHR, MANUFACTURING CO., 1007 W. Madison St., Chicago, Illinois. de25

ELECTRIC SHOCK MACHINES—Operated with battery. Current mild or strong. Late improvements, including patent coin detector, cut-off, condenser and handsome sign. Made of pressed steel, red enamel color. Neat, substantial and a money earner. Price, \$10.00. HAL C. MOUDY, 201 1/2 Main St., Danville, Illinois.

FORD STARTERS, easily attached, \$12.00. BOX 403, Glen Cove, New York.

PORTABLE CONCESSION FRAMES, all sizes, on ten days' notice. Prices cheap. S. T. DUFF, Versailles, Missouri. de18

KNIFE RACK SUPPLIES—One Knife, in assorted colors, 100 \$3.75; 500, \$18.00; 1,000, \$33.00. Assortment of ten other kinds, 100, \$9.75; 500, \$33.50; 1,000, \$65.00. Samples, 75c. Daggers, \$8.00; \$7.50; \$10.00 and \$12.00 per dozen. Four sample Daggers, \$3.25. One dozen assorted Brass Pens, \$36.00; Rings, \$2.50 per 100. A. W. DOWNS, Marshall, Mich. jal

OLIVE BOARDS sent postpaid by return mail, 25c each. G. R. PARSHALL, 818 Park Ave., Utica, New York.

STRAIT JACKETS, \$10.00; Torture wheels, \$10.00; Improved Pickers, \$7.00; Spirit Post, complete, \$3.00; Side-Show Tricks Exposed, 10c. TRUDEL, Box 587-H, Lowell, Massachusetts.

TATTOO MACHINES, switchboards; everything that a tattooer needs. Send 10c for price list. HARRY V. LAWSON, Box 31, Norfolk, Virginia. de25

TATTOOING NEEDLES—No. 12, Sharps, 15c package, \$3.50 thousand, \$16.50 five thousand, \$30.00 per ten thousand. Brass trimmed. Tattooing Trunk Outfit, slightly used, \$35.00. MILLER, 1019 Stevenson St., Flint, Michigan.

TATTOOING MACHINES AND SUPPLIES—Of all kinds. Price list free. W. H. GILES, Harrison, Tennessee. de25

WINTER CLEARANCE SALE of accumulated scenery in part. One Steamboat and Timber Scene Dye Drop, 20x30 ft., \$40; One Garden, Japanese design, Indian Head muslin, 21x27 ft., \$15. 35% with order, balance carrier. MIDLAND SCENIC STUDIO, Jackson Park Artist Colony, East 57th, Chicago, Ill. Tel. Dorchester 7668.

For Sale or Lease

3c WORD, CASH. NO ADV. LESS THAN 25c.

FOR SALE OR LEASE—The only resort for bathing, bathing and fishing near Meridian, Miss., largest city in the State. J. M. T. HAMILTON, Box 438, Meridian, Mississippi. jan29

TRENTON, N. J., THEATRE and Moving Picture Sites for Sale—Some income properties, heart of fast growing city. Best locations. Great theatrical possibilities. Prices, \$50,000 to \$1,000,000. B. M. PHILLIPS & SON CO., Real Estate Specialists (48 Years' Experience), Trenton, de18

For Sale or Trade

3c WORD, CASH. NO ADV. LESS THAN 25c.

EXCHANGE—Wurlitzer 44-note Electric Piano, Edison Exhibition Model M. P. Machine. Want Automatic Card Printing Press, or what have you? HOOSIER EXCHANGE, Winchester, Indiana.

FOR SALE OR TRADE—Shooting Gallery for Ten Pinnet Alley or will sell at bargain. J. D. JETER, care General Delivery, Greenwood, South Carolina.

A TWO-TON TRUCK—For a good Shooting Gallery. AUSTIN YARIAM, Newton, Iowa.

For Sale—Second-Hand Goods

3c WORD, CASH. NO ADV. LESS THAN 25c.

ANTIQUE FIREARMS, Swords, Daggers, Shears, Shields, Fur Clubs, Moccasins, Curious, Indian Relics, Ten Curious and Catalogue, 10c. ANTIQUE STORE, 33 South 18th St., Philadelphia.

A REAL LIGHTNING ARTIST AND CARTOON ACT—Ready to work; all props complete (faked) system. Requires no experience. Bargain at \$12.00. Separate acts, faked sheets, \$2.50. KIRK, 424 W. Ninth Street, Reading, Pennsylvania.

A REAL BARGAIN—One Little Gem Doughnut Machine, one Giant Furnace, equipped for wood or coal, complete with cooking pans, display pans, drain pans; one large 10-cup Coffee Urn. Also one Kahl Tent, 30x15 ft., 6-ft. sidewalls. This outfit would cost new about \$450.00, but for quick sale I will sell for \$200.00. Send \$50.00 with order and I will ship, balance C. O. D. Address W. H. GREGORY, Eldorado, Arkansas. de18

ARMY OFFICERS' BINOCULARS, cheap. F. EVANS, Box 724, Cincinnati, Ohio.

AUTOMATIC CARD PRINTING PRESS AND OUTFIT. Sell at a sacrifice. W. J. APPEL-MAN, Printer, 1324 Pine Street, Easton, Pa.

AUTOMATIC BASE BALL OUTFIT UNDER CANVAS—Set up right in the middle of city of 40,000. Will sell outfit for \$800.00 and rent the space to purchaser to operate it. A. TUCKER, 119 W. San Carlos St., San Jose, California.

BALLOONS, Parachutes, Inflators, Searchlights, Rope Ladders in plus-changing. Special Chutes for Glatton THOMPSON BROS., BALLOON CO., Aurora, Illinois.

BARGAINS—\$15.00 worth of Glee Away Boxes Candy; \$1.00 takes lot; \$10.00 wholesale cost of lot Helms, Sallor Hats N-wly Hats; \$15.00 takes lot. GERALD HEANEY, Berlin, Wisconsin.

BARGAINS in Lecture Outfits. WYNDHAM, 24 7th Ave., New York. de25

EXCELSIOR PRINTING PRESS and complete outfit. Big bargain. M. STONER, East Chattanooga, Tennessee.

BULL'S-HEAD PERFUME MACHINES—Operate for penny. Perfume sprayed from torque by pulling horn. Weight, 12 pounds; height, 14 in. Very neat and good money earner. Price, \$7.00. HAL C. MOUDY, Danville, Illinois.

BILLBOARDS—Special Numbers, 30 different issues, none alike, in clean, whole condition. Make me an offer. Enclose stamp if you desire answer. E. B. SHURR, Snow Hill, Springfield, Ohio.

BUY YOUR MOTOSCOPE REELS AND MUTO-SCOPE PARTS direct from the manufacturer, the only one in the United States, and the largest reel concern in the world. INTERNATIONAL MUTO-SCOPE REEL & SUPPLY EXCHANGE, 157 Sixth St., Hoboken, New Jersey.

CARROUSEL—One 40-ft., 16 arm, 3-abreast jumping horse. Complete with gasoline engine. All rods are covered with brass, and 46-key cardboard organ. Price, \$2,500. 1 40-ft., 16 arm, 3-abreast 5-ft. rump jumper frame; platform and jumper gears and shafts new. Complete with engine and 42-key Cardboard Organ. Price, \$2,800. Get busy if you want a machine that will do in any small park. We will put either machine up and give terms to right party if taken early. GLESE BROS., care J. H. G. Bergen Point, Bayonne, New Jersey.

CRETOR POPCORN AND PEANUT WAGONS—Holcomb-Hoke Nutcracker, Long Crisette and various other popcorn and peanut machines and outfits cheap. Write me what you want to buy or sell. OLD SHOWMAN, 1227 W. College Avenue, Philadelphia, Pennsylvania. de25

DEVIL'S BOWLING ALLEY. Evans make, about new, \$110; green and white top. Wm. Geut's Auto Photo Machine. Electric Shock Machines. Advance Ball Gum Machines. Ryde No. 7 4-Way Machine. Peanut and Match Machines. Scales. Grip Machines. Name Plate, Regina Music Box, Slot Moving Picture Machines and Films. Rich Machines. Baseball, Puritan, Disc Operator Bells. Cattle Tattle Bowsprit, Edipse, Brownies and Owls. F. D. ROSE, 301 Main St., Gloucester, Massachusetts. de25

EDISON ROTARY MIMEOGRAPH NO. 75—For letter copying. In fair condition. First \$5.00 gets it. HALL NOVELTY CO., 18 Washington Ave., Danville, Illinois.

ELECTRIC LIGHT PLANTS for moving picture show; first-class complete. THOMPSON BROS., 85 Locust St., Aurora, Illinois.

EXCELSIOR PRINTING PRESS, on iron stand. Operates by hand or foot power. Complete outfit. Bargain. M. STONER, East Chattanooga, Tennessee.

FOOTLIGHTS (Electric)—With carrying crate, connection plug. Perfect condition. About 6 feet width (like new). Cost \$35.00, take \$25.00. GREAT MYSTICS, 2109 Fern St., New Orleans, Louisiana.

FOR SALE—150 pairs Richardson's Roller Skates. C. E. CASTER, Ottumwa, Iowa. jal

FOR SALE—Complete Act for Vaudeville or Free Act. Comedy French Cafe. Big hit wherever shown. Scenery, Cuts and Act complete, for \$50.00. King Silver Slide Trombone, in case, good as new, \$45.00. Tent, good as new, 10x12 ft., cost \$50.00, for \$25.00. Ninety number Paddle Wheel, \$4.00. Pipe Trapezoid and Ring Rising, in strong shipping case, upright and guys, complete, \$20.00. Professional Model Suptone Banjo and Case, \$25.00. Acrobatic Knock-down Table, with pipe legs, \$4.00. Will trade any of this stuff for 16x24 Tent, Mandolin, Tenor Banjo, Tumbling Pad or Clown Props. GROTH BROS., Charter Oak, Iowa.

FOR SALE OR TRADE—Two Steam Peanut and Popcorn Machines Bargain. Have no use for them. HERBERT EVANS, 110 S. Elm St., Muncie, Indiana.

FOR SALE—High Diving Dives, Jazz Swings, Hang the Kaiser Ball Game, two Primo Large Lingo Troupe of four Doves and Props, Street Piano. HARRY SMITH, Gratz, Pennsylvania.

FOR SALE—150 ft. of Canopy, 100 ft. used one season two 20-ft. Corners for same, 320 ft. of 9-ft. Side Wall and Poles for same. First \$200 takes it. JULIA ALLEN, General Delivery, Wilson, N. C.

FOR SALE—47-key Niagara Band Organ Cylinders, 2, account of changing to cardioland. Best offer gets them. All letters answered. LEASE AMUSEMENT CO., 618 Salem Ave., York, Pennsylvania.

FOR SALE CHEAP—5,000 feet Side Wall, new, 8, 9 and 10 ft. high. D. M. KERR MFG. CO., 107 Madison St., Chicago. fe5

FOR SALE—Four small Wheels and Gears, suitable for small camera, \$20.00. Powers \$30.00. Adjustable \$15.00; pair Ozone Tanks, \$15.00. 30 reels of Films, \$10.00. No junk; all above worth three times price. J. MILLING, Alvid, Texas.

FOR SALE—The new patented Doll Rack Air Rifle Shooting Gallery. The biggest novelty offered for years in the concession line. An attractive amusement, a decided novelty, sure to catch the eye and hold the crowd. No large space required. No danger. Requires no experience. A boy or lady can easily operate it. Nothing to get out of order. For outdoors or indoors, parks, carnivals, fairs, penny arcades, pool rooms, stores or any public place. Appeals to all classes. Legitimate and skillful. Large earning capacity with small operating expense. Suggested. A combination of a Doll Rack and Shooting Gallery, two of the best and surest money-getters of all amusement game concessions, improved and condensed in one. HARRY SMITH, Gratz, Pennsylvania.

FOR SALE—Used Solid Gold Lord's Prayer Pin, in sealed glass tube, with special Spencer Demonstrating Microscope, smaller Bible on right and magnifying glass for Bible. Complete outfit, in A-1 condition, \$30.00. Also have one separate Solid Gold Lord's Prayer Pin, in sealed glass tube, in A-1 condition, \$8.00. Particulars free. A. ARMOUR 52d and Baltimore Ave., Philadelphia, Pa.

FOR SALE—One Chicago Stage Lighting Double Dissolving Stereophon, complete with large size lens and rheostat. Price, \$85.00. C. A. ROMMEL, 909 N. Ridgeway Ave., Chicago, Illinois.

FOR SALE CHEAP—One Electric Holcomb & Hoke Butter-Kist Popcorn Machine, Style No. 12E. Salted Peanut attachment, A. C. current, 110 volts, in perfect condition, used less than three months. Cost \$400.00; will ship in portable crate; will sell for \$190. Deposit \$20.00, balance C. O. D. Address F. B. BLAIR, 75 Weymouth St., Lowell, Massachusetts.

SACRIFICE Truck full Show Goods, \$25.00; Illustrated Recitation, \$5.00; Prince Alberts, Tuxedos. BOLLIN, 4829 Winthrop, Chicago.

FOR SALE—30-in. Circus Trunk, only used two weeks. For particulars write M. DOUGLAS, 30 Vesey St., New York City.

FOR SALE—A pair of Indian Tanned Riding Shoes, like new, and one Faney Vest of calf skin tanned with the hair on the outside. These cost me \$90.00. First money order of \$35.00 takes both. FRANK TRIMMER, 511 Eighth Ave., New York City.

FOR SALE—Electric Shooting Gallery and California Root Beer Stand. Best location in town. Established 5 years. Open Sunday. Year round business. Have other business. AMERICAN SHOWING GALLERY, 211 West 12th St., Kansas City, Missouri.

FOR SALE—Wonderful Slot Machine showing a small mounted two-headed Pig. Price, \$200.00. J. H. MILLER, 1200 Main, Buffalo, New York.

FOR SALE—Four Popcorn Machines and three Steam Engines; like new. T. BROPHY, 4810 W. Superior Street, Chicago, Illinois.

FOR SALE—2 Mills Iron Bells, \$50.00 each; 2 Cattle Iron Bells, \$60.00 each; 2 Cattle Silver Cups, \$70.00 each; 2 Cattle Iron Bells, \$35.00 each; 1 Mills Silver Cup, \$65.00. All machines in fine running order. One-third deposit with order, bal. C. O. D. GEO. HANDS, 123 Palmetto Street, Brooklyn, New York. de25

FOR SALE—Two Automatic Dime Slot Photo Machines made by the General Electric Co. for the Photo Machine Co., \$60 each, \$100 for both. FRED ERICK DORN, 809 Tampa St., Tampa, Fla. jal

FOR SALE—We buy, sell, exchange all kinds Slot Vending and Amusement Machines. SMORCH 64 Delaware Ave., Buffalo, New York. jal15

FOR SALE—All kinds of Repairs Roller Skates. Repairs for Union Hardware Wiggins Hardware Chicago Skates. Repairs cost \$5.00. First \$5 takes this. MACKS AMUSEMENT CO., 613 McDonough St., Sandusky, Ohio.

GREEN BAIZE, 45x27 ft., used for one performance, first-class condition, cheap. SALISBURY, 61 Ann St., New York City. jal

HAVE several new and exclusive Apparatus for sale. Finest Feather Flower Effects and others. Wanted—Push Velvet or Oriental Drops. Highest price paid for second-hand Apparatus of all descriptions. R. S. SCHLOSSER, 959 6th Ave., New York City.

ILLUSIONS, MECHANICAL SHOWS—Special built Curiosities, Magic Attractions, Nummified Curt Outfits, Pit Shows. Banners. W. J. COOK, 122 West Main St., Richmond, Indiana.

ILLUSIONS AND RANNERS made to order. Anything in Magic and Illusions. Enclose stamp. EASTWOOD, 243 Front, Portsmouth, Ohio.

JOB LOT SONG BOOKS—1,000 for \$40.00, 3,000 for \$100.00. Samples, 10c. QUACKENBUSH, Big Flats, New York.

LADIES' CARACUL COAT, MUFF AND POCKET-BOOK—Cost \$150. Has some wear, but don't show it. Can be easily changed to fit. To close estate will sell at \$40. J. P. REDINGTON, Scranton, Pa. de25

MILLS REBUILT QUARTER REELS \$100. TOTEM NOVELTY CO., Repairs and Rebuilders of Slot Machines, 205 South Ave., Aurora, Illinois.

MINUTE CAMERA AND SUPPLIES—Worth \$65.00. Sacrifice first \$30.00. Lot of Rope. BOX 32, Bessemer City, North Carolina.

NEGRO VENTURE, electric eye, splitting, etc., \$9. White Boy, like new, \$7.50; 9 Musical Skills, \$9; other Musical Novelties, Magic, Secrets, Lists. \$3. PINNY, 208 E. Pecan, San Antonio, Texas.

OLD SHOE TRUNKS FOR SALE—Just the thing for actors and actresses. ENTERPRISE LEATHER CO., 1419 Central Ave., Cincinnati, Ohio.

ONE LARGE CYLINDER PRINTING PRESS, one 10x15 Job Press, Paper Cutter, Stapler, Type, Electrotype. Everything for an up-to-date mail order printing and novelty business, cheap. Write QUACKENBUSH, Big Flats, New York.

ONE HUNDRED RYANSTER OVERCOATS, salvaged from underwriters' fire sale stock. Retail at prices from \$18 to \$35. Delivered at from \$11 to \$18. This is a money-back offer. Ladies' and gentlemen's models. J. P. REDINGTON, Scranton, Pa. jal

PENNY SLOT MACHINES—One Match Vendor, \$1. one Stamp Vendor, \$3.50; two Electric Shockers, \$6.50 each; twelve Perfume Vendors, \$7.00 each; 2 double slot Post Card Machines, \$12.00 each. HAL C. MOUDY, 201 Main St., Danville, Illinois.

PENNY ARCADE MACHINES FOR SALE—1 Milla Quartercase, \$10; 2 Mills Cabinet Picture Machines, \$25 each; 2 Mills Stand Picture Machines, \$20 each; 2 Mills Photograph Machines, \$50 each; 1 Mills Owl Letter, \$25; 3 Mills Wizard Fortune Teller, \$5 each; 3 Mills Electric Machines, \$4 each; 1 Mistle Wheel, \$25; 2 Cattle Picture Machines, \$25 each; 5 Rosefield Picture Machines, \$18 each; 5 Exhibit Postcard Machines, with Cards, \$35 each; 1 Letter, \$10; 1 Guess Your Weight, \$10; 2 Mills Scates, \$15 each; 1 Milla Perfume Machine, \$5; 1 Hat Blower, \$15; 1 Water Blower, \$10; 4 Peanut Vending Machines, \$5 each; 1 Auto Photo Scope, \$15; 1 Automatic Target and Rifle, \$65; 1 Wurlitzer 44-Note Self-Blower, \$125; 1 Harry Home, \$35. These machines are all like new and in good running order. Apply JOS T. LENTZ, 47 N. 7th St., Allentown, Pennsylvania.

REBUILT WARDROBE TRUNKS—At half original cost. Get lifetime goods at wholesale prices. REDINGTON CO., Scranton, Pennsylvania. jal

SAVREICE—Complete Lord's Prayer Pin Outfit. Best \$150.00 outfit ever shown. A money maker. Powerful microscope and pin. Used on Wirthman's Shows, \$35.00. First money order takes it. ETHAN A. BROWN, No. Ft. Worth, Texas.

RYDE VENDING MACHINES—Big hot latest style. LAWES, 1137 Vine St., Philadelphia, de18

SALE, TRADE One Bridge Ball Alley, one Skee-ball Alley. SHILARS, 830 West Tenth St., Oklahoma City, Oklahoma.

SERPENTINE DRESS, Sides and Tiara, \$25.00, cost \$75. Black, 8 1/2 Rib, Irish Wig, \$4.00 each. Big Fox Shoes, \$1.00. TEX HALEY, Troy, N. Y.

SECOND-HAND CARTOON ACT—Complete act, with shipping crate \$10.00, without crate, \$7.50; or 20 large Stage Cartoons, with Secrets, \$1.25; with two landscapes, \$2.00; this act can be worked by anyone; stamp for particulars. A. ARMOUR 52d and Baltimore Ave., Philadelphia, Pennsylvania.

SPIRIT CABINET (self sustaining), Curtains, Anna Eva Fay Upright Cabinet, 6 ft. 4 in. high; 5 ft. square, stool, folds into crate easily. Worth \$60.00, take \$25.00. GREAT MYSTIC, 2109 Fern St., New Orleans, Louisiana.

SLOT MACHINES—Four-minute Hexiplexion, \$47.00; Caille Weight Teller Scale, \$47.00; Caille Cadillac Scale, \$37.00; Oak Cabinet Talking Scale, \$10.00; Champion Four-Column Vender, \$5.00; 10 Rosenfield four-minute, D. C. 110-volt Phonograph, square oak cabinet, \$250.00; Two-Alreast, 24-lift, Jumpers Carousell, new kiosk top, Bulldog Engine, North Tonawanda Paper Vending Organ. Big bargain Two Carnival Wagons, vana two-horse and three-horse, cheap. New Airplane Game, complete, \$100.00. Evania 20-Door Horse Track, Advance Gum Ball Machines, \$5.00. JAMES MCCUSKER, 210-12 N. 8th, Philadelphia, Pennsylvania.

SIXTY HIGH-GRADE PHONOGRAPHS selling at \$125 to \$150. Purchased at Sheriff's sale. Every-one guaranteed to play all records or money back. \$55 to \$75. J. P. REDINGTON, Scranton, Pa. de25

SLOT MACHINES BOUGHT SOLD, LEASED, REPAIRED, EXCHANGED—We have for immediate delivery always, Mills O. K. Vendors, Ror and counter styles, Downy, Brownie, Check Boys Operator Bells, Caille Bros, Jack Pots, Pucka and Silver Cups, Watling Brownie, in fact, machines of all kinds and styles that are too numerous to mention. Repairing done by expert mechanics in a most up-to-date and completely equipped factory. Write for complete price list or let us know what you need or have to sell. Address P. O. BOX NO. 178, N. S. Station, Pittsburg, Pennsylvania. jal29

SPUDDRA, with double banner, \$65.00, Folding Ticket Box, \$10.00, Devil Club and Hauser, \$25.00; Pig Child, \$12.00, Allegator Girl, \$20.00, Brazilian Bear, \$30.00, Monkey Face Boy, \$15.00, Levitation, \$17.00, Raying Hand, \$20.00, Vanish Screen, \$10.00; Chinese Hat Illusion, \$20.00, Hucklebury Book, \$10.00; 120 lb. Double Wheel, \$12.00, Bull Illusion, \$20.00; Aerial Ball Games, \$7.00; Spark Coil, \$7.00; Palmist's Chair, \$10.00; Medical Battery \$7.00; Mind Reading, \$10.00; Drive Aft, Vault Escape, Cartoon Act, \$2.00 each. DOC HARRINGTON, 409 N. 4th, Reading, Pennsylvania.

TATTOO ARTISTS' OUTFITS, \$5.00 up. Send stamp. P. WATERS, 28 Monroe Ave., Detroit, Michigan.

TATTOOERS' CABINET—Six machines, switch, transformer, 200 designs, 200 stencils, 60 photos, ink, colors, tools, 500 impressions. Sell part or all bargain. Particulars for stamp. RHOEN MASSEY, 712 8th St., East Liverpool, Ohio.

THE NEW PATENTED JAZZ SWING is a decided novelty—sure to catch the eye—to get and hold the crowds. No large space required. No danger. Requires no experience; a boy or lady can easily operate it. Nothing to get out of order. For fairs, parks, carnivals and pictures it has no equal. Appeals to all classes. A large earning capacity with small operating expense. One of the surest, safest and greatest money getters of all the amusement concessions. The New Patented Jazz Swing, being light in weight, yet good, strong and safe, can be put up in less than two hours and can be taken down in still less time. The weight, about one ton, permits it to be run by a two or two-and-a-half-horse power gasoline engine—or steam or electric power. A small package when down, a big flash when up. Twelve coaches each accommodating two or three persons, or in a circle like a merry-go-round. Hooked on rods, same as horses, coaches swing out as Swing goes around. When Swing stops the patrons get on and off at the same time. Get the money quick in a fine style and neat as you care to see. HARRY SMITH, Gratz, Pennsylvania.

TATTOO PHOTOS of Tattooed Men and Women, \$2.00 per dozen. Send 10c for latest price list. HARRY V. LAWSON, Box 31, Norfolk, Virginia. de25

TATTOOING DESIGNS—Hand painted books. While they last, \$5 each. A real bargain. G. W. JOHNSON, 165 Washington St., Seattle, Washington. de25

THEATRICAL PEOPLE can save half of their luggage bill, slightly used trunks, all sizes and makes, at a saving of half, you pay for the goods, not the name. REDINGTON & CO., Scranton, Pennsylvania. jal

TOTEM NOVELTY CO., with their new equipment, are making a specialty of rebuilding iron or wood cabinet trucks into 25c play Quarter Bells. They are getting the big Jack now. Our workers are factory trained and we can repair or rebuild any coin operated machine built and can do the job thoroughly at reasonable prices. Machines bought, sold, exchanged. 205 South Ave., Aurora, Illinois.

TRUNKS—New and second-hand; built especially for road use. Trunks made to order. RAY SHOW PROPERTY EXCHANGE, 1945 N. Broadway, St. Louis, Missouri.

USED TENTS, Banners, Scenery, Light Plants, Chairs, Circus Seats, Circle Swing, Merry-Go-Round, Band Organ, Shooting Gallery. Complete Dramatic outfit. ROCKY MOUNTAIN SHOW SUPPLY, 805 Railroad Bldg., Denver, Colorado.

WE BUY, SELL AND REPAIR any kind of Slot Machines. Sell fronts our specialty. Let us know what you have or what you want. Have in stock now five Mills Iron Cabinet Bells, \$25.00 each; also two Caille Iron Bells, \$25.00 each; four Wooden Cabinet Mills Bells, \$50.00 each. Ship us Mills or Jennings' 5c Bell pre-paid and we will have it over to a 25c Bell for \$20.00. NOVELTY SALES CO., Kulpmon, Pennsylvania. jal15

I USE BALL VENDOR, with 10 Boxes of Gum, \$7. Peanut Vendor, \$4; Electric, \$6; Check Boy, need adjusted, \$12; 10 Ryde Gum Vendors, \$70; 15 Sets Stereoscopic Views for Picture Machines \$1; 5 Revolver Name Plates, \$125.00 for 5; 4 and 5-Shot Flat Gum Vendor, \$6 and \$7 each; Mirror Front used always. Ball Gum Vendor, \$1 each. VANCE SUPPLY HOUSE, 415 So. Loney St., Chicago, Ill.

3,000 OPERA CHAIRS—Steel and cast frame no junk; some good as new and guaranteed. No matter what you want in this line get quotations and save half. J. P. REDINGTON, Scranton, Pa. jal

SECOND-HAND SCIENTIFIC SOAP HUBBLE ACT—Good act for vaudeville, pit and side shows; creates a sensation wherever presented; complete act, with all things, cost, \$10.00, or Secret alone, with Holder Set, \$1.00; stamp for particulars. A. ARMOUR, 52d and Baltimore Ave., Philadelphia, Pa.

2 THEATRE TRUNKS in perfect condition. Sizes, 42 inches high, 30 inches wide, 44 inches long. \$15 each, \$2.50 cash, balance carrier. We issue no list, so state exactly what you want, giving all dimensions and write plainly. HIRSHAG THEATRE VENDOR EX., Dept. T, 1547 East 57th St., Chicago, Ill., Hackstone 7668.

90 REGINA, FOUR-MINUTE NICKEL-IN-THE-SLOT PHONOGRAPHS—Only \$25 each if taken at once. Cost new \$250 each. RINTAU LAND CO., Kaukauna, Wisconsin. jal

300 LEATHER BAGS AND SUIT CASES, salvaged from fire sales. Every one guaranteed. Sold and delivered at one-third original cost, \$5 to \$15 each. No junk, but goods that stand up. REDINGTON CO., Scranton, Pennsylvania. jal



100 SETS WHITE WEB HARNESS, Army Saddles, Army Canvas Covers, Army Bed Blankets, Horse Blankets, Large Church Bells, Army Turkish Bath Towels, Army Furniture, Quilts, Fire Department Hose, Large Campans, Army Tents, Rubber Boots, Oil-skin Coats and Suits, Coco Matting. E. J. KANE, 59 Ann St., New York. de18

Furnished Rooms

10 WORD, CASH. NO AD. LESS THAN 25c.

NEATLY FURNISHED, COMFORTABLE ROOMS, within three blocks from theatres. MRS. FOHRER 135 Delaware Ave., Buffalo, New York.

Help Wanted

10 WORD, CASH. NO AD. LESS THAN 25c.

MR PARKER WANTS ANIMAL MAN—Must be capable of training and exhibiting lions and tigers. Address Billboard, Chicago.

ON RECEIPT OF 50c IN SILVER, no stamps accepted. We will place all men and women to nice permanent home employment, making from \$10 to \$50.00 per week, according to your experience and time devoted to the work. Mention the work you want and full particulars in first letter and you will receive our prompt attention. NEW PREMIUM SYSTEM, Lock Box 343, Lowell, Massachusetts.

WANTED—Three Ladies, one a piano player, two excellent home entertainers. Open January 1. State salary UNDERWOOD COMEDY CO., Comstock, Wisconsin.

WANTED—Violin and Piano Leaders for combination Vaudeville-Picture Theaters. Must have good library. Seven days week. State all first letter. Address WOODSON, Billboard, Cincinnati, Ohio. de18

WANTED—Man Will Walker, for recruited act. NETTIE CARROLL, Colon, Panama, care Carroll Nelson Co. de18

WANTED—Old-time Horse Trainer, to break four menage high school horses. Write GEO. S. ELY, Belton, Texas. de18

WANTED—For big time vaudeville act. Male and female singers, preferably man and wife, from 18 to 25 years old. Must have strong voices and be able to harmonize. Address ARTHUR LEO, 110 Webster St., Hartford, Connecticut.

WANTED—Young, courteous trick bicycle rider or acrobat and juggler, for big sensation act. What can you do and lowest salary first letter. C. K. care Billboard, New York.

WANTED—Syncopating Jazz Hounds, for Cuba and Florida engagements. Boogie-woogie and agitators save stamps. Real fakery and readers. Must be top-notchers. Featured with Big Time Lunch. Age limit, 20. Nifty, good appearance, intelligent. Write, don't wait. GEO. L. MURPHY, Original Fiasco Fire, General Delivery, Miami, Florida.

WANTED—Several Young Ladies who play instrument, jazz and sing harmony. Address "NOVELTY," Billboard, Chicago.

WANTED—Natalia Top Tenor, 21 to 25; 5 ft., 4 in. to 5 ft., 2 in., to join male quartette formerly in vaudeville. Preferably one living in New York City. State experience, if any, and other particulars. BENNETT, care Billboard, Box No. C-3.

WANTED—Names and addresses of every lady and gentleman Ballroomist and Para-hute Jumper in the United States and Canada. Important information to all artists. BALLOONIST BEN GREW, 20 Waverly Court, Chicago, Illinois.

WANTED—Refined young lady to travel, to lecture in museum of anatomy show on ladies' day and sell tickets. Steady work. A good position for right party. Reply in care of Billboard. FRANK RENO, Cincinnati, Ohio.

WANTED—Violinist with library, to join at once. Permanent, 5 1/2 hours per day. No Sunday. Vaudeville and pictures. Five-piece orchestra. Salary, \$10.00. Wire STAR THEATRE, Monaca, Pa. de18

Help Wanted -- Musicians

10 WORD, CASH. NO AD. LESS THAN 25c.

PIANO PLAYER AND TRAP DRUMMER—For Dance Orchestra, nonunion. Must have dance pep and drummer must play xylophones. Good, steady position. Pay your own wages and R. H. fare. State salary wanted and when can join. Address P. O. BOX 216, Grand Forks, North Dakota. de18

PIANIST WANTED—Young lady, single, for Music Studio. State age, height and weight. Address VIOLINIST, P. O. Box 765, Philadelphia, Pa. de18

WANTED—Violin Leader, for feature picture theatre with library, who can cue music to fit theme of picture. Salary, \$15.00, 4 1/2 hours' work per day. No Sundays. Union or nonunion. Permanent. To meet at once. Address PHOTOPLAY, care Billboard, Cincinnati, Ohio. de18

WANTED—Pianists, Organists, learn pipe organ, theatre playing, exceptional opportunity, position. Address THEATRE, care Billboard, New York City. de18

WANTED—First-class Violin, Saxophone, Piano and Drums, with complete set of traps. Must be expert sight readers and able to transcribe. None others wanted. Salary, \$100.00 per week. FRED E. LEISHER, Burlington, Iowa. de25

WANTED—Male Pianist, to lead three-piece orchestra, Piano, Violin and Drums. Absolutely essential to picture theatres. Must be up to date on all popular music. Handle vaudeville one day a week. Six days, five hours per day. Must be A-1 picture player, as Violin and Drummer read and fake anything. Union job. State salary wanted. C. J. LAW, Manager Palace Theatre, Patna, Illinois.

MUSICIANS WANTED—For Concert Band; good jobs, good location. Clarinets, Cornets, Flute, Bassoon players wanted. Must play standard music. State experience and class of work you are willing to do. Iron workers, mechanics, clerks, etc. Write J. E. RUTLEY, Comstock, Ohio.

WANTED—Lady Pianist, about January 25. Combination house. Union scale. Permanent if capable. LEMIER, American Theatre, Enid, Oklahoma.

WANTED—Pianist with orchestra experience. Feature house, six days a week, four and one-half hours a day work. Salary, \$10.00 per week. No orchestra to play with. LIBRARY THEATRE, Warren, Pennsylvania.

WANTED—A-1 Jazz Piano Player, also Saxophone, doubling Clarinet. Must be real men, for traveling dance orchestra. JOLLY JESTERS' JAZZ BAND, Florence, South Carolina.

Information Wanted

10 WORD, CASH. NO AD. LESS THAN 25c.

ED MOORMAN—Let me hear from you at once. C. E. BERRY, General Delivery, Lincoln, Neb. de25

HARRY PERCY, Musical and Crayon Artist, will receive all mail addressed as William H. Clark, 611 Hudson St., New York City, New York.

HARRY BRADSHAW, formerly Thompson Scenic Co., communicate at once. PAUL SENNETT, Tiffin, Ohio. de25

MR. J. W. MARTIN, last July with Gate City Shows, or anyone knowing Mr. Martin's whereabouts, please write at once. Important news. MR. ED. CHRISTENSEN, 1010 Aurora Ave., St. Paul, Minnesota.

J. L. D.—Waste no more time. I must get in touch with you at once. You are absolutely free to come at any time. MOTHER E. M. D.

MEN, STOP GROWING OLD—Recover your youthful vim, vigor and vitality without drugs. Information free. W. P. MOYER & CO., Box 115, Freeburg, Pennsylvania. de25

Instructions and Plans

10 WORD, CASH. NO AD. LESS THAN 25c.

ADD SIX FIGURES FROM THIS PUZZLE to make answer 21. 1, 1, 3, 3, 5, 5, 7, 7, 9, 9. Two stamps brings answer, with interesting mail. DIXIE FLYER ADVERTISING SYSTEM, Winchester, Tennessee.

A GREAT OPPORTUNITY—Don't miss it. Secret of public speaking puts you wise. Amateur actors stage aspirants, home talent actors, public speakers, business men will learn something worth while. DR. WALSH, Publisher, 3318 W. 60th St., Chicago, Ill. de18

A NIFTY Twelve-Minute Juggling Act. No skill required. Twenty-five diagrammatic lessons only fifty cents. E. P. CONRAN, 2235 N. 4th St., Philadelphia.

A LITTLE KNOWLEDGE will get you more in this world than a strong back. 5 simple methods of removing tattooing, \$1.00. No expensive instruments. WILLIAM GIESE, 158 Goffe St., New Haven, Conn.

A JOKE—Two Views of Dixieland, 10c. You stamp, address, return. Mailed here free. Letters mailed, 1c. JAMES, DIXIE FLYER ADVERTISING SYSTEM, Winchester, Tennessee. de25

COMPLETE DETECTIVE COURSE—Prepares any one for duty; \$5.00 takes it. GUY HALLOCK, Duluth, Minnesota. de27

ELECTRICAL STAGE EFFECTS are expensive; make them yourself. Blue prints and simple instructions for making the wonderful scenic effects used in the big theaters. All made of common, cheap material. How to make Moving Clouds, Falling Snow, Fire Effect, Ocean Waves, Pouring Rain, Niagara Falls, Water Tipple, Running Water, Sheet Lightning, Zig-zag Lightning, Thunder, Rising Moon, Wind Machine, Spotlight, Price, 50c each. Not less than two sold. Worth many times the price asked for them. Here are two beautiful, original effects sold singly at \$1.00 each: Girl Carrying Rising Crescent Moon, Girl Carrying Rising Soap Bubble. SPONIGHT DAVEY, Hozman Bldg., Ephrata, Pennsylvania.

FIVE GREAT MONEY-MAKING SCHEMES, 25c, postpaid. P. KELLY, 5 So. 10th St., St. Louis, Missouri. de25

FLUTE, Clarinet, Cornet, Alto, Baritone, Bass taught. My own method. Write DIEGO SIMONE, Secretary, 207 21st St., Brooklyn. de25

FREE BOOKLET tells how I started a small Mail Order Business and made \$30 a week evenings, or send 25c for sample of article used. ALB SCOTT, Cohoes, New York. ja8

HYPNOTISM—X. LaRue's Short Method of Hypnotizing. Ten lessons for beginners, including mind-reading system, \$1. No looks. After reading these lessons should want further instructions. Prof. LaRue will personally answer one letter, not over five questions. Write address all communications to A. C. RUCH, Publisher, Winchester, Tennessee. de25

FREE CONTORTION—Front and Back Bending, Spills and others, with each order of Contortio Oil Compound for the joints. Plat, \$2.50; quart, \$3.75. Contortion without oil, 50c. D. C. FISHER, Box 181, New Castle, Indiana. ja11

FIFTEEN HIGH-CLASS ESCAPES mailed for fifty cents. E. P. CONRAN, 2235 N. 4th St., Philadelphia.

ILLUSION AND PIT SHOW PLANS—Lists free. ROBINSON, Mrs. Magellan, 40 Montgomery St., Boston, Massachusetts.

INSTRUCTION FOR A MAIL ORDER BUSINESS with a small capital. The entire work is carried on by correspondence and is strictly legitimate. Complete plan, 10c. W. LANGLEY, 25 Sycamore, Indianapolis, Indiana. de25

About This Season's New York Productions

JOHN E. KELLERD IN "HAMLET"

The Six-Day Bicycle Race is on at Madison Square Garden, and John E. Kellerd is playing "Hamlet" for three nights and a matinee at the Manhattan Opera House. The bike riders at the Garden do not go half so fast as Mr. Kellerd reads Mr. Shakespeare's lines most of the time. It is a pity, too, because his performance has many sound moments. The scene between the prince and his mother is most excellently played, and the speech to the players is intelligently read. The soliloquy is beautifully done, with penetration and knowledge of what it means. But, with the exception of these fine moments, the star appears to be in a hurry to get the lines off his tongue before the recollection of them goes from his memory. The whole performance resembles a volunteer fire department in its first months of existence racing to a blazing city hall. Brandon Peters is an intelligent and honest Horatio, and Freda Hindley is a clear-voiced, effective and girlish "Ophelia." Isabel Merson is very good as the queen. "The rest is silence."

Some day somebody will stage the slaughter Shakespeare intended the last scene to be and as common sense demands it should be staged, with the bodies of the victims of the tragedy strewn all over the palace floor. That will be when "stars" cease to be "stars," when blackbirds become canaries, and when the supporters of plays refuse longer to have their intelligence insulted, to satisfy the demands of an actor's vanity. Nevertheless, Mr. Kellerd deserves patronage for what he is trying to do, and he is not the only one who should know that "The play's the thing whereby..."—PATTERSON JAMES.

AGENTS, Fair and Carnival Workers, Salesboard Operators, Clerks, Clear and Confectionery Stores and Clubs, you can make \$75.00-\$100.00 weekly. A sure winner. Send \$1.00 for complete plan and instructions. LEWIS SHAMOCK, Box 137, Lockport, N. Y. de25

BATON JUGGLING—Complete course, one lesson. Graduate in half hour. No mechanical appliances. 50c. ERNEST LEWIS, 434 No. 11th St., Lincoln, Nebraska. ja1

BEST CONTORTION TREATISE, especially written by experienced contortionists. \$1. greatest Fire Wizard Act, original instructions, 25 Formulas, Secrets, \$1. PINNY, 208 E. Pecan, San Antonio, Texas. de18

"BECOME A LIGHTNING TRICK CARTOONIST"—Entertain in vaudeville, at clubs, fairs, etc. Send \$1.00 for 23 Comic Trick Drawings with Pattern and Instructions by a professional cartoonist. BALDA ART SERVICE, Oshkosh, Wisconsin. ja29

BROOKLYN MUSICAL INSTITUTE—In six months guaranteed voice placement, right tone production, perfect breath control, defective voices cured, injured voices restored. Special rates to exceptional voices. Three lessons free to show my method. Write DIEGO SIMONE, Secretary, 207 21st St., Brooklyn. de25

CAVE MYSTERIES—Wonderful tricks with ordinary deck. No skill required. 25c. HARRY BOWEN, 2 Holly Ave., Hamilton, Baltimore, Maryland. ja8

CHALK-TALKING PAYS—We furnish the ideas and guarantee satisfaction. Three programs, \$1.00 each. Satisfaction guaranteed. Particulars, FRIMAN'S CHALK-TALK STUDIO, Box 174 Perryville, Ohio. ja15

HYPNOTIC EYES—Brilliant flashes of red fire from eyes at will (sample included). New Ink Trick Hat, Dumbner's Pick-up, Chain Dematerialization, Vanishing Alarm Clock, 22 Fire Tricks, Asah, Onap, Auto Pillory, Plans of cheap Side Table, Spirit Ball (no contact), Palmist, Spider Web Silk. Entire set, with 24 Illustrations, only fifty cents. E. P. CONRAN, 2235 N. 4th St., Philadelphia.

COIN MONEY IN Pleasant, profitable Mail Order Business. Plans free. CHAMBERS PRINT WORKS, Kalamazoo, Michigan. ja1

BANJO TAUGHT BY MAIL IN FIVE LESSONS, 50c. PROFESSOR LEONARD, Glens Falls, N. Y. ja1

INSTRUCTIONS—How To Earn an Income Mailing Advertising Circulars. Tells where to get supplies cheap, how to save money on postage, etc. Complete plan, 25c. ALPHA ODLE, Farmington, New Mexico. de25

IT CAN'T BE BEAT—New Mindreading Act; silent code can be learned in an hour, one dollar. CHAS. BRUSH, 416 Denniston Ave., E. E., Pittsburgh, Pa. de25

MY WONDERFUL MENTAL GIFT removes bad habits of family or friends without the subject's knowledge; distance no barrier; gives new lease on life. You have this magic faculty, let me awaken it, let me help others why not you? Desires? Need sympathy? Success in business or love? Let me tell you the things you desire. Instructions, \$1. My distant personal treatment for success or any legitimate affairs, \$5 for 30 days. MRS. SHOCKLEY, 5011 Easton Ave., St. Louis, Missouri.

LEARN PIANO BY EAR in one week. Easiest system. None easier. Full instructions, one dollar, or stamp for particulars. "NEW METHOD," Box 359, Port Huron, Michigan.

LEARN MIND READING—My complete copyrighted act for two people covers five different "effects" only \$5. Send stamp for particulars to PROF. ZALANO, Tyrone, New York.

LEARN PIANO PLAYING BY EAR IN ONE WEEK—Complete course, \$1.00. Results guaranteed. STERLING SYSTEM STUDIOS, Mount Joy, Pa. ja1

LET THE DIXIE FLYER ADVERTISING SYSTEM distribute your circulars. Yours go where mine go. No mail particular where mine go. A trial 200 free. No obligations. Address A. C. RUCH, Manager, Winchester, Tennessee.

MAGICIANS, MINDREADERS—Greatest Sealed Bill Test. Positively guaranteed original. Single sheet paper that never leaves writer's hands. No salts, carbon or alcohol, \$2.00. Description and catalogue of original Spiritualistic Effects for dime. ED. FANLEY, 235 Burtles, Columbus, Ohio.

MAKE RARE PERFUMES AT HOME and sell them for big profits. Our formulas tell how. Complete set of ten for 50c. ALPHA ODLE, Farmington, N. M.

MEN, stop growing old; recover your youthful vim, vigor and vitality without drugs. Information free. W. P. MOYER & CO., Box 115, Freeburg, Pa. ja2

MAKE MONEY FOR YOURSELF—No agency, draft or tricky. No capital needed. Send stamp for free particulars. HARDY H. STONER, 1665 Columbia Ave., Indianapolis, Indiana.

MEN AND WOMEN—Learn barber trade. Rates reasonable. Catalogue upon request. Largest college in State, V. A. GILMORE, Manager, 309 E. Washington St., Indianapolis, Indiana. de18

MIND READERS—Unabridged Manuscripts at lowest prices. Improved Tachypsychography, 75 cents; Von Roy's Psychometry, 50 cents; Dr. Merrill's Second Sight System, 50 cents; Howe & Howe's Telepathy, 75 cents. E. P. CONRAN, 2235 N. 4th St., Philadelphia.

MIND READING ACT—Two people. Tell names, articles, etc., or your 15c back. FRED L. SMITH, Amsterdam, New York.

MIND READING ACT—Same method as used in all the big circus side shows. No better method can be obtained. Complete method, with 10 other big Side Show Acts, only \$1.00. QUACKENBUSH, Big Flats, New York.

MIND READERS—One hundred questions, with complete answers for male and female, for sealed letter reading, \$2.00. MAB-LOUISE PUB. CO., Sarsac Lake, New York.

MY WONDERFUL MENTAL GIFT removes bad habits of family and friends without the subject's knowledge; distance no barrier. Desires? Need sympathy? Success in business or love? Let me tell you the things you desire. Instructions, \$1. My distant personal treatment, \$5 for 30 days. MRS. SHOCKLEY, 5011 Easton Ave., St. Louis, Mo.

NOVELTY ENTERTAINERS' COURSE—Our camouflage big-time, top-notch Star Acts pass muster for genuine skill. Getttable for tips, wrinkles, schemes, layouts, trade secrets and real inside dope. Full evening's show carried in a portmanteau. How to build Commercial Traveller or Pastel Portraits, an easy, profitable, permanent business; no photographic or artistic ability; a bread-winner; terrific layouts. Enlarge and paint your own "Artorial Show Banners, Ornamental Fronts, etc., from any photo or design without artistic talent. This is with a "real mind" to every showman on earth. How to take a "Sunset View. Latest Reverse and Inverted Art Creations (patented standing back of canvas). Easy Pictures in Colored Sands. Four easily assembled Itaz Pictures (The Windmill Isals revolve). The Golf Ball, The Lightbulb (illuminated), The "Chicken," Faked Cartoon Act, faked up Genuine Oil Painting Act, Ecological, easy chalk evolutions with "hen-foot," Faked Tear-Out Pictures for Landscapes, Still-lives, etc.; Paper Tiddles (with model). Tear seven-foot Christmas tree from newspaper. Original Heart Chalk Charts, two in one, turnovers, etc. " perforated" sheets make you own without special outfit. Our Enlarging Schemes alone are worth a "mammoth mine" to cartoonists, sign painters, scenic artists, etc. Complete course of instructions (1,700 words) mailed for one dollar. E. P. CONRAN, 2235 N. 4th St., Philadelphia.

ORIGINAL RECITATIONS, Monologues, Platform Dilemmas. List for stamp. WALTER BEN HARE, Springfield, Missouri. ja15

PHOTOPLAYS—How To Write and Sell Them. The new, practical book on motion picture play writing. Tells the facts that the beginner must know. Everything from the ground up. Top, 50c, postpaid. Circular free. SCOTT, ALDEN & CO., 769 Spitzer Bldg., Toledo, Ohio.

PROF. KELLER'S Conjurers Telegraph, the greatest known "silent tipoff" for Rapping Haud, Skull, Bank Note, etc.; Hundo Wonder Bowl and Pasoda, fifteen diagrams to build. Creation of Woman, Pearls and Vanishing Lady, cheap bit, colorless Microchemistry, Vanishing Man (no props), Triple Suspension, Five methods to tear pack of cards in half, Thurston's Vanishing Piano and Lady, Hailstorm from Hat, Gent to Lady, Hauling Bran, Blood Test, Seven-foot Australian Wender Pant, Paper Bag Escape, Opening Speech, Snow Storm Egg, Chink Coffee and Milk, Blazing Hat Coll, Karmont Table Lifting, Vanishing Lamp, anyone can take. Make Fire-eating Material, Ink Lozenges, Magician's Wax and Contortionist's Limber Juice. Entire set, \$1.00. Mailed for only 75 cents. E. P. CONRAN, 2235 N. 4th St., Philadelphia.

PERSONAL MAGNETISM wins on the stage, in society and in business as taught by the World-Famous Edmund Shaftbury Course. Desires? Success? Low cost. Literature free. H. DRENNAN, Rochelle, Illinois.

PLANS, INSTRUCTIONS AND RARE SECRETS to do a Fire King Act. Requires no skill or experience. Any person can do it. Complete, 50c. PROF DE MILO, 19 No. 8th St., Reading, Pa.

PREACH A NEW WORLD CULT. Formulate your own rites. You'll find hundreds of followers and testimonials in every community. Big money in establishing centers of propaganda, schools, societies, field agencies from Coast to Coast. Instructions, 25c. A. FUCHE, care Billboard, San Francisco, Calif.

SEND ONLY 25c for my latest Fire Eating Act. W. WOOLEY, Peoria, Illinois.

SOME CLOSELY GUARDED MIND READING SECRETS, used by successful mediums, first time offered for sale. No assistants or expensive apparatus required. Ten Secrets, with full instructions, one dollar; well worth \$100.00. HARRY R. COLE, 409 South Halsted St., Chicago, Illinois.

"SPECIAL HOLIDAY OFFER" 20 typewritten pages original Money Making Instructions, Plans, Receipts, etc. Fortune for hustlers, \$1.00. You'll want more. CLIFFORD, 1825 Wainwright Ave., Chicago.

SPECIAL HOLIDAY OFFER Secret of Public Speaking helps the nervous and timid Educators. Gives courage. Kills fear. Postpaid, 2c. DIT. WALSH, Publisher, 3318 W. 60th St., Chicago, Illinois.

SPECIAL SERVICE MAGAZINE shows you how to establish a profitable business, start your own manufacturing, mail order, local. Start spare time. Sample copy, 10c. JAS. LEE, Farmington, Indiana.

WE STARTED our Mail Order Business and Magazine on \$1.92. So can you. Complete plan and sample copy of our Magazine sent for 25c. MILLER BIOS, Box 12, Westfield, New York.

WRITE TABLOID AND MUSICAL COMEDY PLAYS—Big money. Particulars free. CARTER, 919 7th St., San Diego, California. de25

\$300.00 TO \$400.00 CLEAR A WEEK. If you have any attendance. Prof. big outdoors. Why not indoors? No stock to buy or carry around \$1.00 bill tells you all. C. E. FULLER, P. O. Box 442, Burlington, Vermont.

In Answering Classified Ads, Please Mention The Billboard.

(Continued on page 166)

WHY WORK FOR WAGES?—Start business. Learn Auto Repairing at home. Illustrated book of instructions only 50c. WILLIAM MILLER, 8 1/2 Rebecca St., Hamilton, Canada.

Magical Apparatus

FOR SALE.

(Nearly New and Cut Priced)

3c WORD, CASH. NO ADV. LESS THAN 25c.

AM SELLING OUT my Magic Goods. Dress Suit, size 36, excellent condition, \$10; Hindu Loti, \$2.50; Vanishing Bowl Mystery, \$2.00; Sucker Dice Box, \$3.00; Chinese Wands and Cards, \$1.67. All goods in good condition and for sale. HARRY GALEN, 122 Allen St., Rochester, New York.

"AMAZA," the latest novelty, 60c. Circular free. SHAW, Victoria, Missouri. dec25

CIRCUS TRICK BOOKS, \$5.00 per 1,000; Changing Cards, \$4.00 per 1,000. Samples, 10c. QUACKENBUSH, Big Flats, New York.

COSTUMES—Beautiful Oriental, Satin, Silks, Colonial, Hindu, Chorus Assistants' Dress, a Hindu display. All most reasonable. ZELI, 198 West 89th St., New York.

COMPLETE MAGIC ACT for stage, sixteen items, for fifteen dollars. Stamp for list. LE VAL, 471 Carlton St., Buffalo, New York.

EXTRA! WONDERFUL! FREE!—We will send plans for escaping from any packing box and handcuffs for only 50c. We will include for a Dazzling Card Trick. Satisfaction guaranteed. We buy and sell Escapes and Magic Goods. KEYSTONE MAGIC COMPANY, 910 Rose St., McKeesport, Pennsylvania.

FINEST CRYSTAL GAZING BALLS, new and used. Magic, Secrets, Blueprints, Books, Apparatus bought, sold and exchanged. List for stamp. OTTO WALDMANN, 1450 First Ave., New York.

FOR SALE—Magical Apparatus, very cheap. Stamp for list. BOZIWICK, Box 532, Sag Harbor, L. I., New York. dec25

FOR SALE—Comedy Magic Act, Animated Drawing, Illusion, new Spirit Seance, Handout Act, Trick Handcuffs and Ice Irons, Mail Bags, Pillory Escape, Cabinet, Mind Reading Act, Dress Suit, Trunk, Lecture Sets and many other items at bargain prices. Lists for stamp. GLO. A. RICE, Auburn, New York. dec25

FOR SALE—A fine lot of Magical Apparatus, Tables, Illusions, in good condition; Tricks from Spookville, Vent. Figures and my new complete Mandala Act. Stamp for list. JOE BLACK, 1233 South California St., Stockton, California.

MAGIC—250 Magic Tricks, 10c. Photos, "Beach Beauties," Sample, 20c. Big illustrated catalog, 4c. TAYLOR, Box 1371, St. Louis.

MAGICAL GOODS—New Illusions, Escapes, Milk Cans, Mail Bags, Handcuffs, Strait-Jackets, Side Show Attractions, Professional goods of all kinds. Talking Vases, Buddhas, Mind Reading Outfits. Big catalog free. We buy and sell goods that are in good condition—bought, sold and exchanged. Send list of the effects you do not use. Write HEANEY MAGIC CO., Desk 406, Berlin, Wisconsin. dec25

MAGIC APPARATUS AND BOOKS—Large lists of real bargains, 6c. ED FANLEY, 235 Buttes, Columbus, Ohio.

"MARVEL"—The ball with psychic power. Never anything like it before. A scientific triumph that will baffle and entertain the whole world. Every magician, doctor and scientist should possess one. Stamp for interesting literature. PROF. MILES, 49-51 Summer St., Trenton, New Jersey.

NEW EUROPEAN MAGIC, Effects, Tricks, Illusions ready for shipment at PROF. M. RODCANO, 496 E. 156 St., New York City. dec25

PEDESTAL ILLUSION—Consists of pedestal, on which lady stands. Screen placed around her and she disappears. Or can be used for production. \$15 takes it. HEANEY, Berlin, Wisconsin.

PRODUCTION TRICK, \$10.00; Wonder Screen, \$7.00; Fish Bowl Production, large 10 1/2 inch tube, heavy work, \$22.50. Send stamp for lists. Illusions and Banners to order. Flower Growth, \$6.00. E. EASTWOOD, 243 Front, Portsmouth, Ohio.

SPECIAL HOLIDAY BARGAIN SALE or Superior Magical Apparatus and Illusions, new and slightly used. The finest Feather Flowers in this country and the most reasonable. Large lists free. ZELI, 198 West 89th St., New York. Successor to Zelo, Schlosser, Barlad, Magic Co.

SPIRIT PUMP—Pumps water or water on command. Set pump in yard, go into house, close doors, command pump to pump, and either water or water will come out spout, pump handle going up and down. Can be placed in center street, stage or under any conditions. \$75.00. Water only, \$50.00. Hunter's Rocking Chair. Place anywhere. Books at command, \$75.00. Spirit tables; rings; lists; blows horns, spirit rapping, strike match, light lamp in cabinet, then blow out. \$80.00. Mystic Automobile. Send down street, turn around, bring back, \$100.00. Sing my entire act, including 6-ft. Submarine. A. students operated from a distance or through walls by the new science, "Spirits of the Ether." The instrument that operates all devices is carried in hip pocket, with key in front pocket or wrist. Positively no wires, strings or film. Every device works whenever you wish it to by press of key, or an assistant can do it. Greatest invention of the age. A spirit could not do more. If you want something good this is your opportunity. JOHN W. BAUGHMAN, Ethereal Expert, Ashtabula, Ohio.

TABLE DRAPES, Box Mystery and Bag, large circular Chinese Fans, lot Tricks. TEX BAILEY, Troy, New York.

TALKING AND WHISPERING SKULL—Guaranteed. \$35.00. ED FANLEY, 235 Buttes, Columbus, Ohio.

1,000 PAPER FLOWERS, not used, but "sounds" each, 2c. Talking Vase, \$50.00. Nickel-plated Center Table base, wonderful article, \$10.00. Desires, very sensitive, complete new \$18.00. Thayer's Rascal Card Tray \$6.50. Rapping Hand \$11.00. Giant Wand Drawer Box \$9.00. Tridles Tattler Anchor \$4.50. Hinged Dice Table \$3.75. Colored Hand-drawn Tasket, \$3.75. Invisible Hinges for Escape Tricks, \$5.00. pair, \$2.00. Heart Luffs \$1.25. Traps Leg Irons \$5.50. Bean Leg Irons \$5.00. Pick for Year-long Luck, 50c. for Year and Cornish Picklock, 50c. for Bean Cuffs, 50c. Wrist Snappers Escape 75c. Clap Dial Thread Method Hand, Plain Dial and Hand \$7.00. with beautiful gold numerals and metal case \$10.00. Down's Art of Magic, \$6.00; Fifty Years in Magic Circle, \$6.00; Goldstar's Art of Magic, 1919-20, \$3.50. Magical Originalities, \$1.75; Magic and Its Progress, \$2.50. We have about everything in Magic, Flowers, Books, etc. Try us. Four catalogs free. B. L. GILBERT, 1135 So Irving Ave., Chicago, Ill.

Manuscripts, Sketches & Plays

2c WORD, CASH. NO ADV. LESS THAN 25c.

A NEW ACT FOR \$1.00. My new Monologue. It's all new material. Look it over. CERRY NOVELTY CO., 2213 Elizabeth, Des Moines, Iowa.

A-1 MATERIAL—Blackface, Wop, Tramp, Monologue, \$1.00 each. Guaranteed sure-fire. Laugh in every line. New Tuttle Song, novelty, with comic circus spiel, \$1.00. Comedy Song, "On Her Veranda," three choruses, \$1.00. A wonder. Six End Men's Gags, \$1.00. Real ruff getters. Brand new Suit Song, \$1.00. New Suit Recitation, 50c. Roaring laugh all the way. "Apartments for Rent," \$1.00. New Scotch Comic Song, with comedy patter, \$1.00. Recitations: The Boob, the Lohster and the Wise Guy, The Cockey's Dream, The Law of the West, The Whip's Car, The Bombhead, Izzy, Shut Up—Your Mouth, Perhaps, Don't Do It, Girls, Aw, G'wan! The Jew's Dream, Xmas Eve in the Guardhouse, With All Her Faults I Love Her Still, Not Recitation, The Lanching, He Never Came Back, Three for 90c, seven for \$1.50, ten for \$2.00. Three side-splitting Parodies on the latest songs, each, or three for \$1.25. Merry Xmas to All. Yours truly, FRANK LANE, 472 High St., Medford, Massachusetts.

A BRAND NEW MONOLOG, \$1.00. Runs 10 minutes. Suit any character. Packed full of wise cracks that can't miss. Every line a howl. You'll say it's the best you ever used. MANHATTAN SONG CO., 214 W. 34th, New York. dec18

ANY KIND OF AN ACT YOU DESIRE FOR \$1.00—Talking Acts, Playlets, Sketches, Monologues and Musical Comedy Scripts that are box-office attractions. Send stamp. Money order. JOHN KLANE, 1431 Broadway, New York. dec25

A PLAY OF LOVE, REMORSE AND REVENGE—"This Biblical play will ring down the ages. Beats 'The Wanderer.'" Magnificent king lead, dashing prince villain, affecting mother role. Many strong parts. Also four big rhymed readings: "Last Voyage of Deean Queen," "Holise and Abeldar," "Zear's Last Night," "Miracle of a Mother's Heart." Also many comedy Happy Hounds and Dramatic Recitations. Valuable book for every performer or reader. Ask for "Son of Bath-she-ba." Acting rights, pictures, portrait, all for \$1.00. Get this dazzler. TREND P.B. CO., 655 99th St., Brooklyn, New York. (Nutsun Inn, only \$1.50. Jack Lord says this is a riot. Roadhouse exterior. Plenty song openings and bokum situations. List free.) dec25

ARE YOU LOOKING FOR HIGH-CLASS SURE-FIRE material that will increase your salary or will you buy a library full of cheap junk that you will never use? I will sacrifice hundreds of dollars worth of sample material to give you the high standard of my work. Monologs, Two-Men Acts and Man-Woman Acts, \$2 each. Worth one hundred times the price to you. No profit for me. Only profit to you. This offer will pave the way for more and larger orders. Act now. Parodies free with order. Material written to order at lowest terms. ARTHUR T. CROSS, Vaudeville writer, 31 E. 10th St., Boston, 26, Mass. Interviews by appointment. dec25

IF YOU WANT GOOD BOOKING get good material. I got it. Curry's Monologue, \$1.00 by mail. CERRY NOVELTY CO., 2213 Elizabeth, Des Moines, Ia.

ARTISTS, ACTORS AND ACTRESSES—For special material to order get my terms. Also sample, Blackface, Jew and Irish Special Monologs, \$2.00. My Irish stories, entitled " Cassidy," \$2.00. (Interview by appointment) EDDIE O'CONNOR, Suite 405, Astor Theatre Building, New York. dec25

A SURE-FIRE HIT IS YOURS FOR \$1.00. Copyrighted Monologues, any character, snappy material. Send \$1.00 for sample. LATICO STUDIOS, 1780 E. 9th St., Cleveland, Ohio. dec25

ATTENTION, PERFORMERS!—Get my prices for original Material of all kinds. Special Songs written. Sample Monologs, \$1.00. P. H. SOMMERS, 1316-1318 Sheffield Bldg., Cleveland, Ohio.

ATTENTION!—If you are in need of new material please remember I can be of material help to you. JOHNNIE BEVINGTON, Vaudeville Writer, Youngstown, Ohio.

ATTENTION—Actors start the New Year right by getting our offer on stock acts, with short cast. Original acts written to order on short notice. You can go wrong by using our acts. Producing Managers get our offer on big-time copyrighted acts, with three doubles in cast. This work is something new in the comedy line. Everybody write. All letters will be answered. HURLEY, Box 400, Hamilton, O.

RIG TIME ACTS and Songs at a price all can afford. Send for listing of inferior material. Get my terms. COGILAN, Billboard, New York City. dec18

BOOK PLAYS FOR SALE—Royalty free for Lease; send for lists; established in 1891; also complete list of Broadway, New York. REXBERT'S DRAMATIC EXCHANGE, 36 W. Randolph St., Chicago. A. MHO Bennett, Manager. jan8

BURLESQUE SCRIPTS, with lithographed paper for advertising. CARTER, 919 Seventh, San Diego, California. jan25

DRAMATIC SUCCESSES FOR LEASE OR SALE—Will lease or sell outright my copyrighted dramatic successes, namely, "A Victim of Sin," "A Brother's Sacrifice," "A Millionaire's Daughter." All high-class, original dramas. No junk! Reliable managers who want big business dramas write. I will do dramas to your order. DELBERT D. VINTROBE "Playwright and Producer," Rutland, Illinois.

MONOLOGUE—A sure hit for comedy or straight. Typewritten copy, \$1.00. It's full of pep. CERRY NOVELTY CO., 2213 Elizabeth, Des Moines, Iowa.

DUKES STANDARD SPIELS AND TALKS—1921 edition now ready. Copyrighted Talks and Spiels on Magic, Black Art, Hindu Hypnotism, Mind Reading, etc. Vaudeville, Escapes, Getaways, Mysteries, Craven Parties, Shadowgraphs, Astrology, Tattoo, Punch, Spiritualist Medium, Freaks, Circus Side Show, Ghost, Wild West, Ten-in-One, Plantation, Dog and Pony, Musical Comedy, Big Super Twenty-fourth Hawaiian, Athletic, Motion Picture Talk on Resemblance and Medicine Shows. Twelve new, intelligent features for Ten or Twenty in One Shows. How To Promote the Chauchauqua, Automobile Shows, and other dope for real showmen. It just fits the pocket. Price 25c. WM. H. DUKE, 811 4th St., Three Rivers, Michigan.

EXCLUSIVE ACTS WRITTEN TO ORDER, \$25 up. "LESIE." Box 1155, Tampa, Florida. mar25

FOR SALE—Valuable original inventions patented and unpatented. Also original Plays, Stories, Songs, Poems. Publishers and promoters are invited to cooperate. R. & L. MANHART CO., 18 N. Kedzie, Chicago, Illinois. ce25

FUNNY PARODIES—"On the Shores of Tripoli," "Hold Me," "Feather Your Nest." 50c each, three for \$1.00. OTTIE COLBURN, 13 Clinton Ave., Brockton, Massachusetts.

MAN, WOMAN FEATURE VAUDEVILLE ACTS—Rich comedy. \$1.00, three for \$2.00. G. WEST, Billboard, Cincinnati, Ohio.

MERRY CHRISTMAS AND HAPPY NEW YEAR—Start the new year right by helping me uplift the stage. Buy my laugh provoking and heart throbbing acts. "SID" SINGER, Baltimore, Maryland.

MINSTRELS—Ten pages Jokes, Gags, Stories, Build Up Material, \$1.00. BOLLIN, 4829 Winthrop, Chicago.

MY NEW MONOLOGUE, typewritten, \$1.00. A Hit in every line. It's brand new. CERRY NOVELTY CO., 2213 Elizabeth, Des Moines, Iowa.

MONOLOGS, Talking Acts, Crossfire Jokes, etc.; two males or male and female. Six typewritten sheets of guaranteed topical material for \$2.00. L. H. HOSWICK, 307 N. 25th, Billings, Montana, dec25

MUSICAL COMEDY SCRIPTS, all new; Comic Songs, Monologues and Plays. CARTER, 919 Seventh, San Diego, California.

MR. PERFORMER—Let me write that new act, sketch or monologue for you. Satisfaction guaranteed. Terms for a stamp. JOHNNIE BEVINGTON, Youngstown, Ohio.

NEW MONOLOGUE—Just finished, entitled "The Fruit Family." It's a scream. Snappy punch lines. Sure laugh getter. Also two Parodies on late song hits. Send one dollar today. PAUL N. LEWIS, Box 15, Brookfield, Missouri. dec18

NEW SKETCHES—"Not a Hit as He Thought," "Widow and Widower," "Servant Problem Solved," "How She Got a Husband," "Not a Criminal After All"; Musical Book Number Five, just out, 25c each; five Monologues, 75c. 1921 Catalogue Plays, Farces, Monologues, Makeup, Lucerne, 2c; free with order. STANTON AMUSEMENT CO., Norwich, N. Y.

NOVELTY ACT (single), male or female, \$35; Dramatic Sketch (team), \$50. Write BOX 1155, Tampa, Florida. jan15

NUT COMEDY—Five pages Squirrel Food, typewritten, \$1.00. G. WEST, Billboard, Cincinnati.

ORIGINAL, SNAPPY VAUDEVILLE ACTS and Special Songs written to order. Guaranteed original material. Reasonable prices. Get acquainted. J. C. BRADLEY, 557 Greenwich St., New York. dec25

PARODIES on all hits. Sample, two bits. CHARLIE WATERS, 92 Burgess Place, Passaic, N. J. dec25

PLAYS—\$15.00 royalty a season! Special: Irish Comedy-Drama. Special paper for same. Stamp for catalog. STAGLORE PLAY CO., 1400 Broadway, New York. jan8

PRODUCING COMEDIANS, ATTENTION!—If you want real Musical Comedy Scripts, with new plots, clean comedy and full line of lithographed paper, get my list. Also Comic Songs, Opening, Closing Numbers, Hits and Parodies. CARTER, 919 Seventh, San Diego, California. dec25

START THE NEW YEAR WITH A NEW ACT. My Monologue will put you over. \$1.00 gets it. CERRY NOVELTY CO., 2213 Elizabeth, Des Moines, Iowa.

PLAYS—New, original, typewritten Plays. Small cast. WILLIAM & JOSEPHINE GILES, 933 Dor St., Toledo, Ohio. dec18

PLAYS—Musical Comedy, Vaudeville Acts, Minstrel Shows, catalog just out on the order. Get one. Send 2-cent stamp. NEW YORK PLAY BUREAU, 2665 Decatur Ave., New York. dec18

RECITATIONS—Choice 3 for \$1.00. Personally typewritten; scintillatingly comic; tearfully dramatic; thrilling; heroic, etc. 3 typed pages Jokes, Gags, Stories, Encore Talks with each order. "Swore Off" (great dramatic-temperance), "Christmas in Workhouse" (pathetic, tearful), "Mickey" (great comic), "You'll Be Surprised" (jovial), "Dreent Day" (comic), "Baseball Fluncheon" (extremely laughable), "Sweet Nut Recitation" (great comedy), "Mother" (sweet encore piece), "Finished Fight" (exciting, thrilling), "Blue Velvet Band" (dope dramatic), "Hiss" (Italian), George Bergan's favorite, "Vanished Romeo" (original comedy), "Father" (great encore comic), "Gunga Din" (popular war-time), "The Plea" (personally recommended dramatic), "Spill of Yukon" (exciting Northern). Keep this list. Entire collection, \$3.00. What's your favorite? Yes, I have it. Headquarters for Recitations. Enclose by Appointment. BOLLIN, 4829 Winthrop, Chicago. 5 Pages Vaudevilleist Dramatist Material, \$1.00. You'll want more.

ROAD SHOW MANAGERS—Get list of scripts, Musical, Tab, and Burlesque, with full line lithographed paper. CARTER, 919 Seventh, San Diego, California.

SEND YOUR MOVING PICTURE STORY TO ST LOUIS IMITOPLAY REVISIONS, 1919 Cora Ave. St. Louis, Missouri. dec25

"SPECIAL HOLIDAY OFFER"—Five great Recitations and 15 assorted typewritten pages. Build Up Material, \$1.00. You'll want more. "BOLLIN," 4829 Winthrop, Chicago.

SINGLES, LOOK—I will sell sure-fire Monologues I use myself, for \$1.50, or \$2.50 for both. VAUDEVILLE P.B. CO., Billboard, Cincinnati.

STOP, LOOK AND LISTEN!—Are you in the market for a new act or monologue? If so, letter write me today. Terms for a stamp. JOHNNIE BEVINGTON, Vaudeville Writer, Youngstown, Ohio.

THE WINNING SPIRIT—A play that lives up to its title, with plenty strong situations. Will recede to only a limited number of managers. Will protect same in leased territory. Script sent for reading on request. Write THE MARK T. BLAIN COMPANY, Minneapolis, Minnesota.

I FRAME UP complete Vent and Comedy Mystery and Juggling Acts, Illusions, Escapes, Mind Reading, Crystal Gazing and Spirit Cabinet Acts. Comedy Tricks for Chorus. Stamp for list. Address HARRY HELMS, 669 1/2 Washington St., Milwaukee, Wis.

3 KNOCKOUT PARODIES FOR \$1.00, or 50c each. Comedy \$1.00 each. "Let Test of World Go Ity," "Boss of Washington Square," "My Baby's Arms." Everyone a positive hit. America's well-known vaudeville Author, RAY HIBBELEB, 4040 Dickens Ave., Chicago. dec25

VENTRILOQUISTS—Ten pages Dialogue and Extra Build Up Material, \$1.00. BOLLIN, 4829 Winthrop, Chicago.

25c BUNGS HECTOGRAPH—Manuscript copy of two wonderful new melodies. Not published. You get words, published or use it as fox-trot or one-step. Your composer. CHRISTIE STUDIO, 2321 5th, San Diego, California. dec25

150 NEW PARODIES, 25c; 100 Recitations, 25c; New Joke Book, 25c; 10 different Acts and Monologs, 50c. Or send \$1 for all. Catalog of Sketches, Plays, Witka free. A. E. REIM, Station 13, Milwaukee Wisconsin. jan19

\$2.00 WILL PUT YOU in touch with a writer who has sold stuff to Judge, Motion Picture Magazine, Classo Magazine, Photoplay Magazine, etc. My songs have been sung by headliners. On another page of this issue is one of my sample parodies on Tripoli. I want to get acquainted with you. For \$2.00 I will send my two best-selling comedy poems on Rebe Ruth, my three funny parodies on "Tripoli," "Hold Me" and "Feather Your Nest," and my comedy song hit, "She Found Him." If you want funny stuff it's here. OTTIE COLBURN, 13 Clinton Ave., Brockton, Massachusetts.

I FURNISH THE GOODS, you do the act and collect. My Monologue will do it. By mail, \$1.00. CERRY NOVELTY CO., 2213 Elizabeth, Des Moines, Iowa.

Miscellaneous for Sale

4c WORD, CASH. NO ADV. LESS THAN 25c.

"AMAZA," the latest novelty, 60c. Circular free. SHAW, Victoria, Missouri. dec25

TATTOO DESIGN BOOK—Hand-painted and up-to-date. Send 10c for price list. HARRY V. LAWSON, Box 31, Norfolk, Virginia. dec25

CIRCULARS MAILED—100 for 20c. Try us. CHRISTMAS CARD CO., 53 E. Houston St., New York.

COMPLETE MAGIC ACT—Trunk full of Magic, cost \$150; sacrifice for half price. First-class condition. List for stamp. MISS MARY McDONALD, 5792 Ingham Ave., Detroit, Michigan.

HAVANA CIGARS—Why pay high prices for Cleart? We are offering Prima Linda Havana Cigars to the box trade at wholesale prices. MITCHELSON'S, Mfrs., 433 Lenox Ave., New York. dec18

FOR SALE—One handsome Ohio Drop and one Garden Street Drop, both 23x38 feet. Both painted on best canvas and in good condition. Would cost new \$600. Will sell for \$300. E. S. BRIGHAM, 808 Victor Bldg., Kansas City, Mo. dec18

FOR SALE—Florida Fruit, \$3.00 box. Fifty Havana Cigars, \$3.00. J. R. TAYLOR, Tampa, Florida. jan1

HAVANA CIGARS BY MAIL FROM FACTORY—4 1/2 inches, straight shape; soothing, fragrant; at \$3.50 per box of 50. A splendid Christmas present. Send your order and remittance to A. RAMIREZ & CO., Manufacturers, P. O. Box 994, Tampa, Fla. Satisfaction guaranteed or money refunded.

HAVE YOU ADDED those classy Photos of that beautiful dancer, Flozari, to your collection? Order some today. Sample, 15c. RED WATSON, Hotel Hannah, Cleveland, Ohio.

LUMINOUS PAINT—Shines in the dark, 25c, 50c and \$1.00 bottles; Luminous Ink, 25c. Lightning Ink Erasing Fluid, 35c; Eureka Silverplating Solution, plates brass, copper, nickel, electroplating, simply rub it on, brilliant and durable, 50c bottle. A. R-MOOR, 324 1/2 Baltimore Ave., Philadelphia, Pa.

ONE HENBAR PEANUT AND POPCORN WAGON, come as new. E. HENA TRUNK CO., 106 N. Fifth-st. St. Louis, Missouri.

PAIR NEW CHEVALIER FIELD GLASSES for \$5.00 cash. CLARENCE FULLER, Lock Box 412, Burlington, Vermont.

PORTABLE PHONOGRAPHS—Play and carry all records. Powerful double spring motor. Splendid tone. Satisfaction guaranteed. Particulars free. Price, \$20, postpaid. JOHN PRESCOTT, 1000 Van Ruren, Chicago. dec25

REPROS, \$11.00 per hundred, from 4 positions. Send your money order with return postage and receive your work in a week. MARTIN E. FRIEDMANN, Theatrical Photographer, 112 N. La Salle St., Chicago. jan1

SAFETY RAZOR BLADES resharpened; one edge, 2c; double, 3c each. Double specialty blades can be sharpened many times. NEW YORK EDGE CO., Glen Cove, New York.

TATTOOING DESIGNS—The best on the market. Send 10c for price list. HARRY V. LAWSON, Box 31, Norfolk, Virginia. dec25

WANTED!—All professional people to come to Toga. Toga, mineral water resort town. Stop at Wilson Hotel. Special rates given profession of \$40.00 per month, including the famous mineral baths. Makes a new person out of you. Run by professional people and on two roads. Katy and T. & P. J. T. HARTMAN, Mgr., Toga, Texas. dec25

3 XXX TAYLOR TRUNKS, all in perfect condition. Circus, 18x19x21, \$12.50 each. One Steamer, 13x16x22, \$18. Half cash, balance carrier. CHICAGO THEATRE WRECKING EX., Dept. T, 1547 E. 57th St., Chicago. Tel., Blackstone 7668.

12 GAY LOVE LETTERS!—Read two ways—every other line with 4th 10c. AGENTS' EXCHANGE, Dept. C, 515 W. 4th St., Cincinnati, Ohio. jan22

10c AND NAMES AND ADDRESSES of five of your friends and we will forward you 50c assortment of Christmas and New Year Cards. CHRISTMAS CARD CO., 53 E. Houston St., New York.

500 MILLI NAMES FROM 12 VILLAGES, \$2.00. 1,000 Auto Drivers, \$5.00; 8,000, \$22.00, 18 Words in 100 Mouths, \$3.00; Inrh, \$10.00. PEOPLE'S SUPPLY CO., Rome, Georgia.

1,000 KNIVES FOR RACKS—11 kinds, \$58.00, 500, \$30.00; samples, 75c. Daggers, \$6.00, \$7.50 and \$12.00 per dozen. Three sample Daggers, \$2.50. One dozen assorted Brass Pins, \$36.00; 100 Rings, \$2.50. A. W. HOWNEN, Marshall, Michigan. jan1

Music and Words

(COMPOSED, ARRANGED AND REVISED)

5c WORD, CASH. NO ADV. LESS THAN 25c.

ATTENTION! SONGWRITERS! Investigate our proposition. We can market your song-poems. SINGERSONG STUDIO, 1547 Broadway, New York. dec25

In Answering Classified Ads, Please Mention The Billboard.



ARTISTS—Why not sing your own? Melody to your lyrics. \$3.00. Jazz or ballad. Immediate service. MANHATTAN SONG CO., 214 West 37th St., New York.

ARTISTIC TITLE PAGES SELL SONGS—Have your title pages made by the same professional artist who produces designs for such leading publishers as J. H. Remick & Co., Waterson, Berlin & Snyder, Foster Music Co., G. Schirmer, etc. Artists and many others. We do not publish music, but we specialize in artistic title pages that sell your songs. Mail us a copy of the words of your songs today for a free estimate. WILSON ART STUDIO, Republic Bldg., Chicago. ja1

FREE INFORMATION TO SONG WRITERS—Arrangements from lead sheet, \$5.00. Orchestration, \$75.00 each part. CLARENCE KRAUSE, Box 162, Dallas, Texas.

LYRIC WRITERS—Your Poems revised, original Melodies written, artistic Piano Accompaniments arranged, \$7.50 for each song. Why pay more? Quality and service guaranteed. P. H. SOMMERS, 1316-1318 Schofield Bldg., Cleveland, Ohio.

LYRIC WRITERS—Lyrics revised, \$1.00; rewritten, \$3.00. Lyrics written to order, \$5.00. Perfection guaranteed. JAMES AMOROSO, 3531 White Plains Ave., New York.

LYRIC WRITERS wishing musical settings of merit by an artist of sterling reputation, and honest and prompt service, enclose \$10.00 with lyrics on any subject and of ordinary length, and send to AUGUST HALTER, Dept. C, 4160 Ellis Ave., Chicago.

MERRY CHRISTMAS—JAMES W. CAMPBELL, Lyriat, 42 Harrison St., Hartford.

MUSIC COMPOSED TO SONG-POEMS Prices reasonable. CHRIS OWNSLEY, Amlin, Ohio. jan8

MUSIC COMPOSED TO SONG-POEMS—Special offer. GARDNER STUDIO, Mt. Joy, Pennsylvania. dec25

MUSIC—Publish and secure a copyright; submit poems on any subject. THE METROPOLITAN STUDIO, 914 S. Michigan Ave., Room 223, Chicago, Illinois.

MUSIC MANUSCRIPTS corrected, arranged and prepared for publication from crude copy or dictation. Melodies harmonized and arranged with attractive piano accompaniment. Compositions perfected. Ideas developed. Expert arrangement for Band or Orchestra. ROBEY JACOBSEN, 2633 Milwaukee Ave., Chicago, Illinois. ja1

NEARLY EVERYTHING KNOWN IN MUSIC—Save money on your instrument. Write for prices. W. M. E. GILES MUSIC STUDIO, Blanchard, Wash. ja1

NOTICE TO SONG WRITERS—If you have been disappointed regarding your song, by all means try us if you want real good melodies to your lyrics. We don't claim to make you rich, for the public is judge, but we do claim to give you an original melody with a real swing, far better than some of the published songs now in circulation. We also have a plan on how to get songs published free. It's yours for the asking. Give us a trial after you have tried the others, and see results. A word to the wise is enough. THE AMERICAN MUSIC PUBLISHING COMPANY, 223 Alexander Ave., New York City.

POEMS WRITTEN FOR \$10; set to music, \$12. For your approval as to my ability send 25c for one of my songs. E. L. FAIRBANKS, Eureka, Kansas.

POEMS SET TO MUSIC FREE, and published free, on commission. SONGWRITERS' EXCHANGE, North Halsted, Chicago. ja8

SATISFACTORY MUSIC—Real Melodies and Piano Arrangements Guaranteed. My work is nationally known. Publishers' Directories free. Dictionnaire (big seller), 30c. LEN FLEMING, Wellsboro, Pennsylvania.

SONG WRITERS, ATTENTION—Send your Poems to us. We revise, arrange and compose melody for your song, make orchestrations and title page, and submit your work to other publishers. JOSE F. KINEALY MUSIC PUBLISHING CO., 2146 Chouteau Ave., St. Louis, Missouri.

SONG POEMS MADE PERFECT—Guaranteed; 50c. songs written. W. C. O'BRIEN, Catskill, New York. dec25

SONGS WANTED—We pay spot cash. Song Poems also wanted. SELFMAKER CO., 1516 N. Wells St., Chicago. dec18

SONG POEM WRITERS, ARE YOU GETTING RESULTS? Our success came through giving results. NIAGARA HARMONY STUDIOS, 34 13th Avenue, Buffalo, New York. dec25

SONGS WRITTEN FOR \$10.00—Music set to poems for \$5.00. RICHARD JAMES, 161 Hoyt St., Brooklyn, New York.

WRITE THE WORDS FOR A SONG—We'll write the music free and publish same. Submit words today. CHRYSLER MUSIC STUDIOS, Publishers and Dealers, 725 No. Western, Chicago.

YOUR POEM WEDDED TO A CATCHY MELODY—Pay when MSS is pronounced satisfactory. You do not owe us for placing your song until 1,000 copies are sold. Send poem for free examination. EMPIRE MUSIC CO., 1547 Broadway, New York City, New York.

YOU WRITE THE WORDS FOR A SONG—We'll compose the music free and publish same. Send Poems today. M. LENOX CO., 271 W. 125th St., New York. dec25

Musical Instruments

FOR SALE—WANTED TO BUY 3c WORD, CASH. NO ADV. LESS THAN 25c.

BANJO—Professional size, fine condition, \$10.00. Take it. Send quick. CALDWELL, 472 High St., Medford, Massachusetts.

BAND INSTRUMENTS FOR SALE—Closing out stock at remarkably low prices. Only a few left. Write for list. DEMOULIN BROS. & CO., Greenville, Illinois.

BANJO-MANDOLIN, \$5.00, 1 1/2 size, \$3.00. Little used. 2 swell Pull Dress Coats, Aests, size 37-38, choice, \$8.00. Hand Coat, \$5.00, 6 White Vests, \$2.00 each. WALLACE, 4823 Winderup Chicago.

CLARINETS—Cousenon A and Bb low pitch, A1 Bb System, 15 keys, 4 rings and rollers, excellent instruments bought last month and never used. Price, \$50.00, including old center open case. J. W. GREGGSON, 118 Gazette Ave., Leighton, Kentucky. dec18

COLUMBIA CORNET FOR SALE—In first-class condition. Priced right. FOR PARTICULARS write BOX 176, Mason City, Iowa. ja1

DEAGAN STEEL MARIMBAPHONE, \$25.00. Big bargain. Instrument box in Michigan. Will send on approval. Address PERINE, 177 E. Broadway, Tucson, Arizona. dec18

DEAGAN DOUBLE DECK CHIMES, \$50.00; Melophone, \$8.00. Mandoline \$1.00. Kit Comedy Instruments. TEX RAILLY, Troy, New York.

DEAGAN STEEL MARIMBAPHONE—Excellent condition, with floor rack, 2 1/2 octaves, low pitch. Will trade for C Melody Saxophone, low pitch. PAUL LEWIN, Brookfield, Missouri. dec18

FOR SALE—Five Cleveland Trumpets (discontinued model), all guaranteed perfect. Built in low pitch, brass, complete, with case, \$50.00 each. Sent C. O. D., three days' trial. Address THE CLEVELAND MUSICAL INSTRUMENT CO., 1101 Prospect Ave., Cleveland, Ohio. dec25

FOR SALE—Buffet Clarinet, plain Boehm, low pitch. In case, with Pink Rubber mouthpiece, Bargain. Address W. B. HOLL, Box 431, Danville, Illinois. dec18

FOR SALE—One Eb Alto Clarinet, low pitch. Wurliizer make, \$75. Also set of low pitch Clarinets A and Bb in case. Carl Schubert "Austria" make, all in first-class condition. Will send either instrument C. O. D., subject to three days' free trial. M. G. HUIER, 100 Merrill Ave., Fond du Lac, Wisconsin.

FOR SALE—Violin, new and old, all sizes. Just the thing for a Christmas gift. Write now. BENJ. WEINIG, 1535 E. Central Park Ave., Chicago, Ill. dec25

FOR SALE—Alto Saxophone, silver, Conn, low pitch; in first-class condition. \$90. If taken at once. GEO. MYERS, 418 East St., N., Morenci, Michigan.

FOR SALE—Selmer low pitch Bb Tenor Saxophone, quadruple silver plated, mirror finished keys, with pearl finger buttons gold lined bell, with case, good as new \$125.00. Ship C. O. D. E. LYNN, 1315 9th Ave., Beaver Falls, Pennsylvania.

FOR SALE—Huescher C Soprano Saxophone, silver plated, low pitch, latest model, nearly new, with case. Harscan at \$85.00, cost \$120.00. A. GLASSNAFF, Bowman, North Dakota. dec18

LADY PARTNER—For Tight Wire Act. Prefer one who can sing and dance and has wardrobe. 50-50. Address WIRE WALKER, Billboard, New York City.

LEEDY CATHEDRAL CHIMES in trunk, \$98. Bells, etc. Saxophone, \$75. Trombone, Cornets, Drums, etc. Tympani wanted. F. BAILEY, Fuller Theatre, Kalamazoo, Michigan.

BAND INSTRUMENTS FOR SALE—Closing out stock at remarkably low price. Only few left. Write for list. DEMOULIN BROS. & CO., Greenville, Illinois.

PORTABLE FOLDING ORGAN—Five octaves, powerful tone; almost new; traveling case, \$75. Bargain. "ORGANIST," Box 359, Port Huron, Michigan.

SAXOPHONES—Alto, Melody or Baritone; Tenor Banes, 3 1/2 or more octaves. Xylophones, Bass Drum and pedal, Clarinets, etc. Must be low pitch and in good shape. Give full description and lowest price for cash. J. GILLEN, 50 E. Walton Pl., Chicago, Illinois. dec25

WURLITZER NO 155 MILITARY BAND ORGAN—Cost \$3,000.00, fine shape; going to sell, first \$599.00 get it. A TUCKER, 140 W. San Carlos St., San Jose, California.

About This Season's New York Productions

"ROLLO'S WILD OAT" With ROLAND YOUNG

A New Comedy in Two Acts and an Interlude, by Clare Kummer. Stage Direction by W. L. Gilmore.

It is a long time since anything so truly diverting, so intelligently humorous and so lighthearted as "Rollo's Wild Oat" has been presented to the Manhattanese. It has only one commercial drawback. It is too bright to be appreciated at once by theatergoers who have had their brains clubbed into a coma by the execrable English written for our stage. If one lives in an all-enveloping atmosphere of banalities, dramatic, comic and conversational, all the time, as those who keep the playhouses in New York going are forced to do, it takes a little time to get acquainted to stage sunniness, idiomatic English, dialog which is a degree above the cloak and suit level, and situations which need no injection of formaldehyde to keep them from falling into immediate putrescence.

Miss Kummer has written a thoroughly delightful absurdity on an idle young man who wants to play Hamlet as he thinks it should be played, and who, having his way, involves himself in highly amusing situations and a love affair, which for sanity, sanitation and sound sweetness is as winsome as it is uncommon. I am not going to spoil the play for the people of good taste, who, being people of good taste, are sure to see it before it passes out of the court-millike environment of the Punch and Judy Theater, by rehearsing the story. Just as there should be a society for the flaring alive of those who tell the point of a joke before the teller gets to it, so should there be an association of Danites for play reviewers who will unfold the plot of a play to fill up a half column of worthless printing.

It was to be expected of Roland Young that he would give a good performance. He is an excellent, unobtrusive, casual comedian. He doesn't play at an audience, and he has learned the first rule of comedy acting—seriousness—and he practices it. As the youth with aspirations he fits perfectly into Miss Kummer's scheme of fun. He ought not to hurry his lines, which he does at times, because they become almost inaudible, and he should keep his hands out of his pockets. He knows what to do with them, and, as hands go nowadays on the stage, they are not bad hands. Certainly they are not meant to be locked in the safe deposit vault of his pockets. However, it is a slight fault and one which, in the general excellence of his work, should perhaps remain unmentioned on, but it is irritating to see a good actor fall into the sloppy carelessness of all bad actors.

The real surprise of the cast is Lotus Robb, who, out of nowhere, has walked—really walked, not stalked—into what should be a position of permanent importance in the theater. She is that sublime novelty, an actress who plays a gentlewoman like one, not the Peacock Alley version. She does not "flirt" it at any time. She has personal attractiveness of a crystal loveliness, she talks like a normal human being, with a gentlewoman's clarity of utterance, a lack of staidness which is almost phenomenal, is natural, wholesome and altogether satisfying. Praise to her and success, because she deserves both. The theatrical manager, Mister Stein, of Dore Davidson, is so true that it becomes not a type but the type. It is oleaginous, illiterate and graphic. Perhaps that is the reason the play was so long getting a place to stay overnight. Marjorie Kummer is very good as the bashful sister of Rollo, just awkward enough to be real and unsophisticated enough to be unspelled. There is a smashing characterization of a valet with histrionic cravings superbly done by Ivan Simpson, and the other members of the company, especially Grace Peters and J. M. Kerrigan, are up to the mark. I enjoyed the play hugely. I recommend it unreservedly to people of good taste, and while all my ducks may not be swans, at least this one is not a goose.—PATTERSON JAMES

FOR SALE—New Bb Bass Saxophone; Conn, silver, gold bell with case, \$125. Deposit \$25. Balance C. O. D. With \$20.00 or money returned. WALTER H. SCHLOTT, 2160 Lincoln Ave., Chicago, Illinois.

FOR SALE—Eb Alto Saxophone (Leon & Hesly professional), low pitch, silver plated, good condition, with good case. A bargain at \$75. "MUSICIAN," 929 South Third Ave., Kankakee, Ill.

FOR SALE—Saxophones, all standard makes; complete Drum outfit, Xylophones, Bells. Address L. FULLER, Box 618, Kalamazoo, Michigan.

FOR SALE—Conn Alto Saxophone, low pitch, silver plated, gold bell, in case, perfect condition; \$70.00. BOX 276, Estevan, Sask., Canada.

FOR SALE—Wurlitzer Electric Coin-Operated Piano (can be played by hand). Automatic roll changer. Guaranteed good condition. Crated to ship. Cost \$70.00. Will sell reasonable. Several rolls music. Write RONALD H. BLANKENBEKER, Dunkirk, Ind.

FOR SALE—Music Bells for Wurlitzer Harps, Mandolin Quartettes, Piano and sixty-five-note. Also ten-time Standard Bells. If you wish an exchange send your roll and one dollar. A Regina Sublima for sale cheap. C. F. SCHENKENBERG, Racine, Wisconsin.

FOR SALE—North Tonawanda Band Organ, using endless roller rolls, in fair condition. Cash price, \$275. P. M., care Billboard, Chicago. dec25

FOR SALE—C Melody Saxophone, low pitch, gold bell, silver plated, with case, all good condition, \$110. ROBT. WRIGHT, Fischer Theatre, Danville, Illinois.

SAXOPHONES WANTED—For quartet. Also C Melody. H. C. DIEHL, Greenville, Illinois.

FOR SALE—LEEDY CHIMES; 1 1/2 octaves, low pitch, \$15.00. Set of Deagan Bells, 3 octaves, low pitch, 1 1/2-16 round top, \$30.00. Both like new. SHIP C. O. D., subject to examination, on receipt of \$5.00. T. W. FLYNN, 1825 6th St., Meridian, Mississippi.

SET OF MUSICAL GLASSES, 2 1/2 octaves; never been used, in A-1 condition. Price, \$7.00. DEL SMITH, Box 495, Benton, Illinois.

SINGLE ACT, FOR PARTNERS—One-hand balance. STANLEY O. KIELPSZ, 308 West 24th St., New York City.

VIOLIN—Beautiful tone, with elegant case. Big bargain. \$25.00. Act quick. CHAS. WILLIAMS, 2720 Park, St. Louis, Missouri.

WANTED—Used set Deagan Organ Chimes, in trunk. Must be good condition and bargain. L. O. BIRNBER, 5527 Lake St., Chicago. dec25

WANTED TO BUY—Eb Alto and Eb Soprano Saxophones. Must be best make and latest models. A. GLASSNAFF, Bowman, North Dakota. dec18

WANTED—Piano Accordion, Al. GOEBEL, 403 Cumberland St., Jackson, Tennessee.

WANTED—Slide Trombone Case, slide opening, good condition. Slide, 32; bell to shank, 28; bell, 7 in. Write K. D. UQUHART, 607 William St., Henderson, North Carolina.

WANTED—Hand organ; old time, imported; state price. Address L. HELKER, 610 Craig, Covington, Kentucky.

WILL RUY Drums, Traps, Xylophones, etc. HAYNES, 86 Hiley St., Buffalo, New York.

YOUNG MAN COMEDIAN AND ECCENTRIC DANCER desires partner, straight man, good talker and personality, able to sing. One who can get booking preferred. 50-50 basis. Call or write HARRY T. CLEGG, 410 N. 20th St., Philadelphia, Pa.

Partners Wanted for Acts

(NO INVESTMENT) 1c WORD, CASH. NO ADV. LESS THAN 25c.

AMATEUR—Refined young American Lady, of good form and willing to learn; not over 33 years old; humless girl preferred; others considered; for trapeze and ring act. Write for particulars, stating age, height, weight and complete description of self. Send photo, will return. ROBERT PEARSON, Box 105, North Adams, Michigan. dec18

FOR OVERLAND CIRCUS. J. BRADY, Jefferson Hotel, Fort Worth, Texas. dec25

LADY PARTNER WANTED—Prefer ingenue or soubrette; must play parts and be an all-round performer; play them all, big and small; want an A-1 trouper that will work hard and band with me to bring home the bacon. Address "SATANUS," care Billboard, New York.

LADY PARTNER WANTED—(Age between 35-45); one who can put a Ballad-Song over in a refined, vaudeville SCOTCH IRISH PLAYLET; state if you can do a little Irish step dancing or Scotch fling, or willing to learn; do not misrepresent; all particulars, age, weight and date (1920) photo in first letter. DONALD A. DOUGLAS, care Billboard, Cincinnati, Ohio. dec25

LADY PARTNER—Not over thirty-five; medium sized or small, for small town road show. Amateur considered. State age, weight, height. Photos preferred. Allow for mail forwarding. AMERICAN AMUSEMENT CO., Billboard Office, Cincinnati, Ohio. jan1

MAN PARTNER for refined vaudeville act; one can play piano, also song and dance novelty. Wanted by Female Impersonator with gorgeous wardrobe and stunning appearance, doing eccentric song and dance novelty; also classic and international dances. If you are good and located in New York, write. Will also consider anything that would blend with my act. JEAN FROUGE, Billboard, New York.

PARTNERS WANTED—Two young ladies, 18 to 22, for leads in Musical Comedies. Must be neat and able to dance and sing. Also Chorus Girls, small and good looking. Will consider good amateurs. Send late photo and tell all first letter. Write at once. A. F. WILLIAMS, care Rice Hotel, Houston, Texas.

PARTNER WANTED—Young lady scrobat or tight wire walker, to do three acts. Send photo, state age, weight; not over 125 lbs. Would consider good amateur. Address L. J. PAYETTER, 81 Newtown Ave., Astoria, Long Island City, New York. dec25

SINGLE MAN has \$500 and services. What have you? F. KADIC, 1616 So. Komenky Ave., Chicago, Ill. dec25

TOPMAN for perch act. Must make a perfect handstand. FRED PETERSON, 5955 S. Morgan St., Chicago, Illinois.

WANTED—A Partner; a small boy; not over 15 years old and not over 105 lbs.; no experience necessary. JACK STARATTO, 22 Park Ave., Newark, N. J. dec18

WANTED—Girl partner for comedy sketch; work small time. State all first letter. Photo. GEO. W. FAIRMAN, 445 Chestnut St., Brooklyn, N. Y. dec18

WANTED—Clever Lady Singer, for legitimate Irish sketch. You must have a rattling good voice. Ordinary won't do. Also trim, nifty appearance. This is a classy part in a real act for a clever girl. Send photo, state all. LARRY HAGGARTY, 506 Hammond Bldg., Detroit, Michigan. dec18

WANTED—Talented young man, age 21 to 35, as partner and "hat" to well-known, experienced male pianist, now in Cincinnati; must sing well, or play some instrument; send photo and description. Address "K. M.," care Billboard, Cincinnati, Ohio.

WANTED—Partner, to break Child Act of four children; Boy, 13; girls, 11, 9 and 5. Boy comedian and exceptionally good singing voice. Two elder girls, at present, and have been for two years, on Rising Generation Act (Partners); sing, dance, drill and play musical instruments. Girl, 5, does little dancing. Will go 50-50 with man or lady piano player that can break and make a real four children act and book same. Children are experienced and exceptionally bright. If you can not produce a real act don't answer. This is a strictly business proposition. Address ED MORASCA, 317 N. 8th St., Waco, Tex.

WANTED—A Lady Partner for Vaudeville Show, one that can play the piano, Middle aged. Send photo. LEWIS KIGGINS, Comstock, Wisconsin.

WANTED—Lady Partner; age limit between 35 and 40. Up in small town medicine show business. Must play piano and double stage. No investment. A real proposition. DOCK HARRIS, care S. C. Myers, 1251 115th St., Cleveland, Ohio.

YOUNG MAN, 19 years or under, as Partner for act in vaudeville. One that plays piano and sings. One living in the vicinity of Cincinnati, Ohio, preferred. Send photo in first letter. If not changed will return photo to you. Write, don't call. Address J. C., 309 W. 7th St., Cincinnati, Ohio.

YOUNG MAN, with good voice and some ability on piano; new act. Good amateur considered. Chicago preferred. PIANIST A. B., care Billboard, Chicago.

Personal

4c WORD, CASH. NO ADV. LESS THAN 25c.

ELLSWORTH MATTHEWS and Wife, or son, Bennett, or daughters, Nola or Grace, write to BEN V. GOODWIN, 418 E. Harrison Avenue, Charleston, Ill.

NOTICE, MISS EDNA GREGG—Your address is described by Sgt. LOUIS L. BATH, Co. L, 15th Inf., Camp Dix, New Jersey. dec25

Schools

(DRAMATIC, MUSICAL AND DANCING)

1c WORD, CASH. NO ADV. LESS THAN 25c.

COMPLETE COURSE IN PLAYWRITING AND COMPOSING—1 market your work with you are asking my course of instructions. Particulars free. Bert S. LESLIE CARTER, 919 Seventh, San Diego, California. ja1

In Answering Classified Ads, Please Mention The Billboard.

(Continued on page 168)

**BRIGGS SUCCESSFUL METHOD OF MODERN STAGE TRAINING** prepares you for Vaudeville or Musical Comedy in a short time. Singing and Novelty Stage Dancing taught. Acts of all kinds written to order. An opening guaranteed to all. No failures. **BRIGGS' BOOKING EXCHANGE** 819-22 Lyon & Healy Bldg., Chicago, Illinois. ja1

**DON'T BE DISCOURAGED**—Success guaranteed. **Harvey Thomas' Stage School** for Beginners and Professionals. Teaching of every type. Buck and wing, waltz, clog, eccentric, jazz, fancy, chorus, etc. Vaudeville and Dramatic Acts of every description written, coached and produced. Complete dancing act taught. All details attended to, plots, music, rehearsals and bookings. An able staff of specialists to take care of every want. Partners furnished. Come to Chicago, get work, pay a little cash paylay, study day or night. Studio open 9-9, Third Floor, 59 E. Van Buren St., Chicago, Illinois. Phone, Wabash 2394. jan18

**AFFILIATED ARTS PRODUCERS**, Suite 303, 128 S. Wabash Ave., Chicago, Central 6356. Opening Classes in Dramatic Arts, Acting, Operatic Technique, Stage Dancing in all its branches. Best instructors. de18

**ERNEST VAN SICKLE'S METHOD OF TEACHING STAGE DANCING** enables you to learn to dance in the shortest possible time. My years of experience in the different phases of the show business, Vaudeville, Musical Comedy, Burlesque, gives to you the benefit of long stage training so necessary in this line of work. I teach eccentric, buck and wing, waltz-clog, soft shoe, song and dance, chorus dancing to professionals, as well as beginners. Reasonable terms. Call and see me before you decide. 917-20 Lyon & Healy Bldg., Chicago, Illinois. ja1

**VAUDEVILLE SCHOOL**—We are now teaching and properly training pupils for the Stage. Every teacher a former vaudeville performer. Acts of every description written, coached and produced. Rehearsals and coaching for professionals. Anything from a joke to an entire new act written. Our director will catch your act if you are playing Chicago. Routines of Waltz Clog, Soft Shoe, Buck and Wing, Eccentric, Jazz and Fancy dancing arranged. Our actual experience in vaudeville and musical comedy, coupled with our ability to teach, enables us to train you in the shortest time at the most reasonable rate. See us first and be convinced. **DON PENNOCK'S VAUDEVILLE SCHOOL**, 84 Auditorium Theatre Bldg., Chicago, Illinois. Telephone, Wabash 1934. Hours, 10 a.m. to 8:30 p.m.

**AFFILIATED ARTS PRODUCERS**, Suite 303 128 S. Wabash Ave., Chicago, Central 6356. Opening classes in dramatic arts, acting, operatic technique, stage dancing in all its branches. Best instructors. de18

**LEARN EIGHT BIG FEATURE ACTS**—"Be a Hand-cuff King and Man of Mystery," "Escape From Locked Trunk," "Escape From Locked Safe or Vault," "Marvellous Levitation Act," "Escape From 75 Feet of Rope," "The Vanishing Assistant," "The Excelsior Rope Tie," "The Crack Marksmanship Act." Complete course, teaching all above, for \$1.00 to get acquainted. Enrollment stamp. **EMMIE FRANKLIN**, Lenoir, North Carolina.

**MANDOLIN**, Popular Musical Instruments, Singing, Stage, Parlor, Think! Holiday present for life. Successful. Private course, \$5. Everybody! Certainly. **HORTON'S**, 143 West 30th, New York City. ja1

**VAUDEVILLE TRAINING SCHOOL BY MAIL**—Training and coaching beginners. We guarantee to make a finished performer out of you. Dancing, Voice Culture, Monologue Courses. Price, \$5.00. Complete courses. **PENNOCK'S VAUDEVILLE SCHOOL**, Suite 84, Auditorium Bldg., Chicago, Illinois.

**2d-Hand Show Prop. for Sale**  
34 WORD, CASH, NO ADV. LESS THAN 25c.

**ARCADE MACHINE BARGAINS**—Eleven Caille Drop Picture Machines, \$25 each. One Caille Lifer, \$100; one Caille Wall Machine, \$15; one Anna Rita Fortune Teller, lots stock, \$30; one Mills Punching Bag, \$50; one Talking Scale, \$30; one Loop-the-Loop Gum Machine, \$3. All in perfect condition. **ALONZO PALMER**, 201 Talbot St., St. Thomas, Ont., Canada.

**BALLOON**—75x48; excellent condition; nearly new; rigged with self-holder; inter-section wind gusts; \$160 if taken at once. Twenty-foot Display Clute, \$15.00. **E. VINCENT**, Billboard, Chicago.

**SPREADING OUT AGAIN**—Note our Pacific Coast branch office address below. We are now prepared to take care of our large business in that territory promptly as well as facilitating our export business to Australia, New Zealand and the Far East. We are carrying a complete line of our manufactured products in Los Angeles and can ship quick. Our Mr. Grube is prepared to call on artists, carnivals and showmen in general on the Coast, or we will be pleased to have you see us in Los Angeles if you will need anything from our stock or want anything built to order for the coming season. Remember, we are the oldest and most reliable dealers in used show property in America, and manufacture and build anything used by showmen in any branch of the business. Our Kansas City factories, with complete machinery equipment and mechanics second to none in the world in their line, can make you anything you want and we are always pleased to pay a liberal royalty on the manufacture of any new device that will get the money for showmen. We have several new ones for the coming season and ready to have you see our new Jumbo Flying Jinn! A portable ride to load on a ton-truck or wagon to make parties, mountain resorts and other inaccessible places and also gets big money along side carnivals and other rides. Built strong and priced cheap. Get a line on our new Chinese Pawn Flip Game and Air Ride Portable Knock-Down Moving Shooting Gallery. Also our new Wood Cabinet and Knock-Down Spidora Illusions. We are manufacturers of the best leather Arkansas Kits and Cats on the market. We make the finest and flashiest Wheels known to concessioners. We build anything used by parks, resorts and carnivals. Sweeney, Side-show Banners, Panel Fronts, etc. Parks and Carnivals should investigate our Pyramatic Electric Fountain as a money-maker both as a stand and paid attraction. Built portable or stationary. Bug Houses any size desired. Equipment of all kinds for walk-through and fun shows. Cake Walks, Dragons, Mouth, Enchanted Caves, Crystal Mazes, Lion-and-Mouse Maze and others. Exclusive manufacturers of the copyrighted and patented **See-Wee**. Birkby and Cry-Baby Dolls. Acknowledged to be the greatest money-maker in dolls, has none, the past season. 50 Mutescopes, in wood boxes, with or without reels. We buy and sell "anything in the show business" in used show property. Write us your wants in detail. We do not issue a catalogue as stock is changing daily. Address our post office **WESTERN SHOW PROPERTY CO.**, 918 1/2 S. Delaware St., Kansas City, Mo. 2927 to 2933 N. Broadway, Los Angeles, Calif.; **Walter K. Shroy**, 1493 Broadway, N. Y. Sole Eastern Representative.

**BREATHEING WAX FIGURE OF LADY**, with Banner, \$60.00; other Figures, Anatomy Subjects, Mummy, Ventriloquist Figures, live Animals, etc. **SHAW**, Victoria, Missouri. de18

**BARGAIN SALE**—About 12 dozen first-class all new Arkansas Kids, made of No. 8 heavy rail duck. Regular price, \$12 the doz. I offer them now in 3 doz. lots or more at \$10.25 the doz for quick sale. Only 12 doz. at this price, so shoot your orders now. 5% discount when full amount cash accompanies order. One-half deposit on C. O. D. Order now. **TAYLOR'S GAME SHOP**, Columbia City, Indiana.

**BARGAIN SALE**—About 12 dozen first-class A-1 Arkansas Kids, made of heavy No. 8 rail duck, regular price \$12 the dozen. For quick sale will go at \$10.25 the dozen. 5% discount on order of three dozen or more when cash accompanies order. This price will not last long, so shoot your order. One-half deposit on C. O. D. **TAYLOR'S GAME SHOP**, Columbia City, Indiana.

**BARGAINS**—Lady's Black Silk Evening Gown, like new; size, 26 in. waist measure; 36 in. skirt measure, for just \$7.00. Pock's Bad Boy Set of 52 fine hand colored slides, in case, like new; first \$15.00. **EMMIE TRANCOM**, Lenoir, North Carolina.

**CONCESSION TENTS**—10x14, 12-ounce army top, 8-foot side wall, khaki, Anchor make, swell cypress frame, awning rods, jacks; all new condition; used six weeks; \$90.00 complete. New 10x12 blue and white stripe Top and Side Wall; used two weeks; cheap at \$45.00. Several sets Huckle-Buck Kegs (new) in nice triangle case; all painted; \$20.00 set. Several Shoe Trucks; A-1 condition; \$12.00 each. Also several Wheels. Half cash, balance C. O. D. Subject examination. **WEBB**, 911 North Seventh St., St. Louis, Missouri.

**CIRCUS PAPER**—Victrola Assortment: 170 one-sheets, 150 half-sheets, 72 six-sheets, 50 nine-sheets, 235 three-sheets, 60 four-sheets streamers, 35 cloth banners, \$50.00 takes all; \$25.00 cash, bal. C. O. D. Address **J. G. REBMAN**, 2934 Sidney Ave. e, Cincinnati, Ohio.

**ELECTRICAL STAGE EFFECTS**—Clouds, ripples, fire, waterfalls, spotlights, stereopticon, rheostat, studio lights, condensers, lenses. **NEWTON**, 305 West 15th St., New York. de18

## Times When Equity's Reprisals Astound

Big Helping Society Makes Offenders Pay for Infraction of Its Laws

By AMY LESLIE

That actors should really "hold fast all I give you" for the general betterment of conditions among their clan is almost incredible, since most of their charities are impulsive, all of their admiration for each other pleasant camouflage and their joy in life largely individual and at a terrific speed, which makes them fly over the troubles of other people. But every day the Actors' Equity Society seems to lit that none of its members or dependents is put upon, treated with discourtesy or cheated, and that is doing a great, blazing thing for a class of humanity which bears its little grievances humbly, if noisily, and never has seemed to figure out how to avenge many of the injustices befalling the profession. No more stage directors in violent rage can call the players any kind of names out of their list when their orders are not instantly understood. No longer can the haughty lady of the chorus tell patient stage directors where they get off and just what graft will permit her to spoil a rehearsal and bring her dog along. The Equity seems to find a balance very amably distributed, so no rung of the ladder is given preference over a lower or higher step to fame.

When a recent spectacle arrived in Pittsburg the star was an Equity woman who drove in the Equity band wagon during the big strike and defended the poor chorus girl with an ax in her teeth, but, lo, when the protective dame went forth with her own company and failed to make good she left her girls of the chorus high and dry in Shamokin or worse, so the Equity called her so loud that she opened her boodie bag and went fifty-fifty with her hungry merry-merry. Lillian Russell, an enthusiastic Equity worker, had labored side by side with the delinquent star, but she refused to attend her performance until the star had paid up and shut up. That is showing a sturdy spirit never believed of temperamental actors in any self-instituted co-ordination.

Recently a pair of stars rounded up with one of the stars full of the beverage to be located only by the police. He called the girls in crimson rage and made them go thru a dance after the show. That was enough, but he also called them titles not printed in the blue book of the Equity. One little girl went out and telegraphed the name and the star's name to the Equity, with a tip on the route. Next day the starchy gent was sobered up with orders to close his show or publicly apologize to the girls in the chorus. He apologized. When a society shows that much union it has hard conditions whipped. Nora Bayes woke up in a muddy town the other day and wired her managers that she was thru. Railroad fares were too high, traveling too awful, her new husband had the "flu," and nobody knew how to keep her new white hair white, so she was on her way home. "Home" means Broadway to actors, and Nora closed her season with all Equity demands squared to the notch.—CHICAGO DAILY NEWS.

**FOR SALE REASONABLY**—Five Bowling Alleys and Photographs. **UNITED MRS. F. S. AMBLER**, 12 Union Park, Norwalk, Connecticut. de25

**FOR SALE**—Aerial Riggings, patented, for lady and gent; the only one of its kind, and with a real novelty finish; easy to learn. Bargain for \$250.00. **CHAS. A. ROSE**, Billboard, New York City.

**FOR SALE**—Ferris Wheel. **RAY YARHAM**, Newton, Iowa.

**FOR SALE**—Up-to-date Carousel and 3 Organs. **BECK**, 180 Frost St., Brooklyn, N. Y. de18

**FOR SALE**—Portable Skating rink, complete with sectional hard maple floor, all khaki U. S. tent, 250 pairs of skates, absolutely new; land organ, all in first-class condition and ready to set up in good Iowa town \$4,000.00 buys it. Can also furnish portable living tent and furniture if desired. Address **CARL J. FUCHS**, Mallard, Iowa.

**FOR SALE**—Slide-show banners, roll-down tables, awnings, watch a blocks. **JOHNNY KLINE**, 1431 Broadway, N. Y. de25

**FOR SALE**—Wurlitzer Band Organ, good shape; about 150 pairs Richardson Roller Skates; best grade. **WM. E. JAMES**, Harlan, Indiana.

**FOR SALE**—Merry-go-round, 24 horses, 4 chariots, engine, organ and tent; track machine; \$800. Fish Land, 60 woolen boats and wooden tank; \$20. Bill game, 5 large heads on rack "oak"; \$9. 10-in. floor, 2 sections; \$12. Ten-pin ball game 12 top-rod; \$6. Popcorn popper and peanut roaster, Krigery make, gas, medium size, \$25. Lot of numbered clothes, pins, \$3. Six huckle-buck kegs, \$2. **ELLIS GRAHAM**, care Broadway Theater, Denver, Colo.

**FOUR SECOND-HAND TALLY BALL TABLES**, \$100.00 per pair or four tables for \$175.00. Tables in highest grades ready to ship. Address **TALLEY BALL**, care Billboard, New York City.

**FOR SALE**—Three 10x14 Concession Tents and frames, practically new, \$40.00 each. 16x20 Top, same as new, \$25.00. 12x16 Awning, all around, \$40.00. New 12x16 Awnings and Side Walls, all around, \$60.00. Ball Game, Hood, Cats and Frame, \$25.00. High Striker, \$30.00. Two Evans Add-a-Ball Tables, \$5.00 each. Octopus Banner, new, \$12.00. Evans Set Spindle, \$5.00. Island Striker, \$12.00. All kinds Wheels, \$5.00 up. **W. E. SINGLEY**, 222 S. Queen Street, Kingston, North Carolina.

**IF YOU WANT TO BUY OR SELL** new or second-hand Show Property of all descriptions as well as Riding Devices and Railroad Show Cars, write **THE RAINBOW SHOW PROPERTY EXCHANGE**, 1049 Aurora Ave., St. Paul, Minnesota. de25

**MECHANICAL SHOW**, complete; great for carnivals or store shows, easy to operate, nothing like it ever before; cost \$1,800 to build. Write for price list and description. Concession Tents, size 8x10; price \$15, without walls; all made up swell of used army 12-ounce khaki, with neat, flashy sun borders; all beauties. Lot of new Ventriloquist Figures, well dressed; cheap. New and second-hand Trunks. Trunks made to order. Let us know what you need and sell us what you don't need. **RAY SHOW PROPERTY EXCHANGE**, 1945 N. Broadway, St. Louis, Missouri.

**MERRY-GO-ROUND**—Portable, two-abrest, Her-shey-Spillman, overhead jumper; in good condition, equipped with brass rods, horses, dogs, pigs, zebras, roosters, chariots and lovers tub. Seating capacity, 42 people. One of the flashiest painted machines on the road. New khaki top, ticket box, crates for all horses, brass rolls, scenery. Has 14 military band organ, paper played. Price, only \$2,000.00. **L. H. KINSEL**, Gen. Del., Baton Rouge, Louisiana.

**ONE 50x90 TENT** (white), 10-foot walls; one 24x48 Tent (striped), 7-foot walls, one 40x60 Tent (white), 7-foot walls; one 8x10 Concession Tent, 8-foot walls; two Ball Game Hoops; complete Posting Outfit and Serpentine Dress; one 6-k. w. Generator; lot costumes. **ROCKY MOUNTAIN SHOW SUPPLY**, 805-11 Railroad Bldg., Denver, Col.

**TRAVELING LUNCH STAND**, Grab and Juice Joint, for sale, tent, frame and all equipment complete, in first-class condition, \$250.00. Coal double Property here, all boxes freightable. **WM. LAMBERT**, 217 1/2 Commerce Street, Montgomery, Ala. de25

**8x12 CONCESSION TOP**, \$8; 12x14 Wheel Tent, 7-ft. wall, cypress frame, \$25; extra fine Ball Game, \$25, 2 Vent Figures, \$1 each; Fog Horn, \$8. Guindach 7 FT. Lens, \$10; Acetylene Welding Outfit, \$40; 3 Illusions, BHEA, 197a Petera St. Atlanta, Georgia.

**20x40 TENT** and **POLES**, slightly used, with poles, \$180. **SHAW**, Victoria, Missouri. de25

**100x180-FT. TOP**, 10-ft. wall, good condition. **PEABL**, VAN, Northville, New York.

**17x33 TOP**, no walls; white, well roped and good, \$60; 3 new Cats, \$6; 23 Bables for Itall Game, \$5. **FRED VANCE**, 415 So. Robley St., Chicago, Ill.

### Songs for Sale

34 WORD, CASH, NO ADV. LESS THAN 25c.

**ATTENTION PUBLISHERS**—Three fine songs, splendid lyrics, tuneful melodies. "One Day," "Will You Forget?" and "You'll Always Be My Best Boy." Owner, **ERNEST SANDFORD**, 887 Hunts Point Ave., New York City.

**COMIC SONGS**, words and music, .50c each. "She Never Came Back Again" and "I See Some Man, Deaf of the Last Winter," Sent dollar for both. **LESLIE CARTER**, 919 7th, San Diego, California.

**COMIC SONGS**—For Soubrettes, Character Women and Comedians. **CARTEB**, 919 Seventh, San Diego, California. de25

**FOUR COPIES** of Music and how to sell without demonstrating, 25c. Same with how to place songs in all the big stores, 50c. **KELSON MUSIC PUBLISHERS**, Harrisburg, Pennsylvania. ja1

**FREE TO PROFESSIONAL SINGERS**—The only waltz song, "Home and Sweetheart." **SATTES & CO.**, Steubenville, Ohio. de18

**"GOOD MADE IRELAND A NATION"**—A splendid number for vaudeville artists; a real feather-stirring Irish patriotic song, with art souvenir title-page in Irish national colors, bearing the flag of Irish Republic and Shamrock. Words and Music by Rose Villars. Song sheets, 25c, gramophone and piano, 25c; (a catchy one-step); special discount to the trade; professional copies mailed on request. Note: Theatre concessionaires apply for interesting proposition. Published and sold by **ROSE VILLARS**, No. 350 West 144th St., New York City.

**"IN THAT BEAUTIFUL DREAMLAND OF LOVE"**—A beautiful song. Get a copy, play it and sing it, and you will imagine you are in dreamland. 30c a copy. **ELSIE KUNKER**, Newtown, Ohio.

**I WANT A GOOD, BIG-HEARTED MAN** and My Fat Girl, both good songs and music, a big song, 15 cents a copy. Professional copies free. **ELWOOD MUSIC HOUSE**, 516 Englewood Ave., Chicago, Illinois.

**LONGING FOR YOU, DEAR**—A beautiful ballad that everyone will enjoy singing. 15c per copy. **W. M. NAPIERKOWSKI**, 1110 Herron Ave., Pittsburgh, Pennsylvania.

**"LONGING"**—A most beautiful high-class song. Fine for records, rolls or catalogue. This ballad is in mass form. **IVA M. LEWIS**, R. 2, Box 465, Mesa, Arizona.

**MUSIC**—10,000 sheets new music, 8c copy; beautiful title pages; original wrappers. 500-copy lots. Samples, 50c. Great opportunity. **GORDON**, 1831 Broadway, New York. de25

**MUSIC PUBLISHERS**—Typically Irish "Ireland, Your Cry for Freedom Has Made Friends in the Land of the Free" First order takes it. **EARL WEST**, 821 North Western Ave., Chicago, Illinois.

**MUSIC DEALERS AND PUBLISHERS, ATTENTION**—Watch for our five latest songs—"Some Day You'll Wander Back," "It's Igarol, the Boy From Tennessee," "You'll Wish You Had Me Back Again," "Brooding," and "Ireland's Just Like Heaven, for It's Home, Sweet Home, to Me." The coming song hit. Will consider outright sale of any of these numbers. **JOS. F. KINEALY MUSIC PUBLISHING CO.**, 3146 Chouteau Ave., St. Louis, Missouri.

**"MY SWEET, SWEET OLD MOUNTAIN HOME"**—Song mss. Beautiful ballad. Splendid for record, rolls and catalog. **LEWIS J. WARD**, R. F. D. 2, Everton, Missouri.

**"SHE FOUND HIM"** (Guess Where She Found Him). The funniest song published. Extra choruses; localize anywhere. A little bit, a big song. Title-page copy, 15c. **OTTIE COLBURN**, 13 Clinton Ave., Brockton, Massachusetts.

**"NOT A NUT"**—Quick, catchy comedy. Greatest ever. "I Have Corn." Original. "Won't You Wait Ten Years for Me," "Carry Me Back," "Don't Say Anything, You Don't Know Everything," "Don't Forget the Rainy Day," "Mother, I Am Coming Home," "Any Time, Any Place." 20c each, three, 55c. We arrange winning music to lyrics. **SOVEREIGN COMPANY**, 160 Sycamore, Buffalo. ja1

**NOVELTY JAZZ SONG**—"Mediterranean Blues." Wonderful words. Wonderful melody. Money maker for entering publisher. Write **RAPHIEL WHITE**, 2101 Missouri Ave., East St. Louis, Ill.

**OLDTIMER HOKUM COMEDY SONGS**—A lone, Aching Heart, Cross-eyed Huncher, Uncle Tom's Cabin, Saving Up Coupons, Old Black Crow, Jonah, War! I Swam, Are You On, and sixty others. **LARRY POWERS**, Billboard, Cincinnati, Ohio. de25

**OLDTIMER HOKUM COMEDY SONGS**, words and music; tried and true, sure-fire applause getters. Big hit for stamp. **LARRY POWERS**, Billboard, Cincinnati, Ohio. de18

**PIANO CAMPAIGN MARCH**, by Rockford, 15c. **SWEET MUSIC CO.**, Evergreen, L. I., New York.

**PLAYER PIANO ROLLS** of your Song, \$10.25 dozen. **W. DEVER**, 1239 Elm St., Green Bay, Wis. de25

**"ROSE OF MY HEART"**—Another great, sensational hit just out, by the famous writer, Georg Graff, Jr., writer of the songs "The Salt of the Desert Grow Cold," "To the End of the World With You," etc. etc. A most beautiful song ballad, now sweeping the country. Nothing like it before, and this little ad will fetch you this very splendid song for only 25c. Post office money order only. No other form accepted on account of damage risks. Dealers write for prices. Try it and be convinced in easy and melodious key. Eastern Agent, **WILLIAM RYAN**, 12 Chestnut Hill East, Brighton District, Boston, Massachusetts.

In Answering Classified Ads, Please Mention The Billboard.



PROFESSIONALS—Get your "coida" and orchestra-

PUBLISHERS' CHANCE Full of sentiment and melody

"SHE FOUND HIM" (Guess Where She Found Him)

SOMETHING NEW—"These Oriental Jazz Blues"

THE BLAIN MUSICAL CLUB—Thousands of new members

THE NEW SONG HIT "OH, JENNY"—Sing "Oh, Jenny"

THREE FINE SONGS—"I Never Will Forget That Little Ford"

"TONIGHT ON MOONLIGHT BAY," beautiful Song

YOUR TROUBLES would vanish like bubbles blue

Theaters for Sale

5c WORD, CASH. NO ADV. LESS THAN 25c.

PICTURE THEATER—Seating 250; well equipped.

Theatrical Printing

3c WORD, CASH. NO ADV. LESS THAN 25c.

BOOKING CONTRACTS, PASSES, CAUTION LABELS

CREATE A FAVORABLE IMPRESSION in your business correspondence

COLORS BOND LETTERHEADS and Envelopes: blue, pink, canary

DATES—21x7, 21x9, 28x10-1-4, other small sizes at small prices

INTRODUCE YOURSELF with De Luxe Business Cards

PRINTED LETTERHEADS AND ENVELOPES, 50 of each (swell)

HALFTONE CUTS—Single column, 11 1/2; double column, 23

PRINTING—100 Letterheads, 100 Cards, 100 Envelopes

SPECIAL—100 Two-Color Bond Letterheads, 100 Envelopes

LETTERHEADS—Such professional work at reasonable prices

WE MAKE A SPECIALTY of printing for show people and as a special offer

YOU NEED THEM We print them. 50 Lined Cards, your name printed in engravers' old English

MERRY XMAS and a Happy New Year to all

100 PROFESSIONAL OIL CALLING CARDS, with a Card Case, 50c, postpaid

100 CARDS, ENVELOPES OR LETTER HEADS, 60c, prepaid

125 LETTERHEADS and 125 Envelopes printed and sent prepaid for \$2.00

SHOW PRINTING All kinds small work shipped promptly

500 4x7 DOUBLED Good white paper, for dollar bill

500 TWO-COLOR Letterheads or Envelopes, \$2.65; attractive samples, 2c

100 LETTERHEADS and Envelopes, \$1.50; 100 Cards, 60c, prepaid

TACK CARDS—11x11, 500 for \$15; 1,000 for \$22.50

Tricks, Toys and Novelties

4c WORD, CASH. NO ADV. LESS THAN 25c.

TRUCK COIN AND SPOT CARDS Easy, nicely done

Typewriters for Sale

3c WORD, CASH. NO ADV. LESS THAN 25c.

MILCKENSBERGER TYPEWRITER, High Striker Doll Rack

DIAMOND TYPEWRITER—Good working condition. First check for \$15.00

NEW CENTURY TYPEWRITER NO. 6—Bargain, \$20; nearly new

TYPEWRITER—Smith Premier No. 10; had very little use

Theaters—Wanted To Buy

3c WORD, CASH. NO ADV. LESS THAN 25c.

WANTED TO BUY—Motion Picture Theatre. Prefer one in live town

Wanted Partner

4c WORD, CASH. NO ADV. LESS THAN 25c.

PARTNER—Financially capable, to organize "New Idea Dramatic Show"

ATTENTION, PRODUCERS!

The American public is hungry for plays. It refuses to lose its instinct for drama, even at the behest of theatrical syndicates. True, it patronized for months almost anything that remotely suggested wine, women and song.

LADY OR GENTLEMAN RING PERFORMER for novelty act. State full particulars in first letter.

PARTY with five thousand dollars to take half interest in a manufacturing business

RINK MAN who can manage had invest \$1,000.00 against \$3,000.00.

WANTED, PARTNER—Experienced showman (circus or dramatic), with ample capital

WANTED—To invest \$100 to \$500 with services. Theatrical preferred.

YOUNG LADY to join me dollar for dollar in putting out four flashy concessions

Wanted To Buy, Lease or Rent

3c WORD, CASH. NO ADV. LESS THAN 25c.

ARCADE MACHINES of all kinds wanted at once for cash

ALL KINDS OF SLOT MACHINES WANTED—Any condition. Send list and prices.

ANYTHING PERTAINING TO OR USED IN THE SHOW BUSINESS—No matter where you are located

WANTED TO BUY—Watch-La Blocks and Rack for 4-inch floops

CARS WANTED—Buy or rent Combination Hotel Stationroom Car

"CRETOR'S" POP CORN WAGONS, two or three, wanted for cash

DROP WANTED (Sike) preferable Diamond Dye

HIGHEST PRICES PAID FOR concessions, tents, banners, rides

JUGGLING CLUBS WANTED—LARRY BRYN, Rio-Alto Theatre

MANY SONG SLIDES WANTED—ROY D. BOWSER, Forest City, Illinois

MISCHOSCOPES or anything to show under thrm. PHOP. J. E. HANSCHEID

VEG MACHINES, with automatic pay out, also Penny Bells

SLOT MACHINES of any kind or National Cash Registers

TENT, 20x40 or 50. Must be in good condition and sent on deposit

WAGON CIRCUS PROPERTY. DORSEY BROS.' SHOWS, Fort Worth, Texas

WANT TO BUY—Country Store Wheel or other legitimate Candy Game

WANT TO RENT a Hall for Roller Skating in Iowa town

WANTED—Penny Machines that can be used without electric, small Mechanical Shooting Gallery

WANTED—Tent, about 24 by 40; 8-foot walls; no mildew or rags

WANT INFORMATION?—Through our Bureau we endeavor to furnish legitimate information

WANTED—Merry-Go-Round, Ferris Wheel, small set of Swings

WANTED—Portable Shooting Gallery, complete for the road

WANTED TO BUY—All kinds of Serials, Features and short subjects

WANTED TO BUY—Microscopes or anything to show under them

WANTED—Will buy new or second-hand Cans for Cane Racks

WANTED TO BUY—Candy Floss Machine, in A-1 condition

WANTED TO BUY—Spectacular productions: The Deluge, Creation, Jerusalem and the Crucifixion

WANTED—Comedy Trick Apparatus and Trick Prop Stuff

WANTED AT ALL TIMES—All kinds of Merry-Go-Rounds and Parties

WANTED—Microscopes, 25c Bells, Picture Machines

WANTED—Song Slides. Original sets with music. No fakes

WANTED FOR CASH—I pay as much as any other dealer for Motion Picture Gas Machines

WANTED—Late Dewey Projector, C. 30, or complete Road Picture Show

WANTED—Portable Typewriter. Corona, Bennett, BYRON BIZZELL

WANTED—Soniag and Evans feature. Even a junk copy will do

WANTED TO BUY—Lease and Equipment of Picture Theatre in town of 4,000 up

WOODEN MICSCOPE—New style; Rover Name Plate, Games and small-size Tent

MOVING PICTURE DEPARTMENT

Calcium Lights

3c WORD, CASH. NO ADV. LESS THAN 25c.

BLISS OXY-ACETYLENE and Oxy-Hydrocet Lights for projection

FILMS FOR SALE—Second-Hand 5c WORD, CASH. NO ADV. LESS THAN 25c.

ATTENTION, ROAD SHOW MEN—We carry a full line of Features, all character

"CAPTAIN SMITH'S ARCHITECT HUNT," 7 reels; Perfecto Calcium Light, new, \$20.00

CHOICE SCENIC Educational and Hand-Color Time. Patch 3-reel Passion Play

"EAST LYNNE"—Six reels. Like new. \$135.00. TEMPLE, Mason City, Iowa

FEATURES AND SINGLES—Fine condition. No Junk. Cheap. Simplex and Edison Machines

FEATURES, Comedies, Dramas, Educational. State your wants. Lists free

In Answering Classified Ads, Please Mention The Billboard.

(Continued on page 170)

FIFTY STAR FEATURES, splendid condition, posters, photos, slides for every subject. Westerns, Dramas, Comedies, starring Gish, Fairbanks, Talmadge, Sherrill, Tex Guinan, Neil Hart, Dalton, Barriscale, Arbuckle, Chaplin. Send stamp for lists. ECONOMY CO., 1233 Vine St., Philadelphia.

FILMS—One to six-reel Features; reasonable prices. Paper, Photos. List free. GUY HALLOCK, Duluth, Minnesota. ja8

FILMS—Comedy and Western. FRANK HUDDLESTON, Jobs, Ohio.

FILMS—Stamp, list. Address "FILMS," Billboard, New York.

FIVE BIG HART-FAIRBANKS FIVE-REELERS, \$200 each; three Talmadge-Roy Stewart-Desmond Five-Reelers, \$150 each; as new, Nine two-reel Texas Guinan Westerns, \$30 each; paper free. Deposit. BOX 228, Altoona, Pennsylvania. de18

FOR SALE—One, two and three-reel Features, \$5.00 per reel. Lists. SANOR FILM EXCH., Kaukaee, Illinois. de25

FOR SALE OR EXCHANGE—Lot of first-class, 1 and 2-reel Films. What have you? HARRY SMITH, Graiz, Pennsylvania.

FOR SALE—Eight Comedy Reels, all in first-class condition. Among them one Universal, one L-Ko. Comedy, Big V. and Florence Turner in Doorsteps. Address JAMES W. SHIRVE, Room 211, 813 Walnut St., Kansas City, Missouri.

FOR SALE—"Kate," 4-reel sensational feature. Standard condition. Some paper. Price, \$30.00. FRANK RUTLEDGE, Spring Lake, Michigan.

FOR SALE—15 Harry Carey's, \$150.00. "Subject to your examination. Send deposit." One-reel subjects. "Everyone a real thriller." As much paper on these as you may need. Film in A-1 condition. Full reels. JAWITZ PICTURES CORPORATION, Suite 607 729 Seventh Ave., New York City.

GREAT EDUCATIONAL FEATURES—One to 5 reels. Prints like brand new. Bargains. W. M. TEMPLE, Mason City, Iowa.

FOR SALE—Twenty reels film; good condition; Hart, Arbuckle and others; paper, yes; first \$60 takes all. MARION HALL, 237 Goodale St., Watertown, N. Y.

FOR SALE—A Square Deal, 5 reels, \$75.00; Where Are My Children, 5 reels, \$100.00; Trustful Tulliver, 5-reel Western, featuring Wm. S. Hart. Full of pep, \$90.00; The Money God, 5 reels, \$80.00; The Fortune Hunters, well known play, \$50.00. Sixteen Three, starring Lionel Barrymore, 5 reels, \$75.00. The California, featuring Douglas Fairbanks, 5 reels, \$85.00; Smashing the Vice Trust, 6 reels, needs no recommendation, \$25.00; In the Days of Thundering Herd, 5-reel Western, starring Tom Mix, the dare devil of the screen, \$100.00; two-reel Westerns, \$35.00, 2-reel Billy West Comedies, \$40.00. Variety Road Shows, complete, consisting of program of six or seven reels, \$85.00. No lists. Tell us your want. BLAND'S ATTRACTIONS, "Only the Best," 1261 South Central Park Ave., Chicago, Illinois.

"LITTLEST REBEL"—New print; 6,000 Litho Herals, all paper, including 24; 6 reels; \$150.00. TEMPLE, Mason City, Iowa.

"LIBERTINE," new print. Big State right. Five States, \$400 lobby, paper, everything. One State sold will pay for all. Only \$350.00. TEMPLE, Mason City, Iowa.

NEW PRINTS—"Life of Jesse James," 4 reels; California, 3, 4 or 5 reels, Sontag and Evans, the California Outlaw, State rights, 3 reels; Great Western Bound-Up, 2 reels. All sizes Posters and other advertising matter on above attractions. INDEPENDENT FILM EXCHANGE, 120 Golden Gate Ave., San Francisco, California. Jan1

NINETY REELS SWELL FILMS (Not Junk). Will play same towns next season. Must have all new subjects. Every read man write me. It's worth your while if you take a pride in showing good pictures. I will buy, sell or trade. Exchanges send list of good films. Don't want junk. W. A. CROUCH, Shannon, Mississippi.

PAVLOWA (8 reels), Neptune's Daughter (7), Purity (5), Frozen Warning (6), Witching Hour (6), Maurice Tourneur's Woman (6), Diana's Inspiration (3), Should a Girl Be Told (5). QUEEN CITY FEATURE FILM CO., 2212 Gilbert Ave., Cincinnati, Ohio.

ROAD BETWEEN, 5 reels, \$45.00; Behind the Mask, 5 reels, \$45.00; Mute Appeal, 5 reels, \$45.00. Single Comedy reels, \$5.00 each. R. WOLF, Room 30, 112 No. La Salle St., Chicago, Illinois.

ROAD MEN who are looking for good variety programs, we have all kinds of Scenes, Educational, Westerns. Sensational subjects of all kinds. One and two-reel Comedies. A big selection. Send for our free bargain list at once. AMERICAN FILM BROKERS, 112 No. La Salle St., Chicago, Illinois.

SEND \$4—111 send five complete, clean Westerns, Comedies, Dramas, privilege examination, balance C. O. D. \$7. F. H. THOMPSON, Belleville, Wis.

SENSATIONAL PHOTOPLAY Race Suicide, 6 reels, New York State right. Lobby. HOPPER, Corning, New York.

TEN NIGHTS IN A BARROOM, Life of Christ. G. W. GREGORY, Brodnax, Virginia. de18

TEN NIGHTS IN A BARROOM, Life of Christ. G. W. GREGORY, Brodnax, Virginia.

THE ACME MENDERS will save you money. Write for circulars. EMPIRE FILM CO., Pulaski, N. Y.

"THE BARGAIN"—Six-reel William S. Hart. Sure cheap. \$150.00. W. M. TEMPLE, Mason City, Iowa.

THE CAST OFF, starring Bessie Barriscale; Raftes, with John Barrymore, The Little Girl Next Door, The Wives, The Spreading Evil, Uncle Tom's Cabin, Where Are My Children, The Road of Tears, On Trial, The Crisis, by Winston Churchill, Is Any Girl Safe, Her Condensed Sin, with a special star cast, produced under the personal direction of D. W. Griffith; Madam Do-Prop, a blood and thunder Western; Smashing the Vice Trust, a real clean-up. All kinds of others. Only those who are interested in the better class of subjects and perfect condition films can apply for our list. Junk buyers need not waste stamps. WESTERN FEATURE FILM EXCHANGE, 112 No. La Salle St., Chicago, Illinois.

"THE DEEMSTER," 7 reels, condition like new, great first-rate picture, \$300 worth of paper, two swell lobby display frames, well trunk, everything ready to go out and clean up. Great bargain for quick sale. Other business reason for selling. C. A. TENNANT, Sioux City, Iowa.

THESE FIVE-REEL FEATURES, \$45.00 EACH, with posters. Treason, The Cloud, Rainbow, Sweden of Life, High Hand, Other Girl, starring Jim Corbett. These 3-reel features, \$15.00 each, with posters: Unwritten Justice, Mother of Men, Aerial Revenge, Double Reward, Wolf Rred. Upon receipt of deposit, will send C. O. D. and allow examination. EUGENE CLINE, 7th and Main Sts., Cincinnati, Ohio.

"TRACKED ACROSS THE ATLANTIC"—4 reels, \$30. "On the Belgium Battlefields," 4 reels, \$20; "The Heart of Cerise," 3 reels, \$15; "Blood Will Tell," 2 reels, \$10; "Comedian's Mask," 2 reels, comedy, \$10; two-reel Chaplin, \$20. All films in good condition. Examination—send deposit. SHELLY M. SOUTHAID, Beaver Dam, Kentucky.

"THE ESCAPE"—D. W. Griffith Special. Mae Marsh, Owen Moore, Blanche Sweet; 7 reels; \$200 Lobby Paper. Bargain, \$140. TEMPLE, Mason City, Iowa.

WILL SELL 250 REELS \$2 up. Or will trade FILMS, Box 1212, Tampa, Florida. de25

\$10 TAKES EIGHT REELS—Five excellent one-reel Dramas at \$5 per reel. \$8 takes one reel made by Edison in 1901, old Biograph, and historical. Wm. WISE, Bucyrus, Ohio.

\$30 EACH, four full-reel features, "Faces," "Shoes," "Paris Streets," "Hellas"; \$40 each, 5 reels; "Life," "Jungle"; \$20 for Calgary Stampede, 2-reel; 100 reels of Comedies at \$5 each. All film in good shape and guaranteed. No list. One-third deposit. FILM CLEARING HOUSE, 813 11th St., Milwaukee, Wisconsin.

500 REELS OF FILM, \$2.00 to \$4.00 per reel, including paper. EMERGENCY FILM SERVICE, 3405 Olive St., St. Louis, Missouri.

EXCEPTIONAL FEATURES—Condition like brand new. Best on market any price. Write now for list. W. M. TEMPLE, Mason City, Iowa. ja8

25 FEATURES, also Short Subjects. Excellent condition. Some have paper. At a price to move them quick. FILM COMPANY, 551 South Salina St., Syracuse, New York. ja1

CASH FOR M. P. MACHINES, Mechanism, Parts, Lamphouse, Stands, Films, State lowest cash prices first letter. HARRY WIRE, Ravenna, Ohio.

EDISON PROJECTOR, Magazines, 250-watt Lamp, Stand, Rewinder. No reasonable offer refused. JOHN SILVI, 1829 Washington Avenue, New York City.

FOR TO SELL OUT ACCOUNT BAD HEALTH Moving Picture Machine, Theatre, Chairs, Compensators, Screens, Supplies. THEATRE WRECKING EX., 128 N. La Salle St., Chicago, Illinois.

FOR SALE—Moving Picture Machines, Booths, Cameras, Stereopticon. Anything from studio to screen. Lantern Slide makers, Motion Picture takers. WESTERN MOTION PICTURE CO., Danville, Illinois de25

FOR SALE—Edison Road Show complete, \$50.00; Stereopticon Slides, cheap Motograph Head Magazines, \$30.00; No. 5 Power's Head, \$20.00; Curtain, \$10.00; Bлик Typewriter, \$25.00. HARRY WIRE, Ravenna, Ohio.

FOR SALE—One each Nos. 5 and 6 Power Moving Picture Projectors, complete and in good order, ready to use. Bargains. Send for particulars. RALPH J. GOLSEN, 1128 Argyll St., Chicago.

FOR SALE—One motor drive Portable Picture Machine, brand new, with carrying case, attach to any light globe, complete, \$125.00. HOKE THEATRE SUPPLY CO., 166 N. State St., Chicago, Ill.

FOR SALE—Motion Picture Generator Sets Two Fort Wayne, 110 volt, 60 cycle, 35 ampere Motor Generator Sets, in first-class condition, each \$200.00. One Fort Wayne, 220 volt, 60 cycle, 35 ampere Motor Generator Set, \$200.00. DON SMITH, 157 N. Illinois St., Indianapolis, Indiana.

LUBIN PICTURE MACHINE, for calcium light; Song Slides, Films, Good condition. FRANK HUDDLESTON, Jobs, Ohio.

GREAT BARGAINS in used Machines, \$50 up. Send for list. QUEEN FEATURE SERVICE, Birmingham, Alabama. de18

FT. WAYNE CONVERTER, 110 volts, 3 phase, 2 k. w., good condition, \$220.00. Simplex Machines, Type 8 Lamphouse; latest style, in perfect condition; hand driven, \$115.00; motor driven, \$380.00; hand driven, \$285.00; condition guaranteed. Motograph motor driven, \$210.00; guaranteed. Power's 6 Mechanism, like new, \$95.00; Bell & Howell Compensator, 114 volt, perfect condition, \$45.00. H. B. JOHNSON, 538 So. Dearborn St., Chicago. ja1

MUST BE SACRIFICED: TAKEN FOR DERT—Complete motor driven Theater Moving Picture Machine, outside shutter, nitrogen lamp equipment, rock steady picture guaranteed, including new Hart Feature Film, with photos. First \$60.00 money order gets this. Also new Motograph 220-volt Rheostat, listed \$40.00, for \$15.00. 150 Slides and one reel of China Lecture for \$8.00. P. ESSER, 1875 Orchard St., Chicago.

NEW—Rewinders, Film Menders, Waxers, Condensers. Only the best. Write for circulars. EMPIRE FILM CO., Pulaski, New York.

PICTURE MACHINES, \$10.00 up. Supplies Big Lists, stamp. FRED L. SMITH, Amsterdam, New York.

POWER'S 6A—Used one month, \$200; Power's 6, \$125; Edison 1-Plin, \$50; Optigraph No. 4, \$25; Enterprise Stereopticon, \$10; Illinois Acetylene Light with two Presto Tanks, \$25; Model "B" Gas Light, \$14; Perfecto Gas Light, \$10. Everything in A-1 condition. Examination. Send charges. SHELLY M. SOUTHAID, Beaver Dam, Kentucky.

POWER'S, Edison, Simplex and all standard makes of machines on hand. Get our list. ROCKY MOUNTAIN SHOW SUPPLY, 805 Railroad Bldg., Denver, Colorado.

WANT films, machines, cameras, lenses; any condition. "FILMS," Billboard N. Y.

WANTED—Slides of all kinds, second-hand and new. Must be priced right. Send description and price to EVERETT G. EMERSON, Sturgis, Michigan.

WANTED—Power's 6-A Stand, also Power Heads and complete Machines of any make. Films and equipment. Portable Booth, etc. NATIONAL EQUIPMENT CO., Duluth, Minnesota. ja8

WANTED—Religious, educational and comedy films; good condition demanded. WEB, 433 Phillips St., Springfield, Missouri.

WANTED TO BUY—Battle of Gettysburg, Battle of Who Run, Barney Oldfield's Race for Life, Theatre 6A Head, Bessie Trumpet, Bessie Barton, Higham Trombone. BOX 234 Bristol, Tennessee.

WANTED—Power, Simplex, Motograph, Edison Machines. We buy Opera and Folding Chairs, Tents, Planes, Compensators, Film and complete Theatre Equipments. Will exchange or pay cash. Give full details and lowest price first letter. MONARCH THEATRE SUPPLY CO., 438 Market St., St. Louis, Missouri.

Wanted To Buy M. P. Accessories—Films 3c WORD. CASH. NO ADV. LESS THAN 25c.

DANTE'S INFERNO, Passion Play, Manger to Cross, Chapliss, Haris, Arbuckles. For Sale—Tents, Hatters, Battle Waterloo. HOPPER, Corning, New York.

FILMS OF EVERY KIND. In good condition, any amounts, large or small. Give full particulars first letter. CENTRAL FILM CO., 7th and Main Sts., (11th Bldg.), Cincinnati, Ohio.

WANTED—Hazenbeck-Wallace and other circus reels and negatives. FALES, Kalamazoo, Fla.

WILL BUY Buffalo Bill Film if reasonable. BOX 41, Waterloo, Iowa. de18

WANTED—Good Comedies and Features, with paper. Send list. FLORIDA FILM SERVICE, Box 1212, Tampa, Florida.

WANTED—Good Features, A-1 condition, paper. W. M. TEMPLE, Mason City, Iowa. ja8

A PLAN FOR PERFECT PEACE By WALTER DECKER

There'll be many featured oracles, heralding good things meant for you, And editorials in "Old Hillybly" Always ring just right and true. But I want to tell all showfolk What to do on Christmas Day, And if everyone will try it Heaven won't seem so far away.

No easy task for you to be merry, For back home your thoughts will stray: The yule-log fire, the sparkling tree And little ones at play; But "Peace on Earth," the angel chorus, Will soon ring out once again, And that song was meant for trouper Just the same as other men.

Peace on earth is not a mystery, The price for all mankind was paid, And in Bethlehem back yonder The only plan for peace was laid. Good Will to Men brings the blessing, So just pass that old creed along, And from heaven you'll hear the echo Of the angels' Christmas song.

Perhaps there's a lonely trouper— One to whom you may be kind— Or maybe some poor little kiddie That old Santa will never find. There's a million ways for showfolk To spread good cheer about, And in their own hearts kinde A fire of joy that won't die out.

The latest movie house to be opened at Hockford, Ill., is the Columbia, under the management of A. A. Johnson. The house is modern in every way and is located at Main and Kent streets.

# TALKING THRU THE HAT

(CLEVELAND PRESS)

Men and women who work for wages have a right to organize into labor unions. Just as capitalists organize into stock companies. Just as farmers join insurance and protective societies.

With labor unions in existence, their chief function must be that of collective bargaining.

When one man quits work no one says anything about it. When a thousand men quit work we call it a "strike." And some judges and most employers go up in the air about it. But that doesn't alter the principle that the men have a right to quit. It only shows that the judges and the employers have a special or a selfish interest in keeping them at work.

When a man talks about a ball game or a movie no one says anything. But when he talks about low wages and bad working conditions in a factory he is called an "agitator." And some judges and most employers go up in the air about that, too. But that doesn't prove anything. According to the United States and most of our State constitutions, people in this country are specifically guaranteed the right to talk about anything that interests them.

The trouble is that the labor baiters are organized to make a great noise about these things. Usually they are more intemperate in what they say and do than the labor men themselves.

This is all poppycock. Was President Wood, of the American Woolen Mills, sent to jail for arbitrarily shutting down his mills? Was Judge Gary arrested for speaking in favor of the twelve-hour day?

The Press believes that labor unions are good things because they are the best means for finding men for jobs and jobs for men in large numbers, and for dealing with wage conditions.

We believe the principle of collective bargaining is already well established, and that whoever goes against it is trying either consciously or just foolishly to turn the clock backward.

We believe that men have a right to quit work, either one at a time or as many together as want to.

And we believe that they have a right to talk about it, too!

Anybody who tries to say that American citizens have no right to do any or all of these things is talking thru his hat. He is doing worse than that. He is creating bitterness and disorganization, and playing into the hands of the Bolshevik.

## 2d-Hand M. P. Access. for Sale

5c WORD. CASH. NO ADV. LESS THAN 25c.

ADVERTISING MATTER on Neptune's Daughter, Woman, Witching Hour, Frozen Warning, QUEEN CITY FEATURE FILM CO., 2212 Gilbert Ave., Cincinnati, Ohio.

ALL MODELS of all makes of Moving Picture Machines at prices less than you can buy elsewhere; good rebuilt complete Machines for road or small town use as low as \$35.00; Compensators, Gas Making outfits, Opera and Folding Chairs; Film for read men as low as \$1.00 per reel. We buy and sell everything used by theatre and road men. WESTERN SHOW PROPERTIES CO., 518 Delaware St., Kansas City, Missouri; 2027-33 No. Broadway, Los Angeles, California.

BARGAIN LISTS FREE—Power, Simplex, Motograph, Edison, Stereopticon, Films, Supplies, Gas Outlets. NATIONAL EQUIPMENT CO., Duluth, Minnesota. ja8

BARGAIN FOR CASH \$200. Two Model B Edison Motion Picture Machines Complete. Write J. R. McBRIDE, 1839 South 20th St., Kansas City, Kan.

BARGAIN—First money order or draft \$100.00 buys a Vista Moving Picture Camera with Lens, Moving Picture Projector, Edison Ex. Model, Standard Reel and Machine. Head, 2 Lenses. A. B. MOORE, Eustis, Nebraska. de25

CHEAP—Edison, late model; De Vry, Pathoscope, Five Citrus, A-bestos Portable Bush, Spotlight, 6A Power's Stereopticon, Double Dissolver, 6A Lamp House, Power's 5 with 250-watt lamp, Magazines, Rewinders, Lenses, Condensers, 2 Baby Edison Machines. B. O. WETHURE, 47 Winchester St., Boston. fe5

CLASSY ROAD OUTFIT—Choice of Power or Edison special equipped machine, two-reel hand-cranked Feature with paper, two-reel sensational Animal Drama, two other reels, one set Song Slides with music, all for \$95. Particulars, stamp. BOX 134, Washington Court House, Ohio.

FOR SALE—Motion Picture Machines: One Power's 6-B motor driven Projection Machine, nearly new, with 110 volt, 60 cycle motor, complete with lenses, \$375.00. Two Simplex motor driven Projection Machines with magazines and lamp house, complete with lenses, each \$250.00. Two Power's 6-A, in perfect condition, motor driven, complete with lenses, each \$250.00. One 1915 Motograph, large magazines and lamp house, motor driven, complete, in extra good condition, \$250.00. Two Power's 6 hand driven Machines, complete with lenses, each \$125.00. R. E. GUMM, 157 N. Illinois St., Indianapolis, Indiana.

FOR SALE—One Standard No. 4 Picture Machine, with lens, no rheostat, in first-class condition, \$85.00. W. C. MCGUIRE, 159 N. Dearborn St., Chicago, Illinois.

FOR SALE—One Edison Exhibition Motion Picture Machine, in first-class condition, complete except lens and rheostat, \$65.00. WALTER SPINGER, 1232 Cottage Grove Ave., Chicago, Illinois.

FOR SALE—One motor drive, enclosed Rewinder for Moving Picture Theatre, without motor, \$17.50. HOKE THEATRE SUPPLY CO., 166 N. State St., Chicago, Illinois.

FOR SALE—Motograph Moving Picture Machine, ready for work, a complete outfit. Screen, Rheostat, Rewinder, Tools, etc. All \$65. Write E. T. BURKE, 515 B Ave., Cedar Rapids, Iowa.

FOR SALE—U. S. Cinematograph Motion Picture Camera, Zeiss-Tessar Lens Panorama Tilted Tripod. Condition like new. Price, \$90.00. FRANK RUTLEDGE, Spring Lake, Michigan.

MANY SONG SLIDES WANTED—ROY D. BOWSER, Forest City, Illinois.

MOTION PICTURE OUTFIT AT HALF PRICE—Suitable for theatre or road show. Electric or calcium light. Hand or motor drive. NATIONAL EQUIPMENT CO., Duluth, Minnesota. ja8

MOVING PICTURE CAMERA, \$20; Stereopticon, \$12; Tripods, Tilt and Panoramic, \$15. Catalogue, L. HETZ, 302 E. 23d, New York City.

In Answering Classified Ads, Please Mention The Billboard.



**ACCIDENT INSURANCE**  
John J. Kemp, 76 William st., New York City.

**ADVERTISING NOVELTIES**  
Hennigan & Co., 311 Genesee st., Cincinnati.  
N. Shure, 237-241 W. Madison st., Chicago, Ill.  
D. F. Silberer, 335 Broadway, New York City.

**AEROPLANES (Captive)**  
Garvey & Miner, 2087 Boston Road, N. Y. City.  
R. S. Fzall Corp., 2 Rector st., N. Y. City.

**AEROPLANES (Swings)**  
J. W. Ely Co., Inc., 116 Main, White Plains, N.Y.

**AERIAL ADVERTISING**  
Brazel Novelty Mfg. Co., 1710 Ella st., Cincinnati  
Swedish Air Line, Sheldon, Ill.

**AEROPLANE FLIGHTS AND BALLOONING**  
Hedden Aviation Co., Dowagiac, Mich.  
Star Aerial Co., 202 Empire Bl., Detroit, Mich.  
Sheldon Air Line, Sheldon, Ill.

**AGENTS (European)**  
C. C. Hartman, European agent for everything  
in show business, 115 Willfield Way, Golders  
Green, London, N. W. 4, England.

**AIR CALLIOPES**  
Pneumatic Calliopo Co., 345 Market, Newark, N.J.

**ALLIGATORS**  
Florida Alligator Farm, Jacksonville, Fla.

**ALUMINUM FEATHERWEIGHT STAGE CURTAIN ROLLERS**  
Amelia Grain, 819 Spring Garden st., Phila.

**ALUMINUM SOUVENIR GOODS**  
A. C. Bosselman & Co., 164 5th ave., New York.

**AMERICAN FEDERATION OF MUSICIANS**  
Jon. N. Weber, Pres., 110-112 W. 40th st., N. Y. C.  
W. J. Kerwood, Secy., 3535 Pine, St. Louis.

**EXECUTIVE COMMITTEE**  
C. A. Weaver, Musicians' Club, Des Moines, Ia.  
A. C. Hayden, 1011 B st., S.E., Washington, D.C.  
Frank Borgel, 68 Haight st., San Francisco, Cal.  
H. E. Brenton, 110 W. 40th st., New York, N. Y.  
C. A. Carey, 179 Montrose, Toronto, Ont., Can.

**AMUSEMENT DEVICES**  
Boat Race, Cahill Bros., 519 W. 45th, N. Y. C.  
Briant Spec. Co., 36 E. Georgia, Indianapolis.  
Byfield, Berry, Scheel Construction Co., 6100 S.  
Park ave., Chicago, Ill.  
Dayton Fun House & R. D. Mfg. Co., Dayton, O.  
Eli Bridge Co., Jacksonville, Ill.  
J. W. Ely Co., Inc., 116 Main, White Plains, N.Y.  
H. C. Evans & Co., 1528 W. Adams st., Chicago.  
Allan Herschell Co., Inc., No. Tonawanda, N.Y.  
Jahn Engineering Co., 3910 Retsertown Rd.,  
Baltimore, Md.

**AMUSEMENT DEVICES**  
W. F. Mangels Co., Coney Island, N. Y.  
Miller & Baker, P. O. Box 427, Baltimore, Md.  
C. W. Parker, Leavenworth, Kan.  
Public Amuse. Co., Box 427, Baltimore, Md.  
The Spillman Engr. Corp., No. Tonawanda, N.Y.  
U. S. Tent-Awn. Co., 229 N. Desplaines, Chicago.

**ANIMALS AND SNAKES**  
Wm. Bartels Co., 42 Cortland st., N. Y. City.  
Buffalo Bird Store, 65 Genesee st., Buffalo, N.Y.  
Flint's Porcupine Farm, North Waterford, Me.

**HORNE'S ZOOLOGICAL ARENA CO.**  
Direct Importers and dealers in WILD ANIMALS,  
BIRDS AND REPTILES, KANSAS CITY, MO.

Horne's Zoo Arena, 318 K. & P., Kansas City.  
R. F. Jones, Minneapolis, Minn.  
W. Odell Learn & Co., 509 Dolores st., San  
Antonio, Tex.  
Wm. Mackensen, Yardley, Pa.

**PUTNAM ANIMAL CO.**  
462 Washington St., Buffalo, New York.

Louis Ruhe, 351 Bowers, New York City.  
"Snake King," Brownsville, Tex.  
Texas Snake Farm, Brownsville, Tex.

**ANIMALS (Sea Lions)**  
Capt. Geo. M. McGuire, Santa Barbara, Cal.

**ARTIFICIAL FLOWERS**  
Botanical Decorating Co., 208 W. Adams, Chicago  
United Flow. & Deco. Co., 238 W. 48th, N. Y. C.

**ASBESTOS CURTAINS AND FIRE-PROOF SCENERY**  
Amelia Grain, 819 Spring Garden st., Philadelphia, Pa.

**AUTOMATIC BOWLING GAMES**  
Briant Spec. Co., 36 E. Georgia, Indianapolis.  
A. L. Utz, R. Alto, Cal.

**AUTOMATIC ELEC. ECONOMIZER**  
N. Power, 90 Gold st., New York City.

**AUTOMATIC MUSICAL INSTRUMENTS**  
Tonawanda Music Inst. Wks., Nth Tonawanda,  
New York.

**AUTOMATIC SWINGS**  
A. R. Hunkins, Patentee, Mason City, Ia.

**BADGES, BANNERS AND BUTTONS**  
Abbot Flag Co., 115 Nassau st., New York City.  
Lodge Regalia Co., 115 Nassau st., N. Y. City.  
I. Kraus, 134 Clinton st., New York City.

**BADGES FOR FAIRS AND CONVENTIONS**  
Cammall Badge Co., 339 Washington, Boston.

**BALL CHEWING GUM**  
Walter Gum Co., 484 Tompkins, Brooklyn, N.Y.

**BALL THROWING GAMES**  
Briant Spec. Co., 36 E. Georgia, Indianapolis.  
Wm. C. Eck & Co., 125 E. 12th st., Cincinnati, O.  
H. C. Evans & Co., 1528 W. Adams, Chicago.

**BALLOONS**  
(Passenger Carrying, Advertising, Captive and Gas)  
Northwestern Balloon Co., 1635 Fullerton, Chicago  
P. O. Seyfang, 1465 Broadway, New York City.  
Thompson Bros. Balloon Co., Aurora, Ill.

**BALLOONS, WHIPS, CANES, NOVELTIES AND DOLLS**  
Brazel Novelty Co., 1710 Ella st., Cincinnati, O.  
Levin Bros., Terre Haute, Ind.  
M. Pressner, 20 East 17th st., N. Y. C.  
Tipp Novelty Co., Tippecanoe City, O.  
Spec. Sales Co., 1623 Westlake, Seattle, Wash.  
N. Shure Co., 237-241 W. Madison st., Chicago.  
Singer Bros., 82 Bowers, New York City.  
Vixman & Pearman, 620 Penn ave., Pittsburgh.



# DIRECTORY OF ADVERTISERS

That instantly furnishes Line of Business, Names, and Addresses of Supply for Amusement Enterprises.



**RATES AND CONDITIONS**  
Your name and address, if not exceeding ONE LINE in length, will be published, properly classified, in this Directory, at the rate of \$12, in advance, per year (52 issues), provided the ad is of an acceptable nature.

**BAND INSTRUMENTS**  
Ludwig & Ludwig, 1614 N. Lincoln st., Chicago.  
**BAND ORGANS**  
Tonawanda Music Inst. Wks., Nth Tonawanda,  
New York.

**BASKETS**  
**CHINESE ORIENTAL BASKETS**  
ALISTO MFG. CO., 1444 Walnut St., Cincinnati, O.

Bayless Bros. & Co., 704 W. Main, Louisville.  
Burlington Willow Ware Shops, Burlington, Ia.  
Carl Greenbaum & Son, 105 Lewis st., N. Y. C.

**CHINESE BASKETS**  
THOMAS J. HUGHES,  
406 Grant Ave., San Francisco, Calif.

L. Marnhout Basket Co., 816 Progress, Pitts-  
burg, Pa.

**MEXICAN BASKETS**  
MEXICAN PRODUCTS CO., Laredo, Texas.

Wabash Basket Co., Converse, Ind.

**BASKETS (Fancy)**  
A. Albert, 320 Market, San Francisco, Cal.  
Kindel & Graham, 785-87 Mission, San Francisco.

**BAZAARS AND CELEBRATION EQUIPMENTS**  
Eastern States Supply Co., New Haven, Conn.

**BEADS**  
(For Concessions)  
Mission Bead Co., Los Angeles, Cal.  
Oriental Mfg. Co., Providence, R. I.

**BIRDS, ANIMALS AND PETS**  
Detroit Bird Store, 211 Michigan, Detroit, Mich.  
Pet Shop, 2335 Olive st., St. Louis, Mo.

**BIRD REMEDIES**  
The Peptoast Co., 415 E. 14th, New York City.

**BUSINESS OPPORTUNITIES**  
Talbot Mfg. Co., 1325 Chestnut st., St. Louis, Mo.

**CALCIUM LIGHT**  
Erker Bros., 604 Olive st., St. Louis, Mo.  
Philadelphia Calcium Light Co., Phila., Pa.  
St. L. Calcium Light Co., 516 Elm st., St. Louis.  
Twin City Cal. Light Co., Minneapolis, Minn.

**CANDY**  
Otto H. Bruns, 18 N. 2d st., St. Louis, Mo.  
Cook Candy Co., 324 W. Court st., Cincinnati, O.  
H. C. Evans & Co., 1528 W. Adams st., Chicago.  
Golfman Bros., 329 Hennepin ave., Minneapolis.  
Gramercy Chocolate Co., 7184 Waite st., N. Y. C.  
J. J. Howard, 617 So. Dearborn st., Chicago, Ill.  
A. W. Dye Candy Co., 1327 Main, Kan. City, Mo.  
Minute Supply Candy Co., 2901 Villet, Milwaukee  
G. W. Noid & Co., 1924 Villet, Milwaukee, Wis.  
Princess Confection Co., 416 Dela., Kansas City.  
Rueckhelm Bros. & Eckstein, Peoria and Green  
sts., Chicago, Illinois.

**CANES AND WHIPS**  
Brazel Novelty Co., 1710 Ella st., Cincinnati, O.

**CANES & SWAGGERS** Canes per hun-  
dred, \$5.00. Swag-  
gers, per hundred, \$6.50. I. EISENSTEIN & Co., 625  
Broadway, New York.

Levin Bros., Terre Haute, Ind.  
N. Shure & Co., 237 W. Madison st., Chicago.  
Singer Bros., 82 Bowers, New York City.

**CARRY-US-ALLS**  
C. W. Parker, Leavenworth, Kan.

**CARNIVAL DOLLS**  
E. Goldberger, 149 Wooster, New York City.  
Westercraft Studios, 1012 S. Broadway, Los An-  
geles, Cal.

**CARNIVAL FRONTS AND SHOW BANNERS**  
Baker & Lockwood, 7th & Wyandotte, Kansas City  
Sampler Adv. Co., Inc., 729 Seventh ave., N. Y.

**CARNIVAL GOODS AND CONCESSIONAIRES' SUPPLIES**  
Eastern States Supply Co., New Haven, Conn.  
Emmel Novelty Mfg. Co., 621 Broadway, N. Y. C.  
Fantus Bros., Inc., 525 S. Dearborn st., Chicago.  
Gate City Stat. & Doll Co., 1310 Va. st., K. C., Mo.  
J. M. Kellis, 331 Manton ave., Providence, R. I.  
Kindel & Graham, 785-87 Mission, San Francisco.  
Levin Bros., Terre Haute, Ind.  
Oriental Mfg. Co., Providence, R. I.  
T. H. Shanley, 181 Prairie, Providence, R. I.  
Singer Bros., 82 Bowers, New York City.  
Standard Whip Co., Westfield, Mass.  
Vier Bros. Co., 754 S. Los Ang., Los Angeles.

**CARS (R. R.)**  
Houston R. R. Car Co., Box 530, Houston, Tex.  
Southern Iron & Equipment Co., Atlanta, Ga.

**CAROUSELS**  
W. H. Dentzel, 3641 Germantown ave., Phila.  
Allan Herschell Co., Inc., No. Tonawanda, N.Y.  
M. C. Illinois & Sons, 2789 Ocean Parkway,  
Coney Island, New York.  
W. F. Mangels Co., Coney Island, N. Y.  
C. W. Parker, Leavenworth, Kan.  
Spillman Engr. Corp., North Tonawanda, N. Y.

**CHAIRS, GRAND STANDS, CIRCUS SEATS**  
Baker & Lockwood, 7th & Wyandotte, Kan. City.  
Chair Exchange, 6th & Vine sts., Phila., Pa.  
C. E. Flood, 7820 Decker ave., N. E., Cleveland.

**CHEWING GUM MANUFACTURERS**  
The Helmet Co., 1621 Broadway, Cincinnati, O.

**COMBINATION OFFER**  
One year's subscription to The Bill-  
board and your name and address in-  
serted in 52 issues, properly classified,  
for \$15.

If a name and address is too long to insert in  
one line there will be a charge made for a whole  
or part of second line used.

**NEWPORT GUM CO.'S SPEARMINT GUM**  
\$1.25 per 100 Packages, in lots of 1,200 or over.  
NEWPORT, KENTUCKY.

Toledo Chewing Gum Co., Toledo, Ohio.  
**CHINESE BASKETS**

**CHINESE BASKETS OF ALL KINDS**  
Oriental Art Co., 1429 Walnut St., Cincinnati, O.

**CHOCOLATES IN FLASH BOXES**  
Cook Candy Co., 324 W. Court st., Cincinnati, O.  
J. J. Howard, 617 So. Dearborn st., Chicago, Ill.

**CIGARETTES**  
Liggett & Myers, New York City.

**CIRCLE SWINGS**  
R. S. Uzzell Corp., 2 Rector st., N. Y. City.

**CIRCUS AND JUGGLING APPARATUS**  
Edw. Van Wyck, 2643 Colerain, Cincinnati, O.

**CIRCUS TENTS**  
J. C. Goss Co., Detroit, Mich.  
N. Y. Tent & Tarpaulin Co., 358 Atlantic ave.,  
Brooklyn.

**CIRCUS WAGONS**  
Beggs Wagon Co., Kansas City, Mo.  
L. Nickerson Tent, Awning & Cover Co., 173  
State st., Boston, Mass.

**CLOG SHOES**  
Hooker-Howe Costume Co., Haverhill, Mass.

**CLUBS, SOCIETIES, ORGANIZATIONS AND UNIONS**  
Actors' Fund of America, B'way-47th, N. Y. C.  
Actors' Equity Assn., 115 West 47th st., N. Y.  
Amateur Comedy Club, 150 East 34th st., N. Y.  
American Artists' Fed., 1440 Broadway, N. Y. C.  
Associated Actors and Artists of America,  
1440 Broadway, N. Y. C.  
Authors' Club, Carnegie Hall, N. Y.  
Authors' League, 41 Union Square, N. Y.  
Burlesque Club, 125 West 47th st., N. Y.  
Chorus Equity Assn., 229 W. 51st, New York.  
Catholic Actors' Guild, 229 West 40th st., N. Y.  
Drama League of America, 7 E. 42nd st., N. Y.  
Drama Society, 131 East 15th st., N. Y.  
Film Players' Club, 138 West 46th st., N. Y.  
Friars' Club, 110 West 48th st., N. Y.  
Green Room Club, 139 West 47th st., N. Y.  
Forest Dramatic Assn., 290 W. 45th st., N. Y.  
I. A. T. S. E. Local 35, 1547 Broadway, N. Y.  
The Lambs, 128 West 44th st., N. Y.  
The Little Club, 216 West 44th st., N. Y.  
M. P. Operators' Local 306, 1547 B'way, N. Y.  
Musical Art Society, 33 W. 44th st., N. Y.  
Musical League of America, 1 W. 34th st., N. Y.  
Musical Mutual Prot. Fund, 201 E. 86th, N. Y.  
Musical Union, N. Y. Fed., 1233 Lenox ave., N. Y.  
Photo Play League of Am., 185 Madison av., N. Y.  
The Players, 16 Gramercy Park, N. Y.  
Prof'l Women's League, 144 W. 50th, N. Y. C.  
Read Men's Association, 676 8th ave., N. Y.  
Stage Society of N. Y., 8 West 40th st., N. Y.  
Stage Women's War Relief, 336 5th ave., N. Y.  
Theat. Protective Union No. 1, 1482 B'way, N. Y.

**COASTER CARS**  
Dayton Fun-House & R. D. Mfg. Co., Dayton, O.

**CONCERT MANAGERS**  
Raoul Biais (concert Bureau), 220 W. 42d, N. Y. C.

**CONFECTIONS**  
J. J. Howard, 617 So. Dearborn st., Chicago, Ill.

**CONFECTONERY MACHINES**  
Talbot Mfg. Co., 1325 Chestnut st., St. Louis, Mo.

**COSTUMES**  
Harrelson Costume Co., 910 Main, Kan. Ct., Mo.  
Kampmann Costu. Wks., S. High, Columbus, O.  
Lester Costume Co., State-Lake Bldg., Chicago.  
Miller, 236 S. 11th, Philadelphia, Pa.  
Pichler Costume Co., 511 3d ave., N. Y. City.  
Western Costume Co., 908 So. Broadway, Los  
Angeles, Cal.

**COSTUMES (Minstrel)**  
Hooker-Howe Costume Co., Haverhill, Mass.

**CRACKER JACK**  
Rueckhelm Bros. & Eckstein, Harrison & Sanga-  
mon sts., Chicago, Ill.

**CUPID DOLLS**  
Minnesota Statuary Co., 1213 Washington ave.,  
S. Minneapolis, Minn.

**CUPID DOLLS**  
J. ALISTO MFG. CO., 1446 Walnut St., Cincinnati, O.

**DECORATORS, FLOATS AND BOOTHS**  
Baker & Lockwood, 7th-Wyandotte, Kan. City.  
Botanical Decorating Co., 208 W. Adams, Chicago.  
Chicago Flag-Deco. Co., 1325 S. Wabash, Chicago.  
The Home Deco. Co., 533 S. Wabash, Chicago.  
Papier Maché Art Shop, 3443 S. Hill, Los An-  
geles, Cal.  
Silver's Decorating Co., Box 57, Newport, N. J.

**DIAMOND JEWELRY**  
(For Salesboards and Premiums)  
Jos. Hagn Co., 306 W. Madison st., Chicago, Ill.

**DOLLS AND DRESSES**  
**DE LUXE DOLL & DRESS CO.**  
Our Assortment Has No Equal, \$8.00 per 100.  
168-170 Fifth Street, MILWAUKEE, WIS.

**DOLLS AND TEDDY BEARS**  
At-Last-A Novelty Co., 35 S. Dearborn, Chicago

**AVERILL M'FG CO.**  
Papeete, Felt and Novelty Dolls.  
37 Union Square, West, New York.

Chicago Doll Mfrs., 166 N. State st., Chicago.  
Danville Doll Co., Danville, Ill.

H. C. Evans & Co., 1528 W. Adams, Chicago.  
E. Goldberger, 149 Wooster, New York City.  
Florence Art Co., 2800 21st st., San Francisco.  
M. Gerber, 727-729 South st., Philadelphia, Pa.  
Kindel & Graham, 785-87 Mission, San Francisco.  
Levin Bros., Terre Haute, Ind.

Mid-West Hair Doll Factory, 620 E. 8th, Kan-  
sas City, Mo.  
Perfection Doll Co., 1144 Cambridge ave., Chi-  
cago, Ill.

Singer Bros., 82 Bowers, New York City.  
U. S. Tent-Awn. Co., 229 N. Desplaines, Chicago.  
Westercraft Studios, 1012 S. Broadway, Los An-  
geles, Cal.

**DOLLS**  
At-Last-A Novelty Co., 35 S. Dearborn, Chicago.  
Bayless Bros. & Co., 704 W. Main, Louisville.  
Carnival & Fair Doll Co., 1816 S. Kedzie, Chicago.  
Colonial Novelty Co., 402 1st. ave., N. Y. City.

**SAVE THE DOLLS IN 1921.**—Kewpie Wave Mohair  
(50 dolls to the lb.), reduced to \$2.75 lb. Kewpie  
Doll Dresses, hoops, three rows ribbon, all silk, 50c  
and 75c each. A. COHENSON, Los Angeles, Calif.

Dallas Doll Mfg. Co., 2218 1/2 Main, Dallas, Tex.  
Danville Doll Co., Danville, Ill.

**ALL SHADES ALWAYS KEWPIE DOLL WIGS**  
ROBT. DAVISON, 600 Blue Island Ave., Chicago.

Dominion Toy Mfg. Co., 161 Queen, E. Toronto.  
Eastern States Supply Co., New Haven, Conn.  
H. Horowitz Co., 1161 Broadway, N. Y. City.  
K. C. Doll Mfg. Co., 901 E. 12th, Kan. City, Mo.  
A. Koss, 2827 Belmont ave., Chicago, Ill.

Nov. Statuary Co., 1363 W. Lake, Chicago, Ill.  
The National Toy Mfg. Co., 415 Market, Phila.  
Progressive Toy Co., 102 Wooster, N. Y. City.  
Legal Doll Mfg. Co., 153 Greene st., N. Y. C.

**FOR BEST DOLLS GET IN TOUCH WITH Reliable Dollhouse**  
1242 Sedwick St., CHICAGO, ILL.

M. Shapiro, 118 Market st., Philadelphia, Pa.  
M. B. Young, 126 Market, St. Louis, Mo.  
S. K. Novelty Co., 391 Watkins, Brooklyn, N. Y.  
U. S. Tent & Awn. Co., 231 Desplaines, Chicago.  
Vixman & Pearman, 620 Penn ave., Pittsburgh.  
Western Doll & Toy Mfg. Co., Los Angeles, Cal.

**DOLL DRESSES**  
**KEWPIE DOLL DRESSES**  
\$5.00 per Hundred.  
ALISTO MFG. CO., 1444 Walnut St., Cincinnati, O.

Unger Doll & Toy Co., 509 2d av., Milwaukee, Wis.

**DOLL RACKS**  
Wm. C. Eck, 125 E. 12th st., Cincinnati, O.  
Spillman Engr. Corp., North Tonawanda, N. Y.

**DOLL WIGS**  
LaRose Doll Wig Co., 155 Wooster st., N. Y.  
**DOUGHNUT MACHINES**  
Harry McKay, 1529 W. Madison st., Chicago, Ill.  
Talbot Mfg. Co., 1325 Chestnut st., St. Louis, Mo.

**DRAMATIC EDITORS**  
NEW YORK MORNING PAPERS

American, Alan Dale, critic; John MacMahon,  
dramatic editor, 228 William st., N. Y. City.  
Call, Louis Gardy, 112 Fourth ave., N. Y. City.  
Commercial, Miss H. Z. Torres, 38 Park Row,  
New York City.  
Daily News Record, Kelsey Allen, Hotel Her-  
mitage, Times Square, New York City.  
Journal of Commerce, Frank T. Pope, 1493  
Broadway, New York City.  
News (Illustrated), Miss McElliott, 25 City  
Hall Place, New York City.  
Sun and New York Herald, Lawrence Reamer,  
critic; John Logan, dramatic editor, 280  
Broadway, New York City.  
Times, Alexander Woolcott, critic; George S.  
Kaufman, dramatic editor, 217 West 43d  
st., New York City.

Tribune, Heywood Brown, critic.  
Telegraph, Renold Wolf, Eighth ave. and 60th  
st., New York City.  
World, Louis DeFoe, critic; Louis B. O'Shaugh-  
nessy, dramatic editor, Pulitzer Bldg., New  
York City.

**NEW YORK EVENING PAPERS**  
Daily Women's Wear, Kelsey Allen, Hotel  
Hermitage, Times Square, New York City.  
Evening Post, J. Ranken Towse, critic; Ches.  
P. Sawyer, dramatic editor, 20 Vesey st.,  
New York City.  
Evening Sun, Stephen Rathbun, 280 Broadway,  
New York City.  
Evening Telegram, Robert Gilbert Welch,  
Herald Square, New York City.  
Evening Globe, Kenneth MacGowan, critic;  
Miss Allison Smith, dramatic editor, 75 Dey  
st., New York City.  
Evening Journal, C. F. Zittel, 1482 Broadway,  
New York City.  
Evening Mail, Burns Mantle, Room 1205, 220  
West 42d st., New York City.  
Evening World, Charles Darnott, critic; Bide  
Dudley, dramatic editor; Pulitzer Bldg., New  
York City.

**CHICAGO PAPERS**  
Chicago Daily Tribune, Percy Hammond, 7 S.  
Dearborn, Chicago.  
Chicago Herald and Examiner, Ashton Stevens,  
163 W. Washington st., Chicago.  
The Chicago Daily Journal, O. L. Hall, 15 S.  
Market st., Chicago.  
The Chicago Daily News, Amy Leslie, 15 5th  
ave., North, Chicago.  
The Chicago Evening Post, Charles Collins, 12  
S. Market st., Chicago.  
The Chicago Evening American, "The Optimist,"  
360 W. Madison st., Chicago.

**BOSTON MORNING PAPERS**  
Boston Post, Edward H. Crosby, Boston, Mass.  
Boston Herald, Philip Hale, Boston, Mass.

**BOSTON EVENING PAPERS**  
Boston Traveler, Katherine Lyons, Boston, Mass.  
Boston American, Fred J. McIsaac, Boston, Mass.

(Continued on page 172)

DIRECTORY

(Continued from page 171)

Boston Record, F. H. Oushman, Boston, Mass. Boston Transcript, H. T. Parker, Boston, Mass. BOSTON MORNING AND EVENING PAPERS Boston Globe, Charles Howard, Boston, Mass. BOSTON MORNING AND SUNDAY PAPERS Boston Advertiser, Fred J. Harkins, Boston, Mass.

BALTIMORE MORNING PAPERS The American, Miss Louise Malloy, Baltimore, Md. The Sun (no one especially assigned to dramatic criticism), Baltimore, Maryland.

BALTIMORE EVENING PAPERS The Sun, John Oldmixon Lambdin, Baltimore, Md. The News, Norman Clark, Baltimore, Md. The Star, Miss May Irene Copping, Baltimore, Md.

ATLANTIC CITY (N. J.) MORNING PAPERS Gazette-Review, Arthur G. Walker, Atlantic City, N. J. Daily Press, Will Caseboom, Jr., Atlantic City, N. J.

NEW HAVEN (CONN.) EVENING PAPERS Times-Leader, C. W. Pickett, New Haven, Conn. Journal Courier, Arthur J. Sloane, New Haven, Conn.

ALBANY (N. Y.) MORNING PAPERS The Argus, Wm. H. Hasell, 44 Chestnut st., Albany, N. Y. Knickerbocker Press, Miss Myretta Chatham, 18 Beaver, Albany, N. Y.

ALBANY (N. Y.) EVENING PAPERS Times Union, Miss Marie A. Myers, 10 Magnolia Terrace, Albany, N. Y. Evening Journal, Mrs. Emma Van Wormer, Silgerlands, N. Y.

NEW HAVEN (CONN.) MORNING PAPERS The Register, Dramatic Editors, Frank H. Smith and Stanley J. Garvey, New Haven, Conn.

WASHINGTON MORNING PAPERS The Post, Frank P. Marse, Post Bldg., Washington, D. C. The Herald, Earle Dorsey, Washington, D. C.

WASHINGTON EVENING PAPERS The Star, Phyllander Johnson, 1100 Penn. ave., Washington, D. C. The Times, Harry C. Longhorst, Munsey Bldg., Washington, D. C.

DRAMATIC PRODUCING MANAGERS

Winthrop Ames, Little Theater, N. Y. City. Anderson & Weber, Longacre Theater, N. Y. David Belasco, Belasco Theater, New York City. William A. Brady, Playhouse, New York City. Geo. Broadhurst, Broadhurst Theater, N. Y. C. Chas. Coburn, 1482 Broadway, New York City. F. Ray Comstock, Princess Theater, N. Y. City. John Cort, 1476 Broadway, New York City. William Elliott, Princess Theater, N. Y. City. A. L. Erlanger, New Amsterdam Theater, N.Y.C. H. H. Frazee, 140 W. 42d st., N. Y. City. Goetz Theat. Enterprises, 1451 Broadway, N.Y.C. Morris West, Century Theater, N. Y. City. Arthur Hammerstein, 105 W. 40th st., N. Y. C. William Harris, Jr., Hudson Theater, N. Y. C. Alf Hayman, Empire Theater, New York City. Arthur Hopkins, Plymouth Theater, N. Y. City. Adolph Klauer, 110 W. 42d st., N. Y. City. Marc Klaw, New Amsterdam Theater, N. Y. C. Henry Miller, Henry Miller Theater, N. Y. C. Oliver Morosco, Morosco Theater, N. Y. City. Henry W. Savage, Cohan & Harris Theater, N.Y.C. Selwyn & Co., Selwyn Theater, New York City. Lee & J. J. Shubert, Shubert Theater, N. Y. C. Smith & Golden, Hudson Theater Bldg., N. Y. C. Richard Walton Tully, 1482 Broadway, N. Y. C. Wendell Phillips Budge, 1403 B'way, N. Y. C. A. H. Woods, Eltinge Theater, N. Y. City. Fred Zimmerman, Jr., 310 W 79th st., N. Y. C.

DRAMATIC SCHOOLS

Signor Salvatore Cudia, 1425 B'dway, N. Y. C.

DRUMS (Snare and Bass)

Ludwig & Ludwig, 1014 N. Lincoln st., Chicago. Rogers Drum Head Co., Farmingdale, N. J.

DUPLEX COLLAR BUTTONS

J. S. Mead Mfg., 4 W. Canal, Cincinnati, O.

ELECTRIC LAMPS

Manrice Levy, 430 Atwood st., Pittsburg, Pa.

ELECTRIC LIGHT LAMPS AND OUTFITS

Ell Bridge Co., Jacksonville, Ill. Universal Motor Co., Oshkosh, Wis.

ELECTRICAL STAGE EFFECTS

Chas. Newton, 305 West 15th st., N. Y. City.

FAIR BOOKING AGENCIES

United Pairs Booking Association, 402-3-4-5-6 Garrick Theater Bldg., 64 W. Randolph st., Chicago, Ill.

FEATHER FLOWERS

DeWitt Sisters, Grand Blvd. & E. Prairie ave., Battle Creek, Mich.

FERRIS WHEELS

Ell Bridge Co., Jacksonville, Ill. W. P. Shaw, 115 Ditmas ave., Brooklyn, N. Y.

FILMS

(Manufacturers, Dealers in and Rental Bureaus) L. Luther Chocklett, Roanoke, Va. Willis & Inglis, Wright C. Bldg., Los Angeles.

FIREWORKS

American-Italian Fireworks Co., Dunbar, Pa. N. R. Barbaba, Fireworks Mfg. Co., New Rochelle, N. Y. Brynes-Weiland Fireworks Co., 127 N. Dearborn st., Chicago, Ill. Conti Fireworks Co., New Castle, Pa. Gordon Fireworks Co., 190 N. State st., Chicago.

FISHPOONDS

Automatic Fishpond Co., 2014 Adams, Toledo, O.

FLAGS

Abbot Flag Co., 115 Nassau st., N. Y. City. American Flag Mfg. Co., Easton, Pa. Baker & Lockwood, 7th & Wyandotte, K. C., Mo.

FLAGS AND FESTOONING

Annin & Co., 90 Fulton st., New York City.

Hitt Fireworks Co., 5224 37th ave., Seattle. Illinois Fireworks Display Co., Danville, Ill. Imperial Fireworks Co. of America, Inc., Box 612, Schenectady, N. Y. Martin's Fireworks, Fort Dodge, Ia. Metropolitan Fireworks Display Co., 1504 Commerce st., Dallas, Tex. Newton Fireworks Co., 25 N. Dearborn st., Chicago, Ill. N. A. Fireworks Co., State-Lake Bldg., Chicago. Pain's Manhattan B'k Firew'ks, 18 1/2 Pl. N.Y. Potts Fireworks Display Co., Franklin Park, Ill. Schenectady Fireworks Co., Schenectady, N. Y. Uncexcelled Mfg. Co., 22 Park Pl., N. Y. C. M. Wagner Displays, 34 Park Place, N. Y. Western Fireworks Co., 1814-50 Lawrence st., Denver, Col.

FISHPOONDS

Automatic Fishpond Co., 2014 Adams, Toledo, O.

FLAGS

Abbot Flag Co., 115 Nassau st., N. Y. City. American Flag Mfg. Co., Easton, Pa. Baker & Lockwood, 7th & Wyandotte, K. C., Mo.

FLAGS AND FESTOONING

Annin & Co., 90 Fulton st., New York City.

FORMULAS

(Trade Wrinkles & Secret Processes) Wheaton & Co., New Bedford, Mass., U. S. A.

FOUNTAIN PENS

Levin Bros., Terre Haute, Ind. C. J. McNally, 21 Ann st., New York.

N. Y. Mercantile Trading Co., 167 Canal, N.Y.C. N. Shure & Co., 237 W. Madison st., Chicago. Singer Brothers, 82 Bowers, New York City. Standard Pen Co., Evansville, Ind.

FROLIC AM. DEVICE

Uzzell Corp., 2 Rector st., New York City.

FUN HOUSE PLANS

Elms Amusement Co., 508 Elliott, Buffalo, N.Y.

GAMES

Briant Spec. Co., 36 E. Georgia, Indianapolis. Dayton Fun-House & R. D. Mfg. Co., Dayton, O. Wm. C. Eck & Co., 125 E. 12th st., Cincinnati, O.

GAMING DEVICES

H. C. Evans & Co., 1522 W. Adams st., Chicago.

GAS MANTLES

Bright Light Mantle Corp., 147-151 Baxter, N.Y.

GASOLINE LANTERNS, STOVES, MANTLES, ETC.

Waxham Light Co., 330 W. 42nd, R. 15, N. Y.

GAZING CRYSTAL BALLS

Crystal Gazing Sup. Co., Sta. B, Kan. C., Mo.

GLASS DECORATED NOVELTIES

Bayless Bros. & Co., 704 W. Main, Louisville. Lancaster Glass Co., Lancaster, O.

GREASE-PAINTS, ETC.

(Makeup Boxes, Cold Cream, Etc.) Economy Paint-Stick Co., 235 E. 50th N. Y. C. Zauder Bros., Inc., 113 W. 48th st., N. Y. City.

HAMBURGER TRUNKS, STOVES, GRIDDLES

Talbot Mfg. Co., 1325 Chestnut, St. Louis, Mo.

HANDKERCHIEF CASES

Singer Bros., 82 Bowers, New York City.

HAWAIIAN LEIS & PERISCOPES

Victor Inventions Co., Portland, Ore.

HIGH STRIKERS

Spillman Engr. Corp., North Tonawanda, N. Y.

I. A. T. S. E. & M. P. M. OPERATORS

Film Players' Club, 138 W. 40th st., New York. Thos. F. Gamble, 110 W. 40th st., New York. F. G. Lemaster, Secy.-Treas., 107 W. 46th N.Y. Jay, Lemke, Org. & Claim Depts., 107 W. 46th, New York City. Chas. C. Shay, Pres., 107 W. 46th, N. Y. City.

HORSE PLUMES

M. Schaombs, 612 Metropolitan av., Brooklyn, N.Y.

ICE CREAM CONES (Wholesale)

Alco Cone Co., 480 N. Front, Memphis, Tenn. Capital Cone Co., 2935 20th st., Sacramento, Cal. Cook Candy Co., 324 W. Court st., Cincinnati, O. Perfection Cone & C. Co., 285 Jay, Brooklyn, N.Y.

ILLUSIONS

Hornmann Magic Co., 304 W. 34th st., N. Y. C. Martinka & Co., 493 8'ath ave., N. Y. City.

INDIANS AND INDIAN COSTUMES

W. H. Harten, Gordon, Neb. Boston Novelty Co., 18 S. Boston, Tulsa, Ok.

INSURANCE

HENRY W. IVES & COMPANY 11 Pine St., New York City. Weather, Liability, Fire, Marine and Special Forms.

JAPANESE PERFUME AND NOVELTIES

T. D. Gomi, 3 East 17th st., New York City.

JEWELRY

Dazlan's Theatrical Emp., 142 W. 44, N. Y. C. Endel Novelty Mfg. Co., 621 Broadway, N.Y.C. Jos. Hagn Co., 309 W. Madison, Chicago, Ill. Levin Bros., Terre Haute, Ind. Oriental Mfg. Co., Providence, R. I. N. Shure Co., 237-241 W. Madison st., Chicago. Singer Brothers, 82 Bowers, New York City. J. J. Wyle & Bros., 18 E. 27th st., N. Y. City.

J. J. WYLE & BROS., INC.

Successors to Slegman & Weil. 18 and 20 East 27th St., New York City.

JOB LOTS AT LOW PRICES

Fantus Bros., Inc., 525 S. Dearborn st., Chicago.

LIGHTING PLANTS

J. Frankel, 224 North Wells st., Chicago, Ill. Little Wonder Light Co., Terre Haute, Ind. Primo Light Mfg. Co., 3849 Olive, St. Louis. C. Rueckert, 2100 N. Larrabee, Chicago. Universal Motor Co., Oshkosh, Wis. Waxham Light Co., 330 W. 42nd, R. 15, N. Y. J. T. Windhorst & Co., 196 N. 15th, St. Louis.

MAGIC GOODS

Arthur P. Feldman 3231 Harrison, Chicago. Chicago Magic Co., 140 S. Dearborn, Chicago. Gilbert Magic Co., 11135 S. Irving, Chicago. Hornmann Magic Co., 304 W. 34th st., N. Y. C. Martinka & Co., Inc., 493 8'ath ave., N. Y. City. The Oaks Magical Co., Dept. 532, Oshkosh, Wis. Thayer Magic Mfg. Co., 334 S. San Pedro st., Los Angeles, Cal.

MAGIC PLAYING CARDS

S. S. Adams, Ashbury Park, N. J.

MANICURE SETS

Jos. Hagn Co., 306 W. Madison st., Chicago, Ill. Singer Bros., 82 Bowers, New York City.

MEDALLIONS (Photo)

Allied Photo, Nov. Co., 249 Bowers, New York. Jas. Bailey Co., 606 Rine Ave. and ave., Chicago.

MEDICINE FOR STREETMEN

Beauche's Wonder Remedy Co., Columbia, S. C. DeVore Mfg. Co., 274 N. High, Columbus, Ohio. The Sutter Chemical Co., Altoona, Pa. Dr. J. M. Thornber, Ferris, Ill. United Laboratories, High Point, N. C.

MERRY-GO-ROUNDS

F. L. Flaek, 16 E. Woodbridge, Detroit, Mich. Allan Herschell Co., Inc., No. Tonawanda, N.Y. W. F. Mangels Co., Coney Island, N. Y. C. W. Parker, Leavenworth, Kan. The Spillman Engr. Corp., N. Tonawanda, N. Y.

MEXICAN DIAMONDS AND RESUR-RECTION PLANTS

Mexican Diamond Impt. Co., 178 S. Las Cruces, N.M.

MICA SLIDES

Standard Slide Corp., 200 W. 48th st., N. Y. C.

MOVING PICTURE CAMERAS AND PROJECTORS

C. F. Ray, 326 5th ave., New York City.

MOVING PICTURE MACHINES

N. Power & Co., 90 Gold st., N. Y. City. Ray Film Co., 226 5th ave., New York City.

MUSIC COMPOSED & ARRANGED

Chester Music Co., 920 S. Michigan, Chicago. Geo. H. Crumb, 910 Wash., Charleston, W. Va. Chas. L. Low s. 479 Richmond st., Cincinnati, O.

MUSIC PRINTING

Rayner, Dalheim & Co., 2054 W. Lake, Chicago. H. S. Talbot & Co., 231 E. 12th, Chicago.

MUSIC PUBLISHERS

Carl Fischer, 50 Cooper Square, N. Y. City. Forster Music Pub., Loop End Bldg., Chicago. Rivers Music Co., Chateau Theat. Bldg., Chgo. Williams & Piron, Loop End Bldg., Chicago, Ill.

MUSICAL BELLS & SPECIALTIES

R. H. Mayland, 54 Willoughby, Brooklyn, N. Y.

MUSICAL GLASSES

A. Brauneiss, 1012 Napier ave., Richmond Hill, N. Y.

MUSICAL INSTRUMENTS

(Automatic & Hand Played)

CARL FISCHER

Headquarters for everything in Music. Catalog free. 46-54 Cooper Sq., N. Y. 334 S. Wabash, Chicago.

Jenkins Music Co., 1015 Walnut, Kan. City, Mo.

SELMER

117-119 W. 46th Street, NEW YORK, N. Y. In the Heart of the Theatrical District.

MUSLIN SIGNS AND BANNERS

Sampliner Advertising Co., 729 5th ave., N.Y.C.

NEEDLES FOR TATTOOING

Wagner, 203 Worth st., New York City.

NEEDLES-SELF-THREADING

Lee Bros., 145a E. 23d st., New York.

NOVELTIES

Arrow Novelty Co., Inc., 106 E. 16th st., N.Y.C. Brazel Novelty Co., 1710 Ella st., Cincinnati, O. Bosselman & Co., A. C., 194 5th ave., N. Y. Endel Novelty Mfg. Co., 621 Broadway, N.Y.C. Fantus Bros., Inc., 525 S. Dearborn st., Chicago. Goldberg Jewelry Co., 816 Wyandotte st., Kansas City, Mo. Jos. Hagn Co., 309 W. Madison, Chicago, Ill. Heaney Magic Co., Berlin, Wis. Harry Kellner & Son, 36 Bowers, New York. Levin Bros., Terre Haute, Ind. Nickel Merg. Co., 812 N. Broadway, St. Louis. M. Shapiro, 418 Market, Philadelphia, Pa. N. Shure Co., 237-241 W. Madison st., Chicago. Singer Bros., 82 Bowers, New York City. Zorn Novelty Co., 524 Market st., Phila., Pa.

OLD HOME WEEK SPECIALIST

F. L. Flaek, 16 E. Woodbridge st., Detroit, Mich.

OLD MILLS

(Boats, Machinery, Scene Shds & Plans) Dayton Fun-House & R. D. Mfg. Co., Dayton, O. Jacob Holtz, 173 Canal st., New York City.

OPERA AND FIELD GLASSES

Opera and Folding Chairs (Bought and Sold) Chair Exchange, 6th & Vine sts., Phila., Pa.

ORANGEADE

Amerl. Fruit Products Co., New Haven, Conn. Charles Orangeade Co., Madison st., Kustner, Chicago, Ill. Chas. T. Morrissey Co., 4117 Madison, Chicago. Puritan Chem. Wks., 4015 W. Monroe, Chicago. Talbot Mfg. Co., 1325 Chestnut st., St. Louis, Mo.

ORGANS (Folding)

A. I. White Mfg. Co., 215 W. 62d Pl., Chicago.

ORGANS AND ORCHESTRIONS

BERNI ORGAN CO. Untransferable Cardboard Music. Catalog. 216 West 20th St., New York.

Johanna S. Gebhardt Co., Tacony, Phila., Pa.

Max Heffer, R. F. D., Macedonia, Ohio. G. Mollinari & Sons, 112 32d st., Brooklyn, N.Y. Tonawanda Music Inst. Wks., Nth Tonawanda, New York.

OOZE COW HIDE LEATHER GOODS

Bernard L. Michael, 150 E. 125th st., N. Y. C.

ORGAN AND ORCHESTRION REPAIR SHOPS

H. Frank, 3711 E. Ravenswood ave., Chicago, Ill.

PADDLE WHEELS

H. C. Evans & Co., 1523 W. Adams, Chicago. U. S. Tent-Awn. Co., 229 N. Desplines, Chgo. Vixman & Peariman, 620 Penn ave., Pittsburg, Geo. Zorn, Jr., Mfr., 824 Market st., Phila. Pa.

PAPIER MACHE DECORATIONS

Amelia Grain, 819 Spring Garden st., Phila., Pa. Papier Mache Art Shop, 3443 S. Hill st., Los Angeles, Cal.

PARACHUTES

Northwestern Balloon Co., 1635 Fullerton, Chgo.

PEANUTS, ALL VARIETIES

S. Catanzaro & Sons, Penn & 22d, Pittsburg, Pa.

PENNANTS AND PILLOWS

American Pennant Co., 66 Hanover st., Boston. Bradford & Co., Inc., St. Joseph, Mich. S. Cohen & Son, 824 S. 2d st., Philadelphia, Pa. H. C. Evans & Co., 1522 W. Adams st., Chicago. Muir Art Co., 306 West Madison st., Chicago. Prudential Art & Nov. Co., 155 Wooster st., N.Y. N. Shure Co., 237-241 W. Madison st., Chicago. Singer Bros., 82 Bowers, New York City. West, Art Leather Co., 423 Tabor Bldg., Denver.

PERFUME AND NOVELTIES

Superior Perfume Co., 336-338 W. 61d, Chicago.

PHOTO ENGRAVING AND HALF-TONES

Benedict Engraving Co., 1402 Broadway, N. Y. Central Engraving Co., Opera Place, Cincinnati.

PHOTOGRAPH ALBUMS

The Evans-Sanger Co., 17 N. LaSalle st., Chgo.

PHOTOGRAPHERS

Bell Studio, 551 8th ave., New York City. Standard Art Co., 243 W. 34th st., New York.

PILLOW FRINGE

Max Schonfeld, 77 Greenpoint, Brooklyn, N. Y.

PILLOW TOPS

M. D. DREYFACH

482 Broome St., New York.

Karr & Auerbach, 418 Market, Philadelphia, Pa. Muir Art Co., 306 W. Madison, Chicago. M. Shapiro, 418 Market, Philadelphia, Pa. N. Shure Co., 237 W. Madison, Chicago, Ill. Singer Brothers, 82 Bowers, New York City. U. S. Tent-Awn. Co., 229 N. Desplines, Chgo. Vixman & Peariman, 629 Penn ave., Pittsburg. Western Art Leather Co., 423 Tabor Opera Bldg., Denver, Col.

PLASTER COMPOSITION DOLLS

A. Benvenuti, 642 Toledo ave., Detroit, Mich. P. & P. Statuary Co., 413 Delaware, Kan. C. Mo

PLAYS

SAMUEL FRENCH

CATALOGUE FREE. 28 West 38th Street, NEW YORK CITY.

PLAY BROKERS

Century Play Co., 1400 B'way, N. Y.

POODLE DOGS, STUFFED ANIMALS, DOLLS AND TEDDY BEARS

H. C. Evans & Co., 1522 W. Adams st., Chicago. Kindel & Graham, 785-87 Mission, San Francisco. N. Shure Co., 237-



SALESBOARD ASSORTMENTS AND SALESBOARDS

Brackman-Weller Co., 337 W. Madison st., Chicago, Ill.
Candy Co., 324 W. Court st., Cincinnati, O.
Hagn Co., 300-306 W. Madison, Chicago.

LIPAULT CO.

SPECIALISTS IN SALESBOARD ASSORTMENTS. 1034 Arch Street, PHILADELPHIA

H. L. Moody & Co., Louisville, Ky.
N. Shure Co., 237-241 W. Madison st., Chicago.
Singer Bros., 82 Bowersy, New York City.

SCHELL'S SCENIC STUDIO

581-583-585 South High St., Columbus, Ohio.
SCENERY AND DRAPERIES

SCENERY and BANNERS

The Chicago Studios, 15 W. 30th, Chicago.
Myers-Carey Studios, 500 Market st., Steubenville, O.
Schell's Scenic Studio, 581 S. High, Columbus, O.

SCENERY TO RENT

Amelia Grain, 819 Spring Garden st., Phila.
SCENIC ARTISTS AND STUDIOS
Hemley Scenic Studios, B. 637, Shreveport, La.

SECOND-HAND SHOW GOODS

W. J. Cook, 122 W. Main st., Richmond, Ind.

SERIAL PAPER PADDLES

American Banner Co., Inc., 76 Summer, Boston.
Bayless Bros. & Co., Louisville, Ky.
Schulman Printing Co., 39 West 5th, N. Y. City

SHOOTING GALLERIES

J. T. Dickman Co., Inc., 245 S. Main st., Los Angeles, Cal.
E. R. Hoffmann & Son, 3317 South Irving ave., Chicago, Ill.

E. R. HOFFMANN & SON

SHOOTING GALLERIES. 3317 South Irving Avenue, Chicago, Ill.

A. J. SMITH MFG. CO.

SHOOTING GALLERIES. 3247 W. Van Buren St., Chicago, Ill.

SHOW AND POSTER PRINTERS AND LITHOGRAPHERS

Ackerman-Quigley Co., 115 W. Fifth st., Kansas City, Mo.
Allos Printing Co., 224 E. 4th, Los Angeles.
American Show Print, Milwaukee, Wis.

FOR TYPE, BLOCK POSTERS, TACK CARDS, BANNERS, ETC.

JORDAN SHOW PRINT 229 Institute Place, CHICAGO, ILL.

SHOW BANNERS

Emmer Printing Co., 4th-Marion, Seattle, Wash.

SLOT MACHINES

Sanlehu Gum Co., 3624 Cottage Grove ave., Chicago, Ill.

SLUM GIVEAWAY

Bayless Bros. & Co., 704 W. Main, Louisville.
Fantus Bros., Inc., 525 S. Dearborn st., Chicago.

SNAKE DEALERS

"Snake King," Brownsville, Tex.

SNAKE KING

BROWNSVILLE, TEXAS.

SONG BOOKS

Harold Bossiter Music Co., 331 W. Madison st., Chicago, Ill.

SONG SLIDES

Standard Slide Corp., 200 W. 48th st., N. Y. C.

SOUVENIR GOODS

For Summer and Winter Resorts

Burnt Leather Goods, Indian Mercasins, Aluminum Novelties, Shot Glass, Baskets and Glass Novelties. ROSENTHAL & STARK, 12 E. 12th St., NEW YORK.

SOUVENIR JEWELRY AND NOVELTIES

Francis Bannerman & Sons, 501 B'way, N. Y. C.
D. Frankel, 30 E. 20th st., New York.

SPANGLES AND TRIMMINGS

Arthur B. Albertis Co., 7 Fulton st., Brooklyn.

J. J. WYLE & BROS., INC.

Successors to Siegman & Well, 18 and 20 East 27th St., New York City.

SPORTING GOODS

H. C. Evans & Co., 1522 W. Adams st., Chicago.
H. C. Hunt & Co., 160 N. Wells st., Chicago.

STAGE HARDWARE

J. R. Clancy, 160 W. Belden, Syracuse, N. Y.

STAGE JEWELRY

Arthur B. Albertis Co., 7 Fulton, Brooklyn, N.Y.

STAGE LIGHTING APPLIANCES

Display Stage Light Co., 314 W. 44th, N. Y. C.
Clifton R. Isaacs, 160 W. 45th st., N. Y. City.
Kilgill Bros., 240 W. 50th st., New York City.

STAGE MONEY

Martinka & Co., 403 Sixth ave., N. Y. City.

STREETMEN'S SUPPLIES

Fantus Bros., Inc., 525 S. Dearborn st., Chicago.
Goldberg Jewelry Co., 816 Wyandotte st., Kansas City, Mo.
Jos. Hagn Co., 300 W. Madison, Chicago, Ill.

STRIKING MACHINE MFRS.

M. W. Ansterburg, Homer, Mich.
Moore Bros., Lapeer, Mich.
Spillman Engr. Corp., North Tonawanda, N. Y.

STUFFED DOLLS

E. Goldberger, 149 Wooster, New York.

STUFFED ALLIGATORS AND ALLIGATOR NOVELTIES

Mr. Joseph Fleischman, Tampa, Fla.

SUPPORTERS

Ed Kennard, 249 West 35th st., N. Y. City.

TATTOOING SUPPLIES

Edwin E. Brown, 503 Bridge st., N. W., Grand Rapids, Mich.

CHARLES WAGNER

10 & 11 Chatham Sq., and 208 Bowersy, N. Y. City.

TEACHER OF VENTRILOQUISM

Prof. S. H. Ingberman, 705 N. 5th st., Philadelphia.

TELEPHONE HOLDER

(Phone Hands Free) Kallajian Hand Appliances, 1930 Washington st., Boston, Mass.

TENTS

American Tent-Awn. Co., Minneapolis, Minn.
Anchor Supply Co., Water st., Evansville, Ind.
Baker & Lockwood, 7th-Wyandotte, Kan. C. Mo.

TENTS TO RENT

(And for Sale) F. J. Burch Mfg. Co., Pueblo, Col.

THE BILLBOARD DIRECTORY FOR BURLESQUERS

NOTICE—This Directory is protected by the copyright of this issue of The Billboard. (Section 9519 U. S. Comp. Stat.). All rights reserved.

ADVERTISING RATE—50c for each issue. No ad accepted for less than five issues. Payable in advance.

NAME CHARACTERIZATION COMPANY MAIL ADDRESS

J. Herbert Mack... President Columbia Amusement Co. 701 7th Ave., N. Y. C.
Jules Hurlik... Vice-President Columbia Amusement Co. 701 7th Ave., N. Y. C.

Sam A. Scribner... Secy. and Gen. Mgr. Columbia Amusement Co. 701 7th Ave., N. Y. C.
Rod. K. Hynicka... Treasurer Columbia Amusement Co. 701 7th Ave., N. Y. C.

I. H. Herk... President American Burlesque Assn. 701 7th Ave., N. Y. C.
Dr. Geo. C. Lothrop... Vice-President American Burlesque Assn. 701 7th Ave., N. Y. C.

G. W. Gallagher... Secy. and Treasurer American Burlesque Assn. 701 7th Ave., N. Y. C.
Producing Manager American Burlesque Assn. 701 7th Ave., N. Y. C.

Company Manager American Burlesque Assn. 701 7th Ave., N. Y. C.
Advance Agent American Burlesque Assn. 701 7th Ave., N. Y. C.

Author Comic American Burlesque Assn. 701 7th Ave., N. Y. C.
Irish Comic American Burlesque Assn. 701 7th Ave., N. Y. C.

Straight Man American Burlesque Assn. 701 7th Ave., N. Y. C.
Character Man American Burlesque Assn. 701 7th Ave., N. Y. C.

Prima Donna American Burlesque Assn. 701 7th Ave., N. Y. C.
Ingenu American Burlesque Assn. 701 7th Ave., N. Y. C.

Soubrette American Burlesque Assn. 701 7th Ave., N. Y. C.
Character Woman American Burlesque Assn. 701 7th Ave., N. Y. C.

Added Attraction American Burlesque Assn. 701 7th Ave., N. Y. C.
Chorister American Burlesque Assn. 701 7th Ave., N. Y. C.

Musical Director American Burlesque Assn. 701 7th Ave., N. Y. C.
Carpenter American Burlesque Assn. 701 7th Ave., N. Y. C.

Electrician American Burlesque Assn. 701 7th Ave., N. Y. C.
Property Man American Burlesque Assn. 701 7th Ave., N. Y. C.

Wardrobe Mistress American Burlesque Assn. 701 7th Ave., N. Y. C.

The Billboard, when desired, can be used as an address for mail, which will be forwarded as per directions of advertisers.

ADDRESS ALL COMMUNICATIONS for The Billboard Directory for Burlesquers to Alfred Nelson, The Billboard, 1493 Broadway, New York, N. Y.

The Billboard Publishing Co., New York, N. Y.:

Dear Sir—Enclosed find Post Office Money Order for \$4.00, payable to The Billboard Publishing Company. Kindly insert my ad in Burlesquers Directory for five issues, commencing

Signed.....

NAME CHARACTERIZATION COMPANY MAIL ADDRESS

.....

.....

.....

.....

.....

.....

.....

.....

.....

.....

.....

.....

.....

.....

.....

.....

.....

.....

.....

.....

.....

.....

.....

.....

.....

.....

.....

.....

.....

.....

.....

THEATER CHAIRS

Chair Exchange, 6th & Vine, Philadelphia, Pa.
Steel Furniture Co., Grand Rapids, Mich.
General Seating & Supply Co., 28 E. 22d, N.Y.C.

THEATER TICKETS

(Roll and Reserved Seat Coupon) Ansell Ticket Co., 730-740 N. Franklin st., Ch'go.
National Ticket Co., Shamokin, Pa.
Hancock Bros., 25 Jessie st., San Francisco.
Rees Hickett Co., 10 Harney st., Omaha, Neb.
Weldon, Williams & Lick, Ft. Smith, Ark.

THEATRICAL SHOWS

Williamson's Amusement Co., Box 1322, Sudbury, Ont., Canada.

THEATRICAL DRAPERIES AND CURTAINS

Robert Dickle, 456 W. 40th, New York City.

THEATRICAL BAGGAGE AND EXPRESS

John W. Griffiths, 342 W. 38th st., New York City.
Theatrical Transfer & Storage for all theaters, 3585 Greeley.

THEATRICAL COSTUME SUPPLIES

Dazlian's Theatrical Emp., 142 W. 44th, N.Y.C.

THEATRICAL FOLDING BICYCLES PADDLE WHEELS AND DEVICES

Kallajian Expert, 1930 Washington st., Boston

THEATRICAL GROUND CLOTHS, SAND BAGS AND TAR-PAULINS

Ernest Chandler, 22 Beekman st., N. Y. City.
Chas. A. Salisbury, 61 Ann st., New York.

THEATRICAL PROPETES AND EFFECTS

John Brunton Studios, 226 W. 41st st., N. Y. C.

TICKET PRINTERS

Ansell Ticket Co., 730 N. Franklin, Chicago.
Arcus Ticket Co., 348 N. Ashland, Chicago.
Elliott Ticket Co., 1619 Sanson, Phila., Pa.
Weldon, Williams & Lick, Ft. Smith, Ark.

TIGHTS

Arthur B. Albertis Co., 7 Fulton st., Brooklyn.
W. G. Bretzfeld Co., 1307 Broadway, N. Y. C.
Dazlian's Theatrical Emp., 142 W. 44th, N. Y. C.

J. J. WYLE & BROS., INC.

Successors to Siegman & Well, 18 and 20 East 27th St., New York City.

TOYS

E. Goldberger, 149 Wooster, New York City.
Singer Bros., 82 Bowersy, New York City.

TOY BALLOONS

Eagle Rubber Co., Ashland, Ohio.
Faultless Rubber Co., Ashland, Ohio.
Karr & Auerbach, 415 Market, Philadelphia, Pa.
Novelty Sales Co., Tribune Annex, Minneapolis.
Q. Norvione, 1157 Selkewick st., Chicago, Ill.
M. Shapiro, 415 Market, Philadelphia, Pa.
N. Shure & Co., 237 W. Madison st., Chicago.

TOY DOGS

Bayless Bros. & Co., 704 W. Main, Louisville.

TOY AIRPLANES

Nifty Novelty & Toy Co., Newark, N. J.

TRUNKS

Montee Trunk Co., 1390 Broadway, N. Y. City.
Newton & Son, 59 Elm st., Cortland, N. Y.
Taylor Trunk Works, 28 E. Randolph, Chicago.

TURNSTILES

H. V. Bright, Prospect Bldg., Cleveland, O.
Bannon-Chapman Co., 234 Mill, Rochester, N.Y.
Perry Mfg. Co., Inc., 30 Church st., N. Y. City.
Visible Coin Slide Co., 1224 E. 111th st., Cleveland, Ohio.

TYPEWRITERS

Corona Typewriter Co., 547 Market, San Francisco, Cal.
Hammond Portable Aluminum, 540 E. 69, N. Y.

UKULELES

Kindel & Graham, 785-87 Mission, San Francisco.

UMBRELLAS

(Large) The Troy Sunshine Co., Box D, Troy, Ohio.

UNBREAKABLE COMBS

Amberoid Comb Co., Leominster, Mass.
The Comb House of Am., 25 Delancey, N. Y. C.
Gotham Comb Co., 136 East 26th st., N. Y. C.
Ohio Comb & Novelty Co., Orrville, O.

UNIFORMS

D. Klein & Bros., 719 Arch st., Philadelphia.
R. W. Stockley & Co., 718 B. Walnut st., Phila.

VASES

Bayless Bros. & Co., 704 W. Main st., Louisville, Ky.

VAUDEVILLE AGENCIES

W. S. Cleveland, Proctor's Palace Theater Bldg., 116 Market st., Newark, N. J.
Bert Levey, Alcazar Bldg., San Francisco.

VENTRILOQUIAL FIGURES

Theo. Mack & Son, 702 W. Harrison at., Chicago.
Martinka & Co., 493 Sixth ave., N. Y. City.

VIOLINS

AUGUST GEMÜNDER & SONS 141 West 42d St., New York.
Violins, old and new. Bows, Strings, Repairing.

WAFFLE MACHINES

(Sugar Puff) Talbot Mfg. Co., 1325 Chestnut st., St. Louis, Mo.

WAGONS

Wm. Frech & Co., Maple Shade, N. J.

WATCHES

M. Gerber, 727-729 South st., Philadelphia, Pa.
Jos. Hagn Co., 300-306 W. Madison st., Chicago.
C. J. MacNally, 21 Ann st., New York.
N. Shure, 237-241 W. Madison st., Chicago.
Singer Brothers, 82 Bowersy, New York City.

I. TANNENBAUM CO.

Manufacturers and Importers of Watches and Premium Specialties, 121 Canal St., New York.

WATERPROOFING

Robeson Preserve Products Co., Port Huron, Mich.

WHIRL-O-BALL

Briant Spec. Co., 36 E. Georgia, Indianapolis.

WIGS

Alex Marks, 662 B. 8th ave. at 42d st., N. Y. C.
G. Shindhelm, 109 W. 46th st., New York City.
Zauder Bros., Inc., 113 W. 48th st., N. Y. City.

WILD WEST COSTUMES AND SUPPLIES

Charles P. Shipley, Kansas City, Mo.
Visalia Stock Saddle Co., 2117 Market, San Francisco, Cal.

WIRE WORKERS' SUPPLIES

Juergens Jewelry Co., 235 Eddy, Providence, R.I.
XYLOPHONES, MARIMBAS, BELLS AND NOVELTIES

E. R. Street, 28 Brook st., Hartford, Conn.

THE SHOWFOLKS' SACRIFICE

By ALBERT NELSON DENNIS

This is the time when a merry day is happily wished for all. Joy is to reign in a gladsome way. And may not a harm befall. Oh! there is joy and there's bliss for some. That's all just a few can know; But many poor hearts will be sad and sore, Just filled with woe—with woe.

But we'll sing and be gay today, while we may, For showfolks' life is our lot; We'll make others laugh and be gay anyway, For showfolks' life is our lot.

Wanderers from home at gay Christmas-tide, We're striving a living to earn; Loved ones are not all now by our side. And for them our hearts must yearn. There're many thorns among life's fair flowers, As seemingly glad we go— None in the audience can know whose heart is filled with woe—with woe.

But we'll sing and be gay today, while we may, For showfolks' life is our lot; We'll make others laugh and be gay anyway, For showfolks' life is our lot.

IN DAYLIGHT TIME

Who's wand'ring above so many miles away In daylight time? Gazing on us so gaily, never fails to display, Wand'ring way beyond, in him we believe, Our daylight, our life, our supreme chief, In 'daylight time.

Who's wand'ring so almighty nothing can compare, In daylight time? Rather slow, tho sure, and always with care; Who rises to brighten our coming day, Far o'er ocean and distant land so gay, In daylight time.

Who'er it is, this never-resting, bright-looking vision, Will never fail from magnetism. Noiseless as if thru clouds and air, Thru all our seasons he'll wander with glare In daylight time.

Ah, this glorious, brilliant, immense might In daylight time. Behold his smile, and thou wilt see That thou art wand'ring and not he, In daylight time.

—EMIL F. WALTER.



# ROUTES IN ADVANCE



Managers and Performers are respectfully requested to contribute their dates to this department. Routes must reach The Billboard not later than Friday of each week to insure publication. The Billboard forwards all mail to professionals free of charge. Members of the profession are invited, while on the road, to have their mail addressed in care of The Billboard, and it will be forwarded promptly.

When no date is given the week of December 13-18 is to be supplied.

- Abbott, Arthur, & Co. (Loew) Toronto.
- Abbott, Pearl, & Co. (Loew) Knoxville, Tenn., 16-18.
- Abel, Neal (Orpheum) St. Paul; (Orpheum) Minneapolis 20-25.
- Ackland & Mae (Majestic) Dallas.
- Adams & Griffith (Temple) Detroit; (Temple) Rochester 20-25.
- Adams & Barnett (Virginia) Kenosha, Wis., 16-18; (Empress) Chicago 20-22.
- Adelaide & Dwyer (Garrick) Wilmington, Del.
- Adelaide & Hughes (Royal) New York.
- Adler, Bert (Odeon) Bartlesville, Ok., 16-18.
- Ailer & Dunbar (Orpheum) Minneapolis 20-25.
- Adonis & Co. (New Grand) Evansville 16-18; (Grand) St. Louis 20-25.
- Adrian (Colonial) Detroit.
- Aerial Eagles (Lyric) Birmingham, Ala., 16-18.
- Aha & Hymans (Orpheum) Jackson, Mich., 16-18.
- Ails, Roscoe, & Co. (Majestic) Wichita Falls.
- Aitken, Jas. & Bessie (Orpheum) Peoria, Ill., 16-18; (Orpheum) Joliet 20-22; (Washington) Belleville 23-25.
- Ajax & Family (Hamilton) New York 20-25.
- Aloha, Billy, & Girls (Poli) Worcester, Mass., 16-18.
- Alexander Bros. & Eve (Orpheum) New Orleans.
- Alexandria (Maryland) Baltimore 20-25.
- Allen & Stokes (Loew) Hoboken 16-18.
- Allen, Nora (McVicker) Chicago 16-18.
- Allen, Freddie (Hipp.) Alton, Ill., 16-18; (Washington) Belleville 20-22; (Grand) Centralia 23-25.
- Allman & Mayo (Colonial) New York 20-25.
- Amaranth Sisters (Palace) Moline 20-22; (Columbia) Davenport, Ia., 23-25.
- Ambler Bros. (Grand) St. Louis; (Erber) E. St. Louis, Ill., 20-22; (Columbia) St. Louis 23-25.
- Ames & Winthrop (Orpheum) Portland, Ore.; (Orpheum) San Francisco 20-25.
- Ameta (Keith) Boston.
- An Artist's Treat (Orpheum) Calgary, Can.; (Orpheum) Vancouver 20-25.
- And Son (Orpheum) Sioux Falls, S. D., 16-18; (Empress) Omaha, Neb., 20-22; (Liberty) Lincoln 23-25.
- Anderson & Burt (Palace) Moline 20-22.
- Anderson & Yvel (Keith) Boston 20-25.
- Anderson, James, & Co. (Riverside) New York 20-25.
- Angel & Fuller (Palace) Moline, Ill., 16-18; (Columbia) Davenport, Ia., 20-22; (Orpheum) Clinton 23-25.
- Anker & Packer (Orpheum) Seattle; (Orpheum) Portland 20-25.
- Ankers, Three (Jeffers-Strand) Saginaw, Mich., 16-18.
- Apple Blossom Time (Pantages) Minneapolis; (Pantages) Winnipeg 20-25.
- Arados, Les (Vendome) Nashville 16-18.
- Areo Bros. (Empress) Decatur, Ill., 16-18; (Hipp.) Terre Haute, Ind., 20-22; (New Grand) Evansville 23-25.
- Arena Bros. (Palace) Rockford, Ill., 16-18; (Majestic) Chicago 20-25.
- Arlington, Bill (Davis) Pittsburg; (Hipp.) Youngstown, O., 20-25.
- Armento, Angelo, & Co. (Orpheum) Sioux Falls, S. D., 16-18; (Empress) Omaha, Neb., 20-22; (Liberty) Lincoln 23-25.
- Armstrong & Downey, Shreveport, La., 15-17; Alexandria 18.
- Armstrong, Wm. & Smith (Orpheum) South Bend 20-22.
- Arnold & Sobel (Palace) Minneapolis 16-18.
- Arnold & Lambert (Keith) Dayton; (Hipp.) Youngstown, O., 20-25.
- Arthur & Peggy (Orpheum) Detroit.
- Astor, A. C. (Shea) Toronto; (Orpheum) Montreal 20-25.
- At the Turnpike (Palace) Flint, Mich., 16-18.
- Aug. Edna (Palace) Milwaukee.
- Austin & Delaney (Pantages) Los Angeles; (Pantages) San Diego 20-25.
- Austin & Allen (Pantages) Winnipeg, Can.; (Pantages) Regina 20-22; Saskatchewan 23-25.
- Autumn Trio (Loew) Toronto.
- Avery, Van & Co. (Keith) Portland, Me.
- Ayers, Grace (Keystone) Chicago 20-22.
- Babecek & Dolly (Keith) Providence; (Majestic) Chicago 20-25.
- Bailey, Cliff, Duo (Eden) Brooklyn 16-18.
- Baker, Beas (Orpheum) Los Angeles; (Orpheum) Salt Lake City 20-25.
- Ball, Rae E. & Bro. (Orpheum) Los Angeles; (Orpheum) Salt Lake City 20-25.
- Bangards, Four (Loew) Fall River 16-18.
- Barban & Grouh (Keith) Lowell 20-25.
- Barber & Jackson (Family) La Fayette, Ind., 16-18; (Grand) St. Louis 20-25.
- Barbette (Family) La Fayette, Ind., 16-18; (Orpheum) Peoria, Ill., 20-22; (Orpheum) Joliet 23-25.
- Barber, Mildred (Proctor's) Troy, N. Y., 16-18; (Wm. Penn) Philadelphia 20-22; Chester, Pa., 23-25.
- Barlows, Breakaway (Orpheum) Winnipeg, Can.; (Orpheum) Calgary 20-25.
- Barnes & Freeman (Orpheum) Portland, Ore.; (Orpheum) San Francisco 20-25.
- Barnes, Stuart (Orpheum) St. Louis; (Orpheum) Memphis 20-25.
- Barr Twins (Orpheum) Los Angeles; (Orpheum) Salt Lake City 20-25.
- Barrett, Pat (Majestic) Des Moines 20-22; (Majestic) Waterloo 23-25.
- Barry, Lydia (Keith) Toledo; (Keith) Cincinnati 20-25.
- Barry, Mr. & Mrs. J. (Keel) Philadelphia; (Maryland) Baltimore 20-25.
- Barthold's Birds (Rialto) St. Louis; (Grand) St. Louis 20-25.

- Barry & Layton (Orpheum) Champaign, Ill., 16-18; (Orpheum) Peoria 20-22; (Columbia) Davenport 23-25.
- Bartlett, Smith & Sherry (Vendome) Nashville 16-18.
- Barton & Sparling (Loew) London, Ont., 16-18.
- Bartos, Three (Pantages) Missoula, Mont.; (Pantages) Spokane, Wash., 20-25.
- Bartram & Saxton (Orpheum) Ottawa 20-25.
- Itassett & Italey (State-Lake) Chicago.
- Raxley & Porter (Orpheum) Madison, Wis., 16-18; (Palace) Rockford, Ill., 20-22; (Majestic) Waterloo, Ia., 23-25.
- Itays & Fields (Lyric) Oklahoma City 16-18; (Odeon) Bartlesville 20-22; (Cook) Okmulgee, Ok., 23-25.
- Beard, Billy (Orpheum) Muskogee 16-18.
- Beattie & Blome (Bijou) Birmingham 16-18.
- Beck & Stone (Pantages) Calgary, Can.; (Pantages) Great Falls, Mont., 20-22; Helena 23-25.
- Bedlin's Dogs & Horses (Pantages) Saskatoon, Can.; (Pantages) Edmonton 20-25.
- Bell, Adelaide, & Co. (Hogal) New York 20-25.
- Belle, Rose & Lee (Fulton) Brooklyn 16-18.
- Belle Isle, Hendricks (Majestic) Des Moines, Ia., 20-22; (Majestic) Cedar Rapids 23-25.
- Bellhops, Four (Pantages) Helena, Mont., 16-18; Butte 20-22; Missoula 24-25.
- Belles Duo (Jefferson) New York.
- Bellings, Clemenso (Pantages) Salt Lake; (Orpheum) Ogden 23-25.

- Bimbos, The (Kedzie) Chicago 16-18; (Majestic) Cedar Rapids, Ia., 23-26.
- Bissett & Scott (McVicker) Chicago 16-18.
- Black & White (Crescent) New Orleans 16-18.
- Black & White Revue (Loew) Hoboken, N. J., 16-18; (Garrick) Wilmington, Del., 20-25.
- Black & O'Donnell (Majestic) Bloomington, Ill., 16-18; (Orpheum) Peoria 20-22; (Orpheum) Joliet 23-25.
- Blair, Baldwin, Co. (Pantages) Helena, Mont.; (Pantages) Butte 20-22.
- Blondell, Mabel (Pantages) Victoria, Can.; (Pantages) Tacoma, Wash., 20-25.
- Blondy, John S., & Co. (Keith) Toledo; (Empress) Grand Rapids 20-25.
- Bobbie & Nelson (Orpheum) Denver; (Orpheum) Lincoln 20-25.
- Bohs, Three (Proctor) Albany.
- Boncol, Maletta & Co. (Vendome) Nashville 16-18.
- Bond, Berry & Co. (Loew) Pine Bluff, Ark., 16-17.
- Bond, Ray, & Co. (Keith) Indianapolis; (Keith) Dayton 20-25.
- Bonnar, Dianna (Miles) Cleveland.
- Booth & Leander (Palace) Flint, Mich., 16-18.
- Boris-Fridkin Troupe (Pantages) Oakland, Cal.; (Pantages) Los Angeles 20-25.
- Borsini Troupe (Pantages) Calgary; (Pantages) Great Falls, Mont., 20-22; (Pantages) Helena 23-25.
- Bottomley Troupe (Palace) Ft. Wayne, Ind.
- Bouncer's, Hilly, Circus (Hipp.) Alton, Ill., 16-18; (Grand) St. Louis 20-25.
- Bowers, Walters & Co. (Keith) Providence 20-25.
- Boyer, Nancy, & Co. (Orpheum) Waco 16-18.
- Brantz, Selma (Pantages) San Francisco 20-25.
- Brack, Wm. (Columbia) Davenport, Ia., 16-18; (Majestic) Springfield, Ill., 23-25.
- Bracks, Seven (Orpheum) Peoria, Ill., 20-22.
- Bradley & Ardine (Jefferson) New York 20-25.

- Ituch Broa. (Majestic) Austin.
- Hurke Burke (Grand) Centralia, Ill., 16-18.
- Hurke, Johnny (Orpheum) Sioux City, Ia., 16-18; (Orpheum) Omaha, Neb., 20-25.
- Burkhart & Roberts (Majestic) Waterloo, Ia., 16-18; (Majestic) Des Moines, Ia., 20-22.
- Burns & Wilson (Garrick) Wilmington, Del.
- Turns & Fralito (Royal) New York; (Orpheum) Brooklyn 20-25.
- Hurns Bros. (Orpheum) South Bend, Ind., 16-18; (Orpheum) Clinton, Ia., 20-22.
- Burrell Duo (American) New York 16-18.
- Hurton & Shea (Delancey St.) New York 16-18.
- Hurton, Dorothy, & Co. (Palace) Brooklyn 16-18.
- Husse, Harry (Pantages) San Francisco; (Pantages) Oakland 20-25.
- Husse's Dogs (Greely Sq.) New York 16-18.
- Huzzin' Around (Princess) San Antonio 16-18.
- Byron & Haig (Palace) Springfield, Mass., 16-18.
- Cahill & Romaine (New Grand) Evansville 20-22; (Hipp.) Terre Haute 23-25.
- Cahill, Marie (Keith) Boston 20-25.
- Calvert & Shayne (Palace) Brooklyn 16-18.
- Cameron & Meeker (King St.) Hamilton, Can.
- Cameron Sisters (Orpheum) Oakland, Cal.; (Orpheum) Sacramento 20-25.
- Campbell, Georgia, Co. (Orpheum) New Orleans.
- Cansino, The (Keith) Providence; (Itushwick) Brooklyn 20-25.
- Cantor's Minstrels (Broadway) Springfield, Mass., 16-18.
- Cantor, Steinhilberg (Alhambra) New York.
- Carleton, Ubert (Pantages) Portland, Ore.
- Carlton & Belmont (Loew) Knoxville 16-18.
- Carlton & Itallow (Orpheum) St. Paul; (Orpheum) Minneapolis 20-25.
- Carney & Rose (Keith) Columbus; (Mary Anderson) Louisville 20-25.
- Carus, Emma, & Co. (Mary Anderson) Louisville; (Keith) Indianapolis 20-25.
- Carr, Eddie, & Co. (Colonial) Detroit.
- Carrillo, Leo (Keith) Philadelphia; (Colonial) New York 20-25.
- Carson Bros. (Plaza) Worcester, Mass., 16-18.
- Carter & Buddy (Pantages) Edmonton, Can.; (Pantages) Calgary 20-25.
- Calalano & Williams (Grand) St. Louis; (Washington) Belleville, Ill., 20-22; (Hipp.) Alton 23-25.
- Cathedral Singers (Temple) Rochester.
- Chadwick, Ida Mae (Keith) Philadelphia 20-25.
- Chaifonte Sisters (Avenue B) New York 16-18.
- Challen & Keck (Palace) Chicago.
- Chamberlain & Earl (Majestic) Des Moines, Ia., 16-18; (Orpheum) Sioux Falls, S. D., 20-22; (Empress) Omaha, Neb., 23-25.
- Champion, The (Orpheum) Champaign, Ill., 16-18; (Orpheum) Peoria 23-25.
- Chandler, Anna (Keith) Boston; (Keith) Lowell 20-25.
- Chapman & Ring (Grand) Atlanta 16-18.
- Charles, Franklin, & Co. (Palace) New Haven, Conn., 16-18.
- Charmer, Luckey, & Harris (Palace) New Haven, Conn., 16-18.
- Charnoff's Gypsies (Logan Sq.) Chicago 16-18; (Hippo) Racine, Wis., 20-22.
- Chase & LaTour (Pantages) Spokane; (Pantages) Seattle 20-25.
- Cheer Up (Boulevard) New York 16-18.
- Chester, Lord, & Co. (Orpheum) Kansas City.
- Chums, Three (Family) La Fayette, Ind., 16-18; (Palace) Moline, Ill., 23-25.
- Chrysler Four (National) New York 16-18.
- Chisholm & Reen (Pantages) Portland, Ore.
- Christie & Bennett (Keith) Syracuse 20-25.
- Christie & Ryan (Hipp.) Okmulgee 16-18.
- Childson (Shea) Buffalo.
- Chlire, Rose (Orpheum) Memphis; (Orpheum) New Orleans 20-25.
- Clark & Bergman (Hamilton) New York 20-25.
- Clarke, Wallis, & Co. (Orpheum) Sioux City, Ia., 16-18; (Orpheum) Omaha 20-25.
- Clark's Hawaiians (Miles) Toronto, Can.
- Clark, Johnny, & Co. (Hipp.) Portland, Ore., 16-18.
- Clars, Hughie (Pantages) Oakland, Cal.; (Pantages) Los Angeles 20-25.
- Clarke & Arcaro (Jefferson) New York 20-25.
- Claspar, Edith, & Boys (Orpheum) Portland, Ore.; (Orpheum) San Francisco 20-25.
- Cland & Marlon (Orpheum) Salt Lake City; (Orpheum) Denver 20-25.
- Claudius & Scarlet (Keith) Hamilton, Can.; (Hipp.) Cleveland 20-25.
- Claxton & May (Orpheum) Sioux Falls, S. D., 16-18; (Empress) Omaha, Neb., 20-22; (Liberty) Lincoln 23-25.
- Claxton & Clayton (Palace) Superior, Wis., 16-18.
- Clayton & Lennie (Orpheum) Calgary, Can.; (Orpheum) Vancouver 20-25.
- Clemenso Bros. (Loew) St. Louis 16-18.
- Cleveland & Dowry (Jeffers-Strand) Saginaw, Mich., 16-18.
- Clifford & Wayne Co. (Temple) Detroit; (Hipp.) Youngstown, O., 20-25.
- Clifford, Edith (Majestic) Dallas.
- Clifford & Willis (Majestic) Austin.
- Clifton & Spurtan (Princess) Houston 16-18.
- Clifton, Herbert (Orpheum) Portland, Ore.; (Orpheum) San Francisco 20-25.
- Clifton, Ethel, & Co. (Shea) Toronto; (Orpheum) Montreal 20-25.
- Clintons, Novelty (Orpheum) St. Joseph, Mo., 16-18.
- Cloppif, Bob (Hildreth O. H.) Charles City, Ia., 16-18; (Cecil) Mason City 20-22; (Orpheum) Ottumwa 23-25.
- Clown Seal (Orpheum) Montreal 20-25.
- Coffman & Carroll (Lyceum) Pittsburg.
- Coley & Jaxon (Orpheum) Minneapolis; (Orpheum) Duluth 20-25.
- Collins, Milt (Keith) Providence 20-25.
- Collins & Dunbar (Novelty) Topeka, Kan., 16-18; (Princess) Wichita 20-22; (Lyric) Oklahoma City 23-25.
- Colour Gems (Virginia) Kenosha, Wis., 16-18.
- Colvin & Wood (Pantages) Vancouver, Can.; (Pantages) Victoria 20-25.
- Combs, Boyce (Keith) Syracuse; (Hipp.) Cleveland 20-25.
- Comer, Larry (Logan Sq.) Chicago 16-18; (Erber) E. St. Louis, Ill., 20-22; (Hipp.) Alton 23-25.
- Con-Has, Jr., Paul (Pantages) Victoria, Can.; (Pantages) Oakland 20-25.
- Conley, H. J., & Co. (Keith) Syracuse; (Hipp.) Cleveland 20-25.
- Conley & Webb (Temple) Rochester 20-25.
- Conlin, Hay (Majestic) Wichita Falls.
- Conlin & Glass (Orpheum) Winnipeg 20-25.
- Conlin, Jimmy, & Co. (Orpheum) Minneapolis.
- Conolly, E. & J. (Alhambra) New York 20-25.
- Conuery, Billy (Plaza) Bridgeport, Conn., 16-18.

## MR. DAUGHERTY KNOWS THE VALUE OF THE BILLBOARD

Iola, Kan., Dec. 6, 1920.

The Billboard,

Cincinnati, Ohio:

Gentlemen—You will find enclosed fifteen cents in postage, for which kindly see that I am mailed a copy of the Xmas issue of Old Billyboy. Altho I secure a copy of The Billboard once every week thru some news dealer, last year I missed the Xmas issue, and this year I am not taking such a chance.

The Billboard is our guide at all times, as it has always taken a genuine, kindly interest in all branches of the theatrical game, and that is one reason why I never miss a copy of The Billboard.

Yours very truly,

(Signed) LEWIS H. DAUGHERTY.

Lewis H. Daugherty, 23 Daugherty Bldg., Iola, Kan.:

Your Subscription sent today will entitle you to a copy of the Christmas Billboard free. Your Subscription will begin with the first issue in January and you will receive the last two issues in December FREE, the Christmas Number included.

The Billboard Pub. Co.,  
Cincinnati, O.

Please send The Billboard for.....months, and include the Christmas Number at no extra cost. My subscription is to start with the first issue in January.

- Belmont's Canary Opera (Virginia) Kenosha, Wis., 16-18; (Logan Sq.) Chicago 20-22; (Kedzie) Chicago 23-25.
- Bender & Meelan (Orpheum) Ottawa.
- Bennington & Scott (Orpheum) Jackson, Mich., 16-18.
- Benny, Jack (Poli) Scranton, Pa., 16-18.
- Benson & Baird (Orpheum) Montreal; (Orpheum) Ottawa 20-25.
- Bentley, Zella (Pantages) Winnipeg, Can.; (Pantages) Regina 20-22; Saskatchewan 23-25.
- Benway (Happ) (Proctor's) Schenectady, N. Y.; (Shea) Buffalo 20-25.
- Bergere, Valerie, & Co. (Majestic) Tulsa, Ok.
- Berk & Sawn (Keith) Philadelphia.
- Bernard & Townes (Hipp.) Cleveland; (State-Lake) Chicago 20-25.
- Bernard & Porria (American) Chicago 16-18; (Hipp.) St. Louis 20-25.
- Bernard, Lillian, & Band (Orpheum) Galesburg, Ill., 16-18; (Majestic) Bloomington 20-22; (Orpheum) Champaign 23-25.
- Bernard & Myers (Greely Sq.) New York 16-18.
- Berrisford Bros. (Capitol) Hartford, Conn., 16-18.
- Bergens, Fred (Orpheum) South Bend 20-22.
- Berri, Beth, & Co. (Keith) Toledo; (Empress) Grand Rapids 20-25.
- Borzach's Circus (Empress) Omaha, Neb., 20-22; (Liberty) Lincoln 23-25.
- Bessie, Mne., & Co. (Keith) Boston; (Itushwick) Brooklyn 20-25.
- Bevan & Mint (Empress) Decatur, Ill., 16-18; (Hipp.) Terre Haute, Ind., 20-22; (New Grand) Evansville 23-25.
- Big City Four (Orpheum) Brooklyn; (Royal) New York 20-25.
- Big Jim (Columbia) St. Louis 16-18; (New Grand) Evansville, Ind., 20-22; (Hipp.) Terre Haute 23-25.
- Billy & Nelson (Princess) San Antonio, 16-18.
- Billy & Eddie (Capitol) Hartford, Conn., 16-18.

- Bradners, The (Orpheum) Ottawa, Can., 20-25.
- Brady & Mahoney (Loew) Hoboken 16-18.
- Braminos, The (Orpheum) New York 16-18.
- Brazilian Hellness (Novelty) Topeka, Kan., 16-18; (Princess) Wichita, Kan., 20-22; (Lyric) Oklahoma City 23-25.
- Brooman, Peggy & Bro. (Orpheum) Duluth 20-25.
- Brown, Harry (Majestic) Chicago.
- Breen Family (Hipp.) Terre Haute, Ind., 16-18; (Orpheum) Champaign, Ill., 20-22; (Erber) E. St. Louis, Ill., 23-25.
- Brians, The (Majestic) St. Paul 16-18; (Orpheum) Madison 20-22; (Palace) Rockford, Ill., 23-25.
- Briere & King (Regent) Detroit.
- Britton, F. & M. (Orpheum) Lincoln, Neb.; (Orpheum) Omaha 20-25.
- Broad, Billy (Pantages) San Francisco 20-25.
- Brooks, Peggy (Poli) Waterbury, Conn., 16-18.
- Brooks, Herbert, & Co. (Majestic) Chicago; (Empress) Chicago 20-25.
- Bronson & Baldwin (Mary Anderson) Louisville; (Keith) Indianapolis 20-25.
- Brooks, Harry, & Co. (Garden) Kansas City 16-18.
- Brown, Frank (Keith) Cincinnati; (Keith) Indianapolis 20-25.
- Brown & Weston (Keith) Washington.
- Brown's Musical Revue (Colonial) Detroit.
- Brown, Billy (Palace) Hartford, Conn., 16-18.
- Brown, Gardner & Barnett (Palace) Brooklyn 16-18.
- Brown & O'Donnell (Keith) Dayton; (Keith) Toledo 20-25.
- Browne, Willa & Harold (Columbia) Davenport, Ia., 16-18; (Majestic) Cedar Rapids 20-22.
- Browne, Bothwell (Keith) Columbus.
- Browne, Bothwell, & Girls (Orpheum) Memphis; (Orpheum) New Orleans 20-25.
- Browning & Davis (Pantages) Saskatoon, Can.; (Pantages) Edmonton 20-25.
- Burke & Parkin (Keith) Lowell; (Keith) Portland, Me., 20-25.

**WIG**  
Real Hair; Irish Comedian, Jew, Dutchman, \$1.00; \$1.75; News, 75c; Lady Wig, \$1.75, \$2.50; Hair Mustaches or Chin Beard, 25c each. Tights, Novelties, Catalogue free. Kilpport, Mir., 46 Cooper Sq., New York.



Conroy & Howard (Orpheum) Duluth.  
Cook & Valdere (Orpheum) Muskogee 16-18.  
Cook, Joe (Orpheum) New Orleans.  
Cook & Vernon (Pantages) San Francisco; (Pantages) Oakland 20-25.  
Cooper & Lane (Loew) Ottawa.  
Cooper & Ricardo (Orpheum) Ogden, Utah; (Empress) Denver 20-25.  
Copes & Hutton (Orpheum) Waco 16-18.  
Cornells, The (Foll) Scranton, Pa., 16-18.  
Cortell & Rogera; Shreveport, La., 15-17; Alexandria 18.  
Cortez Sisters (Liberty) Lincoln, Neb., 16-18; (Globe) Kansas City 20-22; (Novelty) Topeka 23-25.  
Coscia & Verdi (Fulton) Brooklyn 16-18.  
Courtney & Irwin (Pantages) Minneapolis 20-25.  
Cresle Fashion Plste (Maryland) Baltimore 20-25.  
Crighton, B. & J. (Keith) Portland, Me.  
Crouch, Clay (Palace) Flint, Mich., 16-18.  
Crotchfield, Will (Mary Anderson) Louisville 20-25.  
Cullen, Jas. (Kedzie) Chicago 16-18.  
Cummings & White (Majestic) San Antonio.

**Attractive Advertising Copy,**  
Letters. WHEELER, 300 East 31st St., Kansas City, Missouri.

Cushman, Bert & Geneva; Gulfport, Miss.  
Eagley Bros. (Boulevard) New York 16-18.  
Fainly Marie (Rialto) St. Louis.  
Fale & Burch (Orpheum) Oakland, Cal.; (Orpheum) San Francisco 20-25.  
Faly, Annie (Colonial) New York; (Maryland) Baltimore 20-25.  
Dancers Supreme (Hoyt) Long Beach, Cal.; (Pantages) Salt Lake City 20-25.  
Dance Originalities (New Grand) Duluth 16-18.  
Dance Fantasia (Palace) Springfield, Mass., 16-18.  
Dancing Serenaders (Liberty) Oklahoma City 16-18.  
Daniels & Walters (Palace) Danville, Ill., 16-18.  
Danise Sisters (Orpheum) Muskogee 16-18.  
Darby & Brown (Hipp.) Portland, Ore., 16-18.  
Dartell, Emily (Orpheum) Lincoln, Neb.; (Orpheum) Omaha 20-25.  
Dave & Lillian (Palace) Hartford, Conn., 16-18.  
Davys, Two (Emery) Providence 16-18.  
Day's & Celestials (Palace) Moline, Ill., 16-18; (Columbia) Davenport, Ia., 20-22; (Majestic) Des Moines 23-25.  
Davis & Durnell (Riverside) New York 20-25.  
Davis & Chadwick (Family) La Fayette, Ind., 16-18.  
Davis, Hal & Co. (Regent) Detroit.  
Davis, Phil (Metropolitan) Brooklyn 16-18.  
DeBois, Wilfred (Avenue B) New York 16-18.  
DeHaven & Nice (Jefferson) New York 20-25.  
DeKock Troupe (Orpheum) Lincoln, Neb.  
DeLea & Orma (Liberty) Oklahoma City 16-18.  
DeMaco, J. & K. (Keith) Lowell; (Keith) Portland, Me., 20-25.  
DeMar, Grace (Rialto) St. Louis.  
DeMont, Frank & Grace (Boulevard) New York.  
DePage & Yorkov (Keith) Hamilton, Can., 20-25.  
DeVaro-Zemeter (Bijou) Woonsocket, R. I., 16-18; (Howard) Boston 20-25.

**At Liberty, Juvenile Man For**  
permanent stock; age, 27; 5 ft. 7; professional experience is short, but I have appearance, good speaking voice and the ability and desire to make good; wardrobe is A-1; willing to join Equity and will give same to any manager with clean cut offer. Address "DRA-MATIC," care Billboard, Chicago, Illinois.

DeVere & Taylor (Pantages) Los Angeles; (Savoy) San Diego 20-25.  
DeVine & Sands (Loew) Fall River 16-18.  
DeVoe, Frank & Co. (Empress) Chicago 16-18; (Palace) Rockford 20-22; (Columbia) Davenport, Ia., 23-25.  
DeVora, Herbert, Three (Palace) Minneapolis 16-18.  
DeVoy & Dayton (Palace) Minneapolis 16-18.  
DeWinters, Grace (Avenue B) New York 16-18.  
DeWitt Girls (Orpheum) Duluth; (Orpheum) Winnipeg 20-25.  
Decker, Paul, & Co. (Keith) Providence; (Riverside) New York 20-25.  
Demarest & Collette (Empress) Grand Rapids; (Temple) Detroit 20-25.  
Denishawn Dancers (Pantages) Victoria; (Pantages) Tacoma, Wash., 20-25.  
Dennis, Nis (Royal) New York; (Alhambra) New York 20-25.  
Deters, Lillian, Marion, Ind., 16-18.  
Dewey & Rogera (Majestic) Waterloo, Ia., 20-22; (Orpheum) Sioux City, Ia., 23-25.  
Did You Vote? (Emery) Providence 16-18.  
Dika, Juliet (Pantages) Salt Lake City; (Orpheum) Ogden 23-25.  
Doane, Beatrice (Bushwick) Brooklyn.  
Dobson, Frank, Co. (State-Lake) Chicago; (Orpheum) St. Louis 20-25.  
Dody, Chot & Midge (Pantages) San Diego, Cal.; (Hoyt) Long Beach 20-25.  
Dody & Baunham (Orpheum) Memphis; (Orpheum) New Orleans 20-25.  
Doll Prolica Co. (Pantages) Helena, Mont.; (Pantages) Butte 20-22; Anaconda 23; Missoula 24-25.

**Johnnie Bevington, Writer,**  
wishes Billy Eton and wife, J. E. Cole, Phing and Phks, Bill Bailey, Bob Carney of Carney & Carr and the whole show world in general a Merry Xmas and a Happy New Year. N. B. Still doing business at the same old stand at Youngstown, Ohio.

Dover, Kitty, & Co. (Palace) New York.  
Dovnan & Lee (Keith) Toledo; (Empress) Grand Rapids 20-25.  
Dowley, Tommy (Temple) Brantford, S. D., 16-18.  
Dowley, Jed (Royal) New York 20-25.  
Dreece's, Mme., Operalogue (Orpheum) San Francisco; (Orpheum) Oakland 20-25.  
Doree's Celestials (Miles) Cleveland.  
Dorr, Marie (Keith) Erie, Pa., 20-25.  
Dorsey (Orpheum) Los Angeles; (Orpheum) Salt Lake City 20-25.  
Boyle & Elaine (Regent) Kalamazoo, Mich., 16-18.  
Drover, Allen (Washington) Granite City, Ill., 16-18; (American) Chicago 23-25.

Drew & Wallace (Orpheum) Ottawa, Can., 20-25.  
Duffy & Sweeney (Majestic) Houston.  
Dunbar, C. & M. (Alhambra) New York.  
Dunbar & Turzar (Keith) Lowell.  
Dunbar's Dinkies (Orpheum) Vancouver, Can.; (Orpheum) Seattle 20-25.  
Dunham & Williams (Majestic) Tulsa Ok.  
Dunham & O'Malley (Garrick) Wilmington, Del., 20-25.  
Dunn-Kawana Duo (Palace) Milwaukee 20-25.  
Duyree & Dupree (Temple) Brantford, S. D., 16-18.  
Duttons, The (Maryland) Baltimore; (Keith) Philadelphia 20-25.  
Dyer, Hubert, & Co. (Orpheum) Fresno, Cal.; (Orpheum) Los Angeles 20-25.  
Earl & Lewis (Palace) Superior, Wis., 16-18.  
Earl, Maud, Co. (Pantages) Missoula, Mont.; (Pantages) Spokane 20-25.  
Earle, Eddy (Garrick) Wilmington, Del.  
Earle & Sunshine (Majestic) San Antonio.  
Ebs, Wm., & Co. (Empress) Grand Rapids; (Temple) Detroit 20-25.  
Eckert & Moore (Shea) Toronto; (Orpheum) Montreal 20-25.  
Edor & Dena (Loew) Pine Bluff 16-17.  
Eddy Sisters, Three (Palace) Flint, Mich., 16-18.  
Edmunds & Lavelle (Temple) Brantford, S. D., 16-18.  
Edwards, Gus, Revue (Davis) Pittsburg 20-25.  
Eight Black Dots (Plaza) Bridgeport, Conn., 16-18.  
El Bart Bros. (Orpheum) Boston 16-18.  
El Rey Sisters (Orpheum) Memphis 20-25.  
Elmore & Williams (Riverside) New York 20-25.  
Ella Comes to Town (Liberty) Lincoln, Neb., 16-18; (Globe) Kansas City, Mo., 20-22; (Novelty) Topeka, Kan., 23-25.  
Ellis, Harry (Orpheum) Galesburg, Ill., 16-18; (Majestic) Bloomington 20-22; (Orpheum) Peoria, Ill., 23-25.  
Elroy Sisters (Majestic) Cedar Rapids, Ia., 16-18; (Palace) Moline, Ill., 20-22; (Majestic) Waterloo, Ia., 23-25.  
Elly (Orpheum) Minneapolis; (Palace) Rockford 20-22; (Orpheum) Madison 23-25.

**Moving Picture Operator's As-**  
sistant; young man; will accept anything that offers to learn every branch of the game thoroughly; can handle low voltage juice; travel or locate. JNO. M. JOURNICK, 336 West 19th St., New York.

Elroy Sisters (Majestic) Little Rock 16-18.  
Emba & Alton (Pantages) Edmonton, Can.; (Pantages) Calgary 20-25.  
Emerson & Baldwin (Keith) Lowell; (Keith) Portland, Me., 20-25.  
Emery Five (Princess) Houston 16-18.  
Emmett, J. K., & Co. (Boulevard) New York 16-18.  
Emmy's, Karl, Pets (Riverside) New York 20-25.  
Engel & Marshall (Majestic) Waterloo, Ia., 16-18; (Columbia) Davenport 20-22; (Orpheum) Clinton 23-25.  
Erford's Golden Whirl (Loew) Ottawa.  
Espe, Al & Co. (Orpheum) Quincy, Ill., 20-22; (Orpheum) Galesburg 23-25.  
Evans, Ernest, & Co. (Keith) Washington; (Royal) New York 20-25.  
Evans & Perez (Temple) Detroit; (Temple) Rochester 20-25.  
Everett's Monks (Majestic) Houston.  
Everett's Monkey Circus (Hipp.) Baltimore.  
Every Little Thing (1reymun) Pittsburg.  
Faber & McGowan (Pantages) Salt Lake City; (Orpheum) Ogden 23-25.  
Fagan, Raymond, & Co. (Temple) Rochester 20-25.  
Fagin, Noodles, Co. (Empress) Denver.  
Fallon & Shirley (Keith) Portland, Me.; (Keith) Lowell 20-25.  
Fantines, Four (Pantages) San Francisco; (Pantages) Oakland 20-25.  
Fay, Anna Eva (Orpheum) St. Joseph, Mo., 16-18; (Novelty) Topeka, Kan., 20-22; (Novelty) Topeka, Kan., 23-25.  
Fenton & Fields (Orpheum) Vancouver, Can.; (Orpheum) Seattle 20-25.  
Ferga & Marvin (Colonial) Detroit.  
Ferguson & Sunderland (Palace) Ft. Wayne, Ind.  
Feignson & Francis (Grand) St. Louis.  
Fern & Marie (Temple) Rochester; (Orpheum) Ottawa 20-25.  
Ferreros, The (Palace-Hipp.) Seattle, Wash., 16-18.

**Inspiring Oriental Dances For**  
lodges and clubs only; by that different dancer. FLOZARI, Hotel Hannah, Cleveland, O.

Farrier, Juggling (Loew) St. Louis 16-18.  
Fink's Mules (Hipp.) Youngstown, O.; (Davis) Pittsburg 20-25.  
Finkle, Gorman (Capitol) Hartford, Conn., 16-18.  
Finlay & Hill (Majestic) Dallas.  
Fisher & Floyd (Garden) Kansas City 16-18.  
Fisher, Walter, & Co. (Colonial) Erie.  
Fisk & Fallon (Columbia) St. Louis 16-18.  
Fitzgibbon, Bert (Majestic) Milwaukee; (Palace) Chicago 20-25.  
Five of Clubs (Lincoln) Chicago 20-22.  
Five Thousand a Year (Orpheum) Denver; (Orpheum) Lincoln 20-25.  
Fixing the Furnace (Bijou) Battle Creek, Mich., 16-18.  
Flager & Malala (Bijou) New Haven, Conn., 16-18.  
Flanagan & Stapleton (Orpheum) New York 16-18.  
Flashes (Orpheum) Madison, Wis., 16-18; (State-Lake) Chicago 20-25.  
Fletcher, Chas. L. (Keith) Boston; (Keith) Providence 20-25.  
Flirtation (Orpheum) Denver; (Orpheum) Lincoln 20-25.  
Flozini (Keith) Lowell; (Keith) Portland, Me.  
Flying Blue Devils, Eight (Palace) New York.  
Flynn's, Josie, Minstrels (Grand) Atlanta 16-18.  
Folette, Pearl & Wicks (Loew) St. Louis 16-18.  
Follett's Monks (Globe) Kansas City 20-22.  
Foley & LaTour (Empress) Chicago 16-18; (Palace) Rockford 20-22.  
Foley & O'Neal (Kedzie) Chicago 20-22.  
Follow On (Majestic) Milwaukee.  
For Pity's Sake; (American) Chicago 16-18; (Jefferson) New York 20-25.

Ford, Margaret (Keith) Indianapolis; (Palace) Rockford, Ill., 20-22; (Orpheum) Madison, Wis., 23-25.  
Ford, Johnny, & Co. (Palace) Rockford, Ill., 16-18.  
Ford, Ed E. (Temple) Rochester; (Shea) Buffalo 20-25.  
Ford & Cunningham (Orpheum) Memphis; (Orpheum) New Orleans 20-25.  
Ford Dancers (Palace) Chicago.  
Forest & Church (Rialto) St. Louis 20-25.  
Foster & Peggy (Washington) Granite City, Ill., 16-18; (Washington) Belleville 20-22; (Empress) Chicago 23-25.  
Foster & Ray (Davis) Pittsburg 20-25.  
Four Aces (Orpheum) Joliet, Ill., 16-18; (Orpheum) Galesburg 20-22; (Orpheum) Quincy 23-25.  
Fox, Will, & Co. (Orpheum) South Bend 20-22.  
Fox & Sarno (Majestic) Ft. Worth.  
Fox, Harry, & Co. (Orpheum) Omaha; (Orpheum) Kansas City 20-25.  
Foy, Eddie, & Family (Orpheum) Brooklyn; (Hamilton) New York 20-25.  
Foyer Eddie (Keith) Indianapolis.

**Wanted, Position in Hotel Or-**  
chestra by experienced clarinet player; am now playing first chair clarinet with University of Illinois Concert Band; have had five years' experience in dance work; will locate in South only; will be at liberty Jan. 1st; best of references. GENE E. STRANGE, 402 E. Army Ave., Champaign, Illinois.

Frabelle, A. & E. (Keith) Lowell 20-25.  
Franklin & Jean (Majestic) Chicago 20-25.  
Francis & Phillips (Majestic) Dallas.  
Francis, Ann (Pantages) Minneapolis; (Pantages) Winnipeg, Can., 20-25.  
Francis & Kennedy (Bushwick) Brooklyn; (Keith) Washington 20-25.  
Francis & Hume (Keith) Portland, Me.  
Francis & Kennedy (Pantages) Victoria, Can.; (Pantages) Tacoma, Wash., 20-25.  
Frank & Roy (Shea) Buffalo.  
Franz, Sig., Troupe (Washington) Belleville, Ill., 16-18; (Hipp.) Alton 20-22; (Erber) E. St. Louis 23-25.  
Frawley & West (Novelty) Topeka, Kan., 16-18; (Princess) Wichita 20-22; (Lyric) Oklahoma City 23-25.  
Frazer & Bunce (Loew) Fall River 16-18.  
Freda, Steve (Bijou) Battle Creek, Mich., 16-18; (Orpheum) South Bend, Ind., 23-25.  
Fred's Pigs (Garden) Kansas City 16-18.  
Fred & Albert (Lyric) Pittsburg.  
Frescott & Hope Eden (Erber) E. St. Louis, Ill., 16-18; (Grand) St. Louis 20-25.  
Frey & Byron (Orpheum) Clinton, Ia., 20-22.  
Friedland, Anatol (Orpheum) Omaha 20-25.  
Friend & Downing (Metropolitan) Brooklyn 16-18.  
Friganza, Trilix (Keith) Philadelphia; (Keith) Washington 20-25.  
Frisco (Orpheum) Duluth 20-25.  
Fulton & Mack (Savoy) San Diego, Cal.; (Hoyt) Long Beach 20-25.  
Futuristic Revue (Loew) Ottawa.  
Gabberts, The (Bijou) Lansing 16-18.  
Gabby Bros. (Lincoln) Chicago 16-18.  
Galletti's Monks (Keith) Philadelphia; (Hipp.) Youngstown, O., 20-25.

**A Few Dates Open After Jan.**

15th for clubs, lodges, independent houses, etc.; 60-mile radius; Youngstown Scott's Vaudeville and Minstrel Revue, featuring Scott's Greater Minstrels; for open time write SCOTT DRAMATIC CO., Moose Temple, Youngstown, Ohio, Jan 1.  
Galvin, Wallace (Hipp.) Terre Haute, Ind., 16-18; (Orpheum) Champaign, Ill., 20-22; (Majestic) Springfield 23-25.  
Garcinetti Bros. (Orpheum) Oakland, Cal.; (Orpheum) Sacramento 20-25.  
Garden, Geo. & L. (Keith) Lowell.  
Gardner, Grant (Majestic) Austin.  
Gardner & Hartman (Majestic) Houston.  
Gaspar, Marie (Majestic) Wichita Falls.  
Gaudsmitz, The (Pantages) Minneapolis; (Pantages) Winnipeg 20-25.  
Gaxton, Wm. (Orpheum) Oakland, Cal.; (Orpheum) Sacramento 20-25.  
Gaylord & Herron (Hoyt) Long Beach, Cal.; (Pantages) Salt Lake City 20-25.  
Gibson & Connell (Keith) Hamilton, Can.; (Temple) Rochester 20-25.  
Giddy & Giddy (Pantages) Oakland, Cal.; (Pantages) Los Angeles 20-25.  
Gilbert, L. Wolfe (Hipp.) Chicago.  
Gilbert & Saul (Washington) Belleville, Ill., 16-18; (Hipp.) Alton 20-22; (Columbia) St. Louis 23-25.  
Giles, Robert (Grand) Atlanta 16-18.  
Gillen & Conroy (Metropolitan) Brooklyn 16-18.  
Gillette, Lucy (Orpheum) Vancouver, Can.; (Orpheum) Seattle 20-25.  
Gilroy, Dolan & Curriel (Regent) Kalamazoo, Mich., 16-18.  
Girls of the Altitude, "Doc" Elliot, mgr. (Pantages) Seattle 20-25.  
Girl in the Air (Pantages) Los Angeles; (Savoy) San Diego 20-25.  
Glasgow Maids, Seven (Princess) Wichita, Kan., 16-18; (Lyric) Oklahoma City 20-22; (Cook) Okmulgee 23-25.  
Glason, Billy (Hipp.) Youngstown, O.; (Davis) Pittsburg 20-25.

**To All My Friends I Wish**  
a Merry Christmas and a Happy and Prosperous New Year. KITTIE ROSE.

Gleasons & O'Houlihan (National) New York 16-18.  
Glenn & Jenkins (Orpheum) Salt Lake City; (Orpheum) Denver 20-25.  
Golden Bird (Orpheum) Ogden, Utah; (Empress) Denver 20-25.  
Golden, Clude (Mary Anderson) Louisville 20-25.  
Gonne & Albert (Empress) Decatur, Ill., 16-18; (Majestic) Springfield 20-22; (Columbia) Davenport, Ia., 23-25.  
Gordon & Germaine (King St.) Hamilton, Can., 16-18.  
Gordon, Vera, & Co. (Keith) Syracuse; (Hipp.) Cleveland 20-25.  
Gordon & Day (Orpheum) New Orleans 20-25.  
Gordon & Ford (Temple) Rochester 20-25.  
Gordon, John R., & Co. (Lyric) Oklahoma City 16-18; (Grand) St. Louis 20-25.

**Photo-Photo**

Send by registered mail; any photograph, and we make for you in the high gloss finish genuine photographic postcards. 100, \$2.50; 500, \$9.50; 1,000, \$17.50. Colored 50% more prepaid to your address. Remit with order. MONOTONE Postcards made from your photo, 1,000 of one picture \$8. We carry in stock a few million high gloss colored photo postcards. Lovers, heads and figures of pretty women, children, dancers, bathing girls, etc., at \$2.50 per 100. MOVIE Stars, Mac Sennett, Roswell Brown and Sunshine Comedies' Beauty Bathes; wonderful shapes. Illustrated list free. Samples, \$1. Bedrock low price for anything photographic.

PHOTO ROTO, INC., 104 Sixth Ave., New York.

**Post-Cards**

Gordon & Delmar (Garden) Kansas City 16-18.  
Gordon, Kitty (Orpheum) Fresno, Cal.; (Orpheum) Los Angeles 20-25.  
Gordon & Jolice (Majestic) Ft. Worth, Tex.; (Majestic) Dallas 20-25.  
Gordone, Bobbie (Mary Anderson) Louisville; (Royal) New York 20-25.  
Gordon's Circus (Orpheum) Duluth 20-25.  
Gosler & Lusby (Orpheum) San Francisco; (Orpheum) Oakland 20-25.  
Gossios, Four (Majestic) Austin.  
Goulet, Violet (Novelty) Topeka, Kan., 16-18; (Princess) Wichita 20-22; (Lyric) Oklahoma City 23-25.  
Graham, Jack & Mary (Grand O. H.) Shreveport, La., 15-17; Alexandria 18.  
Grant, Alf (Hipp.) Portland, Ore., 16-18.  
Grant & Wallace; Madison, Ind., 16-18; (New Grand) Evansville 20-22; (Hipp.) Terre Haute 23-25.  
Graves & Edwards (Orpheum) South Bend, Ind., 16-18.  
Green & Parker (Majestic) San Antonio.  
Greene, Gene (Majestic) Springfield, Ill., 16-18; (American) Chicago 20-22; (American) Chicago 23-25.

**Wishing All A Merry Xmas**  
and a Happy New Year. LOU AND MARIE BROOKS, 914 East 14th St., Kansas City, Mo.

Gregory, Jack, & Co. (Loew) Pine Bluff, Ark., 16-17.  
Grey & Byron (Majestic) Cedar Rapids, Ia., 16-18; (Majestic) Des Moines 23-25.  
Grey & Old Rose (Majestic) Tulsa, Ok.  
Grey, Tomie, Co. (State-Lake) Chicago.  
Griff & Ray (Plaza) Bridgeport, Conn., 16-18.  
Griff (Miles) Toronto, Can.  
Gustavo & Marguerite (Garden) Kansas City 16-18.  
Gypsy Songsters (Loew) St. Louis 16-18.  
Gypsy Trio (Loew) Pine Bluff, Ark., 16-18.  
Hackett & Delmar (Orpheum) Vancouver, Can.; (Orpheum) Seattle 20-25.  
Haig, Emma, Co. (Majestic) Milwaukee; (State-Lake) Chicago 20-25.  
Hale, Willie, Co. (Orpheum) Salt Lake City; (Orpheum) Denver 20-25.  
Hall, Bob (Keith) Washington; (Keith) Philadelphia 20-25.  
Hall & Colburn (State-Lake) Chicago.  
Hall & Saphiro (Jefferson) New York.  
Hallon, Wm. (Poli) Worcester, Mass., 16-18.  
Hamid, George, Troupe (Pantages) Saskatoon, Can.; (Pantages) Edmonton 20-25.  
Hamilton, Dixie, & Co. (Orpheum) Boston 16-18.  
Hamilton, Martha, & Co. (Palace) Moline, Ill., 16-18; (Majestic) Cedar Rapids, Ia., 20-22.  
Hampton & Blafe (Columbia) Davenport, Ia., 16-18; (State-Lake) Chicago 20-25.  
Hanson & Clifton (Liberty) Lincoln, Neb., 16-18; (Globe) Kansas City 20-22; (Novelty) Topeka, Kan., 23-25.  
Hanson, Harry L. (Proctor's) Troy, N. Y., 16-18; (Wm. Penn) Philadelphia 20-22; Chester, Pa., 23-25.  
Hardy, Doris, & Co. (Victoria) New York 16-18.

**JAMES E. HARDY**  
"King of All High Wire Performers."  
NOW BOOKING PARKS AND FAIRS.  
Address: The Billboard, Cincinnati, O.

Harkins, Jim & Marion (Palace) Rockford, Ill., 16-18; (Rialto) Racine, Wis., 20-22; (Orpheum) Madison 23-25.  
Harkins, Larry, & Co. (Maryland) Baltimore; (Keith) Philadelphia 20-25.  
Harioquins, Six (Hoyt) Long Beach, Cal.; (Pantages) Salt Lake City 20-25.  
Harmon (Empress) Decatur, Ill., 16-18; (Majestic) Springfield 20-22.  
Harney, Ben; Mission, Ind., 16-18.  
Harrah, Roy, & Co. (Keith) Syracuse 20-25.  
Harrigan, Johnny (Colonial) Detroit.  
Harris, Dave (Majestic) Little Rock 16-18; (Rialto) St. Louis 20-25.  
Harris, Bobby (Grand) St. Louis.  
Harrison, Dakin & Hogue (Columbia) St. Louis 16-18; (Hipp.) Terre Haute, Ind., 20-22; (New Grand) Evansville 23-25.  
Hart, Wagner & Mildred (Orpheum) Muskogee 16-18.  
Hart, LeRoy & Mabel (Pantages) Minneapolis 20-25.  
Hart, Billy, & Circus Girls (Orpheum) New York 16-18.  
Harvey, Lou & Grace (Hipp.) Portland, Ore., 16-18.  
Hayes, Hancy & Grace (Cook) Okmulgee, Ok., 16-18; (Columbia) St. Louis 20-22; (Washington) Belleville, Ill., 23-25.

**A Merry Christmas**

to Hundreds of My Policy Holders and Friends listed on Billboard route books.  
CHAS. G. KILPATRICK,  
Rookery Buildings, Chicago, Ill.

Harvey & Stifter (Orpheum) Waco 16-18.  
 H. Smith, Hazel, & Co. (Broadway) Springfield, Mass., 16-18.  
 Hastings, Eddie (Grand) St. Louis.  
 Hayataka Bros. (Palace) Ft. Wayne, Ind.  
 Haynes, Mary, & Co. (Riverside) New York; (Jefferson) New York 20-25.  
 Haynes, Montgomery & Howard (Grand) St. Louis.  
 Hays & Lloyd (Princess) Wichita, Kan., 16-18; (Lyric) Oklahoma City 20-25; (Cook) Okmulgee 23-25.  
 Hayward, Jessie, & Co. (Grand) St. Louis; (Majestic) Springfield, Ill., 20-22; (Empress) Decatur 23-25.  
 Healy, Jeff. & Co. (Loew) Montreal.  
 Healy & Cross (Orpheum) Sioux City, Ia., 16-18; (Orpheum) Winnipeg, Can., 20-25.  
 Hearn, Sam (Bijou) Lansing, Mich., 16-18.  
 Heart of Annie Wood (Miles) Detroit.  
 Heber, Josie & Co. (Maryland) Baltimore; (Keith) Philadelphia 20-25.  
 Hee, Choy Lung Troupe (Poli) Bridgeport, Conn., 16-18.  
 Hein & Lockwood (Poli) Waterbury, Conn., 16-18.  
 Helas Duo (Broadway) Springfield, Mass., 16-18.  
 Hello, Husband (Orpheum) San Francisco; (Orpheum) Oakland 20-25.  
 Helvey & Brill (Orpheum) Quincy, Ill., 16-18; (Logan Sq.) Chicago 23-25.  
 Hendrix & Stone (Keith) Providence.  
 Henry's, Chas. Pets (Orpheum) Kansas City; (Orpheum) Sioux City 20-22.  
 Henrich, Heishel (Keith) Columbus; (Keith) Toledo 20-25.  
 Henshaw & Avery (Orpheum) Ogden, Utah; (Empress) Denver 20-25.  
 Herbert's Dogs (Hialto) Racine, Wis., 16-18; (Orpheum) Winnipeg, Can., 20-25.  
 Hilda's Boudoir (Bijou) New Haven, Conn., 16-18.  
 Hill, Ed (Loew State) Memphis 16-18.  
 Hilton, Dora, & Co. (New Grand) Evansville, Ind., 16-18; (Orpheum) Champaign, Ill., 20-22; (Majestic) Springfield 23-25.  
 Hines, Harry (Loew) Pine Bluff, Ark., 16-17.  
 Hinkle & May (Miles) Toronto, Can.  
 His Teking Way (Garrick) Wilmington, Del.  
 Hite, Reflow & Lohr (Loew) Ottawa.  
 Hodge & Lowell (Loew) Hoboken 16-18.  
 Holden & Herron (Liberty) Lincoln, Neb., 16-18; (Globe) Kansas City 20-22; (Novelty) Topeka 23-25.  
 Holland-Dockrill & Co. (King St.) Hamilton, Can.  
 Holman, Harry (Orpheum) Ottawa; (Keith) Lowell 20-25.  
 Holmes & Lavier (Orpheum) South Bend, Ind., 16-18; (Palace) St. Paul 20-22; (Columbia) Davenport 23-25.  
 Honey Boy, Seven (Proctor's) Scheueta; (Shea) Buffalo 20-25.  
 Horner & Norton (Pantages) Oakland; (Pantages) Los Angeles 20-25.  
 House of David Band (Palace) Milwaukee.  
 Howard & Clark Revue (Shea) Toronto.  
 Howard, Bert (Regent) Kalamazoo, Mich., 16-18.  
 Howard & Hoffman (Broadway) Springfield, Mass., 16-18.  
 Howard & Rosa (Pantages) Helena, Mont.; (Pantages) Butte 20-22; (Missoula) 24-25.  
 Howard, Joe, Revue (Keith) Syracuse 20-25.  
 Howard & Lewis (Hipp.) Spokane 16-18.  
 Howard's Ponies (Keith) Cincinnati; (Mary Anderson) Louisville 20-25.  
 Howell, Ruth, Co. (State-Lake) Chicago.  
 Hughes, Mrs. Gene (Maryland) Baltimore 20-25.  
 Hughes, Fred (Empress) Decatur 20-22; (Majestic) Springfield 23-25.  
 Hughea, Jack, Duo (Proctor) Albany.  
 Humphrey's Dancing (Palace) Milwaukee; (Palace) Rockford 20-22; (Virginian) Kenosha 23-25.  
 Hungarian Rhapsody (Rialto) Racine, Wis., 16-18; (Orpheum) St. Paul 20-25.  
 Hunters, Musical (Orpheum) Brooklyn; (Alhambra) New York 20-25.  
 Hunting & Francis (Orpheum) Los Angeles; (Orpheum) Salt Lake City 20-25.  
 Hurlo (Keith) Providence 20-25.  
 Hurd, Frank (State-Lake) Chicago.  
 Huston, Arthur, & Co. (Odeon) Bartleville, Ok., 16-18; (Grand) Centralia, Ill., 23-25.  
 Hyams & McIntyre (Shea) Buffalo; (Shea) Toronto 20-25.  
 Hymn, John B., & Co. (Bushwick) Brooklyn; (Royal) New York 20-25.  
 Imhoff, Conn & Corinne (Orpheum) Omaha; (Orpheum) Kansas City 20-25.  
 Imperial Four (Loew) Montreal.  
 Imperial Quintet (Pantages) Spokane; (Pantages) Seattle 20-25.  
 Indoor Sports (Keith) Dayton; (Hipp.) Youngstown, O., 20-25.  
 Into the Light (Hipp.) Okmulgee 16-18.  
 Inks Bros. (Orpheum) Brooklyn.  
 Iolien, Miss (Palace) Moline, Ill., 16-18; (Columbia) Davenport, Id., 20-22; (Majestic) Bloomington 23-25.  
 Ishikawa Bros. (Rialto) Racine 20-22.  
 Izeth, Marion, O., 16-18.  
 Jackley, Helen (Cook) Okmulgee, Ok., 16-18.  
 Jackson, Thos. P., & Co. (King St.) Hamilton, Can.  
 Jada Trio (Grand) Centralia, Ill., 20-22.  
 Janet of France (Empress) Grand Rapids.  
 Janet of France (State-Lake) Chicago 20-25.  
 Jans, Ed, Revue (Orpheum) Muskogee 16-18.  
 Japanese, Three (Palace) New York.  
 Jeda's Vacation (Orpheum) Quincy, Ill., 16-18; (Hibern) E. St. Louis 20-22; (Columbia) St. Louis 23-25.  
 Jones & Allen (Majestic) San Antonio.  
 Jones & Middleton (Majestic) Cedar Rapids, Ia., 20-22.  
 Jerome & Albright (Dayton) Dayton.  
 Jerome & Newell (Majestic) Houston.  
 Jessel's, Geo., Revue (Riverside) New York; (Keith) Providence 20-25.  
 Jesters, Two (Orpheum) Oakland, Cal.; (Orpheum) Sacramento 20-25.  
 Johnson, J. Ross, Co. (Orpheum) St. Paul; (Orpheum) Minneapolis 20-25.  
 Johnson, Baker & Johnson (Orpheum) Winnipeg, Can.; (Orpheum) Calgary 20-25.  
 Johnson, Hita (Keith) Portland, Me., 20-25.  
 Joise, Jack (Palace) New York.  
 Jones & Grayson (Bushwick) Brooklyn.  
 Jones & Dell (Poli) Wilkes-Barre, Pa., 16-18.  
 Jordau & Tyler (Majestic) Springfield, Ill., 16-18.  
 Josephson's Icelanders (Keith) Philadelphia; (Keith) Albany 20-25.  
 Jussl & Ossl (American) New York 16-18.

Juliet (Royal) New York; (Riverside) New York 20-25.  
 Junlar of the Sea (Pantages) Edmonton, Can.; (Pantages) Calgary 20-25.  
 Just Friends (Grand) Atlanta 16-18.  
 Kabne, Harry (Orpheum) Madison, Wis., 16-18.  
 Kalsha Duo (Hipp.) Spokane 16-18.  
 Kane & Herman (Palace) Milwaukee; (Palace) Chicago 20-25.  
 Kane & Chidlow (Hipp.) Dallas 16-18.  
 Kanes, Three (Dayton) Dayton.  
 Kara (Mary Anderson) Louisville; (Keith) Indianapolis 20-25.  
 Kartelli (Keith) Toledo 20-25.  
 Kauffman, I. & J. (Bushwick) Brooklyn.  
 Kay, Dolly (Temple) Rochester; (Keith) Syracuse 20-25.  
 Keane, Johnny (Palace) Hipp.) Seattle 16-18.  
 Keeler & Co. (Capitol) Hartford, Conn., 16-18.  
 Keeley, Jean & Arthur (Globe) Kansas City, Mo., 16-18; (Novelty) Topeka, Kan., 20-22; (Princess) Wichita 23-25.  
 Keenan & O'Dore (Orpheum) Denver; (Orpheum) Lincoln 20-25.  
 Kellerman, Annette (Orpheum) Kansas City; (Orpheum) Des Moines 20-25.  
 Kellogg, The: Marion, O., 16-18.  
 Kelly & Pollock (Shea) Toronto; (Orpheum) Montreal 20-25.  
 Kelly, Tom (Pantages) Minneapolis; (Pantages) Winnipeg 20-25.  
 Kelly, George, & Co. (Majestic) Wichita Falls, Kan.; (Majestic) Cedar Rapids, Ia., 16-18; (Columbia) Davenport 20-22; (Palace) Moline, Ill., 23-25.  
 Kennedy, Jack, & Co. (Keith) Boston 20-25.  
 Kennedy & Rooney (Majestic) Chicago; (Logan Square) Chicago 20-22.  
 Kennedy, Frances (Orpheum) St. Louis; (State-Lake) Chicago 20-25.  
 Kennedy & Kramer (Hipp.) Baltimore.  
 Kennedy's Dancing (Orpheum) San Francisco; (Orpheum) Oakland 20-25.  
 Kenny & Hollis (Columbia) Davenport, Ia., 16-18; (Majestic) Waterloo 20-22; (Orpheum) Sioux City 23-25.  
 Kenny, Bert (Keith) Cincinnati; (Mary Anderson) Louisville 20-25.  
 Kenny, Mason & Scholl (Pantages) Salt Lake City; (Pantages) Ogden 23-25.  
 Kent, Annie, & Co. (Bijou) Birmingham 16-18.  
 Kern, Leonore (Colonial) Erie; (Empress) Grand Rapids 20-25.  
 Kharum (Maryland) Baltimore; (Keith) Washington 20-25.  
 King Bros. (Liberty) Oklahoma City 16-18.  
 King, Rosa, Trio (Pantages) Winnipeg, Can.; (Pantages) Regina 20-22; (Saskatoon) 23-25.  
 King & Irwin (Pantages) San Francisco; (Pantages) Oakland 20-25.  
 Kinkaid, Billy (Princess) San Antonio 16-18.  
 Kinney & Corinne (Orpheum) Montreal; (Orpheum) Ottawa 20-25.  
 Kirby, Quinn & Anger (Majestic) Chicago; (Majestic) Milwaukee 20-25.  
 Kirksmith Sisters Six (Orpheum) Winnipeg, Can.; (Orpheum) Calgary 20-25.  
 Klee, Mel. (Keith) Syracuse; (Proctor) Albany 20-25.  
 Kleist, Paul, & Co. (Miles) Cleveland.  
 Klutzing's Animals (Temple) Detroit 20-25.  
 Koban Japa (Hipp.) Cleveland; (Keith) Dayton 20-25.  
 Kohler & Irwin (Warwick) Brooklyn 16-18.  
 Kohn, Kurt & Edith (Pantages) Vancouver, Can.; (Pantages) Victoria 20-25.  
 Kolb, Delmarwand (Majestic) Dallas.  
 Kramer & Boyle (Orpheum) Brooklyn; (Royal) New York 20-25.  
 Kuhns, Three White (Empress) Denver.  
 LaDellas, Two (Orpheum) Quincy, Ill., 16-18; (Lincoln) Chicago 20-22; (Empress) Decatur 23-25.  
 La Giacosa (Orpheum) Minneapolis 20-25.  
 La France & Kennedy (Colonial) Erie.  
 LaLloen & Dupreec (Orpheum) Boston 16-18.  
 La Loya & Gilmore (Orpheum) Galesburg, Ill., 20-22; (Orpheum) Quincy 23-25.  
 LaPan & Mack (Delaney St.) New York 16-18.  
 LaPearl, Roy (New Grand) Evansville, Ind., 16-18; (Orpheum) St. Louis 20-22.  
 Lavier, Jack (Orpheum) San Francisco; (Orpheum) Oakland 20-25.  
 Lechmann Sisters (Orpheum) New Orleans.  
 Ladies of the Jury (Poli) Bridgeport, Conn., 16-18.  
 Lady Alice's Pets (Empress) Denver.  
 Lambell (Orpheum) Boston 16-18.  
 Lamey Bros. Four (Orpheum) Montreal; (Orpheum) Ottawa 20-25.  
 Lamont's Cockatoos & Macaws: (Payret) Havana, Cuba, until Jan. 6.  
 Lane & Moran (Keith) Toledo; (Keith) Cincinnati 20-25.  
 Lane & Harper (Orpheum) Winnipeg, Can.; (Orpheum) Calgary 20-25.  
 Langford & Fredericks (Orpheum) Calgary, Can.; (Orpheum) Vancouver 20-25.  
 Lanigan & Haney (Plaza) Bridgeport, Conn., 16-18.  
 Lannigan & Green (American) New York 16-18.  
 Lapine & Emery (Pantages) Tacoma, Wash.; (Pantages) Portland, Ore., 20-25.  
 Larcionians (Bijou) Birmingham 16-18.  
 Last Night (Regent) Detroit.  
 Latell, Alf, & Co. (Hipp.) Terre Haute, Ind., 16-18; (Eber) E. St. Louis, Ill., 20-22; (Orpheum) Champaign 23-25.  
 Latoy & Vesta (Cook) Okmulgee, Ok., 16-18; (Grand) St. Louis 20-25.  
 Laurie, Joe, Jr. (Rialto) Racine, Wis., 16-18; (Orpheum) Winnipeg, Can., 20-25.  
 Law, Walter, Co. (Pantages) Vancouver, Can.; (Pantages) Victoria 20-25.  
 Lawrence Bros. & Thelma (Loew) Montreal.  
 Lawton (Orpheum) Madison, Wis., 16-18; (Columbia) St. Louis 23-25.  
 Le Grous, The (Keith) Indianapolis; (Hipp.) Cleveland 20-25.  
 LeRoy & Paul (Fete) Miami, Fla., Indef.  
 LeVeaux (Delaney St.) New York 16-18.  
 LeVolos, The (Grand) Centralia, Ill., 16-18; (Rialto) St. Louis 20-25.  
 Lee Children (Keith) Washington.  
 Lee, Harry (Liberty) Cleveland.  
 Lee, Jack (Lincoln) Chicago 16-18.  
 Lee, Laurel (Orpheum) Oakland, Cal.; (Orpheum) Sacramento 20-25.  
 Leea, Three (Colonial) Erie.  
 Lehmann & Thatcher (Garrick) St. Louis 16-18; (McVicker) Chicago 20-25.  
 Leightner Sisters & Alex (Orpheum) Calgary, Can.; (Orpheum) Vancouver 20-25.  
 Leightons, The (Jefferson) New York 20-25.  
 Leipzig (Orpheum) Salt Lake City; (Orpheum) Denver 20-25.

Lenhard, Josephine (Lincoln Sq.) New York 16-18.  
 Leon, Connell & Zippy (Majestic) Austin.  
 Leon's Ponies (Hipp.) Dallas 16-18.  
 Lester, Great (Keith) Hamilton, Can.  
 Levay, Paul & Miller (Globe) Kansas City, Mo., 16-18; (Novelty) Topeka, Kan., 20-22; (Princess) Wichita 23-25.  
 Levy, Ethel, Three (New Grand) Duluth 16-18.  
 Levy, Jack & Symphony Sisters: (Fay's) Rochester; (Miles Grand) Cleveland 20-25.  
 Lewis, Dorothy (Pantages) Spokane; (Pantages) Seattle 20-25.  
 Lewis Flo (Palace) Chicago.  
 Life (Orpheum) Jackson, Mich., 16-18.  
 Lightelle Revue (Palace) Hartford, Conn., 16-18.  
 Lillian's Doga (Orpheum) Seattle; (Orpheum) Portland 20-25.  
 Lindley's Sextet (Palace) St. Paul 16-18.  
 Little Thief, The (Metropolitan) Brooklyn 16-18.  
 Little Cottage (Keith) Indianapolis; (Keith) Dayton 20-25.  
 Lizzette, Mlle. (Palace) Danville, Ill., 16-18.  
 Lloyds, Four (Pantages) Minneapolis; (Pantages) Victoria 20-25.  
 Lo, Maria (Majestic) San Antonio.  
 Lockwood & Hush (Logan Sq.) Chicago 16-18.  
 Lohr & Ball (Poli) Wilkes-Barre, Pa., 16-18.  
 Lohse & Sterling (Empress) Grand Rapids; (Temple) Detroit 20-25.  
 Long Tack Sam (Jefferson) New York.  
 Long & Perry (Empress) Omaha, Neb., 16-18; (Liberty) Lincoln 20-22; (Globe) Kansas City, Mo., 23-25.  
 Lord & Fuller (Orpheum) Denver; (Orpheum) Lincoln 20-25.  
 Lordons, Three (Columbia) Davenport, Ia., 20-22.  
 Lorenz & Wood (Hoyt) Long Beach, Cal.; (Pantages) Salt Lake City 20-25.  
 Lorimer Hudson & Co. (Temple) Detroit; (Temple) Rochester 20-25.  
 Lorraine Sisters & Co. (Plaza) Worcester, Mass., 16-18.  
 Lorraine, Oscar (Orpheum) Seattle; (Orpheum) Portland 20-25.  
 Lorraine & Crawford (Keith) Cincinnati.  
 Love Game (Orpheum) Memphis; (Orpheum) New Orleans 20-25.  
 Love Shop, The (Orpheum) St. Joseph, Mo., 16-18; (Orpheum) Madison, Wis., 20-25.  
 Loveberg Sisters (Palace) Chicago; (Empress) Grand Rapids 20-25.  
 Loyal, Sylvia, & Co. (Hipp.) Cleveland 20-25.  
 Loyal, Sylvia, Pets (Kedzie) Chicago 16-18.  
 Loyal's Dogs (Keith) Providence 20-25.  
 Lucas Jimmie, Co. (Orpheum) Duluth; (Orpheum) Winnipeg 20-25.  
 Lucas & Inez (Mary Anderson) Louisville 20-23.  
 Lucas & Lee (Orpheum) Oakland, Cal.; (Orpheum) Los Angeles 20-25.  
 Lunette Sisters (Shea) Toronto.  
 Lydell & Macy (Alhambra) New York.  
 Lyle & Emerson (Fulton) Brooklyn 16-18.  
 Lynch & Heeler (Davis) Pittsburgh 20-25.  
 Lyndall, Laurel, & Co. (Lincoln Sq.) New York 16-18.  
 Lynn, Basil, & Co. (Hipp.) Youngstown, O.  
 Lyons & Yosco (State Lake) Chicago; (Palace) Milwaukee 20-25.  
 McCarthy, Sia (Keith) Toledo.  
 McConnell & Austin (Lincoln Sq.) New York 16-18.  
 McCormack & Wallace (Orpheum) Lincoln, Neb.; (Orpheum) Des Moines 20-25.  
 McCormick & Irving (Orpheum) Fresno, Cal.; (Orpheum) Los Angeles 20-25.  
 McCoy & Walton (Palace) Superior, Wis., 16-18.  
 Mc Dermott, Billy (Palace) Chicago.  
 McDermott & Vincent (American) New York 16-18.  
 McDevitt, Kelly & Quinn (New Grand) Terre Haute 16-18; (Majestic) Milwaukee 20-25.  
 McFarland Sisters (Orpheum) St. Paul 20-25.  
 McFarlane, Geo. (Orpheum) Winnipeg, Can.; (Orpheum) Calgary 20-25.  
 McGivern, Owen (Orpheum) Seattle; (Orpheum) Portland 20-25.  
 McGood, Chas., & Co. (Keith) Columbus.  
 McIntosh & Mads (Keith) Portland, Me.  
 McIntyre, The (Pantages) Calgary, Can.; (Pantages) Great Falls, Mont., 20-22; Helena 23-23.  
 McKinley, Nell (Delaney St.) New York.  
 McKowan & Brady (Majestic) Waterloo, Ia., 20-22; (Columbia) Davenport 23-25.  
 McIntyre, Jim & Joe (Capitol) Hartford, Conn., 16-18.  
 McLallen & Carson (Orpheum) Sioux City, Ia., 16-18; (Orpheum) St. Paul 20-22.  
 McMahon & Adelaide (Jeffers-Strand) Saginaw, Mich., 16-18.  
 McRea & Clegg (Shea) Buffalo; (Shea) Toronto 20-25.  
 Mack, Wilbur, & Co. (Keith) Philadelphia.  
 Mack, Charles, & Co. (Poli) Wilkes-Barre, Pa., 16-18.  
 Magic Glasses (Orpheum) Oakland, Cal.; (Orpheum) Sacramento 20-25.  
 Mahoney & Cecilia (Grand) St. Louis.  
 Mahony's Birthday (Empress) Denver.  
 Man Off Ice Wagon (Majestic) Milwaukee.  
 Mandell, Wm., & Co. (Orpheum) Calgary, Can.; (Orpheum) Vancouver 20-25.  
 Manley, Dave (Hipp.) Dallas 16-18.  
 Mann, Jewells (Keith) Philadelphia.  
 Manning & Lee (Miles) Cleveland.  
 Manning, Alice (Miles) Detroit.  
 Mantella's Manikins (Lyric) Fitchburg, Mass., 16-18; (Shea) Buffalo 20-25.  
 Marble, Fay, & Co. (Keith) Providence.  
 Marble, Mary, & Co. (Temple) Rochester; (Keith) Toledo 20-25.  
 Marconi Bros (American) New York 16-18.  
 Marcononi Trio (Bijou) Battle Creek, Mich., 16-18.  
 Marguerite & Alvarez (Keith) Columbus; (Keith) Dayton 20-25.  
 Marlette's Marionettes (Lincoln) Chicago 16-18.  
 Marriage vs Divorce (Bijou) Birmingham 16-18.  
 Marshall, Jackson (Orpheum) Ottumwa, Ia., 16-18.  
 Marshall & O'Connors (American) New York 16-18.  
 Marston & Manley (Loew) Toronto.  
 Marshall, Charles (Liberty) Oklahoma City 16-18.  
 Martin & Conroy (Hipp.) Spokane 16-18.  
 Martin Sisters' Co. Graham Tex., 6-18.  
 Martin, Jack, Trio (Vendome) Nashville.  
 Martella, Three (Bijou) New Haven, Conn., 16-18.  
 Marx Bros., Four (Colonial) New York; (Alhambra) New York 20-25.  
 Maryland Singers (Shea) Buffalo; (Shea) Toronto 20-25.



**LUCKY RING ON 7 DAYS TRIAL**

A Charm of Good Luck. The Horseshoe Top is Solid Gold and the Nail Solid Silver, set with Genuine Garnet. It is odd, unique, attractive, admired by everybody. Send your name, address and ring measure (strip of paper around finger) when you receive Ring, not entirely satisfied.

pay \$4.95. Wear it seven days and follow the seven rules for luck which come with Ring. All your money back if not entirely satisfied.

KOSMOS CO., 1 828 North Clark Str., Chicago

**AUSTRALIAN VARIETY AND THE SHOW WORLD.**

The prototype of The Billboard in the antipodes is now the recognized organ of the exhibitors of Australia and New Zealand, and the best advertising medium for Moving Pictures Producers and Distributors. It also deals briefly with Drama, Circus, Fairs, Parks and Racing. Advertising rates on application. To all countries all communications to BRENNAN & KERR, 250 Pitt St., Sydney, Australia. All letters addressed to Australia should bear 5c in stamps for each half ounce or fraction thereof.

**OMAHA'S WELCOME!**

As Chaplain of the Actors' Church Alliance in Omaha, Nebraska, I attend a royal and cordial welcome to all members of the Theatrical Profession coming to our city. Call upon me for any and every service within the power of my ability to render. I am your friend under every circumstance. The doors of St. Martin's Episcopal Church, 24th and J. Sts., Omaha, are wide open to you at all times. Drop in at my residence, 2312 J. St., at any time. Phone South 3504. REV. C. EDWIN BROWN, Episcopal Priest.

**THE BRAZILIAN AMERICAN**

The Only American Publication in Brazil. Illustrated. Filled with news and information about the richest and most fascinating country in two continents.

SUBSCRIPTION PRICE, \$6.00 A YEAR. (Send for sample copy)

BRAZILIAN AMERICAN, Avenida Rio Branco 117, 2 Andar, Rio de Janeiro, Brazil

Maslava, Vlasta, & Co. (Majestic) Dallas.  
 Mason, Lee, & Co. (Grand) Atlanta.  
 Mason, Keeler & Co. (Colonial) Erie.  
 Mason, Harry L. (Colonial) New York.  
 Mast Kiddies (Orpheum) Jackson, Mich., 16-18; (Palace) Flint 19-22; (Jeffers-Strand) Saginaw 23-25.  
 Masters & Kraft Revue (Poli) Worcester, Mass., 16-18.  
 Mayer, Lottie, & Gira (Regent) Kalamazoo, Mich., 16-18.  
 Mayos, Flying (Keith) Syracuse; (Hipp.) Cleveland 20-25.  
 Mellburn, Mr. & Mrs. (Pantages) San Francisco 20-25.  
 Mellon & Renn (Keith) Lowell.  
 Mellon & Man (Poli) Worcester, Mass., 16-18.  
 Melnotte Duo (Pantages) Helena, Mont.; (Pantages) Butte 20-22; (Missoula) 24-25.  
 Melody Girls, Five (Palace) Superior, Wis., 16-18.  
 Melody of Youth (Pantages) Los Angeles; (Savoy) San Diego 20-25.  
 Melville & Stetson (Emery) Providence 16-18.  
 Melvin, Joe (Orpheum) Lincoln, Neb.; (Orpheum) Sioux City, Ia., 20-22; (Orpheum) Sioux Falls, S. D., 23-25.  
 Melvina, Three (Grand) Cleveland.  
 Memo's Japs (Pantages) Spokane; (Pantages) Seattle 20-25.  
 Mercedes (National) New York 16-18.  
 Meredith, Gypsy (Orpheum) Clinton, Ia., 16-18; (Majestic) Des Moines 23-25.  
 Meredith & Spooner (Keith) Hamilton, Can.; (Keith) Dayton 20-25.  
 Merlin (Palace) Rockford, Ill., 16-18; (Orpheum) Madison, Wis., 20-22; (Kedzie) Chicago 23-25.  
 Middleton, Jennie (Columbia) St. Louis 16-18; (Palace) Moline, Ill., 23-25.  
 Milkache Bros (Majestic) Waterloo, Ia., 20-22; (Empress) Omaha 23-25.  
 Miles Homer, & Co. (Majestic) San Antonio.  
 Millard & Marlin (Poli) Bridgeport, Conn., 16-18.  
 Miller & Mack (Keith) Columbus; (Keith) Indianapolis 20-25.  
 Miller, Robe C. & Peggy Shipman (Gayety) Omaha; (Gayety) Kansas City 20-25.  
 Miller, Billy, & Co. (Keith) Lowell; (Keith) Portland, Me., 20-25.  
 Miller, Jesse (Pantages) Minneapolis 20-25.  
 Miller & Lyle (Temple) Rochester; (Hipp.) Youngstown, O., 20-25.  
 Miniature Revue (Majestic) Springfield, Ill., 16-18; (Majestic) Milwaukee 20-25.  
 Milano, Oscar, Trio (Orpheum) Champaign, Ill., 16-18; (Majestic) Springfield 20-22; (Lincoln) Chicago 23-25.  
 Mitchell, Otis (Crescent) New Orleans 16-18.  
 Mitchell, J. & E. (Orpheum) Omaha; (Orpheum) Omaha 20-25.  
 Molera Revue (Miles) Detroit.  
 Mohr & Vermont (Orpheum) Champaign, Ill., 16-18; (Orpheum) Quincy 20-22; (Orpheum) Galesburg 23-25.  
 Moll & Carl (Bijou) New Haven, Conn., 16-18.  
 Mond & Partl (Grand) Centralia, Ill., 16-18; (Grand) St. Louis 20-25.  
 Montrose, Belle (Orpheum) Des Moines, Ia.; (Orpheum) St. Paul 20-25.  
 Moody Duncan (Palace) Moline, Ill., 16-18; (Orpheum) Clinton, Ia., 20-22; (Majestic) Cedar Rapids 23-25.  
 Moonlight (Rialto) St. Louis.  
 Moore, Victor, Co. (Orpheum) San Francisco 13-25.  
 Moore, Geo. W. (Grand O. H.) Shreveport, La., 15-17; Alexandria 18.  
 Mora, Sylvia & Reckless Duo (Loew) London, Can., 16-18.  
 Moran Sisters (Pantages) Oakland, Cal.; (Pantages) Los Angeles 20-25.  
 Morati & Co. (Sivoy) San Diego, Cal.; (Hoyt) Long Beach 20-25.  
 Morry, Seana & Dean (Emery) Providence 16-18.  
 Morgan J. & B. (Bushwick) Brooklyn 20-25.  
 Morgan, Beat., & Co. (Orpheum) Duluth 20-25.  
 Morgan & Kloter (Orpheum) Lincoln, Neb.; (Orpheum) Kansas City 20-25.



SHOW PRINTING

Heralds, Tonighters, Dodgers, Tack and Window Cards, Half-Sheets, One-Sheets, Three-Sheets, Cloth Banners, Card Heralds, Letterheads, Envelopes, Etc. Type Work Only. No Stock Paper. Everything Made to Order. Don't order from old price lists. Save delay and misunderstanding by writing for present prices on the forms you want. GAZETTE SHOW PRINT, MATTOON, ILL.

SHOW PRINTING

Best Workmanship—Prompt Service TYPE and BLOCK WORK Dates, Cards, Heralds and Banners Stock Pictorial Paper for practically every attraction.

The Donaldson Litho Co. NEWPORT, KENTUCKY OPPOSITE CINCINNATI

ARE YOU INTERESTED IN ATHLETICS? Write for particulars. SAMSON CO., 1214 N. Chester St., Baltimore, Maryland.

SHOW AND THEATRE DATES

Any size for any purpose; strip dates for theatres; 3, 4, 6, 8 in stock, 6c sheet; very prompt shipts. Prices, date book FREE. CENTRAL SHOW PRINT, Mason City, Iowa.

Chicago. Moran & Gates (Majestic) Ft. Worth. Morris & Campbell (Davis) Pittsburg; (Hipp.) Youngtown, O., 20-25. Morris, Jennie (Hijon) New Haven, Conn., 16-18. Moss & Frey (Palace) Moline, Ill., 16-18; (Majestic) Cedar Rapids, Ia., 20-22; (Hialto) Racine, Wis., 23-25. Muth & The Flame (Maryland) Baltimore 20-25. Mullane, Frank (Poll) Bridgeport, Conn., 16-18. Morris, Will (Pantagea) Oakland, Cal.; (Pantagea) Los Angeles 20-25. Norton & Iwanis (National) New York 16-18. Norton-Jewell Trio (Temple) Rochester. Norton, Ed (Shea) Buffalo 20-25. Norton, Clara (Palace) New York. Norton & Glass (Palace) New York. Nortons, Four (Palace) New York. Mulholland, Frank & Co (Shea) Toronto. Mulholland, Frank (Orpheum) Brooklyn. Mulholland & Francis (Orpheum) Omaha; (Orpheum) Kansas City 20-25. Muehle, Lew & Paul (Majestic) Houston. Murphy & White (Orpheum) Fresno, Cal.; (Orpheum) Los Angeles 20-25. Murphy & Plant (Lincoln Sq.) New York 16-18. Murphy & Lockmar (Crescent) New Orleans 16-18. Murray Girls, The (Kedzie) Chicago 16-18; (New Grand) Evansville, Ind., 20-22; (Hipp.) Terre Haute 23-25. Murray & Irwin (Strand) Brandon, Minn., 16-18. Musical Queens (Hipp.) Baltimore. Musical (Orpheum) Lincoln, Neb. My Dream Girl (Hipp.) Portland, Ore., 16-18. Mystic Garden, The (Columbia) St. Louis 16-18. Nadell & Follette (Strand) Washington. Naeffys, The (Majestic) Milwaukee; (Palace) Chicago 20-25. Nash & O'Donnell (Hipp.) Cleveland. Nathane Bros. (Empress) Chicago 16-18; (American) Chicago 20-22; (Empress) Decatur, Ill., 23-25. Naval Jazzland Octet (Pantages) Tacoma, Wash.; (Pantages) Portland, Ore., 20-25. Nevada Duo (Orpheum) St. Louis; (Orpheum) Memphis 20-25. New John (Princess) Wichita, Kan., 16-18; (Lyric) Oklahoma City 20-22; (Odeon) Bartlesville 23-25. Nelson, Alice & Co. (Lyric) Oklahoma City 16-18; (Grand) Central, Ill., 20-22. Nelson, Grace (Orpheum) Omaha; (Orpheum) Kansas City 20-25. Newell & Most (Palace) Milwaukee. Newhoff & Phelps (Palace) Ft. Wayne, Ind. Newport & Strik (New Grand) Duluth 16-18. Newman, The (Orpheum) Galesburg, Ill., 16-18; (Majestic) Bloomington 20-22. Nichols, Nellie (Orpheum) New Orleans. Nieman & Harris (Broadway) Springfield, Mass., 16-18. Night Host, The (Majestic) Cedar Rapids, Ia., 16-18; (Majestic) Dubuque 20-22; (Majestic) Sioux Falls, S. D., 23-25. Nipson Duo (Colonial) New York 20-25. Noel, Rene, & Co. (Proctor) Albany; (Shea) Buffalo 20-25. Nolan & Nolan (Poll) Worcester, Mass., 16-18. Noxness, Mr. and Mrs. (Majestic) Chicago; (Orpheum) St. Louis 20-25. Nordstrom, Marie (Bushwick) Brooklyn; (Riverside) New York 20-25. Norrline, Nora (State-Lake) Chicago. Norman, the Frog Man (Lyric) Hamilton, Can.; (Shea's Hill) Toronto 20-25. Norman (Keith) Hamilton, Can. Norman & Jeanette (Hipp.) Dallas 16-18. Norton, Ruby, & Co. (Hamilton) New York 20-25. Norton & Wilson (Hipp.) Okmulgee 16-18. Nervello Bros (Pantages) Calgary, Can.; (Pantages) Great Falls, Mont., 20-22; Helena 23-25. Norworth, Ned, & Co. (Hipp.) Terre Haute, Ind., 16-18; (Orpheum) Champaign, Ill., 20-22; (Empress) Decatur 23-25. Nosses, Musical Six (Victoria) New York 16-18. O'Brien, Mer & Prop (Cook) Okmulgee, Ok., 16-18; (Odeon) Bartlesville 20-22. O'Brien & Shelly Sisters (Majestic) Tulsa, Ok. O'Donnell, Jas., & Hughie (Hipp.) Terre Haute, Ind., 16-18. O'Donnell & Blair (Maryland) Baltimore. O'Neave, Jerry & Gretchen (American) Chicago 16-18. O'Neave, T. & K. (Riverside) New York; (Bushwick) Brooklyn 20-25. O'Neal, Bobby, & Four Queens (Majestic) Austin Octavo (King St.) Hamilton, Can. Ojeda & Seals (Loew) Toronto. Oh, Look (Palace) Ft. Wayne, Ind. Oh, That Melody (Greely Sq.) New York 16-18. Old Black Joe Land (Empress) Chicago 16-18. Olive & Mack (Palace) Superior, Wis., 16-18. Oliver & Oip (Orpheum) St. Louis; (Orpheum) Memphis 20-25. Olms, J. & N. (Orpheum) Denver; (Orpheum) Lincoln 20-25. Olson & Johnson (Orpheum) San Francisco; (Orpheum) Oakland 20-25. On Fifth Avenue (Hipp.) Youngstown. Organdie Girls, Four (Orpheum) Detroit. Oriental Frolie (Fulton) Brooklyn 16-18. Owen & Brown (Washington) Belleville, Ill., 16-18. (Hipp.) Terre Haute, Ind., 20-22. (New Grand) Evansville 23-25. Ortona, Four (Davis) Pittsburg; (Keith) Cincinnati & Taki (Orpheum) Minneapolis; (Orpheum) Omaha 20-25. Osterman, Jack (Orpheum) Montreal; (Orpheum) Ottawa 20-25. Otto Bros (Pantages) Edmonton, Can.; (Pantages) Calgary 20-25. Outta Party (Miles) Toronto, Can. Overseas Revue (Palace Hipp.) Seattle 16-18. Padula, Margaret (Keith) Dayton. Pagona (Orpheum) Jackson 16-18. Page Hack & Mack (Poll) Waterbury, Conn., 16-18. Page & Greene (Orpheum) Duluth; (Orpheum) St. Paul 20-25. Pali & Pali (Majestic) Tulsa, Ok.; (Palace) Milwaukee 20-25. Palmer, Itoe (Majestic) Milwaukee. Palmer's Canines (Miles) Toronto, Can. Pals, The (Pantages) Missoula, Mont.; (Pantages) Spokane 20-25. Parks, Eddie & Grace (Loew) Fall River 16-18. Parker Bros. (Keith) Portland, Me. Parkas, Four (Poll) Worcester, Mass., 16-18. Past, Present & Future (Majestic) Dallas. Past & Present (Loew) Montreal. Patricia (Jefferson) New York; (Orpheum) Brooklyn 20-25.

Patricola & Mason (Palace) New York; (Keith) Syracuse 20-25. Paula, Mlle. (Majestic) Waterloo, Ia., 16-18. Payton & Lam (Orpheum) Sioux Falls, S. D., 16-18; (Liberty) Lincoln, Neb., 23-25. Peck, Prof., & Co. (Poll) Waterbury, Conn., 16-18. Pedestrianism (Keith) Syracuse. Pedrick & Devere (Palace) Hartford, Conn., 16-18. Peerless Trio (Pantages) Saskatoon, Can.; (Pantages) Edmonton 20-25. Penny, Art, & Synco, Knights (Hoyt) Long Beach, Cal.; (Pantages) Salt Lake City 20-25. Perrinia, The (Loew) Toronto. Perrone & Oliver (Orpheum) Clinton, Ia., 16-18; (Majestic) Dubuque 20-22; (Majestic) Cedar Rapids 23-25. Perry, George Ray (Pantages) Seattle; (Pantages) Vancouver 20-25. Pett Musical (Orpheum) Waco 16-18. Pett Family (Victoria) New York 16-18. Petrova, Olga (Keith) Cincinnati; (Mary Anderson) Louisville 20-25. Petticault (Orpheum) Ottawa, Can., 20-25. Petrowars, Five (Pantages) Winnipeg; (Pantages) Regina 20-22; Saskatoon 23-25. Phillips, Sidney (Orpheum) Duluth; (Majestic) Milwaukee 20-25. Pickard's, Capt., Seals (Orpheum) Clinton, Ia., 16-18. Pickens, Arthur, & Co. (Loew) London, Can., 16-18. Pierpont, L. & Co. (Keith) Toledo; (Keith) Cincinnati 20-25. Piller & Douglas (Orpheum) St. Louis; (Orpheum) Memphis 20-25. Pinar & Dudley (O. H.) Laporte, Ind., 16-18. (Gary) Gary 20-25. Pinto & Doyle, Marion, O., 16-18. Pister & Johnson (Orpheum) Portland, Ore.; (Orpheum) San Francisco 20-25. Play & Castleton (Emery) Providence 16-18. Playmates (Palace) Minneapolis 16-18. Plunkett & Romaine (Loew State) Memphis 16-18. Pollard (Keith) Toledo; (Empress) Grand Rapids 20-25. Polly & Oz (Mary Anderson) Louisville; (Keith) Indianapolis 20-25. Pot Pourri (Pantages) San Francisco; (Pantages) Oakland 20-25. Potter & Hartwell (Empress) Omaha, Neb., 16-18; (Liberty) Lincoln 20-22; (Globe) Kansas City, Mo., 23-25. Potter, Thos. (Palace) Milwaukee 20-25. Powell Trompe (Pantages) Los Angeles; (Savoy) San Diego 20-25. Powers, Marsh & Delmar (Hipp.) Baltimore. Powers & Wallace (Orpheum) Kansas City; (Orpheum) Sioux City. Prediction (Majestic) Des Moines, Ia., 16-18; (Orpheum) Sioux Falls, S. D., 20-22; (Empress) Omaha 23-25. Pretty Soft (Jeffers-Strand) Saginaw, Mich., 16-18. Price & Bernie (Orpheum) Seattle; (Orpheum) Portland 20-25. Primrose Minstrels (Pantages) Winnipeg; (Pantages) Regina 20-25; Saskatoon 23-25. Primrose Four (Orpheum) Minneapolis. Princeton & Watson (Orpheum) Joliet, Ill., 16-18; (Empress) Chicago 20-22; (Virginian) Kenosha, Wis., 23-25. Pritchard, Frances, Co. (Orpheum) Winnipeg, Can.; (Orpheum) Calgary 20-25. Private Property (Pantages) Vancouver, Can.; (Pantages) Victoria 20-25. Prosperity (New Grand) Duluth 16-18. Pitzer Duo (Palace) St. Paul 16-18. Puritana (Orpheum) Brooklyn; (Riverside) New York 20-25. Putting It Over (Pantages) Seattle; (Pantages) Vancouver 20-25. Quinn, Jack & Teddy (Superba) Grand Rapids, Mich., Indef. Quillan, Buster & Pals (Emery) Providence 16-18. Quinn & Caverly (Miles) Detroit. Race & Edge (Princess) Houston 16-18. Race & Edge (Pantages) Saskatoon, Can.; (Pantages) Edmonton 20-25. Rainbow & Mohawk (Vendome) Nashville 16-18. Rajah (Davis) Pittsburg. Ramsdell & Deyo (Majestic) Milwaukee; (Empress) Decatur 20-22. Hamhall, Bobby (Orpheum) Minneapolis; (Orpheum) Duluth 20-25. Rapp, Comedy Circus (Palace) Springfield, Mass., 16-18. Rarick & Davis (Palace) Hartford, Conn., 16-18. Rasch, Albertina (Majestic) Chicago; (Majestic) Milwaukee 20-25. Rasso & Co. (Empress) Omaha, Neb., 16-18; (Liberty) Lincoln 20-22; (Globe) Kansas City 23-25. Rawless & Van Kaufman (American) New York 16-18. Rawson & Claire (Hijon) Lansing Mich., 16-18. Ray & Fox (Regent) Detroit. Raymond, Lester, & Co (Erber) E. St. Louis, Ill., 16-18; (Columbia) St. Louis, Mo., 20-22; (Washington) Granite City 23-25. Readings, Four (Majestic) Chicago; (Orpheum) St. Louis 20-25. Rest, Petty, & Pros (Orpheum) San Francisco; (Orpheum) Oakland 20-25. Rettina & Barrett (Pantages) Edmonton, Can.; (Pantages) Calgary 20-25. Rockless & Arley (Strand) Washington. Richmond & Wells (Pantages) Helena, Mont.; (Pantages) Hatto 20-22. Roeder & Gold (Hijon) Birmingham 16-18. Reed & Tucker (Orpheum) Omaha. Reese & Edwards (Crescent) New Orleans 16-18. Regal & Mack (Strand) Washington. Regala, Three (Orpheum) Vancouver, Can.; (Orpheum) Seattle 20-25. Regay, Pearl (Hipp.) Cleveland. Reilly, Sailor (Davis) Pittsburg; (Keith) Syracuse 20-25. Reikema (Shea) Toronto; (Orpheum) Montreal 20-25. Reila, Knorr, & Co. (Lycium) Pittsburg. Remple, Bossie, & Co. (Hipp.) Youngstown, O.; (Keith) Syracuse 20-25. Rene & Florence (Palace) Danville, Ill., 16-18; (Logan Sq.) Chicago 23-25. Rennee Family (Pantages) Portland, Ore. Reno (Majestic) Ft. Worth. Resher, Jack, & Muffs (Regent) Detroit. Resista (Majestic) Austin. Retter Bros (Majestic) Des Moines, Ia., 16-18; (Orpheum) Sioux Falls, S. D., 20-22. Review of 1920 (Plaza) Worcester, Mass., 16-18.

Revue De Luxe (Globe) Kansas City, Mo., 16-18; Novelty) Topeka, Kan., 20-22; (Princess) Wichita 23-25. Revue (Princess) Wichita, Kan., 16-18; (Lyric) Oklahoma City 20-22; (Keith) Okmulgee 23-25. Reynolds' Trio (Hoyt) Scranton, Pa., 16-18; (Jefferson) New York 20-25. Reynolds, Jim (Orpheum) Detroit. Ribuehart & Duff (Radio) St. Louis. Riels, The (Keith) Dayton; (Keith) Toledo 20-25. Rialto & LaMont (Novelty) Topeka, Kan., 16-18; (Princess) Wichita 20-22; (Lyric) Oklahoma City 23-25. Rice & Elmer (McVicker) Chicago 16-18. Rice, Chas., & Co. (Warwick) Brooklyn 16-18. Richard's Rodero & Marconi (Palace) New Haven, Conn., 16-18. Rigdon Dancers (Orpheum) Ogden, Utah; (Empress) Denver 20-25. Riggs & Witchee (Keith) Philadelphia 20-25. Rigoletto Bros. (Pantages) Victoria, Can.; (Pantages) Tacoma, Wash., 20-25. Ries, The (Maryland) Baltimore 20-25. Rising Generation (Orpheum) Ogden, Utah; (Empress) Denver 20-25. Rivoli, Caesar; Richmond, Ind., 16-18. Roberts, Florence (Keith) Philadelphia; (Keith) Columbus 20-25. Roberts, Little Lord, & Co. (McVicker) Chicago 16-18. Robinson & Pierce (Palace) Milwaukee; (Kedzie) Chicago 20-22; (Palace) Rockford 23-25. Roof Garden Trio (Regent) Kalamazoo, Mich., 16-18. Rogers & Laurel Four (Loew State) Memphis 16-18. Rogers, Will & Mary (Empress) Denver. Rolling Along (Pantages) San Francisco 20-25. Rolis & Boyce (Hipp.) Youngstown, O.; (Keith) Cincinnati 20-25. Rome & Gaut (Hipp.) Cleveland; (Keith) Toledo 20-25. Rondas Duo (Palace) Minneapolis 16-18. Rose & Thorn (Liberty) Cleveland. Rose & Moon (Orpheum) Omaha; (Orpheum) Kansas City 20-25. Rosener, Geo. M. (Keith) Dayton; (Keith) Columbus 20-25. Rosini, Carl, Co. (Pantages) Tacoma, Wash.; (Pantages) Portland, Ore., 20-25. Rounder of Old Broadway (Miles) Toronto, Can. Rowland & Meehan (Pantages) Spokane; (Pantages) Seattle 20-25. Roy & Arthur (Orpheum) Seattle; (Orpheum) Portland 20-25. Royal Hussars, Six (Hipp.) Okmulgee 16-18. Royal Gascolines (Orpheum) Los Angeles; (Orpheum) Salt Lake City 20-25. Rye, Ruth (Orpheum) Ottawa; (Keith) Hamilton, Can., 20-25. Rye & Rube (Shea) Buffalo 20-25. Rozells, Two (Keith) Lowell. Rubetown Follies (Orpheum) South Bend 20-22; (Lincoln) Chicago 23-25. Ruberville (Hipp.) Terre Haute 16-18; (Empress) Decatur, Ill., 20-22; (Orpheum) Joliet 23-25. Rubini & Ross (Pantages) San Francisco 20-25. Rubini, Jan, Co. (Empress) Denver. Rucker & Winnifred (Lincoln) Chicago 16-18; (Majestic) Springfield 20-22; (Empress) Decatur 23-25. Rudloff (Poll) Bridgeport, Conn., 16-18. Ruedger, Elsa, & Co. (Orpheum) Calgary, Can.; (Orpheum) Vancouver 20-25. Ruzel, Yvette (Hipp.) Cleveland. Russ Cathedral Four (Colonial) New York. Russell, Martha, & Co. (Princess) Honston 16-18. Ryan & Ryan (Keith) Dayton. Sabbott & Brooks (Orpheum) Salt Lake City; (Orpheum) Denver 20-25. Sabin, Vera (Temple) Rochester; (Keith) Cincinnati 20-25. Saint & Sinner (Palace) San Diego, Cal.; (Hoyt) Long Beach 20-25. Sale, Chie (Mary Anderson) Louisville. Salvation Molly (Pantages) Missoula, Mont.; (Pantages) Spokane 20-25. Salvation Sue (Orpheum) New York 16-18. Samsel & Leonhard (Pantages) Minneapolis; (Pantages) Winnipeg 20-25. Samuels, Rae (Majestic) Milwaukee. Sandifer & Benson (Warwick) Brooklyn 16-18. Santos & Hayes Revue (Majestic) Chicago 20-25. Santry, Henry, & Band (Orpheum) Montreal; (Proctor) Albany 20-25. Santry & Norton (Maryland) Baltimore. Sargent Bros (Palace) Ft. Wayne, Ind. Savages, The (Richmond, Ind., 16-18. Saxon, Pauline & Sister (Odeon) Bartlesville, Ok., 16-18; (Columbia) St. Louis 20-22; (Grand) Central, Ill., 23-25. Scheep's Comedy Circus (Pantages) New Orleans, La.; (Pantages) St. Louis 20-25. Schleichels Mnan (Keith) Columbus; (Keith) Cincinnati 20-25. Sehon, Billy (Majestic) Waterloo, Ia., 16-18; (Majestic) Cedar Rapids 20-22; (Logan Sq.) Chicago 23-25. Schwartz, Fred, & Co. (Palace) Rockford, Ill., 16-18; (Empress) Chicago 23-25. Scotch Lads & Lassies (Keith) Toledo; (Keith) Hamilton, Can., 20-25. Seaman's The (Dayton) Dayton. Seabury, Wm. Co. (Orpheum) Minneapolis; (Orpheum) Duluth 20-25. Seeley, Blossom, & Boys (Rialto) St. Louis; (Majestic) Chicago 20-25. Seibin, Lala (Majestic) Wichita Falls. Seibin & Grovini (Orpheum) Duluth; (Orpheum) Winnipeg 20-25. Semon, Chas F. (Riverside) New York; (Bushwick) Brooklyn 20-25. Senna & Stevens (Lincoln Sq.) New York 16-18. Seymour, H. & A. (Shea) Buffalo; (Shea) Toronto 20-25. Shannon, Frank (Century) Mishawaka, Ind., 16-18; (Bucklen) Elkhart 20-22; (Majestic) Ft. Wayne 23-25. Shapiro & Jordan (Majestic) Tulsa, Ok. Sharrocks, The (Keith) Philadelphia. Sharrow, Marie (Plaza) Worcester, Mass., 16-18. Shaw, Lella, & Co. (Dayton) Dayton. Shaw & Campbell (Orpheum) Peoria, Ill., 16-18; (Orpheum) Joliet 20-22; (Empress) Chicago 23-25. Shaw & Bernard (Orpheum) Peoria, Ill., 16-18; (Orpheum) Joliet 20-22; (Erber) E. St. Louis 23-25. Shaw, Lillian (Proctor) Albany; (Palace) Chicago 20-25. Shaw's, Ted, Dancers (Pantages) Minneapolis 20-25.

WALTER STANTON

"The Giant Rooster" NOW BOOKING FAIRS Permanent address - - BILLBOARD, Chicago. Stanton, V. & E. (Majestic) Milwaukee; (Majestic) Chicago 20-25. State Room 19 (Pantages) Seattle; (Pantages) Vancouver 20-25. Stedman, A. & E. (Bushwick) Brooklyn; (Keith) Boston 20-25. Sterling-Rose Trio (Palace) St. Paul 16-18. Sterling & Marguerite (Grand) St. Louis. Sterling Saxophone Four (Pantages) Minneapolis; (Pantages) Winnipeg, Can., 20-25. Sternad Duo (Liberty) Cleveland. Story & Clark (Orpheum) Kansas City; (Orpheum) Des Moines 20-25. Stratford Comedy Four (Virginian) Kenosha, Wis., 16-18; (Kedzie) Chicago 20-22. Stratford & DeRoss (New Grand) Evansville, Ind., 16-18. Strans Twins (Majestic) Des Moines 20-22; (Orpheum) Sioux Falls, S. D., 23-25. Stuart Girls (Orpheum) Madison, Wis., 16-18; (Logan Sq.) Chicago 20-25. Stuart & Kelley (Pantages) Portland, Ore. Stutzman, Cholly, & Marie Delmar (Broadway) Indianapolis; (Star) Chicago 20-25. Sully & Mack (Shea) Buffalo; (Shea) Toronto 20-25.

Summertime (Colonial) New York 20-25.  
 Suratt, Valeska, Co. (Majestic) Chicago.  
 Swan, Paul (Pantages) Vancouver, Can.; (Pantages) Victoria 20-25.  
 Swartz & Clifford (Pantages) Portland, Ore.  
 Sweet Sixteen (Savoy) San Diego, Cal.; (Hoyt) Long Beach 20-25.  
 Sweet Sweeties (Pantages) Portland, Ore.  
 Sweeties (American) New York 16-18.  
 Swift & Kelly (Keith) Cincinnati; (Mary Anderson) Louisville 20-25.  
 Swor Bros (Orpheum) Winnipeg, Can.; (Orpheum) Calgary 20-25.  
 Sykes, Harry (Poll) Wilkes-Barre, Pa., 16-18.  
 Sylvester Family (Majestic) Tulsa, Ok.  
 Taber & Green (Grand) St. Louis; (Logan Sq) Chicago 20-22; (Majestic) Cedar Rapids, Ia., 23-25.  
 Talafiero, Mabel (Garrick) Wilmington, Del., 20-25.  
 Targo Shoes (Empress) Omaha, Neb., 16-18; (Liberty) Lincoln 20-22; (Globe) Kansas City 23-25.  
 Tate & Tate (Graham) Detroit.  
 Tazle (Garrick) Wilmington, Del.  
 Taylor, Farrell, & Co. (Keith) Providence.  
 Taylor, Margaret (Keith) Cincinnati.  
 Temple Four (Jeffers-Strand) Saginaw, Mich., 16-18.  
 Terry, Sheila, Co. (Orpheum) St. Paul.  
 Tebow's Cats (Empress) Chicago 16-18; (Orpheum) Champaign 20-22; (Empress) Decatur 23-25.  
 Texas Comedy Four (Orpheum) New York 16-18.  
 Theodore Trio (Loew) Fall River 16-18.  
 Thomas, Saxoette (Colonial) Erie.  
 Thompson, Ernest (Temple) Detroit 20-25.  
 Tick-Tack Revue (Majestic) Houston.  
 Tld Bits of 1920 (Bijou) Lansing, Mich., 16-18.  
 Tighe & Leedom (Orpheum) Ottawa; (Alhambra) New York 20-25.  
 Tili & Toto (Majestic) Chicago 20-25.  
 Tilton, Corinne, Revue (Maryland) Baltimore.  
 Time & Tide (Empress) Decatur, Ill., 16-18; (Hipp.) Terre Haute, Ind., 20-22; (New Grand) Evansville 23-25.  
 Ting-a-Ling (Avenue B) New York 16-18.  
 Tishak, Will & Irene (Hipp.) Spokane 16-18.  
 Tony & Norman (Keith) Indianapolis; (Keith) Cincinnati 20-25.  
 Tony (Temple) Detroit.  
 Toomer, Henry B. & Co. (Erber) E. St. Louis, Ill., 16-18; (Columbia) St. Louis 20-22.  
 Toto (New Grand) Evansville, Ind., 16-18.  
 Towle, Joe (Orpheum) Vancouver, Can.; (Orpheum) Seattle 20-25.  
 Townsend, Wilbur, & Co. (Palace) St. Paul 16-18.  
 Tozart (Logan Sq.) Chicago 16-18; (Empress) Decatur 20-22.  
 Tracy & Mc-Bride (Orpheum) Vancouver, Can.; (Orpheum) Seattle 20-25.  
 Tracy, Palmer & Tracy (Palace) Danville, Ill., 16-18; (Empress) Decatur 20-22.  
 Trainor, Jack, & Co. (Empress) Decatur, Ill., 16-18; (New Grand) Evansville, Ind., 20-22; (Hipp.) Terre Haute 23-25.  
 Trevette, Irene (Pantages) Tacoma, Wash.; (Pantages) Portland, Ore., 20-25.  
 Trip to Hildland (Keith) Columbus.  
 Trovato (Strand) Washington.  
 Tucker, Sophie, & Bess (Palace) Chicago; (American) Chicago 20-25.  
 Tuck & Clare (Orpheum) Kansas City; (Orpheum) Sioux City 20-22.  
 Tuscano Bros. (Orpheum) Des Moines 20-25.  
 Tyler & St. Claire (Virginia) Kenosha, Wis., 16-18.  
 Under the Apple Tree (Orpheum) Peoria, Ill., 16-18; (Rialto) St. Louis 20-25.  
 Usher, C. & P. (Orpheum) St. Paul; (Orpheum) Minneapolis 20-25.  
 Valentine & Bell (Keith) Indianapolis.  
 Valentines, The (Plaza) Bridgeport, Conn., 16-18.  
 Valmont & Reynon (Orpheum) Madison, Wis., 20-22; (Palace) Rockford, Ill., 23-25.  
 Van Cleve & Pete (Keith) Syracuse; (Bushwick) Brooklyn 20-25.  
 Van & Emerson (Miles) Cleveland.  
 Van Fossen, Harry (Miles) Cleveland.  
 Van Horn, Bobby (Loew) Ottawa.  
 Van & Vernon (Avenue B) New York.  
 Vane, Sybil (Hipp.) Youngstown; (Davis) Pittsburg 20-25.  
 Vanderbilt, Bert, (Palace) New York; (Shea) Buffalo 20-25.  
 Vardon & Perry (Dayton) Dayton.  
 Venetian Gipsies (Pantages) San Francisco; (Pantages) Oakland 20-25.  
 Varieties of 1920 (Orpheum) Salt Lake City; (Orpheum) Denver 20-25.  
 Varrars, Leon (Orpheum) Denver; (Orpheum) Lincoln 20-25.  
 Vernon & Co. (Orpheum) South Bend, Ind., 16-18.  
 Verona, Countess (Pantages) Calgary, Can.; (Pantages) Great Falls, Mont., 20-25; Helena 23-25.  
 Vincent, Helen (Greedy Sq.) New York 16-18.  
 Victoria & Dupre (Orpheum) Waco 16-18.  
 Vincent, Claire (Pantages) Calgary, Can.; (Pantages) Great Falls, Mont., 20-25; Helena 23-25.  
 Vine & Temple (Grand) Cleveland.  
 Violin Misses, Five (Pantages) Winnipeg, Can.; (Pantages) Regina 20-22; Saskatoon 23-25.  
 Viviana, The (Empress) Grand Rapids; (Temple) Detroit 20-25.  
 Voice & Money (Hipp.) Dallas 16-18.  
 Volght, Charles (Army) Chippewa Falls, Wis., 16-17; (Studio) Eau Claire 18; (Coliseum) Calumet, Mich., 23; (Army) Brainerd, Minn., 24.  
 Volunteers (Bijou) Battle Creek, Mich., 16-18.  
 Vox, Valentine (Columbia) Davenport, Ia., 16-18; (Palace) Moline, Ill., 20-22; (Majestic) Des Moines 23-25.  
 Wabsetta, Princess (Orpheum) Ottawa.  
 Wait & Sweeney (Globe) Miami, Ok., 13-14.  
 Walsh & Edwards (Victoria) New York 16-18.  
 Walters, Flo, & Co. (Orpheum) Des Moines 20-25.  
 Walton, Buddy, Richmond, Ind.; (New Grand) Evansville 20-22; (Hipp.) Terre Haute 23-25.  
 Walton, B. & L. (Orpheum) Portland, Ore.  
 Walton & Brandt (Pantages) Seattle; (Pantages) Vancouver, Can., 20-25.  
 Walzer & Dyer (Palace) Rockford, Ill., 16-18; (Lincoln) Chicago 20-22; (Majestic) Bloomington 23-25.  
 Wanda & Seals (New Grand) Duluth 16-18.  
 Ward, W. & G. (Keith) Hamilton, Can.  
 Ward & Raymond (McVickers) Chicago 16-18.  
 Ward & King (Victoria) New York 16-18.  
 Ward & Wilson (Orpheum) South Bend 16-18.  
 Ward, S. & Co. (Orpheum) New Orleans.

Ward & Dooley (Orpheum) Portland, Ore.; (Orpheum) San Francisco 20-25.  
 Ward, Frank (Hipp.) Baltimore.  
 Wards, Three Flying (Palace) Flint, Mich., 16-18.  
 Watiska & Understudy (Orpheum) Sioux City 16-18; (Orpheum) Des Moines 20-25.  
 Watts & Hawley (Keith) Dayton.  
 Weber & Elliott (Globe) Kansas City, Mo., 14-18; (Novelty) Topeka, Kan., 20-22; (Princess) Wichita, Kan., 23-25.  
 Welcome Home (Crescent) New Orleans 16-18.  
 Weston & Elaine (Orpheum) Boston 16-18.  
 Weadick, Guy, Flores La Due (Orpheum) Denver 20-25.  
 Weber Girls, Three (Orpheum) Los Angeles; (Orpheum) Salt Lake City 20-25.  
 Welse Troupe (National) New York 16-18.  
 Weller, O'Donnell & Westfield (Loew) Toronto.  
 Wellington & Sylvia (Majestic) Cedar Rapids, Ia., 16-18; (Palace) Moline 20-22; (Orpheum) Canton 23-25.  
 Wellington's, Mrs., Surprise (Majestic) Springfield, Ill., 16-18; (Orpheum) Champaign, Ill., 20-22; (Kedzie) Chicago 23-25.  
 Wellman, Emily Ann (Orpheum) Seattle; (Orpheum) Portland 20-25.  
 Wells, Va., & West (Palace) St. Paul 16-18.  
 Wells, Lew (Pantages) Los Angeles; (Savoy) San Diego 20-25.  
 Wells & DeVerra (Hipp.) Okmulgee 16-18.  
 Werner-Amors & Co. (State-Lake) Chicago.  
 West, Harry, & Chums (Bijou) Lansing 16-18.  
 Weston, Sammy, & Melody (Palace) New Haven, Conn., 16-18.  
 What Really Happened (Liberty) Oklahoma City 16-18.  
 Wheeler & Potter (Majestic) Des Moines, Ia., 16-18; (Orpheum) Sioux Falls, S. D., 20-22; (Empress) Omaha 23-25.  
 Wheeler, R. & B. (Keith) Boston; (Palace) New York 20-25.  
 Wheeler Trio (Warwick) Brooklyn 16-18.  
 Whipple-Huston & Co. (Orpheum) St. Louis 20-25.  
 Whirl of Mirth (Pantages) Salt Lake City; (Pantages) Ogden 20-25.  
 Whirl of Variety (Shreveport, La., 15-17; Alexandria 18.  
 White, Bob (Loew) Knoxville 16-18.  
 Whitehead, Joe (Savoy) San Diego, Cal.; (Hoyt) Long Beach 20-25.  
 Whitfield & Ireland (Orpheum) Calgary, Can.; (Orpheum) Vancouver 20-25.  
 Whitlaw, Arthur (Palace) Springfield, Mass., 16-18.  
 Wilbert, Raymond (Hipp.) Cleveland; (Davis) Pittsburg 20-25.  
 Wilbur & Grille (Palace) Brooklyn 16-18.  
 Wilcox, Frank, Co. (Orpheum) Duluth; (Orpheum) Madison, Wis., 20-22.  
 Wilde, Mr. and Mrs. G. (Orpheum) St. Louis; (Palace) Chicago 20-25.  
 Wilkins & Wilkins (Pantages) Minneapolis 20-25.  
 Wilson, Sra (Shea) Buffalo.  
 Willie Broia (Lyric) Oklahoma City 16-18; (Grand) Centralia, Ill., 20-22; (Orpheum) Champaign 23-25.  
 Williams, Wilson, & Co. (Palace) Hartford, Conn., 16-18.  
 Williams & Lee (Lyric) Indianapolis; (Loew) Grand Rapids, Mich., 20-22; (Loew) Kankakee, Ill., 23-25.  
 Williams, Elsie, Co. (Palace) Chicago.  
 Williams & Pierce (Majestic) Ft. Worth.  
 Williams, Al, & Co. (Majestic) Ft. Worth.  
 Williams, Cowboy, & Daisy (Loew) Knoxville 16-18.  
 Willing & Jordan (Boulevard) New York 16-18.  
 Wilson, Chas. (Orpheum) Fresno, Cal.; (Orpheum) Los Angeles 20-25.  
 Wilson, Jack (Orpheum) Fresno, Cal.; (Orpheum) Los Angeles 20-25.  
 Wilson & McEvoy (Savoy) San Diego, Cal.; (Hoyt) Long Beach 20-25.  
 Winston's Water Lion (Grand) Birmingham, Eng.; (Empire) Leeds 20-25; (Empire) Cardiff 27-Jan. 1.  
 Wintergarden, Four (Hoyt) Long Beach, Cal.; (Pantages) Salt Lake City 20-25.  
 Winter Garden Girls (Palace) Milwaukee 20-25.  
 Wire & Walker (Orpheum) Ogden, Utah; (Empress) Denver 20-25.  
 Wirth, May, & Co. (Palace) New York; (Keith) Boston 20-25.  
 Witt & Winters (Loew State) Memphis 16-18.  
 Worden Bros. (Orpheum) Ottawa; (Keith) Hamilton, Can., 20-25.

**WORLD OF MIRTH SHOWS**

ARTHUR WRIGHT, General Manager, Address 1431 Broadway, New York. Now booking for season 1921.  
 Worth Wayton Four (Majestic) Cedar Rapids, Ia., 16-18; (Majestic) Waterloo 23-25.  
 Wylie, Raymond, & Co. (Majestic) Houston.  
 Wyoming Trio (Pantages) Seattle; (Pantages) Vancouver, Can., 20-25.  
 Yates & Reed (Majestic) Springfield, Ill.; (Orpheum) St. Louis 20-25.  
 Ye Song Shop (Majestic) Ft. Worth.  
 Yeomans, Geo. (Majestic) Ft. Worth.  
 Young & April (Bushwick) Brooklyn; (Royal) New York 20-25.  
 Young & Francis (Hipp.) Spokane 16-18.  
 Young, Margaret (Shea) Toronto; (Bushwick) Brooklyn 20-25.  
 Yip Yip Yaphankers (Proctor) Albany.  
 Yvette & Co. (Keith) Boston; (Keith) Providence 20-25.  
 Zarlo (Bushwick) Brooklyn; (Keith) Boston 20-25.  
 Zara-Carmen Trio (Pantages) Tacoma, Wash.; (Pantages) Portland, Ore., 20-25.  
 Zelaya (Lyceum) Pittsburg.  
 Zolar & Knox (Loew) Montreal.  
 Zomah (Temple) Detroit; (Temple) Rochester 20-25.  
 Zeno (Bijou) New Haven, Conn., 16-18.  
 Zeigler Sisters & Yorke's Band (Poll) Wilkes-Barre 16-18.

**DRAMATIC & MUSICAL**

(ROUTES FOR THIS COLUMN SHOULD REACH US BY SATURDAY MORNING TO INSURE PUBLICATION)  
 Abraham Lincoln (Berkstone) Chicago, Indef.  
 Aftarg, with Alys Delys: (Central) New York Nov. 8, Indef.  
 Ad Absord for Cuba: (Grand) Kansas City, Mo., 20-25.  
 Aphrodite: (Alvia) Pittsburg 13-14.  
 Bad Man, The, with Holbrook Blinn: (Comedy) New York, Indef.  
 Bab: (Park) New York, Oct. 18, Indef.  
 Bala, Theda, in The Blue Flame: Detroit 13-18; Cleveland 20-25.  
 Bat, The (Moroco) New York, Indef.  
 Breakfast in Bed, with Florence Moore: San Diego, Cal., 16-18; Los Angeles 20-25.  
 Broadway Brevities, 1920: (Winter Garden) New York, Indef.  
 Broadway Hattus: (Dreamland) San Antonio, Tex., 17-19; (Coliseum) Dallas 20-21; (Alhambra) Paris 22; (Grand) Texarkana 23; (Hipp.) Shreveport 24-25.  
 Broken Wing: (48th St.) New York Nov. 23, Indef.  
 Buddies: (Woods) Chicago Aug. 29, Indef.  
 Call the Doctor: (Empire) New York, Indef.  
 Carmen (Ralph Dunbar Production), Tom Roe, mgr.: Gosken, Ind., 15; Elkhart 16; Laporte 17; South Bend 18; Bloomington 20.  
 Century Revue (Century Roof) New York, Indef.  
 Chatterton, Ruth: (National) Washington, D. C., 13-18; (Empire) New York 22, Indef.  
 Cinderella on Broadway: (Woods) Chicago, Indef.  
 Cornered (with Madge Kennedy): (Astor) New York Dec. 8, Indef.  
 Crucible, The, J. A. Schwenk, mgr.: Collingwood, Can., 15; Burton 16; Alabama 17; Sault Ste. Marie 18; Winnipeg 20-25.  
 Daddy Dumplings: (Republic) New York Nov. 22, Indef.  
 Dear Me (with Grace LaRue & Hale Hamilton): Canton, O., 15-16; Youngstown 17-18; New York City 20, Indef.  
 DeClasse, with Ethel Barrymore: (Powers) Chicago, Indef.  
 Enter, Madam: (Fulton) New York, Indef.  
 Family Musical Comedy Stock Co., Billy S. Newton, mgr.: (Family) Rochester, N. Y., Indef.  
 First Year, The: (Little) New York, Oct. 20, Indef.  
 French Leave, with Mr. & Mrs. Coburn: (Belmont) New York Nov. 8, Indef.  
 Frivolities of 1920: (Shubert) Kansas City, Mo., 13-18.  
 Girl in the Spotlight: (Illinois) Chicago Dec. 5, Indef.  
 Girls From Broadway, Lutton-Anderson, mgr.: Paducah, Ky., 15; Fulton 16; Rives, Tenn., 17; Humboldt 18; Jackson 20; Grand Jct. 21; Holly Springs, Miss., 22; Grenada 23; Tupelo 24; Winona 25.  
 Gold Diggers, with Ina Claire, David Belasco, mgr.: (Lyceum) New York, Indef.  
 Good Times: (Hippodrome) New York City, Indef.  
 Greenwich Village Follies of 1920: (Shubert) New York, Indef.  
 Gnest of Honor: (LaSalle) Chicago, Indef.  
 Happy-Go-Lucky: (Playhouse) Chicago Nov. 1, Indef.  
 Hawk Sunshine Revue: (O. H.) Brookfield, Mo., 13-18; (Tooties) St. Joseph 20-25.  
 Heartbreak House: (Garrick) New York Nov. 10, Indef.  
 AT LIBERTY—A-1 Drummer, for Musical Comedy Show. Experienced. Will carry any traps wanted. A. F. of M. Address H. J. JOHNSTONE, 628 Bury St., Boone, Iowa.  
 His Honor, Ahe Potash (with Barney Bernard): (Central) Chicago Dec. 5, Indef.  
 Hitchy-Koo, 1920: (New Amsterdam) New York, Oct. 19, Indef.  
 Honeydew: (Casino) New York, Indef.  
 Honora Are Even, with Wm. Courtenay & Lola Fisher: (Pitt) Pittsburg 13-18.  
 Hottentot, The (with William Collier): (Cohan's Grand) Chicago Dec. 5, Indef.  
 Irene: (Vanderbilt) New York, Indef.  
 Irene: (Garrick) Chicago, Indef.  
 It's Up To You: (Grand) Cincinnati 13-18.  
 Jim Jam Jams, John Cort, mgr.: (Cort) New York, Indef.  
 Jimmie, with Frances White: (Apollo) New York Nov. 17, Indef.  
 Just Suppose, with Patricia Collinge: (Henry Miller) New York Nov. 3, Indef.  
 King, Will, Musical Comedy Co.: (Casino) San Francisco, Cal., Aug. 8, Indef.  
 Lady, Billy: (Mitz) New York, Dec. 14, Indef.  
 Ladies' Night: (Eltinge) New York, Indef.  
 Life, J. A. Schwenk, mgr.: Austin, Tex., 15; San Antonio 16-18; Galveston 20-22; Houston 23-25.  
 Lightnin', with Frank Bacon, John L. Golden, mgr.: (Galey) New York, Indef.  
 Lightnin' (Road Co.): Winston-Salem, N. C., 15-16; Greensboro 17; Durham 18; Henderson 20; Raleigh 21-22; Charlotte 23; Asheville 24-25.  
 Listen, Lester (John Cort Attraction): Modesto, Cal., 15; Sacramento 16; Oakland 20-25.  
 Little Old New York: (H'lymouth) New York, Indef.  
 Look Who's Here, with Cecil Lean & Cleo Mayfield: (Lyceum) Baltimore 13-18.  
 McGarr & DeGaston's Ragtime Steppera: (Ruby) Louisville 13-18; (Bijou) Nashville, Tenn., 20-25.  
 Mary: (Klickerbocker) New York, Oct. 18, Indef.  
 Mary: (Hartman) Columbus, O., 13-18.  
 Mennet Man in the World, with Geo. M. Coban: (Hudson) New York, Indef.  
 Mecca: (Century) New York, Indef.  
 Mikado, The (Ralph Dunbar Attraction), Roger Murrel, mgr.: Sterling, Col., 13; Sidney, Neb., 14; Scotta Bluff 15-16; Alliance 17.  
 Mirage, The: (Times Sq.) New York, Indef.  
 Mixed Marriage: (Bramhall) New York, Dec. 14, Indef.  
 Mutt & Jeff, E. W. Lacey, mgr.: Beaver Dam, Wis., 15; New London 16; Grand Rapids 17; Marshfield 18; (day-off) Wausau, Wis., 25.  
 Night Boat, The: (Colonial) Boston, Mass., until Dec. 18.  
 Nobody's Fool, with May Holson: (Brandels) Omaha, Neb., 16-18; (Orpheum) Lincoln 20; (Lyceum) St. Joseph, Mo., 21; (Grand O. H.) Topeka, Kan., 22-23; (Crawford) Wichita 24-25.  
 Not So Long Ago: (Lyric) Cincinnati 13-18.  
 O'Clare, William, & Co.: (Majestic) Pittsfield, Mass., 13-15; (Empire) North Adams 16-18.  
 Oh, Daddy, Co., Tom Kinney, mgr.: Waycross, Ga., 15; Brunswick 16; Savannah 17; Charleston, S. C., 18; Florence 20; Orangeburg 21; Sumter 22; Newburg 23-24; Columbia 25.  
 One, with Frances Starr, David Belasco, mgr.: (Belasco) New York, Indef.  
 Patton, W. B., Frank B. Smith, mgr.: Dubuque, Ia., 23-25.  
 Pitter Patter: (Longacre) New York, Indef.  
 Polly & Her Pals: Dawson, Ga., 15; Dothan 16; Bainbridge 17; Valdosta 18.



**H. D. COLLINS**

whose judgment and ability as Business Manager of "THE SMARTER SET" has been an important factor in the company's success.

**French Pearls for Gifts**

**\$9**

24-IN. LONG. With Solid Gold Clasp.

24-INCH string of French Indestructible Pearls of rich lustre, with 14-karat white gold clasp, in satin lined case, sent postpaid on receipt of .....

**THE BALLARD CO.**  
1270 Broadway, New York, N. Y.

**BANJOS**

New Catalog

**MANDOLIN BANJOS**

TENOR BANJOS, CELLO BANJOS, ETC.

**THE VEGA CO.**

92 Sudbury Street. BOSTON, MASS.

**"Be A Lightning Trick Cartoonist"**

Entertain in Vaudeville, Clubs, Carnivals, Fairs, etc. Send \$1.00 for 23 Comic Trick Drawings, with Patter and Instructions by a Professional Cartoonist.

BALDA ART SERVICE, Dept. 2, Oshkosh, Wis.

**TROMBONE PLAYERS!**

Here it is! Just what you've wanted and waited for. You know WHAT a laughing trombone is, but do you know HOW to do it? There's only one right way, and it's easy when you know how. I'll send you complete instructions, compiled by a trombonist who successfully uses the laugh, by return mail for one dollar. Worth a hundred times the cost to you. Address THRONHONIST, Box 234, Lake View, Iowa.

**Xmas Greetings**

**PERCE R. BENTON**

Green Room Club. Mngt. Messrs. Shubert

**PETE S. HARTMAN**

Blackface Comedian,  
Wishes all a Merry Xmas and a Happy New Year.

**LARGE STAMP PHOTOS**

The kind that please. Your money's worth or no charge. \$1.00 per 100. B. B. STUDIO, Watery, O.

**PLEASANTVILLE, N. J.**



Poor Little Ritz Girl, with Andrew Tombes: (Shubert-Colonial) Cleveland, O., 20-25.  
 Prince and the Pauper, The, with Wm. Faverham; (Booth) New York Nov. 1, indef.  
 Rainbow Girl Co., C. R. Sturges, mgr.: Savannah, Ga., 15-16; Augusta 17-18; Charleston, S. C., 20-21; Burlington 22; Florence 23; Sumter 24; Charlotte, N. C., 25.  
 Robin Hood (Eastern) (Ralph Dunbar Production), H. E. Itay, mgr.: Deland, Fla., 15; Ocala 16; Palatka 17; St. Augustine 18; Waycross, Ga., 20; Valdosta 21; Fitzgerald 22.  
 Robin Hood (Western), (Ralph Dunbar Production), E. W. Van, mgr.: Redlands, Cal., 15; San Bernardino 16; El Centre 17; Yuma, Ariz., 18; Phoenix 20.  
 Rollo's Wild Out: (Punch & Judy) New York Nov. 23, indef.  
 Sanson & Delilah: (Greenwich Village) New York Nov. 17, indef.  
 Scandals of 1920, with Ann Pennington: (Colonial) Chicago Oct. 4, indef.  
 Scheff, Fritzl, Co.: Crawfordville, Ind., 15; Paris, Ill., 16; Danville 17; Evansville, Ind., 18.  
 Shakespearean Repertory (John E. Kellard) New York 2, indef.  
 Sinal, with Al Jolson: (Auditorium) Baltimore 13-18.  
 Skin Game, The: (Bijou) New York, Oct. 20, indef.  
 Skinner, Otis: (Garrick) Philadelphia 13-18; (Empire) Syracuse, N. Y., 20-22; (Lyceum) Rochester 23-25.  
 Smarter Set, The, H. P. Collins, mgr.: Jacksonville, O., 15; Springfield 17; Xenia 18; Lyceum Cincinnati 20-25.  
 Smilin' Through, with Jane Cowl: (Cort) Chicago, indef.  
 Son-Daughter, with Lenore Ulrich: (Opera House) Cleveland, O., 13-18.  
 Sontag: (Princess) Chicago Nov. 8, indef.  
 Spanish Love (Marine Elliott) New York, indef.  
 Storm, The, with Helen MacKellar: (Olympic) Chicago, indef.  
 Tavern, The: (George M. Cohan) New York, indef.  
 Three Live Ghosts: (Nora Bayes) New York, indef.  
 Three Wise Folks: Seattle, Wash., 16-18; Aberdeen 20; Tacoma 21-22; Portland, Ore., 23-25.  
 Tby Name Is Woman, with Mary Nash: (Playhouse) New York Nov. 15, indef.  
 Tickle Me, With Frank Tinney: (Selwyn) New York, indef.  
 Tip Top, with Fred Stone: (Globe) New York, indef.  
 Turn to the Right: Roanoke, Va., 15; Hinesfield, W. Va., 16-17; Lynchburg, Va., 18; Winston-Salem, N. C., 20; Danville, Va., 21; Greensboro, N. C., 22; Durham 23; Henderson 24; Raleigh 25.  
 Twin Beds: (Ford's) Baltimore, Md., 13-18.  
 Uncle Tom's Cabin, J. W. Brownlee, mgr.: Cherryvale, Kan., 15; Wichita 17-18.  
 Uncle Tom's Cabin (Kibble's), C. F. Ackerman, mgr.: Mt. Pleasant, Ia., 15; Burlington 16; Rock Island 17; Galeburg 18; Ft. Madison 20; Keokuk 21; Macomb 22; Mt. Sterling 23; Quincy 24-25.  
 Welcome, Stranger: (Cohan & Harris) New York, indef.  
 When We Are Young: (Broadhurst) New York Nov. 22, indef.  
 Whispering Well: (Neighborhood Playhouse) New York, Dec. 4, indef.  
 Woman of Bronze, with Margaret Anglin: (Frazer) New York, indef.  
 Wynn, Ed., Carnival: (Nixon) Pittsburg, Pa., 13-18; (Cort) Wheeling, W. Va., 20-22.  
 Young Visitors, The: (39th St.) New York Nov. 23, indef.  
 Zigfield Midnight Frolic: (New Amsterdam Roof) New York, indef.

Field, Al G.: Lexington, Ky., 15-18; Huntington, W. Va., 17-18; Charleston 20-21; Indianapolis 23-25.  
 Harvey's Greater, R. M. Harvey, owner: Tinton, Ind., 15; Bluffton 16; Plymouth 17; Niles, Mich., 18; Laporte, Ind., 19; Elwood 20-22; Kankakee, Ill., 25.  
 Herbert's Greater, J. C. Herbert, mgr.: Paterson, N. J., 16-18; Trenton 20; West Chester 21; Lebanon 22; Ired Lion 23; Lancaster 25.  
 Henry's, III: Cooperstown, N. Y., 15; Richfield Springs 16; Ithaca 17-18; Little Falls 20; Watkinsville 21; Fort Plain 22; Boonville 23; Port Leyden 24; Carthage 25.  
 Moose Minstrels, Bert Wilson, mgr.: Philadelphia, Pa., indef.  
 O'Brien, Nell, Great American: (Academy of Music) Baltimore, Md., 13-18; Newport News, Va., 25.  
 Welch, Emmett: (Dumont) Philadelphia Sept. 6, indef.  
 White, Lasses, All Star: Penn. Ind., 15; Marion 16; Newcastle 17; Anderson 18.

**BURLESQUE COLUMBIA CIRCUIT**

NOTICE THE NUMBERS  
 (For convenience of the average reader we have arranged our routes alphabetically and for the convenience of those who desire to know the official routing in sequence, we have numbered the shows in their regular order of routing, therefore consult the numbers if you desire to know what precedes and follows any selected show.)

5—Big Wonder Show: (Miner's Bronx) New York 13-18; (Casino) Brooklyn 20-25.  
 37—Best Show in Town: (Grand) Akron 16-18; (Star) Cleveland 20-25.  
 12—Bon Tons: (Orpheum) Paterson 13-18; (Majestic) Jersey City 20-25.  
 1—Bostonians: (Gayety) Washington 13-18; (Gayety) Pittsburg 20-25.  
 20—Bowery Burlesquers: (Gayety) Montreal 13-18; (Empire) Albany 20-25.  
 33—Flashlights of 1920: (Olympic) Cincinnati 13-18; (Columbia) Chicago 20-25.  
 22—Follies of the Day: (Columbia) Chicago 13-18; (Berchell) Des Moines 20-25.  
 23—Folly Town: (Gayety) Buffalo 13-18; (Gayety) Rochester 20-25.  
 19—Girls de Looks: (Empire) Albany 13-18; (Gayety) Boston 20-25.  
 16—Girl of U. S. A.: (Casino) Brooklyn 13-18; (Empire) Newark 20-25.  
 8—Girls From Happpiland: (Casino) Boston 13-18; (Grand) Hartford, Conn., 20-25.  
 3—Golden Crooks: (People's) Philadelphia 13-18; (Palace) Baltimore 20-25.  
 26—Hastings, Harry, Show: (Star & Garter) Chicago 13-18; (Gayety) Detroit 20-25.  
 36—Hits & Bits: (Star) Cleveland 13-18; (New Empire) Toledo 20-25.  
 35—Hip, Hip, Hooray Girls: (Gayety) Pittsburg 13-18; (Park) Youngstown 20-22; (Grand) Akron 23-25.  
 31—Howe's, Sam, Jollities of 1920: (Berchell) Des Moines 13-18; (Gayety) Omaha 20-25.  
 9—Jingle, Jingle: (Empire) Providence 13-18; (Casino) Boston 20-25.  
 34—Kelly's, Lew, Show: (Lyric) Dayton 13-18; (Olympic) Cincinnati 20-25.  
 28—Snappy Snaps: (Gayety) St. Louis 20-25.  
 13—Million Dollar Dolls: (Hurtig & Seamon) New York 13-18; (Orpheum) Paterson, N. J., 20-25.  
 24—Molds of America: (Gayety) Toronto 13-18; (Gayety) Buffalo 20-25.  
 27—Marion's, Dave, Show: (Gayety) St. Louis 13-18; (Star & Garter) Chicago 20-25.  
 29—Powder and Revue: (Gayety) Kansas City 13-18; (Gayety) St. Louis 27-Jan. 1.  
 2—Parisian Whirl: (Palace) Baltimore 13-18; (Gayety) Washington 20-25.  
 7—Peek-a-Boo: (Grand) Hartford 13-18.  
 15—Roseland Girls: (Empire) Newark 13-18; (Jacques) Waterbury 20-25.  
 10—Reeves, Al, Joy Belles: (Park) Bridgeport 16-18; (Empire) Providence 20-25.  
 17—Reynolds, Ahe, Revue: (Columbia) New York 13-18; (Empire) Brooklyn 20-25.  
 30—Singer's, Jack, Show: (Gayety) Omaha 13-18; (Gayety) Kansas City 20-25.  
 35—Step Lively Girls: (New Empire) Toledo 13-18; (Lyric) Dayton 20-25.  
 4—Svedell's, Rose, London Belles: (Empire) Brooklyn 13-18; (People's) Philadelphia 20-25.  
 21—Social Maids: (Gayety) Utica 16-18; (Gayety) Montreal 20-25.  
 22—Sporting Widows: (Gayety) Rochester 13-18; (Bastable) Syracuse 20-22; (Gayety) Utica 23-25.  
 18—Wrote, Ed Lee, and His Best Show: (Gayety) Boston 13-18; (Columbia) New York 20-25.  
 6—Twinkle Toes: (Jacques) Waterbury 13-18; (Miner's Bronx) New York 20-25.  
 11—Town Scandals: (Orpheum) Paterson 6-11; (Majestic) Jersey City 13-18; (Majestic) Perth Amboy, N. J., 20; (Mainfield) Plainfield 21; (Stamford) Stamford, Conn., 22; (Park) Bridgeport 23-25.  
 14—Victory Belles: (Casino) Philadelphia 13-18; (Hurtig & Seamon) New Rock 20-25.  
 25—Williams, Mollie, Show: (Gayety) Detroit 13-18; (Gayety) Toronto 20-25.

**CIRCUS PERFORMERS and OUTDOOR FREE ACTS**

All performers and managers of the sensational outdoor free acts and displays are requested to send in their routes for publication in this column. Their co-operation is solicited in order that the list may be kept up to date. Any changes in route should be reported promptly to ROUTE EDITOR, The Billboard, 25-27 Opera Place, Cincinnati, Ohio. Permanent addresses will not be published free of charge.  
 (ROUTES FOR THIS COLUMN SHOULD REACH US BY SATURDAY MORNING TO INSURE PUBLICATION)

Egberts, The Fearless, motorcycle riders: (Lakeside Park) Wilmington, N. C., indef.

**ALFRENO** Comedy and Sensational High Wits Act. For open time and terms address MRS. A. A. SWARTZ, 252 Fulton St., New York.

**OSCAR V. BABCOCK**  
 Performing the largest sensational act in the amusement world, combination Death Trap Loop and Flame Act. Permanent address, Wintthrop, Massachusetts.

**THE HELKIVISTS, Sensational Fire Divers**  
 Open for Southern engagements. November 20 to 28, Houston, Texas. Permanent address, JOHN C. JACKEL, 1583 Broadway, New York.

**ARTIE HENDERSON**  
 Performing Thrilling Feats upon the High Swinging Wire. Now booking Season 1921. Permanent address, 12 Lincoln Place, Clifton, New Jersey.

Robinson's, John G., Elephants: (Joyland Circus-Colliseum) Chicago 15-20.  
 Uncle Hiram & Aunt Lucindy (Mr. & Mrs. Bert Davis) Safety Harbor, Fla., Dec. 1-Jan. 15.

**MINSTRELS**  
 (ROUTES FOR THIS COLUMN SHOULD REACH US BY SATURDAY MORNING TO INSURE PUBLICATION)

Famous Georgia: Arthur Horckwald, mgr.: Anthony, Ok., 15; Ponca City 18; Blackwell 17; Perry 18; Guthrie 19; Wichita Falls, Tex., 20-21; Galveston 22; Pauls Valley 23; Sulphur 24; McAlester 25.

**AMERICAN CIRCUIT**

NOTICE THE NUMBERS  
 (For convenience of the average reader we have arranged our routes alphabetically and for the convenience of those who desire to know the official routing in sequence, we have numbered the shows in their regular order of routing, therefore consult the numbers if you desire to know what precedes and follows any selected show.)

32—All-Jazz Review: (Folly) Washington 13-18; (Bijou) Philadelphia 20-25.  
 13—Bathing Beauties: (Cadillac) Detroit 13-18; (Englewood) Chicago 20-25.  
 14—Beauty Trust: (Academy) Buffalo 13-18; (Cadillac) Detroit 20-25.  
 30—Beauty Revue: (Star) Brooklyn 13-18; (Empire) Hoboken 20-25.

**PENN. CIRCUIT**

Johnstown, Pa., Monday.  
 Cumberland, Md., Tuesday.  
 Altoona, Pa., Wednesday.  
 Williamsport, Pa., Thursday.  
 Lancaster, Pa., Friday and Saturday.  
 St. Joseph, Mo., Week-Sunday at St. Joseph and one-nighters, Tuesday, Wednesday, Thursday and Friday and Saturday.

18—Broadway Belles: (Bijou) Philadelphia 13-18; (Majestic) Scranton 20-25.  
 27—Cabaret Girls: (Howard) Boston 13-18; New Bedford 20-22; Fall River 23-25.  
 12—Cute Cuties: (Englewood) Chicago 13-18; (Standard) St. Louis 20-25.  
 5—Dixon's, Henry P., Big Sensation: (Haymarket) Chicago 13-18; (Park) Indianapolis 20-25.  
 36—Follies of Pleasure: (Avenue) Detroit 13-18; (Academy) Pittsburg 20-25.  
 31—French Follies: (Troadero) Philadelphia 13-18; (Star) Brooklyn 20-25.  
 6—Girls From the Follies: (Gayety) Milwaukee 13-18; (Haymarket) Chicago 20-25.  
 8—Girls From Joyland: (Gayety) Minneapolis 13-18; (Gayety) St. Paul 20-25.  
 4—Grown-Up Babies: (Park) Indianapolis 13-18; (Gayety) Louisville 20-25.  
 10—Hurly Burly: (Century) Kansas City 13-18; one-nighters 20-25.  
 1—Jazz Babies: (Lyceum) Columbus 13-18; (Empire) Cleveland 20-25.  
 16—Joy Riders: Auburn 16; Niagara Falls 17-18; (Star) Toronto 20-25.  
 37—Kandy Kids, with Lena Daley: (Empire) Cleveland 13-18; (Avenue) Detroit 20-25.  
 17—Kewpie Dolls: (Majestic) Scranton, Pa., 20-25.  
 2—Lid Lifters: (Empress) Cincinnati 13-18; (Lyceum) Columbus 20-25.  
 23—Mischievous Makers: (Lawler) Greenfield 15; Pittsfield 16-18; (Gayety) Brooklyn 20-25.  
 24—Monte Carlo Girls: (Plaza) Springfield 13-18; (Holyoke) Holyoke, Mass., 20-21; (Lawler) Greenfield 22; Pittsfield 23-25.  
 33—Naughty Naughty: (Gayety) Baltimore 13-18; (Folly) Washington 20-25.  
 3—Puss Puss: (Gayety) Louisville 13-18; (Empress) Cincinnati 20-25.  
 21—Parisian Flirts: (Olympic) New York 13-18; (Gayety) Newark 20-25.  
 22—Razzle Dazzle: (Gayety) Brooklyn 13-18; (Olympic) New York 20-25.  
 29—Record Breakers: (Empire) Hoboken 13-18; (Cohen) Newburg 20-22; (Cohen) Poughkeepsie 23-25.  
 7—Round the Town: (Gayety) St. Paul 13-18; (Gayety) Milwaukee 20-25.  
 19—Social Follies: Reading 16; (Grand) Trenton 17-18; (Troadero) Philadelphia 20-25.  
 34—Some Show: Penn Circuit 13-18; (Gayety) Baltimore 20-25.  
 15—Stone & Pillard's Show: (Star) Toronto 13-18; (Academy) Buffalo 20-25.  
 20—Sweet Sweeties: (Gayety) Newark 13-18; Reading, Pa., 23; (Grand) Trenton 24-25.  
 26—Tempters: New Bedford 13-15; Fall River 16-18; (Grand) Worcester 20-25.  
 25—Tid Bits of 1920: (Grand) Worcester 13-18; (Plaza) Springfield, Mass., 20-25.  
 9—Tittle Tattle: One-nighters 13-18; (Gayety) Minneapolis 20-25.  
 35—Tiddle-De-Winks: (Academy) Pittsburg 13-18; Penn Circuit 20-25.  
 29—Whirl of Mirrors: (Cohan) Poughkeepsie 16-18; (Howard) Boston 20-25.  
 11—White, Pat, Show: (Standard) St. Louis 13-18; (Century) Kansas City 20-25.

**BANDS & ORCHESTRAS**

(ROUTES FOR THIS COLUMN SHOULD REACH US BY SATURDAY MORNING TO INSURE PUBLICATION)

Antinorelli, Prof. B., Tampa, Fla., 29 indef.  
 Arrizola's Band: En route Mary's Expo. Shows.  
 Barham, Harold, & His Million Dollar Band: Jacksonville, Fla., 15-28.  
 Barnard's, C. M., Pop Orchestra: Lower City, Pa., 16; Girardville 17; Pottsville 18; St. Marys 20; Reynoldsville 21; Bradford 22; Ridgway 23; Lock Haven 24; Dubois 25.  
 Battisti Bros.' Band: Nassau, Bahama Islands, 13-25.  
 Bine Melody Boys: Little Rock, Ark., indef.  
 Brown Family Band, R. A. Brown, mgr.: So. Jacksonville, Fla., indef.  
 Cory's, Dick, Orchestra: Cleveland, O., indef.  
 Cotton's, Billie, Girls' Orchestra: (Hotel Henry) Pittsburg, Pa., indef.  
 Crouse Ragadours: LaCrosse, Wis., indef.  
 D'Andrea's Orchestra: Clarksville, Tenn., indef.  
 Dixie Six, The, R. M. Walker, mgr.: 20 E. Pine St., Atlanta, Ga., indef.  
 Engelman's Jazz Dance Orchestra, Billy Engelman, mgr.: (Hotel Montrose) Cedar Rapids, Ia., indef.  
 Esposito, A.: Durham, N. C., indef.  
 Fingerhut's American Band, John Fingerhut, dir.: Martins Ferry, O., indef.  
 Garber-Davis Celebrated Novelty Society Orchestra, E. Pace Yarborough, mgr.: (Selwyn Hotel) Charlotte, N. C., indef.  
 Gilmore's Orchestra: Plainville, Neb., 13-18.  
 Girard's Band: 52 Elm St., Milton, Pa., indef.  
 Grella, Rocco, & His Band: Jacksonville, Fla., until Jan. 15.  
 Howard's "Smutt" Novelty Orch.: Newark, O., indef.  
 Jolly Jesters' Jazz Band, C. A. Springate, mgr.: Florence, S. C., indef.  
 Kentucky Five, Original: Lee Brailer, mgr.: Reading, Pa., indef.  
 McQuerry, Geo. L., & His Original Frisco Five: (Greenwich Village Review) Miami, Fla., until April 4.  
 Montgomery's American Band, Prof. Geo. H. Montgomery, dir.: Poplar Bluff, Mo., indef.  
 Morgan's 168th Infantry Band: Waterloo, Ia., indef.  
 Nasca's Band: Pottsville, Pa., 13-18.  
 Niles, C. H., Orch.: (Casino) Marshalltown, Ia., indef.  
 Nix's Novelty Four, H. E. Nix, mgr.: Hobart, Ok., indef.  
 Rankin's Five Jolly Jazzers, Forrest P. Rankin, mgr.: Cedar Rapids, Ia., indef.  
 Richeson's Novelty Orchestra, O. Richeson, mgr.: (Hotel Owatonna) Owatonna, Minn., indef.  
 Royal Black Hussars' Band, T. R. Yarborough, bandmaster: Columbia, S. C., 12, indef.

**William G. Hemsley**  
 THE ENGLISH ARTIST



Son of the celebrated painter, who has a scenic studio in Shreveport, La. I am the only man in the South that can execute any kind of scenic production, having done work for many of the English and American celebrities, namely James K. Hackett, Mary Anderson, Olga Nethersole, Lewis Waller, Sir John Forbes Robertson, Ellen Terry, David Bispham, Sir Herbert Beerbohm Tree and scores of others.  
 Mr. Manager, if you desire to fit up your house with anything in the way of scenery and props write WM. G. HEMSLEY, New York Scenic Studios, Shreveport, La. This address can always be found in the Billboard Directory.

**Christmas Greetings**  
**Virginia Carr**  
 With  
**Crysomancy**  
 Management Booked  
 Wm. F. Jones Solid

**Season's Greetings**  
**MR. and MRS. JOHN E. REX**  
 Prosperous, Healthy and Happy,  
 Thank You.  
 Permanent address, Billboard, Cincinnati, O.

**Sincerest Regards To**  
**All My Friends**  
**JACK CLIFF**

**CURTIS SHOW**  
**SERVICE PRINT**  
 Herald, Tonights, Tack Cards, Tickets, Dates, Sewel Stationery, Etc. Cuts from your photos; Zinc Etchings from drawings. Best facilities NOW than ever for handling your wants. A Merry Merry Xmas and a Happy Prosperous New Year to all. CONTINENTAL, O.

**EMERY CECILIA**  
**COSCIA and WALLACE**  
 Season's Greetings

GREETINGS TO ALL OUR FRIENDS.  
**A Merry Christmas and A Happy New Year**  
**PRINCESS KOIA and JAMES KOHOANO HICKS**  
 WITH  
**Kohoano Famous Hawaiians**

MERRY XMAS AND HAPPY NEW YEAR TO ALL FRIENDS

BOOKED SOLID

JENNIER BROS.

LEE MUCKENFUSS

GYMNASTS OF QUALITY

Sander's, Al., Jazz Band, Al. White, mgr.: Milwaukee, Wis., until March 1. Sander's, Al., Novelty Orch.: (Seelbach Hotel) Louisville, Ky., until Jan. 18. Sander's, Al., Syncopating Six, Geo. Klein, mgr.: St. Louis, Mo., indef. Shubert's Original Jazz Orchestra: Montpelier, 14, 15; Kemmerer, W.Y., 16; Green River 17; Rock Springs 18; Rawlins 20; Hanna 21; Laramie 22; Cheyenne 23-24; Greeley, Col., 25. Sander's Five Syncopators, Sam Smolin, mgr.: E. Pittsburg, Pa., 16-18; Toledo, O., 20-25. Smith's, Carl J., Harmony Boys (Whitlie Springs Hotel) Knoxville, Tenn., indef. Southern Syncopators, Geo. L. Myers, mgr.: (Leland Hotel) St. Louis, Mo., indef. Storch's Band & Orchestra: Urbana, Ill., indef. Synco Melody Band, Joe "Jazz" Williams, director: (Berchell) Des Moines, Ia., 13-18; (Gayety) Omaha, Neb., 20-25. Synco Players' Jazz Band, Wm. Watkins, mgr.: Ann Arbor, Mich., indef. Syncopating Five, The: Russell Stubbs, dir.: Elkhart, Ind., 16; Lafayette 17; Bloomington 18; Frankfort 20; Kokomo 21; Richmond 22; Marion 23; Elwood 24; Peru 25. Synco Players' Novelty Orchestra: (Peacock Inn) Cleveland, O., until Feb. 6. Tracey's, J. C., Orchestra: (Capitol City Club) Atlanta, Ga., indef. Victor's Orchestra, Michael Victor, dir.: Brooklyn, N. Y., indef. Whitehead's, Chuck, Famous Cowboy Dance Orch.: (Whitehead's Dancing Palace) Spokane, Wash., indef.

Woodward Players: (Woodward) Spokane, Wash., Aug. 28, indef. Wray, John, Stock Co.: (Strand) San Diego, Cal., indef.

TABLOIDS

(ROUTES FOR THIS COLUMN SHOULD REACH US BY SATURDAY MORNING TO INSURE PUBLICATION)

All-Star Revue: (Arcade) Conneville, Pa., 13-18. Alley & Keane's Powder Puff Follies, Y. C. Alley, mgr.: (Majestic) Greenville, N. C., 13-18. American Follies, Arthur C. Heubner, mgr.: 6t. Augustine, Fla., indef. Billings Booth's Musical Comedy: (Broadway) Breckenridge, Tex., 13-18. Bucke's Musical Extravaganza, Morris & Wippan, mgrs.: Hugo, Ok., 6-18. Byrne & Byrne Co.: (Strand) Aberdeen, S. D., indef. Cumpfire Girls, Walter Ross, mgr.: (Gayety) Indianapolis, Ind., 13-18. Candler Bros., Broadway Follies: (Imperial) New Kensington, Pa., 13-18. Dan Cupid Revue (Lucky Osborne Attraction): (Winouah) Bay City, Mich., indef. Farnell's, Hap, Funny Folks: (Empress) Fairbury, Neb., indef. Gerard's, Happy Jack, Honeymoon Girls: (Boulevard) Leaksville, Va., 13-18. Gilbert's, Art, La Salle Revue: (Orpheum) High Point, N. C., 13-18. Hauk's, Arthur, Sunshine Revue: (Empress) Lansing, Mich., indef. Hawkins-Dyer's Band Box Belles: Bay City, Mich., indef. Heston's, Hazel, Babette: (Lyric) Boone, Ia., indef. Heston's, Hazel, Ginger Girls: (Model) Sioux City, Ia., Dec. 12, indef. Higgins, Arthur, Musical Comedy: (Palace) San Antonio, Tex., until March 1.

Wall's Vampire Girls, Lawrence P. Wall, mgr.: (Magic) Omaha, Neb., indef. Wehle's, Billy, Blue Grass Belles, Bill Wehle, mgr.: Muskogee, Ok., indef. Wehle's, Billy, International Revue, J. Y. Lewis, mgr.: (Garden) Anniston, Ala., 13-18. Wehle's, Billy, Bright Lights, C. E. Wilkinson, mgr.: (Happy Hour) Hominy, Ok., 13-18. Wehle's, Billy, My Dardanella Girls, Jess But-ton, mgr.: (Plaza) Wichita Falls, Tex., 13-18. Wehle's, Billy, Naughty, Naughty, Joe Owens, mgr.: (Palace) Bowie, Tex., 13-18. Wehle's, Billy, Let 'Er Go, Walter Deering, mgr.: (American) Abilene, Tex., 13-18. Will's Musical Comedy Co., Fred Frazer, mgr.: (Butler) Butler, Pa., 13-18; (Princess) Oil City 20-25.

CONCERT & OPERA

(ROUTES FOR THIS COLUMN SHOULD REACH US BY SATURDAY MORNING TO INSURE PUBLICATION)

Bauer, Harold: New York 16-17. Boston Symphony Orchestra: (Symphony Hall) Boston Oct. 8-March 18; (24 Fri. Aft., 24 Sat. Eve. Concerts). Casini, Gutia: (O. H.) Boston 19. Cavan, Mary: (Poli) Washington 15-17. Cleveland Symphony Orchestra: Canton, O., 15. Fitzin, Anna: (Madison Sq. Garden) New York 19. Fox, Franklin: (Cragmont) N. Madison, Ind., indef. Garden, Mary: (O. H.) Boston 19. Indianapolis Community Chorus: Indianapolis 19. Jacobsen, Sascha: (Carnegie Hall) New York City 23. Kellerman, Marcus: (Poli) Washington 15-17. Klinge, Mrs., Carl: Mobile, Ala., 18. Letz Quartet: New York City 19. Levitzki, Mischa: Norfolk, Va., 16; New York 23.

TO PROTECT



Those attacks all of us are open to, of a sore scratchy throat, painful hoarseness or irritating cough—you can safely depend upon PISO'S for protection against them. For 56 years a household friend. It contains no opiate. Buy it today—always have it handy. 35c at your druggist's

PISO'S for Coughs & Colds

STOCK & REPERTOIRE

(ROUTES FOR THIS COLUMN SHOULD REACH US BY SATURDAY MORNING TO INSURE PUBLICATION)

Academy Players: (Academy) Haverhill, Mass., indef. Alcazar Players: (Alcazar) San Francisco, Indef. Allen Players: (Hipp.) Tacoma, Wash., indef. Amuse-U Players, R. R. Brewer, mgr.: Pocatello, Id., 13-18. Auditorium Players: Malden, Mass., indef. Blaney Players: (Gotham) New York City, indef. Binney Stock Co.: (Prospect) Bronx, New York, Sept. 1, indef. Blaney Players: (Yorkville) New York, indef. Broadway Players, Al C. Wilson, dir.: (War-rington) Oak Park, Ill., indef. Buckley & Sullivan Players: (Warburton) Yonkers, N. Y., indef. Chicago Stock Co., Chas. H. Roskam, mgr.: Marlboro, Mass., 13-18; Beverly 20-25. Colonial Players: Lawrence, Mass., indef. Corae-Payton Stock Co.: (Amphion) Brooklya, N. Y., Aug. 16, indef. Conlhard-De Voto Players: (Livingston O. H.) Vandalla, Mo., 13-18; Elsberry 20-25. Edwards, Mae, Players: (Queens Sq.) St. John, N. B., Can., indef. Fourteenth St. Theater Stock Co.: New York, indef. Gilbert Players (Strand) Aurora, Ill., Sept. 6, indef. Glaser, Vaughan, Stock Co.: Rochester, N. Y., indef. Gordiner Bros. Co.: La Harpe, Ill., 13-18. Hawkins & Webb Stock Co.: (Majestic) Flint, Mich., indef. Hillman Stock Co., F. B. Hillman, mgr.: Guernsey, W.V., 16-18; Minatare, Neb., 20-22; Bridgeport 23-25. Jewett, Henry, Players: (Copy) Boston, indef. Justice-Romaine Co.: (Home) Hutchinson, Kan., Nov. 8, indef. Keith Players: (Hudson) Union Hill, N. J., indef. Lawrence, Del. Players: (People's) Sacramento, Cal., indef. Lewis, Gene-Olga Worth Stock Co., Gene Lewis, mgr.: Beaumont, Texas, Sept. 12, indef. Luttinger, Al, Stock Co.: Quincy, Mass., 18, indef. Lynn, Jack, Stock Co., Jack Lynn, mgr.: Springville, N. Y., 13-18. McArdle, Clyde, Players: Somerville, Mass., indef. MacLean, Pauline, Players (Music Hall) Akron, O., Sept. 6, indef. Mac Stock Co., The, Lloyd L. Connelly, mgr.: Bedford, Ind., indef. Majestic Theater Stock Co.: Los Angeles, Cal., indef. Marks, Tom, Co.: Perth, Ont., Nov. 15, indef. Mark's, Ernie, Stock Co.: Kingston, Ont., Can., 13-18; Peterboro 20-25. McVilvie's, Bert, Comedians: Little Rock, Ark., indef. Morocco Stock Co.: (Morocco) Los Angeles, Cal., indef. Mozart Players: (Mozart) Elmira, N. Y., indef. National Theater Stock Co.: Chicago, Ill., Aug. 22, indef. New Garrick Players: (New Garrick) St. Paul, Minn., indef. New Bros. Stock Co.: Colby, Kan., 13-18; 14th Center 20-25. Newnum Stock Co.: Germantown, Philadelphia, Pa., indef. Park Theater Stock Co.: Utica, N. Y., indef. Poll Stock Co.: Bridgeport, Conn., indef. Sheurman Stock Co.: (Empress) Butte, Mont., Sept. 5, indef. Shubert Players: (Shubert) Milwaukee, Wis., indef. Somerville Theater Players: (Somerville) Boston, Mass., indef. Toby Players: (Home) Hutchinson, Kan., indef. Tully Clark Players: Murray City, O., 13-18; New Lexington 20-25. Wilkes Players: (Denham) Denver, Col., indef. Wilkes Stock Co.: (Wilkes) Seattle, Wash., Aug. 31, indef. Williams, Ed, Stock Co.: (Orpheum) Racine, Wis., indef.

BILLBOARD ADVERTISERS TO AGAIN RECEIVE MARKED COPIES OF THE BILLBOARD

When the shortage of print paper became acute, in fact so acute that publishers were not sure of the paper supply from one week to another, in the interest of conservation The Billboard discontinued sending free copies to advertisers. This was done simply because of the real necessity for conserving paper. Since that time the paper supply has become nearer normal, tho none the less expensive. Therefore, beginning with the issue of December 4, The Billboard is again sending copies containing advertising to each display advertiser. Should your copy, Mr. Advertiser, fail to reach you, we will ask your co-operation to the extent of notifying the Circulation Department promptly.

Hocy & Mozar's Cheerup Girls, Jeannette Mozar, mgr.: (Hipp.) Fairmont, W. Va., 13-18. Hurley's Oh Joy, Girls, Fred Hurley, mgr.: (Clifford) Urbana, O., indef. Hurley's Oh, Say, Girls, Frank Maley, mgr.: (Sun) Portsmouth, O., 13-18; (Star) Muncie, Ind., 20-25. Hurley's Oh, Stop, Girls, Al Ritchey, mgr.: (Casino) Washington, Pa., 13-18; (Altmyer) McKeesport 20-25. Hurley's Oh, Look, Girls, Bob Shlan, mgr.: (Liberty) Keyser, W. Va., 13-18; (Strand) Grafton 20-25. Hurley's Oh, Listen, Girls, Jimmie Van, mgr.: (Rondo) Barberton, O., 13-18; (Alvin) Mansfield 20-25. Hutchinson Musical Comedy Co.: (Airdome) Miami, Fla., 6-18. Jones, Harry Musical Comedy Co.: (Beverly) Staunton, Va., indef. Kalifornia Kewpie Kirklands: Wynona, Ok., 16-18. King's, Frank, Dainty Girls: (Bijou) Quincy, Ill., Aug. 16, indef. Loeb's, Sam, Co.: (Gem) Little Rock, Ark., indef. Lord & Vernon Musical Comedy Co.: (Sherman) Moose Jaw, Can., indef. Mack's Merry Mermaids: (Ramona) Phoenix, Ariz., Dec. 6-Jan. 29. Morton's Kentucky Belles: (Vaudette) Bessemer, Ala., 13-18. Miffin & Myers' Variety Girls: (Family) Lebanon, Pa., 13-18. Moore's, Hap, Merry Maids Co.: (Casino) Cincinnati, O., indef. Murphy's, Jack, Maryland Beauties: (Priscilla) Cleveland, O., 13-18. Oh My Lady Co. (LeRoy Osborne Attraction): Monroe, Mich., indef. Pioneer Girls & Boys, Green & Lawler, mgrs.: (Opera House) Ranger, Tex., 13-18. Pullen's Musical Revue, C. H. Beggs, mgr.: (Lyric) Ft. Smith, Ark., indef. Quinan's, Jack, Dardanella Girls (Superba) Grand Rapids, Mich., indef. Reilly's, Fox, Globe Trotters (Central) Pontiac, Mich., indef. Russell's, Billy, Buckeye Belles: Mason City, Ia., 13-25. Shaffer's, Al, Lads & Lassies, Homer Meachum, mgr.: (Vaude.) Walters, Ok., 13-18. Shaw's, Cliff, Polly Girls: (Grand) Hazelwood, Pa., Oct. 23, indef. Tierney's, Billy, Beauty Revue: (Victory) Burlington, N. C., 13-18. Top Top Merry-makers, Orth & Coleman, mgrs.: Bennington, Vt., 13-18; Glens Falls, N. Y., 20-25. Vice, Fred, & Hia Kilarney Girls: (Orpheum) Toledo, O., indef.

Patrick Bazaar & Expo. Co.: 2528 Tasker St., Philadelphia. Smedes, Al, Indoor Carnival Co., 1416 Broadway, New York. United Amusement Indoor Bazaarland: White Plains, N. Y., 13-18. Veterans of France Indoor Bazaar, Harry R. Morris, mgr.: Hamilton, Can., 13-18. World Wonders Museum, C. H. Armstrong, mgr.: 7th Ave. & 41st st., New York City. World's Museum, Norman Jefferies, mgr.: 11th & Market sts., Philadelphia.

MISCELLANEOUS

(ROUTES FOR THIS COLUMN SHOULD REACH US BY SATURDAY MORNING TO INSURE PUBLICATION)

Bragg's, George M., Big Vaudeville Circus: (Opera House) Greenville Jct., Me.; (Opera House) Jackman 17-18. Brush, Edwin & Oliver Filipinos: Oxford, Neb., 15-16; Hebron 17-18. Burton, Harry F. (Magician): Lebanon, Pa., 15-16; Hanover 17-18. County Fair (Feature Picture), No. 1 Co., Chas. Koster, mgr.: (Stall) Homestead, Pa., 18-19; New Castle 20-25. Daniel, B. A., Magician: Lewistown, Id., 16-18; Pasco, Wash., 20-21; Kennewick 22; Yakima 23; Newberg, Ore., 24-25. Gilbert's, R. A., Hypnotic Show: New Orleans, La., 13-18. Heverly, the Great, & Co.: Swift Current, Sas. Can., 15-19; Maple Creek, Alberta, 20-22; Medicine Hat 23-29. Lewis Family Shows, Harry Lewis, mgr.: 630 San Pedro st., Los Angeles, Cal., indef. Lucey's Joy Singers, T. Elmer Lucey, mgr.: Spring Hill, La., 16; Doyline 17; Homer 19; Hall Summit 20. Makio's Hawaiians, R. W. Mathews, mgr.: Kansas City, Mo., care The Billboard, Jan. 3. Mathews, R. W., Comedians: Lemoore, Cal., indef. Newmann, the Scientific Sensation: Judith Gap, Mont., 15-16; Stanford 17-19; Billings 20-27. Powers, Frank J.: (Hypnotist) Springfield, Mo., 13-18. Rex, the Mental Wizard: J. J. Wilson, mgr.: (Strand) Salisbury, N. C., 13-18. Ripley's, Geo. W., Vaude-Pictures: Gray, N. Y., 13-18. Smith, Mysterions, Co., A. P. Smith, mgr.: Cisco, Tex., 13-18; Breckenridge 20-25. Thurston: (Bronx Opera House) New York 13-18; (Teiler) Brooklyn 20-25. Turtle, William C. (Magician): Waterloo, Ia., indef. Von Arx, Great, & Co., Clarence Auskings, mgr.: (New) Neosho Rapids, Kan., 20-22.

CIRCUS & WILD WEST

(ROUTES FOR THIS COLUMN SHOULD REACH US BY SATURDAY MORNING TO INSURE PUBLICATION.)

Christy Bros.: Crockett, Tex., 15; Grovelton 16; Livingston 17; Kumble 18. Publishers' Circus: (National) Havana, Cuba, Oct. 23-Dec. 25.

BAZAARS—Indoor Shows

(ROUTES FOR THIS COLUMN SHOULD REACH US BY SATURDAY MORNING TO INSURE PUBLICATION.)

Block, W. J., Bazaar Co.: 15 W. 35th street, New York City. Blue Ribbon Amusement Co., G. W. Hileman, mgr.: 1070 Race st., Philadelphia, Pa. Campbell & Schaffer Festival & Jubilee Co.: Ironton, O., 13-18; Portsmouth 20-25. Christmas Carnival, E. G. Barkoot, mgr.: Toledo, O., 18-26. Christmas Tree Festival & Toyland Circus, Thos. P. Convey, mgr.: (Coliseum) Chicago 13-23. Coleman & Goodwin Amusement Co.: Pottstown, Pa. Elks' Indoor Frolie, W. E. Peppard, mgr.: Marysville, O., 13-18. James Bazaar & Expo. Co.: 2528 Tasker St., Philadelphia. Johnson & Stull Indoor Expo. Co., 2231 4th ave., Birmingham, Ala.

HARRY E. BONNELL, Promoter

AT LIBERTY FOR INDOOR CELEBRATIONS. Address Showmen's League, Chicago.

Joyland-Jazzland Bazaar Co., 11 O. Wallace, mgr.: 5337 N. 15th st., Philadelphia, Pa. Liberty Museum, Harry Carrier, mgr.: Akron, Ohio. Moose Indoor Bazaar, E. H. Smith, mgr.: Danville, Va., 16-26. Moore, John W., Bazaar Co., 703 Eighth avenue, New York.

GRAY SHOWS

Winter Quarters, 2100 1st Ave., Bessemer, Ala. Will book, buy or lease Elephant, gentle to carry load, with passengers and keeper through Midway. Rhoda Royal: Palatka, Fla., 15; Gainesville 16; Trenton 17; Perry 18. Shipp & Feltus: Santiago, Chile, S. A., until Jan. 1.



CARNIVAL COMPANIES

OUTES FOR THIS COLUMN SHOULD REACH US BY SATURDAY MORNING TO INSURE PUBLICATION

- ements, Johnny, & Co. (No. 1): Charlestown, Va., 13-18; Bayonne, N. J., 20-25.
ements, Johnny, & Co. (No. 2): Jersey City, N. J., 13-18; Bayonne, N. J., 20-25.
mar Quality Shows, C. J. Keppler, mgr.: Santiago, Tex., 13-18.
rda Amusement Co.: Wildwood, Fla., 13-18.
off, W. H. Shows: Nogales, N. M., 13-18.
kers Amusement Co.: Honda, Tex., 13-18.
es, Johnny J., Exposition: Miami, Fla., 4-10; West Palm Beach, Fla., 18-25.
ouse Greater Shows: Nassau Islands, Fla., 13-18.
agette, C. R., Shows: Port Arthur, Tex., 13-25.
itt & Huggins' Allied Shows: Alameda, Cal., 13-18; Oakland 20-25.
ey's Exposition Shows, J. A. Macy, mgr.: Charleston, S. C., 13-18.
stic Exposition Shows, Nat Narder, mgr.: Columbia, S. C., 20-Jan. 1.

THE ALLIED SHOWS

king Shows, Rides, Concessions Season 1921. Maas & Shades, Mgrs., 4129 Langland St., Cin'tl, O.

Anderson-Grader Shows Winter Quarters, Hastings, Neb., Box 649. ANDERSON-GRADER, Owners and Managers.

ANGEL'S MIDWAY SHOWS

st Shows, Rides and Concessions, Season 1921. 1st Palestine, Ohio.

BLACK DIAMOND SHOWS

ooking Shows, Rides and Concessions. ALLEN, Manager, 1416 Broadway, New York.

town & Dyer Shows Winter Quarters, Detroit Mich. P. O. Box 86, Fairview Station. Now booking Shows and Concessions Season 1921. Address W. A. DYER, Manager.

BUCKEYE AMUSEMENT COMPANY

ooking Shows and Concessions for Season of 1921. Free storage. Address EDWARDS & CHANDEL, 253 N. Buckeye Street, Wooster, Ohio.

CALIFORNIA SHOWS

ooking Shows and Concessions. Address all to SAM ANDERSON, 75 Astor St., Boston, Mass.

EW OUFOUR SHOWS (Formerly Dufour & Tilden Shows) now booking Shows and Concessions. Winter Quarters, Richmond, Va. Address Home Office, 411 Georgia Savings Bank Bldg., Atlanta, Ga.

ASHION PLATE SHOWS Now booking Rides, Shows and Concessions for Season 1921. Address WEIDER & FIELDS, Managers, Box 57, Coalton, Ohio.

loth Greater Shows CAN USE Shows, Rides and Concessions at all times. Address all communications to 514 4th Ave., Pittsburgh, Pennsylvania.

GOLD MEDAL SHOWS

ooking Shows and Concessions for Season 1921. Box 516, Texarkana, Texas.

JOHNNY J. KLINE GOLDEN RIBBON SHOWS

ooking for 1921. Offices, 1431 Broadway, Room 215, New York.

PERCY MARTIN'S FAMOUS MIDWAY SHOWS, Season 1921. Now booking Shows, Rides and Concessions. Write for terms and particulars. BOX 21, Western Port, Maryland.

REITHOFFER United SHOWS

ooking Shows and Concessions for Season 1921. See address, 104 Chamber St., Taylor, Pa.

WADE & MAY SHOWS

inter quarters, Detroit, Mich., 289 Elmhurst Ave. Now booking Shows and Concessions.

SOL'S UNITED SHOWS

inter Quarters, Metropolis, Ill. Now booking Shows and Attractions for coming season.

Miller Bros' Circus Expo.: St. Petersburg, Fla., 13-18. Queen & Crescent Shows, Leon Broughton, mgr.: Santiago, Tex., 13-18.

Rogers' Shows, James Rogers, mgr.: Gueydan, La., 13-18.

Salisbury & Fogal Shows, W. N. Salisbury, mgr.: Ludowici, Ga., 13-18.

Smith Greater Shows: Columbia, S. C., 13-18.

Smith's Great American Shows, Otis L. Smith, mgr.: Plant City, Fla., 13-18.

Witt's World Famous Shows, Harry Witt, mgr.: Tampa, Fla., 6-25.

Wortham's World's Best Shows: El Centro, Cal., 13-18.

ADDITIONAL ROUTES ON PAGE 217

KILPATRICK'S \$5.00 and \$20.00 Accident Insurance Protects Show Folks. BROOKERY BUILDING, CHICAGO, ILL.

WANTED, SALESMEN

to get copy of our Special Salesmen's Number, issued January 10. Send 10c postage. THE WHOLESALE BUYERS' GUIDE, 9 S. Clinton, Chicago.

WILL BUY Set Plushes, Half Lady, Spider, Head in the Box, Six Day, Best Daylight Illusion. As-I condition state of calling, who made, where and use. C. W. MORGAN, 2017 E. Washington St., Muncie, Indiana.

OPEN FOR ATTRACTIONS

arko Auditorium, Tarkio, Mo. Under management of American Legion. Write or wire for dates to J. THOMAS, JR.

Wanted for Season 1921

Postal Card Gallery, Penny Arcade, Ballrack, Candy Wheel, Cotton Candy Concession. Have good space for good live Concessions.

HAVE FOR SALE—Conderman Ferris Wheel, in good condition, everything complete except motor; will sell for \$1,000 cash, f. o. b. Galveston, Tex. Crystal Palace opens March 21st.

Address G. K. JORGENSEN, Crystal Palace, Galveston, Tex.

NAT. NARDER, Mgr. W. B. FOX, Gen'l Rep.

A. C. BRADLEY, Ass't Mgr. K. P. CARLO, Supt.

Merry Christmas to Friends and Foes FROM

Majestic Expo. Shows

NOW BOOKING FOR SEASON 1921

SHOWS and CONCESSIONS and RIDES OPEN EARLY IN MARCH

All address MAJESTIC EXPO. SHOWS, Victory Park, Columbia, S. C. Mr. Nat. Narder will be in Pittsburgh, Pa., 412 Grove St., until Dec. 26th, 1920.

MR. CONCESSIONAIRE

We have ready new style French Wheels, made with special steel ball bearings, all in one. No parts can get out of shape or fall out, and can be changed over in one second without the use of tools. Spokes and rim made of five-layer selected veneer wood, one inch thick, perfectly balanced, 16 in. Both sides very attractive. This Wheel will set top money anywhere. The Wheel you need. You can work this Wheel in five ways, both sides red, white and blue, percentage, lay down, colors and numbers. One side from 1 to 8, other side 1-20. Price, \$18.00 and 10% war tax. We manufacture every other size Wheel, Roll-Down, Ball Game, Watch-a-la Blocks and many other new ones. All our work is made by the best experienced mechanics and artists. Write us; it's your benefit. Reference: West Side Bank, Milwaukee. FRANCH GAME & NOVELTY MFG. CO., 2311-2313 Chestnut St., Milwaukee, Wisconsin.

CAROUSELS

We build high-class Park Machines, artistically designed and carved. All machines guaranteed. We sell horses separately if desired.

ARTISTIC CAROUSELL MANUFACTURERS, STEIN & GOLDSTEIN, 1455 Gates Ave., Brooklyn, N. Y.

MERRY-GO-ROUND and FERRIS WHEEL

Owing to disappointment. Wanted by a good, reliable Carnival Company. Opening in town of 100,000 population. Address MANAGER L. H. S., care Billboard, Cincinnati.

With Heartiest Season's Greetings Merry Christmas and Many Happy New Years "TO FRIENDS and FOES ALIKE"

MAY THE STAR OF YOUR SUCCESS NEVER GROW DIMMER. CHET WHEELER. Permanent address, The Billboard, Kansas City Office, 1117 Commerce Building.

BURLESQUE REVIEWS

(Continued from page 50)

his work as if he really enjoyed it, and we in front enjoyed it with him, and apparently by the company, which gave him ample support in his every line and act. What happened in that station house was burlesque of the laugh evoking kind par excellence. A grafting cop and his pal, imitated by the comics in a fall for auto accident, holdup chauffeur hit, was a laughable bit of nonsense.

A fashion plate feminine parade exhibited costly costumes of splendor and personally attractive choristers of the Jim Fulton brand, IXL. A cat fight by the comics was a howl of delight to everyone.

The Starke Rollickers as a jazz band proved themselves able instrumentalists and masters of the jazz with the aid of many and varied instruments.

Marion Phillips, prima donna, vocalized in a sweet voice in several selections that won immediate favor, and the same is applicable to L. and Merton and Prima Ann Meyers in the latter's specialty.

COMMENT:

A well equipped production, elaborate scenery and gorgeous costumes. The book entertainingly clean and clever. The music and lyrics melodious and a company that knows how to burlesque to the amusement of the audience.

Joe (Bum) Emerson jumped into the cast several weeks ago to fill a sudden vacancy, and did it well to the satisfaction of everyone but the Emerson Lingerie Company, of which Joe is the master mind, and their demand for his return caused Jacobs & Jermon to sign up Bob Nugent to replace Joe, thereby Bob's entry at the Casino Tuesday for the second part tryout, which was highly commended by Joe from an orchestra seat, where he laughed with the paying patrons of the Casino.—NEISE.

"SWEET SWEETIE GIRLS"—Presented by William Vall, an American Circuit attraction, at the Olympic Theater, New York, week of December 6

THE CAST—Ed (Bozo) Fox, Joe Young, Ed Jordan, Harry Morrissey, Marion, Lawrence, Flossie DeVere, Alpha Giles, Larry Clark, Bella Bernard, Babe Bernard, Ammie Bernard. CHORUS—Misses Robinson, Stanley, Fox, Thompson, Durant Sisters, Newell, Young, DeLarkey, Bradley, Taylor, Macklin, Berry, Pollock, Cole, Freedman.

REVIEW:

The opening scene was a lawn in front of a seaside seminary, with an ensemble of ingenue-gowned girls of personality, plus pep, which was enhanced by the appearance and activities of Flossie DeVere, a tall, shapely, dancing soubrette, whose smiling face beamed upon the Olympics unto the rear row, until one and all alike re-

sponded to the captivating Flossie with numerous encores, which set the ac of critical approval on her individual personality, plus pep. Ed Jordan, as a blackfaced porter, looked and acted the part far funnier than most character men cast for that ordinary part. Comic Eddie (Bozo) Fox, with his typical makeup and mannerism renovated and rejuvenated, thereby cleaner than heretofore, and Co-comics Joe Young, an eccentric of great possibilities, proved themselves masters of low comedy of the fast and funny falls kind.

Soubret DeVere, with the aid of her lost pocketbook and calls for police, copped the comics for \$50 each, scored a home run with bit one. Prima Donna Marion Lawrence made a favorable impression with her gowns, but it was very apparent that she was working under difficulties, for her voice was 'way off and her facial appearance in profile pallid. Larry Clark, as Henri French, got away with the Henri, but fell flat on the French in makeup and mannerism. Alpha Giles is also a soubret, and her titian blond hair, smiling face and petite form as a singing and dancing actress scored for the second bit.

Soubret DeVere's garter bank, 25c, 30c, \$1.00, as depositories for kissing comics, brought on gun shooting Straight Harry Morrissey and Larry Clark, with honors to Soubret DeVere and the comics. In front of a street drop Straight Morrissey rehearsed Comic Bozo in a flirtation bit with the Bernard Sister Trio for numerous laughs.

On board the steamship Chaffa Dish the choristers made an attractive picture as sailorettes, until the appearance of Eccentric Comic Young, a seasick passenger declining the offerings of salt horse and cigars, while delivering a dope patter that was well hurled by Blackface Jordan, who demonstrated third comeliness and got the laughs thereby. Comic Bozo came on by his lonely and parodied on pictures, juggled his hat and exited to a walking stick dance, all of which went over well for Bozo.

Soubret DeVere made some flash in Teshings, iridescent blue bodice, apexed by a cute turban, and stopped the show with "Old Black Joe," assisted by Comic Bozo whistling the refrain. Comic Bozo and Blackface Jordan, in a dope patter session, worked it well. The rehearsal of a playlet by Morrissey, DeVere, Clark and Lawrence was made laughable by Comic Bozo missing cues and crossing stage in a miniature auto. Petite Blond Bernard, leading the girl in "Marion," followed by Comic Bozo's jazz band, led up to the finale of part one.

Part two included three Oriental scenes of splendor, opening with Prima Lawrence in "I Can Love and I Can Hate" in a knockabout knockout to comics. Larry Clark, in neat street attire, put over a dancing specialty. Eccentric Comic Young, in feminine attire, and Larry Clark, as a typical Apache, put over an Apache dance a la burlesque that was highly ludicrous, due mostly to Young's facial registrations.

Blackface Jordan, as the guardian of Japanese vases, the loss of which meant the loss of his ears, afforded numerous laughs thru Comic Bozo and Soubret DeVere's handling of the vase. Straight Morrissey staging a duel between Comic Bozo and Blackface Jordan with only one gun went over well.

The Bernard Sisters, as a singing and dancing trio, during which one of them impersonated a boy, was well done and well received.

Blackface Jordan came out in one attired in evening dress, with a slide trombone, gave the audience many and various reasons to suppose that he would finally break out with instrumentalism while holding their attention with a monologic patter that proved him an artist of remarkable ability.

Soubret Giles, seeking a baby to participate in a play, found a funny kiddlet in a carriage propelled by feminine Comic Nurse Bozo, and what they said and did evoked applause. The closing scene was a feminine parade of bizarre splendor in gowns and costumes seldom, if ever before, seen on the American Circuit.

COMMENT

A scenic production of splendor and costumes apropos. The comics and Blackface Jordan, Soubret DeVere and Giles, the Bernard Sisters and choristers all that could be desired in a fast and funny low comedy burlesque presentation that was remarkable for its cleanliness and spirited action.—NEISE.

Look thru the Letter List in this issue.

USE



To Soften and Beautify the SKIN By P. P. 35c, 60c and \$1.00. Sample FREE.

J. D. McCANN CO., Hornell, N. Y.



# BAZAARLAND

Bazaars, Indoor Circuses, Industrial Expositions, Museums, Arcades, Department Store Amusements, Store Room and Trade Shows.



## NEEDLE WORKERS DEMONSTRATORS

Get the REAL money getter. The FLASHIEST and BEST Needle on the market today. Sells on its own because of its bright beauty. Agents are earning money with this needle, and all customers satisfied. Sells for \$1.00 like hot cakes. Single gross, \$20.00. Special price on larger quantities. Write for full information. Sample Needle, 50c.

FRENCH ART NEEDLE CO. 106 West 126th Street, NEW YORK CITY.

### SHAFFER-CAMPBELL BAZAAR CO.

Play Market House Auditorium, Covington, Ky., With Newport, Ky., To Follow

Covington, Ky., Dec. 10.—The Shaffer-Campbell Bazaar Co. opened in the Market House auditorium here on December 8, under the auspices of the Order of the Golden Heart, with a good crowd in attendance. Business was quiet on Tuesday night, but by the middle of the week it was picking up, and on Thursday night the "Baby Show," at which three prizes were presented to the "prettiest" babies, was held to a crowded auditorium. Increased interest was added by this event, and good results are expected for the two remaining nights, especially on Saturday night, when the "Queen" will be presented with a beautiful diamond ring. An artistic program was gotten up by the promoters.

The indoor midway contains twelve concessions and several attractions. Alfred Elche and R. L. Cutting, dolls; Mr. and Mrs. Joe Christy, candy; Kenneth McCoy, pillows; Charles Craig (Big Charlie) and wife, lunch stand; P. D. Davidson, baskets; James (Shorty) Edwards, novelties; Paul F. Clark, poultry, fruit and groceries; "Rabbit" Courtney, J. W. (Jack) Reed and Fred A. (Blackie) Burnett, agents; Herman Tudeck (Smiling Ruddy), blankets—an excellent show.

LaFler, the Myatic, and Joe Kross, the "Dippy Musician," are furnishing the free attractions, with music by the Brooklyn Famous Jazz Band of five pieces.

From here the company moves but one mile, to Newport, Ky., where next Monday it will open in the new 5x185 garage recently built near 11th street, on Monmouth, and not yet occupied. The outfit will be enlarged for this engagement. Shaffer & Campbell have a number of events in Ohio to follow.

Among the showfolks attending the opening night in Covington were Edward Jessop, George Cole and wife, "Blackie" Mullen, C. E. Roberts, Lew Backenstoe, Frank Turley, E. C. Brown, "Gold Tooth" Rice, Frank Reno, Kenny Murphy, Jim Rogers and others.—P. F. C.

### BUCKLIN-BERGER BAZAAR CO.

Plays to Satisfactory Business in Pennsylvania

Bethlehem, Pa., Dec. 8.—The Bucklin-Berger Bazaar Company, after having a very successful week at Easton, Pa., under the auspices of the Sons of Veterans, in the State Armory, moved to Bethlehem and opened Monday night for an engagement under the auspices of the local American Legion Post, which has a membership of 500.

The engagement here is being held in the big Coliseum, which is attractively decorated, and on the opening night this auditorium was crowded with patrons. Tony Nasca's Band joined here and plays two concerts on the downtown streets daily. Nasca has surrounded himself with nine finished musicians, who aid him in presenting a concert equal to many 25-piece organizations. Pietro Pasto, "wizard of the accordion," is still one of the features, as are also Eugene Leonard's "Hilons" entertainers. All concessions are getting money—not "bairds of it," as conditions are none too good, but they will each produce a nice net. By Christmas, Louis Berger and Oliver Bucklin are well satisfied with the business being done, and it appears that this company is in the field to stay. D. W. "Whitie" Tait is having success everywhere with the soliciting of advertising from the local merchants and D. Schiller and J. J. Reis are doing well in each town played with their promotions.

From here the company goes to Pottsville, Pa., under the auspices of the American Expeditionary Force Club. The next stop will be Reading, Pa., under the auspices of the Veterans of Foreign Wars.—ZIP.

### "WORLD OF FUN BAZAAR" CO.

The week of December 13 will find the "World of Fun Bazaar" Company at Norwich, N. Y., under the auspices of the Moose and with prospects for a successful engagement and should this judgment of the results be realized it will make the sixth bazaar for Managers Ketchum and Lapp since November 1 without a bloomer, the management states.

In the merchandise booths of this company may be found manicure sets, silverware, French ivory sets—combs, brushes, etc.—groceries, pillows, fruit, candy, blankets and dolls. There are also a number of other concessions, such as hoopla, darts, pan game and rolldown, and all are attractively framed up.

December 18 will be the last date played by this company until after the holidays.

### W. S. CHERRY ATTRACTIONS

Closing down at Frankfort, Ind., after a successful engagement there under the auspices of the local Lodge of Elk, the executive and operating staffs of the W. S. Cherry Attractions are now preparing to depart for their respective homes or favored places to spend the holidays. Promoter Harry E. Bonnell has already wished his bazaar associates Christmas greetings and

bid himself to Chicago, where he will be one of the daily "regulars" in the clubrooms of the Showmen's League.

General Manager Cherry spent a few days with the organization in Frankfort before starting on a journey to the Pacific Coast territory in the interest of the carnival he represents. After attending to the details of tearing down and packing away for shipment the bazaar outfit, of which he is part owner, Company Manager Sam Lawrence, accompanied by Mrs. Lawrence, will go to New York City for the holiday layoff. Incidentally, while in New York Mr. Lawrence will be initiated into the mysteries of the Shriner's degree of Masonry.

The plans of Mr. Lawrence for 1921 are unsettled, but he has indicated to the writer that he has something inculcating right now in the line of indoor celebrations which are more than likely to make him a prominent and active bazaar and exposition figure a few weeks hence in Virginia territory.—HABO.

### "BILL" FLEMING PROMOTING

W. C. (Bill) Fleming, the general agent, it seems is as active as usual these days, notwithstanding his midwinter layoff in his home city of Buffalo, N. Y., according to late advices from that place, and is doing a bit of indoor promoting to the extent of three celebrations for the current month, the first of which opened December 7. The latest information is that "Bill" will not definitely determine on his final reply to several attractive offers for next season until after January 3 next. That he will be in advance of one of the "big ones" is a foregone conclusion.

### COREY BAZAAR CO.

The Corey Bazaar Company played a nine-day engagement at Rockwood, Pa. The opening night was a satisfactory success and good business prevailed thruout the balance of the stay there. All the attractions and concessions did well. "Curly" Speeris drew top money with his

Athletic Show, as there are a number of good wrestlers and boxers in that town. Prof. Harry Arnold's Jazz Orchestra is certainly making good and is a decided hit in every town showed thus far. "Smiling Benny" LeChappelle has been kept busy making tying trips to Pittsburg for toys, as he has sold out almost every night.

The show has not been on five weeks, and all connected with it have done much better than expected. Confluence, Pa., is the next stand.

### CHRISTMAS CARNIVAL

At Toledo Reported To Be Progressing Nicely

Excellent progress is reported with the "Christmas Carnival" to be staged at Toledo, O., in the Terminal Building, in the heart of the city, and of which event K. G. Barkoot, of the K. G. Barkoot Shows, is the promoting and managing head.

According to announcements, numerous shows and other paid attractions, in addition to many concessions, will be included in the entertainment, and advance sale tickets have been distributed thruout the city. Following this indoor event Mr. Barkoot has an engagement of a similar nature at Lorain, O.

### WORLD'S WONDER MUSEUM

Philadelphia, Dec. 8.—There are several changes in the bill at World's Wonder Museum, Market and Eleventh streets, this week. The program follows: Nono, the Lilliputian Entertainer; Hindu Wonder Workers; Olivette, lady athlete; the "Electric Chair"; Krao, the Missing Link; Zip, "What-Is-It?"; Scotty, the Little Hercules; Trixie, fat girl; W. H. Burk, musical novelty; Grace Roberts, Rattlesnake Queen; Amok, "Head Hunter"; Chief Debro, Iceland Dwarf; Punch and Judy, with Chas. Mack; Lonesome Max, Monkey Village, Glass Factory, with Wm. Hart; Wild Animal Menagerie and other attractions.

Look thru the Letter List in this week's issue.

THESE 13-INCH DOLLS WITH DRESSES. \$27.00 PER 100



Chinese Baskets \$6.50



CARNIVAL & FAIR DOLL CO. "The Square Deal House," CHICAGO. 1816 S. Kedzie Avenue.

## "Martha Washington" DOLL LAMPS

FOR CONCESSIONAIRES, SALESBOARD OPERATORS, WHEELMEN, ETC. This is the Doll Lamp getting top money at the bazaars today.

(AS ILLUSTRATED)

14 in. high, silk dress (colonial style), 5 assorted colors, including 5 ft. electric covered wire, plug and socket, ready for use. (Unbreakable and washable.)

**\$38 PER DOZ.** Sample, \$3.50 prepaid.

Special prices to quantity buyers. No catalogs. Immediate delivery. One-half cash on all orders.

**AL MELTZER COMPANY**  
Manufacturer of  
DOLL DRESSES, FAVORS, NUT CUPS, CARNIVAL SUPPLIES AND NOVELTIES.  
219 So. Dearborn St., 4th floor, CHICAGO, ILL.  
Buy direct from original manufacturer.

## Curio Hall Attractions

of all kinds wanted at once for World's Museum, Eleventh and Market Streets, Philadelphia. Living Curiosities and first-class working Platform Acts of every description. Ideal engagement in finest quarters ever occupied by a Museum.

Address **NORMAN JEFFERIES, Real Estate Trust Bldg., PHILADELPHIA, PA.**

## GREETINGS SEASON 1921 WILLIAM BREMERMAN

My first Bazaar was very successful. In the future this will be my specialty, both indoors and outdoors. If the show world is interested in any way I will be pleased to hear from all. Address **WILLIAM BREMERMAN, Care The Billboard, 1493 Broadway, NEW YORK**

## FOR SALE-- THOUSANDS OF DOLLARS WORTH OF DECORATIONS

used at the All-American Exposition (Coliseum, Chicago). All in perfect condition. Used only once. Includes everything needed for big expositions—Columbs, Scenery (all water color paintings), 1,100 yards canopy, Statues, etc. All complete. Will sell all or part.

**W. J. COLLINS, 1110 North American Bldg., Chicago, Illinois.**

## DOLL WIGS

IN ASSORTED SHADES. \$15.00 PER 100 INCLUDING VEILING AND PINS. OR \$3.00 PER LB. CURLED

SPECIAL PRICES TO QUANTITY BUYERS—From 2,000 to 5,000 rounds. Mohair always in stock, also Human Hair. Samples \$1.00, prepaid. 25% deposit with order. Balance C. O. D. Tel. Irving 9378.

**A. KOSS** 2825-2827 Belmont Ave. CHICAGO, ILL.  
If you are not using my wigs, please let me hear from you.

## BAZAARS, INDOOR FAIRS and Fraternal Organizations THE ONLY REAL NOVELTY OF THE YEAR. JAPANESE WALKING DOLL

With Human Hair and Silk Dresses.

Costs \$42.00 Dozen

Terms C. O. D. 25% with order unless rated. Hold its hand and it walks. Nothing to get out of order.

**International Walking Doll Co**  
10 to 14 East 12th Street, NEW YORK CITY.

## BEACON BLANKETS

FOR INDOOR BAZAARS. Prices Are Lower.

Beacon Best Bound Indians, \$6.50 Each.  
Beacon Baths, \$4.75 Each.  
Beacon Italians (Wonderful Flash), \$4.05 Each.  
Traveling Rugs, \$5.25 Each.  
One-third deposit, balance C. O. D.

**H. F. HALL, Stamford, Conn.**

## VAUDEVILLE INDOOR CIRCUSES, BAZAARS LANKY BOB

THE BOXING KANGAROO.

For open time address **PROF. TOM COLLINS, Central Hotel, 12th and Cherry Sts., Philadelphia, Pa.**

**KITE "ADS," AERO "ADS," SKY "ADS."**

The greatest one-man publicity game ever invented. Used in every line of business. Write today for plans and information. This is a business proposition. No attention paid to postal cards or P. R. 10.

**SILAS J. CONYNE, 3316 Palmer Street, Chicago.**

LOOK HERE—For Sale: 1,000 Slot Machines, new and used, at BARGAIN PRICES. Venus Chocolate Venders, \$3.50; Unit-A Suck Gum Venders, \$7.50; Bull's-Head Perfume Machines, \$12.00; Peanut Machines, \$4.50; Ball Gum Machines, \$1.25; new Electric Machines, \$12.00; Pencil Vender, \$19.00. Send stamp for list. **TYRONE & CO., Drawer 151, El Reno, Okla.**



# THE JIGGS FAMILY IN DOLLS

The Fastest Selling Novelty Ever Invented for CARNIVALS, CONCESSIONS, BAZAARS and SALESBOARDS and the FINEST STORES

Send \$1.00 each for samples, prepaid. Write for wholesale catalog and prices. Firms not rated, 25% deposit required with order, balance C. O. D.

## YE TOWNE GOSSIP

Originators and Sole Manufacturers  
142 POWELL ST., SAN FRANCISCO, CAL.



# SELLING AGENCIES

- M. A. KOHLBERG, Denver, Colo.
- 1643 Arapahoe Street, Denver, Colo.
- IOWA NOVELTY CO., Cedar Rapids, Iowa.
- Mullin Building, Cedar Rapids, Iowa.
- ROSTAND MFG. CO., Milford, Conn.
- SEATTLE FACTORY AGENTS, Seattle, Wash.
- 818 Leary Building, Seattle, Wash.
- TOYLAND, Cumberland, Md.
- 14 North Center Street, Cumberland, Md.
- J. C. EDMONSON & SON, Tyrone, Pa.
- 244 East Eleventh Street, Tyrone, Pa.
- HENRY PAUSON CO., Chicago, Ill.
- 27 South Wabash Avenue, Chicago, Ill.
- GEORGE DUANE & CO., New York City, N. Y.
- A-Re-Co. Bldg., 144th Street and Third Avenue, New York City, N. Y.

# COLONIAL NOVELTY DOLLS

WE HAVE several ASSORTED NEW ITEMS, all freshly dressed. Send \$10 for sample assortment. SPECIAL—THIS IS A REAL "LIVE ONE" Send \$2.00 for our new "JUMBO" DOLL. Prepaid. 11 in. high. Most perfectly finished Doll on the market. Dressed same as our other items. Best value for the money today. Prices set on application for large quantities. Ready for immediate shipment. Orders shipped same day received. 25% must accompany all orders, balance C. O. D. These dolls are made of wood pulp and are unbreakable. 13 inches high. We use the best quality silk and marabou in all assorted colors.

WE ALSO CARRY A SNAPPY, FLASHY SALESBOARD CARD FOR THE ABOVE DOLLS



COLONIAL KID. Wig and Marabou Dress. \$16.00 per Dozen. Six Dozen to a Case.

# BAZAAR-ETTES

There are a number of organized indoor companies not being heard from—kick in.

Compliments on the title of the big indoor event at Toledo, K. G. Barkoot—"Christmas Carnival."

Chas. S. Arnold, who recently closed his season with the Majestic Exposition Shows, joined the B. C. McGuire Bazaar Company, and reports excellent business with Chinese baskets at Mt. Shug.

Prof. Mack, who recently closed a successful season with the Col. Francis Ferari Shows, is wintering at his home in Little Falls, N. Y., where he is remodeling his tattoo outfit for the coming season.

John L. Lorman was in Indianapolis and Cincinnati last week. He stated to The Billboard he is still doing indoor bazaar work and furthermore that he is representing the Federal Decorating Company of Indianapolis.

Harry Lewis, Inte of the World of Mirth Shows, is vacationing at Louisville, Ky., where he played a two weeks' "session" at the Grocers and Butchers' Food Exposition, which was held recently at the Louisville Armory.

Hoss and Hays are said to be working on a big indoor proposition for Louisville, Ky. The affair, if it materializes, will run for two weeks and will be held some time during the month of March.

Tom Teragh, last season with the Hoss-Hay's Shows, is now in the indoor business. He states that he had a splendid two weeks' session at the Louisville (Ky.) Food Show and that he is now out promoting another indoor event not very far from the "Falls City." He is making his headquarters at the T. A. Wolfe winter quarters in Louisville.

## PROGRESSIVE AMUSEMENT CO.

Playing Small Towns in Indiana

Indianapolis, Ind., Dec. 10—The Progressive amusement company, of which R. M. Edwards is pilot, C. O. Drake, in charge of company, and W. C. Rice in charge of promotions and contests, is playing towns of from 1,500 to 3,000 population, and is finding them very profitable.

The company carries 12 concessions, three vaudeville acts as free attractions and 200 feet of "Frolictown" scenery. The show is operating in communities which have not been open to outdoor carnivals in several years, and the management has received some good recommendations. Mr. Edwards is manager of the Progressive Sales Agency, Indianapolis, while Mr. Drake has been in the concession business for the past 15 years. Mr. Rice was the past season with the Rubin & Cherry Shows. For the week of December 13 the company is booked for Fortville, Ind., a town of 1,200 population, but which gives prospects of excellent business returns.

## MITTENBUHLER BAZAAR CO.

Belleve, O., Dec. 9.—The old skating rink on Elm street presents a very busy scene these days, for it is here that the C. D. Mittenbuhler Bazaar and Exposition Co. is arranging and preparing booths, columns, lattices and attraction fronts and decorations to be used in putting the Armories in gala attire at Columbus, Springfield and Potosia, O. For the past three weeks several men and ladies have been engaged in sewing and arranging decorations that are to be used at indoor celebrations in these cities. All decoration is under the direction of the B. E. Conners Decoration Co. of Cleveland, O. The background of the booths is blue and white. Each booth is to be separated by a small column, lattice work and flowers. Mr. Henkle, who has charge of the building or frames for lattices, has also under construction twelve massive columns that will be used in the center of all bazaar "midways" for the "Red Cross Cabaret."

Henry Ray, of Philadelphia, has charge of the artists and is "putting" some of the booths to represent picturesque spots of Japan, China, France and Belgium. All booths and fronts for attractions are painted and numbered, and in separate crates. At this writing the opening date has been set for the third week of January. Mr. Mittenbuhler's attractions will include an Athletic Stadium, with six boxes; Hinson Show and Millie Careo's Broadway Cabaret with a saxophone jazz band.—BERT.

# DEMONSTRATORS AND SHEET WRITERS



We manufacture a complete line of Billbooks—that are getting the big money.

Order Your Supply At Once

The following are ready for immediate delivery.

- No. 8—Auto Leather. Per Gross. \$20.50
- One-third cash deposit required on orders.
- No. 16—Indian Head Basket Design. Per Gr. \$30.00
- No. 56—Made of Genuine Leather, Alligator Finish. Per Gross. \$32.00
- No. 60—Made of better grade Genuine Leather, Alligator finish. Per Gross. \$36.00
- No. 48—Better Grade, Black or Tan Leather. Per Gross. \$44.00
- Samples, 30c. Write for Complete Catalog of Leather Goods, Watches, Jewelry, Salesboards, etc.
- N. GOLDSMITH & BRO., CHICAGO, ILL.
- 160 North Wells Street, CHICAGO, ILL.

# COLONIAL NOVELTY COMPANY.

402 FIRST AVENUE, - - - - - NEW YORK. Near 23rd Street. Phone Gramercy 4450.

# KALURAH KOMIC KARNIVAL

BIGGEST INDOOR BAZAAR IN THE STATE.

IN THE HALF MILLION BINGHAMTON, N. Y. DOLLAR SHRINERS' TEMPLE

JANUARY 1, 3, 4, 5, 6, 7, 8, 1921

SEVEN BIG DAYS AND NIGHTS; TWO SATURDAYS, FOR THE MYSTIC SHRINE TEMPLE. 2,500 MEMBERS, 2,500.

## WANTED

FREAKS AND PIT ACTS, for Sideshow. State lowest salaries. Eight more weeks to follow.

WANTED Legitimate Concessions of all kinds, Hoop-La, Cat Game, Doll Rack, Funnel Game, Photograph Gallery, Lunch Stand, Fish Pond, Japanese Games, or any other kind of legitimate Concessions. All Wholes sold. Address communications

AYOOB & ZOARY, KNOWN AS ALI PASHA, U-NO- 1322 Ave. U, Brooklyn, N. Y. ME. FOR SALE—1920 "Frolic". SALEEN AYOOB, 2899 West 8th St., Coney Island, New York.

# LATEST MIRROR DOLL

Wigged and veiled. Hand-painted (not air-brushed). One to carton. Twelve to case. A big item for Salesboard Operators and Indoor Bazaars.

Price, \$12.00 per dozen SAMPLE, \$1.50, PREPAID

Terms: One-third cash; balance, C. O. D. Immediate Delivery

E. B. HILL, 1256 W. NORTH AVENUE, CHICAGO



# Hearty XMAS and NEW YEAR GREETINGS to YOU from SALES BOARD HEADQUARTERS

As in years past, we want you to make us your Sales Board "Information Bureau." Send all inquiries about Sales Board "operating" to us. We will assist you in new plans and new deals, etc. Let us put you in touch with makers and jobbers of Sales Board novelties, goods and assortments. All without obligation to you. We can supply you with our Perfect

Herbert Red Label Sales Boards immediately, as usual. Get your name on our mailing list for price bulletins, notices, etc., NOW.

HERBERT SPECIALTY MFG. CO.

Dept. BBX, 722 Federal Street, Chicago, U. S. A.

MENTION US, PLEASE—THE BILLBOARD.



All Kinds of Boards for All Kinds of Business

This coupon brings the whole story FREE! with illustrations, selling campaigns, and everything descriptive of the "Hoodwin Plan."

## COUPON

HOODWIN COMPANY, 2949 Van Buren St., Chicago, Ill. B-2

Gentlemen:—Yes, send me the whole story, illustrations, selling plans for stores, etc., under the "Hoodwin Plan"—free. All without any obligation to me whatsoever and free.

Name \_\_\_\_\_

Address \_\_\_\_\_



Telephone State 4347

# Here's Your Opportunity, Boys!

THE BIGGEST HIT IN TEN YEARS.

## The ORIGINAL CRYSTAL DOLL LAMP

has taken Chicago and vicinity by storm. Everybody wants one. Hicks, Humphreys, Reisner, White and a dozen more are making more than \$30.00 a day selling our Lamp. Conrad, in St. Louis, calls long distance, wants more and more. All the best stores are selling them. Delux Pool Room sold seven in three days by salesboards. Others average one and two daily. BIG REPEAT BUSINESS. You might as well get on the wagon.

This model stands 16 inches high and the diameter of the dress shade is 8 inches. The bottom is made of solid composition, with a 4 1/2-inch gum-wood base, finished in gold bronze. We use a standard socket, genuine Benjman swivel plug and 6-ft. silk extension cord. The head is made of composition, with real natural hair (all shades), and the eyes show the lighting effect. The dress shade is 7 inches deep, and is made of genuine silk, finished with imported gold and silver trimming. Dresses come in old rose, gold, baby blue and purple.

Sample Price, complete with round 25 Watt Frosted Bulb, \$6.00.

**LOTS OF 12, \$4.00-- LOTS OF 25, \$3.80-- LOTS OF 50 or more, \$3.60**

NOTICE—This Doll Lamp is fully protected (patents pending), so watch your step. We ship same day order is received. One-third deposit must accompany order, balance C. O. D. Agents and Specialty Men, write for proposition.

**CRYSTAL NOVELTY CO., 208 N. Wabash Ave., Chicago**

### NOTICE

**DOLLS . . . DOLLS . . . DOLLS**

- |  |                 |                                    |              |
|--|-----------------|------------------------------------|--------------|
| Mohair Cupids .....  | 63c             | Paper Dresses .....                | \$6.00 a 100 |
| Mohair Vamps .....   | 65c             | Beautiful Silk Hoop Dresses.....   | 50c ea.      |
| Plain White Cupids.....  | \$27.50 per 100 | Marabou Dresses in all Colors..... | 60c ea.      |
| Chinese Baskets, elaborately trimmed with Silk Tassels, Coils, Variegated Rings and Beads, 5 in a Set, | \$4.75 a Set    | Lamp Shades in all Colors.....     | 90c ea.      |

Get in your orders early, boys, for spring opening. All Dolls packed carefully in cartons. Don't forget the number.

**EXCELSIOR DOLL COMPANY**

1547 Ellis Street, SAN FRANCISCO, CALIFORNIA

**A MERRY XMAS AND A HAPPY NEW YEAR TO ALL**  
M. S. McNAMARA.



MRS. OTTO EHRLING, Manager.



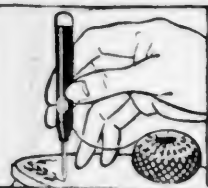
OTTO F. EHRLING, Advisory Capacity.

### EHRING'S ATTRACTIONS, Inc.

"THEY DO ATTRACT"

**NOW Booking Clean Shows—Concessions for 1921 Season**

We own our Three-Arrest Carroussel, WHIP, specially constructed 8-basket ELLI Wheel and Sea Plane Ride.  
**SHOWS—WANT** Feature Ten-in-One, snappy Vaudeville and well-framed Pit Shows.  
**CONCESSIONS—All** Wheels, \$80; Grind Stores, Ball Games and Cook House, \$40; Novelties and Refreshments, \$30. NO 3p. Price pays ALL. Tough shows and thieving joints blacklisted.  
 Second String Advance and Contest Man. Part salary-percentage proposition. A young man with road experience, fast on typewriter, quick at figures, familiar with concession accounts. Fifty dollars straight weekly salary.  
**FOR SALE—No. 12** Ell Wheel and Engine, complete, A-1 shape. Terms to responsible party. Also a 12-h. p. Fees Engine, on Ell Truck, just right for Carrousselle or wheel. A bargain.  
**NOTE—The personnel of this company will stand the acid test—Have the experience (25 years), push, brains and capital. Hook up with a live one. It pays. Address**  
**EHRING'S ATTRACTIONS, N. W. Cor. High-Gay Sts., Columbus, Ohio.**



### DEMONSTRATORS! GEM ART EMBROIDERY NEEDLE

Get the latest thing out. Featured for trimming dresses. Works on georgette, silk, satin, velvet, serge without cutting or pulling threads. Wonderful burnished point. Perfect gauge adjustment. \$1.00 for Needle and two samples on dress material, or \$2.00 for above and beautiful Pillow Top, stamped in colors on good material. Full instructions. Quantity prices quoted.

J. C. THRAILKILL, Mfr., 1314 Sedgwick Street., CHICAGO, ILL.

### XMAS GREETINGS TO ALL WILLIAMSON'S AMUSEMENT COMPANY

WILL NOW BOOK SHOWS AND CONCESSIONS FOR SEASON 1921.

Will carry six Shows and twenty-five Concessions. Have own Merry-Go-Round and Ferris Wheel. WILL BOOK six-piece Colored Band. Join us and get the money! And no trouble. Positively no flat or graft will be allowed. Sam Burdoff, write. Write E. J. WILLIAMSON, Proprietor and Manager. Office, 107 Durham St. (P. O. Box 1322), Sudbury, Ontario, Canada.

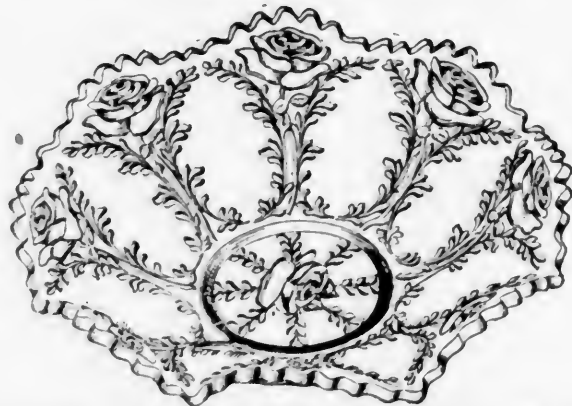
### The Original (Mlle. Nina) Armers

JOHNY J. JONES says: "The Armers' Mind Reading Act is the quickest, best and most attractive act of its kind I have ever seen. It has been a great drawing card with my show for the past six seasons."

**WARNING—Nina is my wife's middle name. Have same copyrighted. Any one using the name Mlle. Nina I will sure prosecute.** AL ARMER, SR., Eau Gallie, Florida.

## THE LANCASTER GLASS COMPANY LANCASTER, OHIO

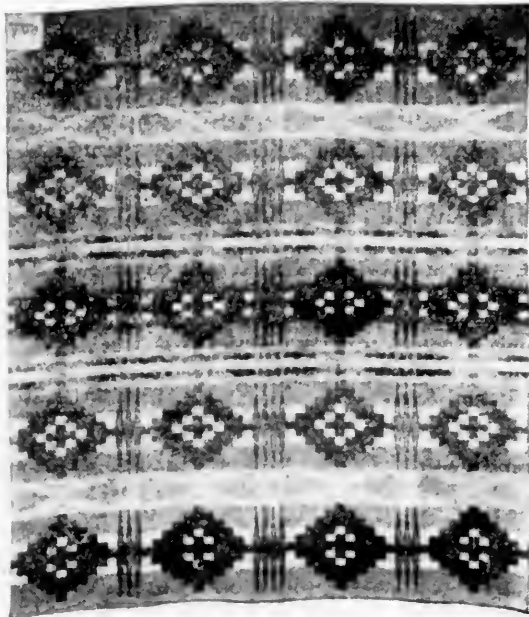
Gold and colored Decorated Glass-ware. Entirely new and attractive line of vases





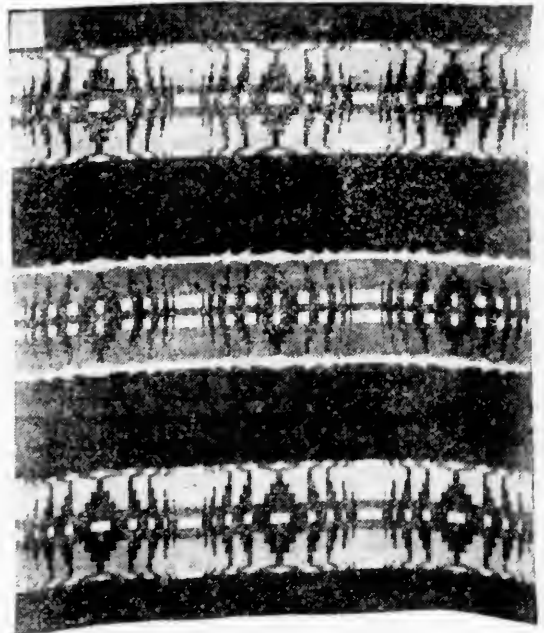
# CAYUSE INDIAN BLANKETS

Got top money on all lots where they were placed during the season of 1920. Ask any Concessionaire who worked thru California and the Northwest what article got the real money for the past season and he will tell you, without hesitation, "THE CAYUSE INDIAN BLANKET."



## CAYUSE INDIAN BLANKETS

are made of pure wool, in many beautiful designs and of such color combinations that when put upon the rack present a FLASH UNEQUALED BY ANY OTHER BLANKET.



CAYUSE INDIAN BLANKETS are a product of Pendleton Woolen Mills, Pendleton, Oregon. Throughout the West the word "Pendleton" stands for QUALITY. The price of CAYUSE INDIAN BLANKETS for the past season has been \$7.50 each in lots of twenty-five or more. The price for the coming season will be \$6.75 in lots of twenty-five or more.

Now, Boys!!! You are not paying a middle man's profit. The Cayuse Blanket Company is a representative of the Pendleton Woolen Mills and has opened offices in both Chicago and San Francisco. We are in a position to ship any size order from either office—the same day it is received, giving all customers the mill price, at either of these points. This means a big saving in express charges.



The Cayuse Blanket Company wishes to call special attention to the new Cayuse Indian Bathrobe for either men or women. Made of pure wool, in many bright colors and wonderful designs. The live Concessionaires can readily see where the Cayuse Indian Bathrobe will give the Cayuse Indian Blanket a close run for top money for the coming season.

## CAYUSE INDIAN BLANKETS and BATHROBES

TO BE REALLY APPRECIATED—SHOULD BE SEEN. SAMPLE SENT C. O. D. ON REQUEST \$7.50  
(25 per cent deposit with all orders, balance C. O. D.)  
PRICES F. O. B. CHICAGO.

**CAYUSE INDIAN BLANKET CO.** GENERAL OFFICE  
"U. S. DISTRIBUTORS" S. W. GLOVER, Manager Room 300, Palmer House, CHICAGO, ILLINOIS  
BRANCH OFFICE: A. ALBERT, 320 Market St., SAN FRANCISCO, CALIFORNIA

# COOPER RIALTO SHOWS

## Wish All A Merry Xmas and Happy New Year

WANTED—Whip, Tango Swings or any new novel Riding Device. Can use few more Shows, including MECHANICAL SHOWS. Will furnish complete outfits to capable showmen. Concessions of all kinds open. We will open in the heart of Youngstown, Ohio, for two wonderful weeks, commencing APRIL 22, 1921, with seven manufacturing towns near by to follow. Everybody knows what this territory is for opening. Hearty invitation extended for free storage at our winter quarters to anyone joining. Address all communications to J. L. COOPER, General Manager, 119 East Boardman Street, Youngstown, Ohio. YES, LOUIE SCHMIDT IS OUR ASSISTANT MANAGER, AND YOU KNOW WHAT THAT MEANS.

### ATTENTION CONCESSION MAN

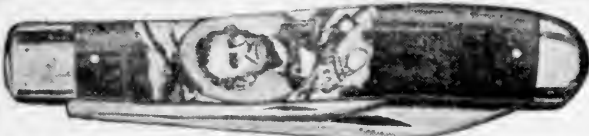
Packed in an attractive and snappy assortment that will appeal to the most exacting and refined tastes

## PEGGY-GLO CHOCOLATES

"SPEAK ALL LANGUAGES"

These Chocolates have such delicious centers that patrons playing your concession will carry them home by the dozen. Don't be a dead one; your profits lie in large sales. Price Lists will be sent upon your request

**THE PEGGY-GLO CHOCOLATE CO.**  
206 S. FIRST STREET, ST. LOUIS, MO.



AMERICA'S FINEST PHOTO KNIVES



Lackawanna  
Cutlery  
Co.  
Nicholson,  
Pa.



### GOLD WIRE ARTISTS, ATTENTION

Our new big factory will be ready for us January 1, 1921, at 235 Eddy St., Providence R. I. We have outgrown our old quarters and can now give you better service and a greater variety of new findings used by Wire Artists. ORDERS SHIPPED SAME DAY RECEIVED. Same old JUERGENS QUALITY as furnished for the last 25 years, but with more promptness in delivery. ORDER NOW. We have what you want.

**Juergens Jewelry Co.,** 235 Eddy Street, Providence, R. I.



A Merry Christmas and A Happy New Year

## "MIDGET" \$3.50 Per Dozen

Made up with Real Hair Wig, neatly painted features. "The Smallest Hair Doll Made." 4 1/2 in. high. Wonderful as small prize on Blanket Wheel, etc. Cheaper than candy. No breakage. Also good for Salesboards.

13-INCH MOVABLE ARM "HAIR DOLLS" 50c EACH

Write for Catalog—Dolls, "De Luxe" Silk Crepe Paper Dresses, Kewpie Doll Wigs, Chinese Baskets, Blankets, etc. Everything in Carnival Goods.

**UNGER DOLL & TOY CO.**

509-511 Second Ave.,

MILWAUKEE, WIS.



## MEN EVERYWHERE

For the next sixty days I will make Velour Hats in any of the Western styles, in black, brown and dark gray, as follows: Six-inch crowns, three to four and one-half-inch brims, for \$10.00. Cash with order. All Hats shipped with a money back guarantee if not satisfactory.

**BENNETT'S HAT FACTORY,**

No. 123 Broad Street, Jax, Florida.  
We ship anywhere in the U. S. A. Parcel Post.



High-Grade  
Toy Balloons

Write for Price list  
and samples

**THE BARR RUBBER  
PRODUCTS CO.**  
Lorain, Ohio

Lorain, Ohio

PITCHMEN, CARNIVAL HUSTLERS, RAILWAY NEWS AGENTS, Etc. NOTICE!

## Our New Rubber Novelty Pictures

LARGE SIZE, 3x5.

Our Product is the Best Money-Getter and the Best for the Money.  
\$1.50 Per Dozen, in any quantity, F. O. B. Kansas City.

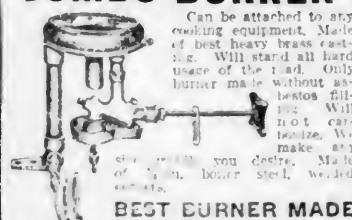
Address MOSELEY & McCANN, 1910 1/2 Main Street, Kansas City, Mo.

ALL THE SHOWMEN NEEDS IN LIGHTS

## PRIMO QUALITY TESTED SPECIALTIES

WE MAKE AND HAVE JUST WHAT YOU WANT TO LIGHT YOUR SHOW

### ATTENTION, COOK HOUSE MEN JUMBO BURNER



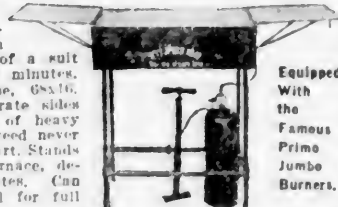
Can be attached to any cooking equipment. Made of best heavy brass casting. Will stand all hard usage of the road. Only burner made without asbestos filling. Will not capsize. We make any size burner you desire. Made of 1/2 in. boiler steel, welded.

BEST BURNER MADE

### PRIMO SUIT CASE COOK HOUSE

No. 54—COLLAPSIBLE

Box made of heavy galvanized iron; will stand rough road usage. Is the size of a suit case, 16x30. Set up in 5 minutes. A complete Cook House, 68x16. Stands 3 ft. high. Separate sides for stock. Griddle made of heavy boiler steel, 15x30, guaranteed never to warp. Burners 12 in. apart. Stands heat equal to blast furnace, developed within 2 minutes. Can regulate as desired. Send for full particulars.



Equipped with the Famous Primo Jumbo Burners.

LIGHTING  
SUPPLIES  
OF ALL  
KINDS

### PRIMO LIGHTS

FOR STAGE,  
ARENA  
AND RING  
CIRCUS OR  
SHOWS

Send in your old lights and have them overhauled by expert mechanics.

### NEWEST THING IN FLOODLIGHTS

Better than ever for the coming season. Systems for every kind of show. Let us have your orders early. All kinds of mantles. Primo Giant and Little Giant Lanterns.



No. 354

**PRIMO LIGHT AND MFG. CO.** Successors to WINDHORST LIGHT CO. — 3849 OLIVE STREET — ST. LOUIS, MO.



# ZARRO-UNGER CONSTRUCTION CO. INC.

ESTABLISHED OVER A QUARTER OF A CENTURY  
CAPITAL STOCK, \$100,000.00

**MOST EXTENSIVE BUILDERS OF AMUSEMENT DEVICES IN THE WORLD  
MANUFACTURERS OF ALL LINES OF AMUSEMENTS**

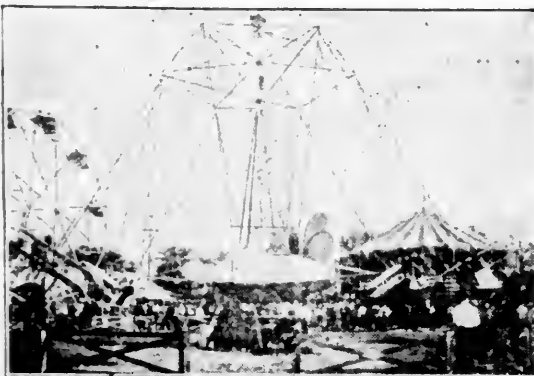
## NEW FLASHES FOR 1921

**MECHANICAL FUN HOUSES:** Our designers and mechanics have just completed numerous new devices especially for the remodeling of an old building into an up-to-date Fun House. We supply you with necessary mechanical devices, complete and ready for installation and operation, including flashy pictorial fronts, and, if necessary, a Superintendent for the installation. Mechanical Fun Houses have proven themselves top money-getters and at times topping the most expensive ride in the amusement field.

**DON'T LET AN OPPORTUNITY TO INCREASE YOUR INCOME SLIP BY**

**RACING MERRY-GO-ROUND:** The latest sensation in the form of a Merry-Go-Round, as the animals actually pass one another while in motion, giving the real thrill of a race track and is a continuous repeater. This outfit is made and sold subject to size and number of horses wanted, horses seating two persons each.

**OLD MILL RIDES:** Constant repeaters for which we furnish all necessary machinery, boats and scenery and full plans whereby you can do your own installing if desired, making this a good deal cheaper.



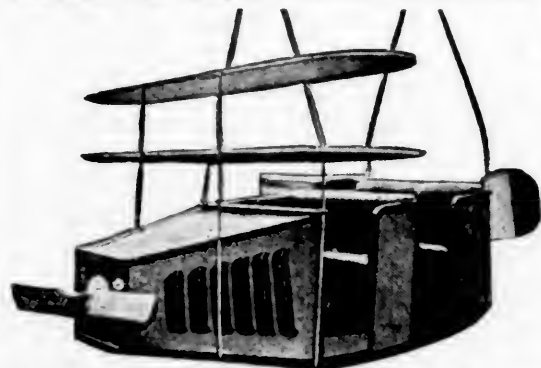
**CARNIVAL COMPANIES:** Regular Managers and real Concessionaires, after looking over Circle Swings on the market, are now placing their orders with us for spring deliveries of our Aerial Swings. We also have a new portable Fun House, the "TWISTER," built on wagon, and complete "Palace of Illusions," portable, built on wagon.

**SLED RIDING:** A new sensation in the form of a Roller Coaster, using an incline and finishing as a gravity ride. Real winter effect at entrance. Length of this ride 1,000 feet, for which we furnish cars, machinery and plans.

### MONEY WISELY INVESTED WORKS DAY AND NIGHT

**TWISTER:** We call your special attention to our new Mechanical Show, which has met with great success. This outfit is furnished complete, with a sensational mechanical front, the interior supplied with new and novel devices, and can be installed in a building 25x40 or larger. Don't overlook the opportunity to inquire regarding this outfit.

**THROUGH THE FALLS:** This outfit has met with great success and we are still receiving inquiries from parties who wish to install them.



**AERO SWING:** Although this being its initial year on the market, has proven a big winner and is a rare flash for the midway. If you have an old style Circle Swing, we will be pleased to take the matter up of exchanging your old cars for our latest aerial cars, thereby adding 100% or more to your receipts.

**COASTERS:** We furnish you with the necessary plans and specifications how to build your ride according to local conditions, and, if necessary, with a Superintendent for the erection of same. Can also furnish you with the latest designed Roller Coaster cars and necessary



machinery. Can furnish Superintendent for remodeling of your old coaster to a modern up-to-date ride with new thrills.

**NOTE:** We have several sets of used cars and machinery in stock.

### ONE GOOD INVESTMENT IS WORTH MORE THAN THE SAVINGS OF A LIFE TIME

**GAMES:** Can furnish Games of all descriptions, including our new Yacht Races, Hell's Kitchen, High Strikers, Wild Women, Dodgers, and quite a number of other mechanical games.

**ILLUSIONS:** We carry in stock a large assortment of Illusions and can furnish them upon very short notice for special purposes, including Spidora, London Ghost Show, Pharaoh's Daughter, Galatea or Statue Turning to Life, Hereafter, Night and Morning, Cleopatra, Fountain of Youth, Safe Mystery, Mermaid, Rolla, Queen of Roses, Sphinx, Cremation, and, in fact, a complete Palace of Illusions.

**PLAYGROUND APPARATUS:** All descriptions, including Swings, Teter Totter, Sea Horses, Slides and anything desired in this line.

### USE JUDGMENT—BACK IT WITH DOLLARS

Joy Wheels, Social Whirl, Human Roulette Wheel, Turkey Trot, Bull Moose Glide, Rolling Waves, Cake Walk, Sliding Stairs, Barrel of Trouble, Rolo Polo, Skating Floor, Blower Stairs, Shaker Steps, King Jake's Throne, Electric Settees, Alpine Slides, Revolving and Decoy Stools, Dippy Walk, Trip Hammer, Jumble Board, Undulating Walk, Falling Column, Spectral Passage, Joke Boxes, Etc. Mirror Maze, Riding Devices, Shoot-the-Chutes, Miniature Railways, Canals of Venice, Enchanted Houses, Third Degree, House of Nonsense, Steeplechase, Bucking Broncos, Etc.

THE DOLLAR IS A SEED AND IF PLANTED IN THE RIGHT SPOT WILL GROW TO A FORTUNE

**NOTICE SHOWMEN:** New York Representative, **WALTER K. SIBLEY, 1493 Broadway**

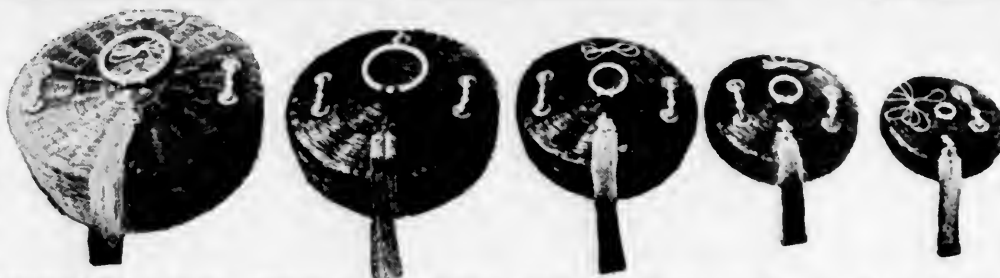
## ZARRO-UNGER CONSTRUCTION CO. Inc.

P. O. Box 235, Pittsburgh, Pa.

# CHINESE BASKETS

BUY DIRECT FROM NATIVE CHINESE IMPORTERS

Every nest decorated exactly as illustrated. Stained and lacquered in a dark oak shade by a strictly Chinese process. Positively free from all odors. Sample nest of five Baskets sent prepaid anywhere in U. S. A. upon receipt of \$6.25.



Only genuine Chinese Silk Tassels used. No Jap Tassels or Imitation Coins. Booking orders now for immediate or future shipments in any quantity. Very attractive quantity prices to Jobbers on request.

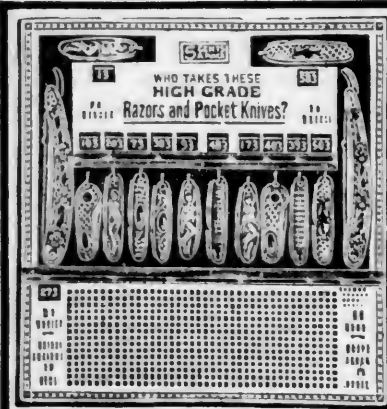
Our hand painted Baskets have no equal. Widest range of designs, colors and shapes ever shown. Write for particulars if interested.

**PAUL LAU**

"A Chinaman—Born with a Basket in each hand"

128-130 WAVERLY PLACE, CHINATOWN,

SAN FRANCISCO, CALIFORNIA



## Pearl Handled Knives

→ \$7.00 ←

- 12 Pearl Handle, 2-Blade, Brass-lined Pocket Knives and two fine, high-grade Steel Razors. No. 110—On a 600-Hole Board. Each ..... **\$7.25**
- 25 Lots. Each..... **7.15**
- 50 Lots. Each..... **7.00**
- No. 111—14 Pearl Handle Knives, no Razors, on an 800-Hole Board. Each... **7.75**
- No. 112—On a 1,000-Hole Board. Each ..... **8.25**

Send for our new BARGAIN SALESBOARD CIRCULARS. They show you how to save money.  
**HECHT, COHEN & CO.,** 201-203-205 West Madison Street, Chicago, Illinois  
 (The House That is Always First)

## Novelty Embroidered Silk Handkerchiefs



Ladies' Imported Silk Handkerchiefs. Colored borders, fancy embroidered flower or motto designs, such as "Mother," "My Darling," "Sweetheart," etc. Size, 11x11 in. Dozen, \$ 2.25  
 Gross, 24.00

As above, with colored borders; no embroidery..... Dozen, 0.85  
 Gross, 10.00

Men's Embroidered Silk Handkerchiefs. Size, 15x15 in. Colored borders. Flag or motto embroidery.... Dozen, 3.50  
 Gross, 40.00

As above, with colored borders; no embroidery..... Dozen, 2.25  
 Gross, 25.50

**SPECIAL HANDKERCHIEF ASSORTMENT.** Consisting of 5 dozen Ladies' and Men's Imported Silk Handkerchiefs, 2 dozen Ladies' Plain Silk Handkerchiefs, 1 dozen Ladies' Embroidered Silk Handkerchiefs, and 1 dozen Men's Plain Silk Handkerchiefs. The biggest value on the market. Per assortment complete... **\$10.00**

Include P. P. charges with all remittances. 25% deposit on C. O. D. orders. Send for our new catalog. Clip this ad for future reference.  
**JACOB HOLTZ,** "See Us First" 173 Canal Street, NEW YORK

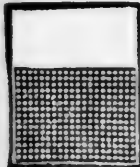
## Xmas Greetings

# Lee Bros. United Shows

WANTED—SEASON 1921  
**SHOWS, RIDES, CONCESSIONS**

Will buy Whip and Eli Wheel. Concessioners and Show People, make reservations for staterooms. Free Acts and Bands booked.  
**M. L. SCHAEFER, Mgr., - Orwigsburg, Pa.**

## FOOL-PROOF SALESBOARDS AT LOWEST PRICES



Attractive colored front. Crisp serial numbers.

600 Holes .....	\$1.00 Each	2,000 Holes .....	\$3.00 Each
800 Holes .....	1.25 "	2,500 Holes .....	3.75 "
1,000 Holes .....	1.50 "	3,000 Holes .....	4.50 "
1,500 Holes .....	2.25 "	3,600 Holes .....	5.40 "

WE PAY THE TAX.

14 Photo Art Knives, on an 800-Hole Board.....\$9.20  
 Same, on a 1,000-Hole Salesboard ..... 9.95  
 25% with order. Remit by money order or certified check. NO CATALOGS ISSUED BY DIRECT FROM THIS AD.  
**ROBERT MORE COMPANY,** 336 W. 63rd St., Chicago, Ill.

## Donald MacGregor Shows

NOW BOOKING FOR SEASON OF 1921.  
 Clean Shows of merit, Concessions. Positively no graft. Want to hear from Grinders, Talkers, Athletic Showmen, Advance Agent. WILL LEASE three Breeze Cars. Address  
**DONALD MacGREGOR,** Box 341, McAlester, Oklahoma.  
 Mr. MacGregor just returned to winter quarters after having three weeks' rest in Hot Springs, and we have already started repairing and painting for the coming season.

# CAPITOL BEACH

THE PLAYGROUND OF THE MIDDLE WEST

Season Opens Sunday, May 15, 1921, for 16 Weeks

**WANTS RIDES, NEW GAMES, BANDS, FORTUNE TELLERS, ORCHESTRAS, QUARTETTES, FEATURE ACTS.**

**FOR SALE** Four Box Ball Alleys, four Tenpenette Alleys, five Winchester 22 Rifles, One-Half Lady Illusion, one 500-volt 20-h. p. Motor, with Starting Box; one 500-volt 7½-h. p. Motor; six Snetland Ponies, well broke; one Buggy and Double Harness for same. Tried Games.

**C. W. ELROD**

P. O. BOX 713

LINCOLN, NEB.

## WARNING!

Surprise your friends Xmas morning with a drink of **WINEBERRY, THE GRAND OLD DRINK.** They'll come back for more.  
 Reduce to suit taste—NIP SED.  
 \$1.50 per Quart, or \$5.00 per Gallon, in plain sealed Cartons, by express ONLY.  
 Let us continue you. Send us 25¢ for trial bottle and we will include with your order a package of our trick cards FREE. AGENTS WANTED.  
**THE LIEBIG COMPANY,** Department 25, Beaver Dam, Wisconsin.

## SOAP FOR MEDICINE AND STREETMEN

We are headquarters for Pure Cora Oil Soaps, put up in attractive packages especially adapted for your work. Our goods and prices are right, and our service has satisfied our customers for more than 25 years. Get a copy of our Price List and Free Samples before contracting for the coming season.  
**INDIANAPOLIS SOAP CO.** (Successors to W. & W.) Soap Mfg. Co. Dept. B 20, INDIANAPOLIS, IND.

# ROSCOE'S IMPERIAL SHOWS

EXTEND THEIR HARTIEST **HOLIDAY GREETINGS** to all their friends and wish to announce that for the coming season they

WANT an A-1 advance agent; one that can deliver.

WANT shows; one or two with good fronts and something inside. We have one first class top, 30 ft. x 70 ft.; one, 30 ft. x 60 ft.; one, 20 ft. x 30-ft., and we want shows of merit for those tents. We have a first-class plantation outfit complete and want a capable white man for manager of same on percentage basis.

**CONCESSIONAIRES**—We sell no exclusives on the merchandise, but will carry a limited number of each, using the same stock. Write what you want.

**COOK HOUSE OPEN.** Workingmen in all lines and all others address **R. T. WADE, Adrian, Mich.**



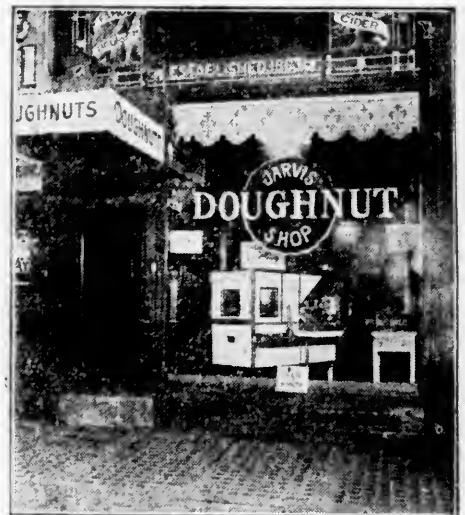
# HOW WOULD YOU LIKE TO OWN STORES LIKE THESE?



1565 BROADWAY, NEW YORK CITY.



105 WEST 42D ST., NEW YORK CITY.



93 WEST RANDOLPH STREET, CHICAGO.

**RECEIPTS OF ABOVE STORE FROM OPENING DATE**

OPENING DATE	Amount
Sept. 23	\$261.50
Sept. 24	284.50
Sept. 25	360.33
Sept. 26	(First Sunday. Not open.)
Sept. 27	367.83
Sept. 28	375.65
Sept. 29	419.10
Sept. 30	295.10
Oct. 1	487.15
Oct. 2	595.88
Oct. 3	334.93
Oct. 4	438.01
Oct. 5	537.30
Oct. 6	535.43
Oct. 7	500.44
Oct. 8	491.05
Oct. 9	575.27
Oct. 10	376.45
Oct. 11	356.00
Oct. 12	362.12
Oct. 13	428.26
Oct. 14	515.20
Oct. 15	464.20
Oct. 16	591.02
Oct. 17	503.22
Oct. 18	529.65
Oct. 19	588.81
Oct. 20	580.32
Oct. 21	506.99
Oct. 22	520.45
Oct. 23	754.80
Oct. 24	521.85
<b>TOTAL FOR FIRST 31 DAYS</b>	<b>\$14,628.31</b>
Average per day	<b>\$471.88</b>
Oct. 25	585.73
Oct. 26	593.90
Oct. 27	570.33
Oct. 28	534.41
Oct. 29	568.20
Oct. 30	760.50
Oct. 31	608.55
<b>TOTAL FOR LAST 7 DAYS</b>	<b>\$4,221.64</b>
Average per day	<b>\$603.09</b>

**T**HERE are unlimited possibilities and openings in all towns and cities of 10,000 and over.

We can show you Jarvis Doughnut and Coffee Shops making \$250.00 per week profit; also Jarvis Stores making \$1,000 per week profit.

The amount of profit depends entirely upon the location of stores, and rental you pay. We can show you two stores, rental of each being \$20,000 per year, and both making enormous profits, operating Jarvis Doughnut and Coffee Shops.

Capital required is from \$2,000 upwards, according to size of store and cost of improvements.

If you own or operate a restaurant and you want to increase your business, install a Jarvis—remember the Jarvis leaves no heat nor odor, and the doughnuts are of better quality.

**KAHLER'S RESTAURANT,**  
515 Euclid Avenue,  
Cleveland, Ohio.

November 29, 1920.

**THE JARVIS CORPORATION,**  
212 West Austin Ave.,  
Chicago:

Dear Sirs—The Jarvis Doughnut Machine arrived in good condition.

I wish to say that it is in appearance beautiful and just exactly as described by your salesman and circular. It is attracting crowds that block the sidewalk day and night. The sales are exceeding my expectations and more than justify the investment in machine and alteration expense to the front of my restaurant, which was over \$5,000.00.

I had new plate glass enclosed display window put in, and the walls and ceiling covered with vitrolite. It is certainly a handsome place, if I do say it myself.

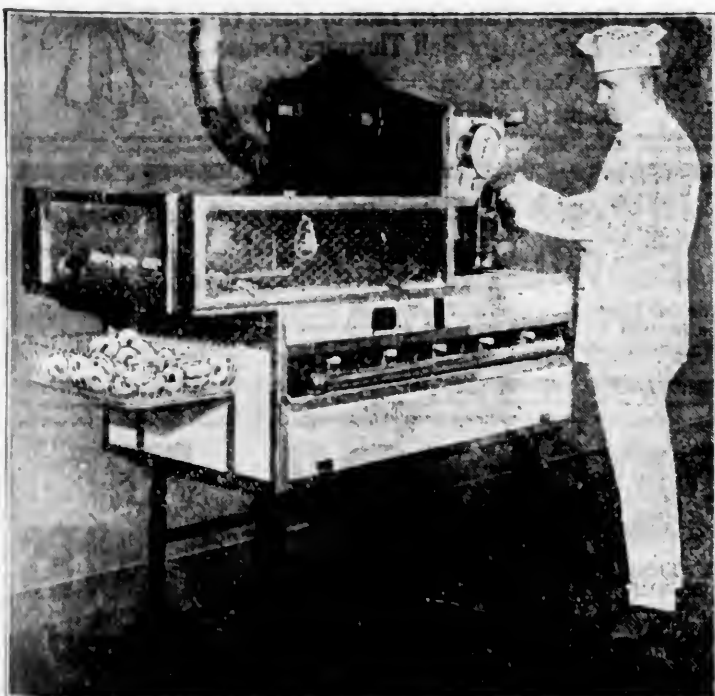
My restaurant business has increased, my chairs are now filled during the former slack hours.

Assuring you of my complete satisfaction, I am,

Yours very truly,  
(Signed) JACOB KAHLER.

## ATTENTION CONCESSIONAIRES

**NOW IS THE TIME TO ARRANGE FOR A JARVIS FOR YOUR NEXT SUMMER'S BUSINESS. YOU MAY NOT BE ABLE TO GET ONE ON SHORT NOTICE WHEN YOU DO WANT ONE.**



THE NEW MODEL "B" JARVIS.

The JARVIS is operated profitably in Department Stores, Five and Ten-Cent Stores, Bakeries, Restaurants, individual Stores, Parks, Beaches, Bazaars, etc.

**REMEMBER!** The Jarvis is perfectly clean, odorless and sanitary.

The immense popularity of the JARVIS is due to the superior quality of doughnuts produced.

With one Model B Jarvis as illustrated, you can make 125 dozen doughnuts per hour.

We also manufacture JARVIS machines to turn out 200 dozen per hour.

**PRICE** of a JARVIS, without ventilating system, from \$700.00 up.  
**PRICE** of a JARVIS, with ventilating system complete, from \$1,250.00 up.

WRITE OR INQUIRE FOR FULL PARTICULARS

# THE JARVIS CORPORATION

MAIN OFFICE AND FACTORY:  
**212 West Austin Ave., - CHICAGO, ILL.**

GENERAL EASTERN OFFICE:  
**105 West 42nd St., - NEW YORK CITY.**

THAT YOU MAY ONE AND ALL ENJOY  
**A Very Merry Christmas and  
 A Happy New Year**

is the sincere and earnest wish of your friends

**BAYLESS BROS. & CO.** SEVENTH AND MAIN STREETS  
 INCORPORATED IN BUSINESS IN LOUISVILLE, KY., SINCE 1827

Farewell Greetings:  
 Merry Christmas, Happy New Year

**MARGARET GAST**

Original "Mile-a-Minute Girl." Hope all retire from the Show business as well satisfied as I am and as fortunate.



Permanent Home Address: 1947 Broadway, New York.

13TH SEASON.

13TH SEASON.

**A. B. Miller's Greater Shows Want**

For the Season of 1921

**SHOWS, RIDES and CONCESSIONS**

ALL CONCESSIONS OPEN.

Want to buy four 60-foot Flat Cars and two Stateroom Cars. This will be a 15-Car Show, and will open near Norfolk, Va., about April 1. Address A. B. MILLER, Mgr., care Gen. Del., Jacksonville, Florida.

**POST CARDS**

For all occasions and seasons. Greetings, Birthdays, Comics, Lovers, Mottoes, Easter, Xmas, New Year, Film Stars, Bathing Girls, Sculptures, Imported High Art Cards, World Views, Foreign Language Cards, Lithographs, Bromides, Silk Embroidered Cards and Booklets.

**GROSS & ONARD CO.**

233 East Twenty-second Street,

NEW YORK.

10 Per Cent Reduction on Below Prices

**AMBERINE COMBS**



- |                                    |         |
|------------------------------------|---------|
| No. 68—Dressing Comb, C. & F.      | \$29.00 |
| No. 68½—Dressing Comb, all coarse. | 29.00   |
| No. 136—Barber Comb, C. & F.       | 13.50   |
| No. 136½—Barber Comb, C. & F.      | 19.80   |
| No. 158—Fine Comb.                 | 30.00   |
| No. 148—Fine Comb.                 | 20.25   |
| No. 350—Pocket Comb.               | 10.80   |
- Sample Assortment, \$1.25, postpaid.

GOTHAM COMB CO., 136 EAST 26th ST., NEW YORK CITY

**ELECTRICAL FLASHER GAMES OF ALL KINDS**

CONTINENTAL AMUSEMENT CORPORATION  
 929 Gillies Ave., North Bergen, N. J.

Designers and Builders of Electrical Games That

**"FLASH AND GET CASH"**

**KEWPIE DRESSES—Latest Out**

Dress and Hat all in ONE PIECE. PUT ON IN TEN SECONDS. Made of best silk crepe paper. Flashy. Largest, better and cheaper than any. Also Dresses for Hair Dolls, \$5.90 per 100, postpaid. Send 10c silver or stamps for two samples, or send \$1.00 for 15 different colors, postage prepaid. Samples will convince you. MODERN SPECIALTY CO., 8 N. 15th St., St. Louis, Missouri.

**SHOOTING GALLERY MEN**

Fall in line. Boost your business. THE AUTOMATIC PRIZE TARGET will do it. The bull's-eye grows smaller each time hit. AUTOMATIC PRIZE TARGET CO., Agawam, Massachusetts.

**UNITED NOVELTY & GAME CO.**

Wishes You A Merry Christmas  
 Prosper in the New Year by Using Our  
 Made-Right Ball Throwing Games

Write for Circulars and Price Lists.

Webster & Sycamore Sts., CINCINNATI, O.



**HARRY RAMISH, Business Manager  
 J. F. MURPHY SHOWS**

will be at Hotel Normandie, New York City, December 16, 17 and 18, where he will be pleased to meet anyone desiring to book Shows, Rides or Concessions, or having any first-class Show Property or Animals for sale.

Advertising Space

**SALESBOARDS**

**12c PER 100 HOLES**

All Boards made of specially manufactured material, solidly riveted. Filled with special accordion-pleated numerals. Each slip has serial number, printed in RED. Absolutely tamper-proof. Guaranteed against duplicates or other defects.

Made in Sizes From 30 to 5,000-Hole.

**DE LUXE MFG. CO.,** 523 South 4th St., MINNEAPOLIS, MINN.

In 600-Hole Sizes or Larger

Write for Special Discounts on Quantity Orders.



**GREETINGS**

**L. J. HETH SHOWS**

SEASON 1921

25 ALL-STEEL CARS 25

15 SHOWS OF REAL MERIT 15



L. J. HETH, Prop. and Mgr.

SEASON 1921

6 BIG RIDING DEVICES 6

3 SPECTACULAR FREE ATTRACTIONS 3

**PRESENTING THE MOST COLOSSAL AND STUPENDOUS MIDWAY EVER EXHIBITED**

NOW UNDER CONSTRUCTION—FOUR NEW HAND-CARVED WAGON FRONTS AT A COST OF TEN THOUSAND DOLLARS

**WANTED**

**GROUP OF MIDGETS**

I HAVE A COMPLETE OUTFIT, INCLUDING BRASS PIT, PLATFORM, ETC.

**ATHLETIC SHOW**

WILL FURNISH BEAUTIFULLY CARVED, GOLD LEAFED WAGON FRONT, WITH OUTFIT COMPLETE TO RESPONSIBLE PARTY.

(JOE CRAMER, WRITE).

**JOLLY DIXIE'S CONGRESS**

OF FAT GIRLS WANTS FAT AND LEAN PEOPLE. ADDRESS H. L. WILSON, 429 NORTH EASTERN AVE., JOLIET, ILL.

**FOR HEUMAN'S ONE-RING**

CIRCUS, CIRCUS ACTS OF REAL MERIT. ADDRESS F. W. HEUMAN, P. O. BOX 1131, MONTGOMERY, ALA.

**EXPERIENCED CHORUS GIRLS**

FOR THE MOST SPECTACULAR MUSICAL PRODUCTION ON THE ROAD. KINDLY SEND PHOTOS.

**PLANTATION PERFORMERS**

BEST OF ACCOMMODATIONS. ALL WITH ME THE PAST SEASON, WRITE. JOHNNY AND EFFIE GRAY, WE WANT YOU AGAIN.

**15 or 20-PIECE BAND**

(ORGANIZED) UNIFORMED AND MUST HAVE GOOD LIBRARY OF MUSIC.

**High-Class Free Attractions**

WANT THREE OF THEM. PLATFORM AND AERIAL ACTS. MUST BE THRILLING AND SENSATIONAL.

**DANCERS FOR CABARET**

MUST BE LADIES AT ALL TIMES.

**FERRIS WHEEL**

WILL BOOK OR BUY SAME. ONE BUILT ON WAGONS PREFERRED.

**— CONCESSIONS OF ALL KINDS, WRITE —**

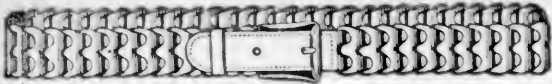
I WILL HAVE A TRULY MONSTROUS MIDWAY---SURPASSING ALL PREVIOUS EFFORTS I AM IN THE MARKET FOR ANY NEW IDEA THAT IS A MONEY-GETTER—AND WILL FURNISH BEAUTIFULLY CARVED WAGON FRONT FOR ANY SHOW OF MERIT

**HIGH-CLASS AUSPICES AND FAIR ASSOCIATIONS GET IN TOUCH WITH US AT ONCE**

**Address L. J. HETH, Manager**

**L. J. HETH SHOWS — P. O. BOX 1131 — MONTGOMERY, ALA.**

**SOMETHING ABSOLUTELY NEW**



**THE CORDOVAN  
CHAIN-LINK  
BELTS  
HAND-MADE**

Thousands of dozens sold by our many Fair Workers, Demonstrators, etc., since our first announcement five weeks ago. Why not get in on this proposition and make a clean-up? These belts are something absolutely new and sell on sight wherever displayed, at \$1.50 each. Made of genuine heavy cordovan, in black and various colors, with tongue or slide buckles, in all sizes. These belts can be taken completely apart, and also made smaller. Positively the strongest and most elastic belt made. Price, \$8.00 per Dozen. Sample, prepaid, 75c. Prompt deliveries. Special prices in gross lots.

**A. ROSENTHAL & SON** (Makers of the High-Grade 7-in-1 Books), 804 Washington St., Boston, Mass.



**The Latest Novelty  
SINCE KEWPIE DOLLS  
For Games of Skill**

Tastefully decorated Baskets of beautiful, artistically colored cloth flowers—the biggest hit of the season. We receive telegrams daily from Amusement Parks and Carnivals all over the country to duplicate last shipment. Telegraph your order at once.

PRICES, \$1.00 and \$1.50 each.  
**THE McCALLUM COMPANY**  
137 Seventh St., PITTSBURGH, PA.



**PLASTER DOLLS**

SHINY FINISH \$25.00 a 100

WITH WIG \$50.00 a 100

**SILK PAPER DRESSES**

\$5.00 a 100

Please send for free catalog.

**BAYLESS BROS. & CO.**

INC.  
7th & Main, LOUISVILLE, KY.

**WANTED FOR SEASON 1921 WANTED**

WILL BOOK OR BUY PENNY ARCADE.  
WILL BOOK OR BUY AIRPLANE SWING AND FROLIC.  
WANT MAN TO BUILD MECHANICAL SHOWS.  
WANT TEN 60-FT FLATS. INCREASING TO THIRTY CARS.  
WANT Feature Show. Have beautiful (new) Double Wagon Front for same. Winter Quarters, Gary, Ind., where we open for ten days in April. Address 1139 South Home Avenue, Oak Park, Illinois.  
WORLD'S FAIR SHOWS.

**CONCESSIONS WANTED**

Seven Posts of Detroit putting on big Indoor Carnival January 10 to 15, 1921, Detroit Armory. Booths will be installed, ready for use. Will either work on 50% or rent booths outright. Write O. BARKER, 503 Charlevoix Hotel, Detroit, Michigan, at once.

**SIDE SHOW CURIOSITIES FOR SALE**

With or without banners. Strange, remarkable Freaks, both animal and human. Big Special Features. Siamese Twins, Two-Headed Giants, Six-Legged Polymorphs, Two-Headed Chinese Palucas, Devil Child, Mermaids, Devil Fish, Sea Serpents, etc. Price list free to known showmen. All others, 2c stamp.  
THE NELSON SUPPLY HOUSE, 514 E. 4th St., So. Boston, Mass. Billy Nelson, Manager.

**PETTIBONE'S,**

**HEADQUARTERS FOR**

**COSTUMES for**  
Animal Trainers,  
Object Holders.

**UNIFORMS for**  
Bands, Carnivals, Circuses,  
Amusement Parks, Theatres, Movies.

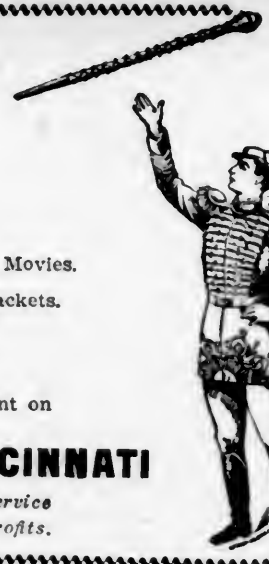
**JOCKEY and DRIVER Caps, Jackets.**  
Arm and Saddle Numbers.

**BADGES and BUTTONS for**  
Conventions, Fairs, etc.

Catalogs and Prices gladly sent on request.

**PETTIBONE'S, CINCINNATI**

Direct Factory-to-Customer Service  
YOU Save All "Middlemen" Profits.



**GIVE YOURSELF A XMAS PRESENT**

that will

**Make Money**

for you all the year

**SANISCO**

**Ice Cream  
Sandwich Machine**

at all kinds of indoor gatherings, dances, conventions, auto shows, etc.—you know.



Get Your Order in Early. Write Now.

Write for Descriptive Literature and Prices.

**SANISCO CO., MILWAUKEE, WIS.**

**WANTED TO HEAR FROM  
AN A-1 PROMOTER TO MAKE LODGES**

Must be a good talker and a good dresser. Salary no object. SHULER & GRIFFITHS, Sandusky, Ohio.

**DR. ERNEST PIRKEY**

The OLD RELIABLE AGENT, Per. Address CANTON, MO.

Merry Christmas and Happy New Year to The Billboard and all friends in the profession.

Never Idle

**"TWIN BALL"**

Always Working

A BRAND NEW ONE.  
It has all the intermediates, numbered from 1 to 60. Every number has 4 white, 2 red, 1 blue color. Price, \$30.00 and war tax, after January 1, 1921, \$50.00. Cash with order, or one-half cash, balance C. O. D. OKLAHOMA SHOW PROPERTIES, 209 Scott-Thompson bldg., Oklahoma City, Okla.  
WALTER K. SIBLEY, Eastern Representative.

**OVER FIVE THOUSAND CANDY BOXES ALL ONE LAYER  
ASSORTED COLORS**

Sizes, one-half to three lbs. Will sell entire lot at sacrifice. Sample submitted to parties interested.  
NORTHWESTERN SALES CO., 2644 Fond du Lac Ave., Milwaukee, Wisconsin.

EVERY ADVERTISER WANTS TO KNOW WHERE YOU SAW HIS AD.

**BEST WISHES FOR A MERRY CHRISTMAS AND HAPPY NEW YEAR to Our Many Friends, Whom We Thank for Their Past Patronage**

We carry a full line of Dolls, Carnival Supplies, Electric Bears, Poodle Dogs, Glass, Jap Vases, Candy, Paper, Marabou Dresses, Fruit Baskets, Ukuleles and Novelties of all kinds.

**KINDEL & GRAHAM**

785 Mission St., San Francisco, Calif.

We carry a full line of Dolls, Carnival Supplies, Electric Bears, Poodle Dogs, Glass, Jap Vases, Candy, Paper, Marabou Dresses, Fruit Baskets, Ukuleles and Novelties of all kinds.

WE ARE ALSO SPECIALISTS IN GENUINE

**CHINESE BASKETS**

One Ring, One Silk Tassel, per nest of 5, - \$5.50

Two Rings and Two Silk Tassels, per nest of 5, \$6.50



WE POSITIVELY MAKE DELIVERIES

Before placing your orders for next season's business await special announcement of our big new 1921 numbers of Baskets



# ANNOUNCEMENT



**Genuine  
Rose  
O'Neill  
Kewpies**

Not Plaster,  
Unbreakable Wood Pulp



We are the exclusive agents for the *Genuine Rose O'Neill Kewpies* and from now on can furnish these to you dressed as elaborate as you may want them. *Remember, the genuine kind and not imitations.*

## Fancy Jazz Babies

You no doubt have heard of the enormous success of our *Jazz Assortment of Fancy Dressed Dolls* made throughout the country. From now on the assortment will be still better and surely will surprise you.

### JEWELRY, SILVERWARE, RAZORS, CAMERAS, ETC.

For Jewelry and Silverware Wheels, we have the finest assortment of Capitol and Intermediate Items you can find anywhere, and the low prices will surprise you.

### BEACON BLANKETS, CHINESE BASKETS, WHEELS, SERIES

and a number of other items we still have under cover and will inform you of them in the following issues of *The Billboard*. Make our office your winter quarters. Lots of room to sit around and talk things over and see the boys.

# The Fair & Carnival Supply Co., Inc.

126 5th Avenue, - - - - NEW YORK CITY

# Smith's Greater United Shows

Wish All a Merry Christmas and Happy New Year

**SHOWMAN, CONCESSIONAIRE, CARNIVAL PEOPLE IN ALL BRANCHES**

**WHAT WE HAVE**

**TAKE NOTICE**

**WHAT WE WANT**

ALLAN HERSCHELL CARROUSELS  
BIG ELI FERRIS WHEEL  
CROSS TRIANGLE REAL WILD WEST  
SMITH'S CLASSIC PLANTATION SHOW  
Smith's High-Class Side-Show or 10-in-One  
SMITH'S POSING BEAUTY SHOW  
SMITH'S BIG ATHLETIC SHOW  
ROPER ILLUSION PERFECT SHOW  
ELKHART PLATFORM SHOW  
RUSHER, GARDNER, ROGERS, JONES AND  
LOBERTIE, Concessionaires

More Concessions, help in all departments, Human Roulette, Fun House, Snake Show, Midget Show, Crazy House, Dog and Pony Show, Venetian Swing, Aeroplane Swing, or any ride that doesn't conflict; Garden of Allah, Athletic people, have good outfit for some one; Plantation Performers, Ten-in-One people, write me. Those who wrote before write again. Wanted—Good 10-Piece Uniform Band. General Agent that wrote write again, as all mail was destroyed by fire. Concessions, get with the show that protects you. All please address

**K. F. BROWNIE SMITH, Owner**

P. O. BOX No. 221.

BELL PHONE: 1232-J

Winter Quarters.

Home:

FAIR GROUNDS OFFICE, FORD HOTEL.

118 S. CLAY ST., SALISBURY, N. C.

## ENTREE NOUS

- - - SOMETHING NEW IN - - -

**HIGH ART BOXES**

OUR 1921 LINE

EXCLUSIVE IN JAZZ, PEP, FLASH AND BEAUTY

TRADE WINNERS THAT GET REPEAT ORDERS

**ALL PAPER BOX CO.**

8th AND WALNUT STS., ST. LOUIS, MO.



## STAR LIGHT SHOWS

Now Booking for the Season of 1921

WANTED—Shows and Concessions of all kinds. Also an Eight-Piece Band and a good Advance Agent. Own my own Riding Devices. Will furnish outfits to real showmen. Will not be in New York Office until January 1. Address all mail to

**J. J. STEBLAR, General Manager,**

548 State Street,

STAMFORD, CONN.

## RIDES WANTED

On Percentage Basis

Can give liberal contracts to responsible parties who will install a speedy Roller Coaster with big dips, Frolic, Old Mill or any other money-getters.  
**KREMER AMUSEMENT CO., 284 Eleventh Ave., Long Island City, N. Y.**

## THE GULF COAST GREATER SHOWS Can Place

a few more Stock Wheels, Grid Stores and Ball Games, Athletic Show People, Working Men for Carousel. People in all branches of Carnival business. Address  
C. J. KEPPLER or L. J. BROUGHTON, San Diego, Tex., week December 13.

# Cook's Victory Shows

ROBERT L. COOK, Sole Owner and Manager.

A. O'HEA, Secretary.

EXTEND THEIR HEARTY CHRISTMAS GREETINGS TO ALL

**NOW BOOKING FOR SEASON OF 1921**

WANTED—A Merry-Go-Round. We own all of our other Rides. Will book any Show of merit, including Plant, Athletic, Mechanical City, with or without TOYS.

ALSO WANT an A-1 Man to handle our Animal Ten-in-One, or will book an Animal Ten-in-One and place our Animals, consisting of Brazilian Sussacrows, Ant Eaters, Monkey-Faced Owls and ten Monkeys, with it.

WANT an A-1 General Agent; also Second Man. Agent must be man that will route and pilot this Show into the best territory, and we will furnish such

a man with recommendations from every town that this Show has played. Want to hear from a Ten-Piece Uniformed Band.

All Concessions open.

Those Concessions that were with us last year are welcomed back home for next season.

Will be pleased to hear from Fair Secretaries and Celebrations.

Address until further notice, **ROBT. COOK, Dania, Fla.**



# WE TRUST YOU PAY AS YOU EARN. Write at Once!



1921 Model Just Out. Weight, 3 lbs.

Let us unfold our plan to put you in a business of your own. We make it possible for you to get into this big money-making business easily.

**NO EXPERIENCE REQUIRED**

Work All or Part Time

Earn \$100.00 to \$150.00 Weekly

Pleasant, healthful outdoor work. Work anywhere, cities or villages.

Be a One-Minute Photographer. We teach you in twenty minutes' time. Our simple instructions are so easy to master that even a ten-year-old child can understand them.

The New  
**MODEL "1A MANDEL-ETTE"**

takes, develops and delivers four post card photos per minute. Subjects are photographed directly on "MANDEL" Post Cards, without films, plates, printing and darkroom. This is the greatest photographic invention of the century. We are certain that you will make big money, therefore we will give you four months' time to pay for the complete outfit.

WRITE FOR FREE PARTICULARS.

**Chicago Ferrottype Co.**

1422 W. Randolph St.,  
CHICAGO, ILLINOIS

## SLOT MACHINES

For all purposes  
For all coins  
For any nation of the world

**SILENT SALES CO.**

204 N. 5th St., Phila, Pa.

WATCH FOR OUR AD. ON  
INSIDE BACK COVER

**"NOVELTY NEWS"**

ILLUSTRATED  
DIFFERENT EACH MONTH

**M. A. BROWN PAPER BOX CO.**

ST. LOUIS, MISSOURI  
MAKERS OF BROWN-BUILT BOXES

## GRAMERCY

*Stands for finest quality  
Chocolates. Packed in  
the flashiest and most at-  
tractive boxes at lowest  
prices to you.*

*Write for prices, photo-  
graph and special terms.*

*We offer Concessionaires  
a new money saving plan  
and the greatest values  
ever known.*

**GRAMERCY CHOCOLATE CO.,**  
INCORPORATED

76-84 WATTS STREET, NEW YORK CITY



Our Money Back Universal Wheels  
are making as big hit as  
**THE AUTOMATIC  
FISHPOND**



Use one wheel for all purposes. Our Laydown and Paddle Wheels, with interchangeable number rings, will give you almost any numbers that are used on a wheel. All Wheels are 23 inches in diameter and come in a box with hinges and hasp that can be used for a carrying case. Wheels same as shown above, with numbers 12, 16, 20, 24 or 30 on one side and blank on the other, packed in box, \$15.00. Same with P. C. on opposite side, \$18.00. If for any reason you find the Wheel unsatisfactory return it to us within 10 days and we will refund your money. These Wheels number up to 120. Order a trial Wheel or write for further particulars. Our Cork Shooting Guns for Cigarette Galleries are the best on the market. The AUTOMATIC FISHPOND that we are patentees and sole manufacturers of has no equal, and is capable of taking in \$1.00 a minute when properly located.

**AUTOMATIC FISHPOND CO.**

2014 Adams St., Toledo, Ohio

Merry Christmas and Happy New Year

To All My Friends. I Have No Enemies

C. G. DODSON, Mgr.

WORLD'S FAIR SHOWS

# JOHNNY J. JONES EXPOSITION

**Extends to all the Amusement World and Friends Most Sincere Greetings of the Season, Wishing to all A New Year of Greater Prosperity**

Nineteen hundred twenty-one will witness JOHNNY J. JONES EXPOSITION producing so many new Noveletic ideas as feature attractions that the crystallization will astonish the Outdoor Show World. Have just been awarded contracts starting in August and ending in December of the greatest lineup of State Fairs and Expositions ever allotted to any individual management. Always open to negotiate for new and original Feature Attractions or Riding Devices.

**JOHNNY J. JONES.**

# Smith's Greater United Shows

Wish All a Merry Christmas and Happy New Year

**SHOWMAN, CONCESSIONAIRE, CARNIVAL PEOPLE IN ALL BRANCHES**

**WHAT WE HAVE TAKE NOTICE WHAT WE WANT**

ALLAN HERSCHELL CARROUSELS  
 BIG ELI FERRIS WHEEL  
 CROSS TRIANGLE REAL WILD WEST  
 SMITH'S CLASSIC PLANTATION SHOW  
 Smith's High-Class Side-Show or 10-in-One  
 SMITH'S POSING BEAUTY SHOW  
 SMITH'S BIG ATHLETIC SHOW  
 ROPER ILLUSION PERFECT SHOW  
 ELKHART PLATFORM SHOW  
 RUSHER, GARDNER, ROGERS, JONES AND  
 LOBERTIE, Concessionaires

More Concessions, help in all departments, Human  
 Roulette, Fun House, Snake Show, Midget Show,  
 Crazy House, Dog and Pony Show, Venetian Swing,  
 Aeroplane Swing, or any ride that doesn't conflict;  
 Garden of Allah, Athletic people, have good outfit  
 for some one; Plantation Performers, Ten-in-One  
 people, write me. Those who wrote before write  
 again. Wanted—Good 10-Piece Uniform Band. Gen-  
 eral Agent that wrote write again, as all mail was  
 destroyed by fire. Concessions, get with the show  
 that protects you. All please address

**K. F. BROWNIE SMITH, Owner**

P. O. BOX No. 221.

BELL PHONE: 1232-J

Winter Quarters.

Home:

FAIR GROUNDS OFFICE, FORD HOTEL.

118 S. CLAY ST., SALISBURY, N. C.

## ENTREE NOUS

--- SOMETHING NEW IN ---

### HIGH ART BOXES

OUR 1921 LINE

EXCLUSIVE IN JAZZ, PEP, FLASH AND BEAUTY

TRADE WINNERS THAT GET REPEAT ORDERS

### ALL PAPER BOX CO.

8th AND WALNUT STS., ST. LOUIS, MO.



## STAR LIGHT SHOWS

Now Booking for the Season of 1921

WANTED—Shows and Concessions of all kinds.  
 Also an Eight-Piece Band and a good Advance  
 Agent. Own my own Riding Devices. Will  
 furnish outfits to real showmen. Will not be in  
 New York Office until January 1. Address all  
 mail to

J. J. STEBLAR, General Manager,

548 State Street,

STAMFORD, CONN.

## RIDES WANTED On Percentage Basis

Can give liberal contracts to responsible parties who will install a speedy  
 Roller Coaster with big dips, Frolic, Old Mill or any other money-getters.  
 KREMER AMUSEMENT CO., 284 Eleventh Ave., Long Island City, N. Y.

### THE GULF COAST GREATER SHOWS Can Place

a few more Stock Wheels, Grind Stores and Ball Games, Athletic Show People, Working Men for Carousel.  
 People in all branches of Carnival business. Address  
 C. J. KEPPLER or L. J. BROUGHTON, San Diego, Tex., week December 13.

# Cook's Victory Shows

ROBERT L. COOK, Sole Owner and Manager.

A. O'HEA, Secretary.

EXTEND THEIR HEARTY CHRISTMAS GREETINGS TO ALL

**NOW BOOKING FOR SEASON OF 1921**

WANTED—A Merry-Go-Round. We own all of our other Rides. Will  
 book any Show of merit, including Plant, Athletic, Mechanical City, with or  
 without TOYS.

ALSO WANT an A-1 Man to handle our Animal Ten-in-One, or will book  
 an Animal Ten-in-One and place our Animals, consisting of Brazillian Sussa-  
 crows, Ant Eaters, Monkey-Faced Owls and ten Monkeys, with it.

WANT an A-1 General Agent; also Second Man. Agent must be man that  
 will route and pilot this Show into the best territory, and we will furnish such

a man with recommendations from every town that this Show has played.

Want to hear from a Ten-Piece Uniformed Band.

All Concessions open.

Those Concessions that were with us last year are welcomed back home for next season.

Will be pleased to hear from Fair Secretaries and Celebrations.

Address until further notice, ROBT. COOK, Dania, Fla.



# WE TRUST YOU PAY AS YOU EARN. Write at Once!



Let us unfold our plan to put you in a business of your own. We make it possible for you to get into this big money-making business easily.

**NO EXPERIENCE REQUIRED**

Work All or Part Time

**Earn \$100.00 to \$150.00 Weekly**

Pleasant, healthful outdoor work. Work anywhere, cities or villages.

Be a One-Minute Photographer. We teach you in twenty minutes' time. Our simple instructions are so easy to master that even a ten-year-old child can understand them.

**The New  
MODEL "1A MANDEL-ETTE"**

takes, develops and delivers four post card photos per minute. Subjects are photographed directly on "MANDEL" Post Cards, without films, plates, printing and darkroom. This is the greatest photographic invention of the century. We are certain that you will make big money, therefore we will give you four months' time to pay for the complete outfit.

WRITE FOR FREE PARTICULARS.

**Chicago Ferrottype Co.**

1422 W. Randolph St.,  
CHICAGO, ILLINOIS

1921 Model Just Out. Weight, 3 lbs.

## SLOT MACHINES

For all purposes  
For all coins  
For any nation of the world

**SILENT SALES CO.**

204 N. 5th St., Phila, Pa.

WATCH FOR OUR AD. ON  
INSIDE BACK COVER

**"NOVELTY NEWS"**

ILLUSTRATED  
DIFFERENT EACH MONTH

**M. A. BROWN PAPER BOX CO.**

ST. LOUIS, MISSOURI

MAKERS OF BROWN-BUILT BOXES

## GRAMERCY

*Stands for finest quality  
Chocolates. Packed in  
the flashiest and most at-  
tractive boxes at lowest  
prices to you.*

*Write for prices, photo-  
graph and special terms.*

*We offer Concessionaires  
a new money saving plan  
and the greatest values  
ever known.*

**GRAMERCY CHOCOLATE CO.,**  
INCORPORATED

76-84 WATTS STREET, NEW YORK CITY



Our Money Back Universal Wheels  
are making as big hit as

**THE AUTOMATIC  
FISHPOND**



Use one wheel for all purposes. Our Laydown and Paddle Wheels, with interchangeable number rings, will give you almost any numbers that are used on a wheel. All Wheels are 22 inches in diameter and come in a box with hinges and hasp that can be used for a carrying case. Wheels same as shown above, with numbers 12, 16, 20, 24 or 30 on one side and blank on the other, packed in box, \$15.00. Same with P. C. on opposite side, \$18.00. If for any reason you find the Wheel unsatisfactory return it to us within 10 days and we will refund your money. These Wheels number up to 120. Order a trial Wheel or write for further particulars. Our Cork Shooting Guns for Cigarette Galleries are the best on the market. The AUTOMATIC FISHPOND that we are patentees and sole manufacturers of has no equal, and is capable of taking in \$1.00 a minute when properly located.

AUTOMATIC FISHPOND CO..

2014 Adams St., Toledo, Ohio

Merry Christmas and Happy New Year

To All My Friends. I Have No Enemies

C. G. DODSON, Mgr.

WORLD'S FAIR SHOWS

# JOHNNY J. JONES EXPOSITION

**Extends to all the Amusement World and Friends Most Sincere Greetings of the Season, Wishing to all A New Year of Greater Prosperity**

Nineteen hundred twenty-one will witness JOHNNY J. JONES EXPOSITION producing so many new Noveltic ideas as feature attractions that the crystallization will astonish the Outdoor Show World. Have just been awarded contracts starting in August and ending in December of the greatest lineup of State Fairs and Expositions ever allotted to any individual management. Always open to negotiate for new and original Feature Attractions or Riding Devices.

**JOHNNY J. JONES.**

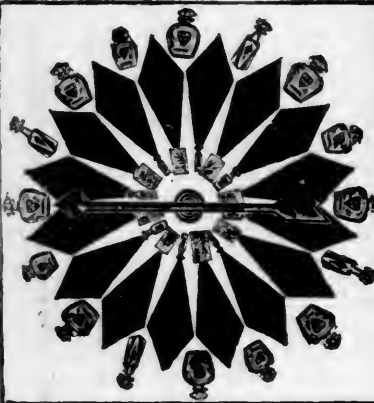
**LASH**  
 THAT  
**GETS**  
 THE  
**CASH**

IT'S THE MONEY MAKING POSSIBILITIES OF AN  
**ALICE MAY**  
**PERFUME STORE**

THAT WE ARE TALKING ABOUT.  
 IT'S THE CLASSIEST STORE ON THE SHOW, and is, without a doubt, the MOST ATTRACTIVE of any and all concessions, because it is entirely different and so designed as to attract men, women and children.  
 ASK ANY CONCESSIONAIRE, and he will tell you that the ALICE MAY PERFUME STORE brought in more money than any other concession.  
 We have been after you LIVE CONCESSION PEOPLE for the past few seasons. A good many of you have reaped big profits with our line in the past. We want an ALICE MAY PERFUME STORE on every CARNIVAL, in every PARK, at every FAIR. In fact, every place where CONCESSIONS OPERATE.

AN ALICE MAY PERFUME STORE takes in from \$400 to \$750 per week, which nets you 500% profit, when operated with our own original, patented

**Perfume Spindle**



Copyrighted U. S. Patent Office 1919.  
 which is a legitimate game and ALLOWED TO OPERATE IN EVERY STATE OF THE UNION, because the player gets a prize every time. Only one person required to run the store. WORKS FAST. FASCINATES and HOLDS THE CROWD. NO PADDLES—NO NUMBERS, enables the operator to do the greatest amount of business in the least time.  
 No time lost for the operator. We supply everything to equip a FLASHY PERFUME STORE.

The following are a few  
**CONCESSIONAIRES OPERATING**  
**An Alice May Perfume Store**

- A. L. Crouch, Brundage Shows.
- A. L. Howard, World's Frolic Shows.
- L. O. Tate, Lee Bros.' Shows.
- C. S. Reed, Geo. Loos Shows.
- H. G. Myrtle, Nat. Ross Shows.
- C. A. Bedwell, Independent.
- L. Q. Kewitt, Johnny Jones Shows.
- Fred Fields, Little Giant Shows.
- B. E. Geyer, Independent.
- W. H. Luck, Superior Shows.
- Mrs. DeKirkko, DeKirkko Bros' Shows.
- John H. Tuten, Mecatawa Park.
- Mrs. E. K. Smith, Smith Bros. Shows.
- John Tyler, Independent.
- Darry Jackson, Washburn Weaver Shows.
- Earl E. Howard, Great Middle West Shows.
- Fred Best, Riverfront Park, Elkhart, O.
- Col. Eilsworth, Western Bros. Shows.
- Mrs. Con T. Kennedy, Kennedy Shows.
- S. Desmond, Hopper Shows.
- J. H. Ritzert, Gold Medal Shows.
- Jos. Stuy, Great American Shows.
- J. V. Varout, Patterson Shows.
- Don Ferritto, Summit Beach Park, Akron, O.
- W. S. & Kellar, Summit Beach Park, Akron, Ohio.
- G. J. Hommell, Secretary Johnstown, Pa., Lodge No. 48, L. O. O. M.

Limited amount of space prohibits us from listing any more of 'em.  
 Our Catalog, explaining the entire proposition, will be sent FREE to anyone interested. Send for your copy today, and get your proposition lined up for next season.

**Salesboard Operators**  
 SEND FOR OUR CIRCULAR, LISTING OUR COMPLETE LINE OF SALESBOARD ASSORTMENTS.  
**Superior Perfume Co.**  
 ("Originators of the Perfume Store")  
 338 West 63d Street, CHICAGO, ILL.

**CHINESE BASKETS**

**\$6.25 Per Nest of FIVE BASKETS** PLENTY OF THEM!

All of our Baskets have silk Mandarin tassels, coins, beads and jade rings, are highly polished dark mahogany and absolutely odorless.

We also have hand painted Baskets, beautifully colored with handles. Nests of three, **\$7.00**, five, **\$14.00**

**Candy Salesboard Assortments**

OUR CANDY SALESBOARD ASSORTMENTS ARE QUICK TURNS FOR THE MERCHANT.  
 We use our own make of Chocolates and Bon Bons, the famous BEVERLY SWEETS. All Chocolates are hand-dipped, with cream, nut and fruit centers.

Here's our BEVERLY BEAUTY ASSORTMENT:  
 Five Chinese Baskets, with silk tassels; five Chinese Handpainted Baskets, three Imported Lacquer Boxes, one \$7.00 Box, one \$5.00 Box, one \$4.00 Box, two \$2.50 Boxes, six \$1.00 Boxes, eight 75c Boxes and eighteen Half-pound Boxes, 2,000-hole Board, at 10c. Takes in \$200.00. Our price for this assortment is \$70.00. We guarantee this to be the best assortment you have ever had or we will refund your money.  
 We are looking for live jobbers and distributors. Write for our circulars and price lists.  
 Twenty-five per cent (25%) deposit required with all orders.

**MID-WEST SALES & NOVELTY CO.**  
 416 Kasota Building, MINNEAPOLIS, MINN.

We've Cut the Price  
**SAYLES-BOARDS**

THEY ARE OF FINEST QUALITY, PROTECTED BY ABSOLUTE GUARANTEE.  
**WE PAY YOUR LOSS IF ANY SAYLES-BOARD IS NOT PERFECT**  
 PLEATED TICKETS, EXACT ALIGNMENT, COMPLETE PROTECTION, MIDGET SIZES.  
**Worth Much More Than Others, But Cost Much Less**  
 600 Holes, \$0.90 | 1,000 Holes, \$1.50 | 2,000 Holes, \$3.00 | 3,000 Holes, \$4.50  
 800 Holes, \$1.20 | 1,500 Holes, \$2.25 | 2,500 Holes, \$3.75 | 3,600 Holes, \$5.40  
 OTHERS FROM 100-HOLE UP. TERMS: 2, 10-30 NET, IF RATED. 10% DEPOSIT ON C. O. D. ADD 10% TAX.  
**SPECIAL DISCOUNTS TO BUYERS OF LARGE LOTS—ORDER NOW.**  
**SAYLES CARD & BOARD CO., 186 No. La Salle St., CHICAGO.**

**!CONCESSIONAIRES!  
 !SHOW MEN!  
 !CARNIVAL MEN!**

Distributors claim that one of the greatest money getters known is the famous "DIXIE SWEETS."



WRITE FOR PARTICULARS.  
 Among our bails we include: Ladies' Perfume, Gentlemen's Belts, Ladies' Silk Hose, Gentlemen's Wallets, Ladies' Pearl Necklaces, Gentlemen's Shaving Brushes, etc.  
**PRICES:**  
 1,000 ..... \$55.00  
 500 ..... 27.50  
 250 ..... 13.75  
 All orders shipped C. O. D., express prepaid, on a deposit of \$10.00. Sample package of 100, \$5.50, shipped if cash accompanies order.  
 Address  
**LOUISIANA CANDY CO.**  
 333 Chartres, NEW ORLEANS, LA.

**MIDGET HOLE BOARDS**

NEATEST, LIGHTEST, STRONGEST AND MOST ACCURATE BOARDS ON THE MARKET.

100 Holes.....	\$0.25 Each
150 Holes.....	.35 "
200 Holes.....	.45 "
300 Holes.....	.60 "
400 Holes.....	.75 "
500 Holes.....	.90 "
600 Holes.....	1.10 "
700 Holes.....	1.30 "
800 Holes.....	1.50 "
1000 Holes.....	1.90 "

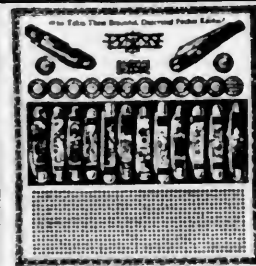
No order accepted for less than one dozen.  
**LARGE HOLE BOARDS**  
 30 Holes.....\$0.12 Each | 200 Holes.....\$0.45 Each  
 40 Holes......15 " | 300 Holes......55 "  
 60 Holes......20 " | 400 Holes......70 "  
 100 Holes......25 " | 500 Holes......85 "  
 150 Holes......35 " | 600 Holes.....1.00 "

No order accepted for less than one dozen.  
 F. O. B. St. Louis. Shipments by express or parcel post.  
 TERMS: Cash with order, or one-third deposit must accompany C. O. D. orders.  
**NO DUPLICATE NUMBERS  
 NO EMPTY HOLES  
 EACH NUMBER PUNCHES CLEAN**  
 TAKE NO CHANCES with inferior made Boards. They would be expensive if you bought them for nothing.  
 Quality and accuracy considered, the above prices are incomparable.  
 Send your orders to a house with an established reputation for accuracy.  
**ARTHUR WOOD & CO.**  
 219 Market Street, ST. LOUIS, MO.

Merry  
 Xmas  
 and  
 Prosperous  
 New  
 Year  
 To  
 All

**Great White Way Shows**

1921 WILL BE A 15 CAR PROPOSITION  
 Can place SHOWS AND CONCESSIONS, MERRY-GO-ROUND, FROLIC, WHIP, or any new Ride, with or without wagons; man and wife for SUBMARINE SHOW, a real showman to take full charge of Ten-in-One (new outfit). Can place high-class Platform Attraction, will furnish outfit for same. Will book or buy WALK THRU or Mechanical Show. Emma and Harry Diamond, let me hear from you. Free Act and Band, state your lowest. B. C. Stokes, why don't you answer my letter?  
 C. M. NIGRO, Mgr., Billboard Office, - St. Louis, Mo.



**All Art Photo Knives**  
 14 BEAUTIFUL 1921

brass lined, on an 800-Hole Salesboard  
 Each .....\$9.20  
 25 Lots, Each ..... 8.50  
 50 Lots, Each ..... 8.00  
 Can be had on 1,000-Hole Boards, 75c extra.  
**BEST BOARD ON THE MARKET. "NO JUNK."**  
**BLANK SALESBOARDS AT STARTLING PRICES:**  
 600 Holes.....\$1.00 Each | 2,000 Holes.....\$3.00 Each  
 800 Holes.....1.25 " | 2,500 Holes.....3.75 "  
 1,000 Holes.....1.50 " | 3,000 Holes.....4.50 "  
 1,500 Holes.....2.25 " | 3,600 Holes.....5.40 "  
 Above prices include TAX.  
 25% with order, balance C. O. D. Remit by M. O. or certified check.

**CONSOLIDATED PREMIUM CO.** 160 North Wells Street, CHICAGO, ILL.



NO. 616. \$7.50  
**WALTHAM & ELGIN, MEN'S REBUILT WATCHES**  
 ROLLED GOLD CASES, \$6.50 EACH  
 COMBINATION BAG.  
 No. 616—Made of genuine Spanish Leather with Bugout Waterproof Fabricoid Lining, Brass Finish Trimmings (Black and Tan).  
 18-INCH SIZE ..... \$7.50 EACH  
 20-INCH SIZE ..... 8.50 EACH  
 WRIST WATCH SET.  
 No. 650—Watch set with genuine rhinestones, look like diamonds, ten-year-guaranteed filled case, seven jewels, with bracelet, in beautiful box. Order at once. Only a limited number on hand.  
 SAMPLE SET, \$8.00 EACH. IN DOZEN OR LARGER LOTS, \$9.00 PER DOZ.  
 GENUINE BLUE ENAMELED, HAND ENGRAVED 21-PIECE IVORY MANICURE SET, \$6.50 EACH.  
 These are our specialties. No Catalog deposit required on Traveling Bag Orders.  
**NOVELTY JEWELRY CO.,**  
 105 Wooster Street, NEW YORK CITY.

**SPECIAL JOB IN RAZORS**

**FINE AMERICAN STRAIGHT RAZORS.**  
 Tempered steel blades, round and square points, black handles.  
 Special. Dozen ..... \$4.50  
**GENUINE "ERU" IMPORTED RAZOR.**  
 Made in Solingen. Polished steel, fancy etched blades, round point, polished rosewood handles. Big value.  
 Special. Dozen ..... \$6.00  
 25% deposit required on C. O. D. orders. Include P. P. charges with remittance. Write for our special circular. Clip this ad for future reference.  
**JACOB HOLTZ, 173 Canal St., New York.**

**We Want Salesmen**

to act as Wholesale Dealers for our  
**GINSOS ELECTROFIED CHLORINE**  
 The Germicide with a Thousand Uses. Prevents and relieves all germ diseases. Not a poison to man or beast.  
**GINSOS MARSHMALLOW DENTAL CREAM**  
 A real remedy for Pyorrhea. Removes tartar, heals diseased gums, stops bad breath and foul taste.  
**DR. FORD'S LITTLE JITNEYS**  
 For Constipation, Stomach and Liver Trouble. The ideal laxative for children, babies and adults. Sweet as candy, peppermint, wintergreen flavors. Agents must be able to invest in a stock suitable to supply territory taken. A 25c sample of each, three in number, sent, postpaid on receipt of 25c.  
**GINSO CHEMICAL CO., St. Joseph, Mo.**  
 SAY "I SAW IT IN THE BILLBOARD."



MIGHTY DORIS SHOWS, 9th YEAR.

COL. FRANCIS FERARI SHOWS, 26th YEAR

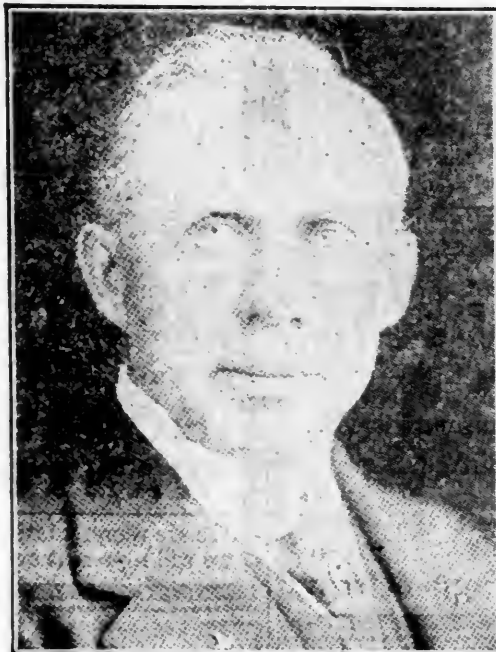
**ANNOUNCEMENT EXTRAORDINARY****Mighty Doris and Col. Francis Ferari  
SHOWS COMBINED**

A combination of all that is best in the outdoor show world to make this show all that the name implies, the finest as well as the oldest show of its character in America. Am open to book a few high-class meritorious shows, for which I will furnish the finest show fronts in the world.

AM WILLING TO  
FURNISH TO A  
RESPONSIBLE PARTY  
THE FAMOUS

**COL. FRANCIS  
FERARI**

ANIMAL SHOW FRONT  
INCLUDING THE LARGEST  
AND FINEST BAND  
ORGAN IN AMERICA



"HONEST" JOHN BRUNEN

BE ADVISED THAT  
YOU MUST HAVE A  
QUALITY ATTRACTION  
OR YOU WILL NOT BE  
CONSIDERED.

CAN ALSO PLACE  
TWO FINE PLATFORM  
ATTRACTIONS FOR  
WHICH I WILL FURNISH  
WAGON FRONTS.  
NO GIRL SHOWS WANTED

**CONCESSION PEOPLE** WHO APPRECIATE GOOD TREATMENT AND A  
LONG SEASON, WRITE

**CAN PLACE FOR WINTER QUARTERS ALL KINDS OF HELP**

WOULD BE PLEASED TO HEAR FROM ALL OF MY OLD EMPLOYEES. Grimshaw, Crawley and Kelly, write. Captain John Fingerhut, let me hear from you.

FOR SALE—Merry-Go-Round, Wagons, Show Fronts and Una-Fon. Ready to go out. All in first-class shape. A-1 condition.

**Fair Managers and Organization Secretaries,  
We Are Now Booking for Season 1921**

Address all inquiries to

**"HONEST" JOHN BRUNEN**

GENERAL OFFICES:

508 NEW JERSEY AVENUE, RIVERSIDE, BURLINGTON COUNTY, NEW JERSEY

**Merry Christmas from Mr. and Mrs. "Honest" John Brunen and Hazel**  
To All Our Professional and Social Friends, and a HAPPY, HAPPY NEW YEAR

Christmas Greetings and **GOOD** <sup>Luck</sup> <sup>Wishes</sup> <sup>Cheer</sup> for the New Year

# EMILE DE RECAT, INC.

Suite 1212-1214, Masonic Temple Building  
CHICAGO, ILL.

ASK Riverview Park Management, Chicago, and Secretary "Bill" Stratton,  
State Fair, Texas, WHAT EMILE DE RECAT ENTERPRISES MEAN TO THEM?

"S'ALL RIGHT!" What else can a poor fellow say after the barber has run his reaper over the back of your dome, spoiling your appearance for ten days at least? He holds up the double mirror. You look, shudder and mutter, "S'all Right!" Why? Because it's too late. IT'S TOO LATE.

## Midway Electric Park MIDDLETOWN, N. Y.

"You're Always Ahead at the End of the Season."

Because the entire Park is being reconstructed and improved, can lease buildings and space for modern Riding Devices, Shows and all Concessions, including Stock Merchandise for Wheels. Privileges to responsible people. Everything open, including the Restaurant and Cabaret building, Dance Palace, Boating privilege, Penny Arcade, etc.

FREE ATTRACTIONS. FREE GATE. SEVEN DAYS.

Address W. DONNISON, Mgr., Box 12, Hurleyville, N. Y.  
P. S.—Personal interviews at Park by appointment.

## Golden City Park CANARSIE

Located in the heart of Brooklyn. One-half million people within walking distance.

Now Under the Management of Rosenthal Brothers

Many new Rides and Buildings under Construction. Mammoth Coaster, New Fun House, Red Mill, Etc.

Choice Locations for Various Small Attractions Open

Shooting Gallery, Legitimate Games, Drink, Ice Cream and Frankfurter Privileges Still Open.

Will lease all or any part of 350-ft. deep docking privilege on Long Island shore for excursion boats.

Address all communications to

ROSENTHAL BROS., 12 East 12th St., NEW YORK CITY

## LAKESIDE AMUSEMENT PARK

FLINT, MICHIGAN

Michigan's Greatest and Flint's Only Amusement Park.

OPENING ABOUT MAY 15, CLOSING LABOR DAY

All Concessions leased for season 1921. Want Band, Sensational, Spectacular and Musical Acts.

DR. J. D. STUART, Prop. & Mgr.

## THE NATIONAL ATTRACTIONS CO.

Suite 409-10 Johnston Bldg., Cincinnati, O.

BOOKS—FAIRS—THEATERS—PARKS—INDOOR BAZAARS

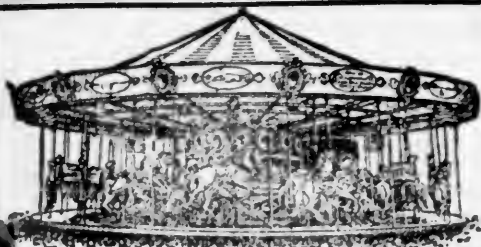
WANTS—FREE ATTRACTIONS—TABLOIDS—ACTS—SHOWS—RIDES—CONCESSIONS, FOR COMING SEASON

We are representatives of dependable managers and secretaries—we will represent only attractions that will merit such booking.

## FOR SALE, TRADE or LEASE

Pratherola Park, Formerly Goldthait Park, of Marion, Indiana

About 33 acres, located three-fourths of a mile from Court House. Figure Eight, built over last season; Skating and Dancing Pavilion, 60 ft. by 200 ft.; three driven Wells, three overflowing Wells, Restaurant, Band Stand, Storage Room, four-room House, inclosed Children's Playground, inclosed Base Ball Ground, except 150 feet; Lake, 250x600 ft., with dam partly built; House to change bath clothes, Check Room for bathers. Street car line through Park. Lots of timber. This deal must be closed by the 15th of January. A good proposition for live promoter. Pay your own telegrams. Address C. M. PRATHER or D. W. LETT, Marion, Ohio.



### PORTABLE 3-ABREAST CAROUSELS

on center truck and wagons, for spring delivery. Also open for one or two sets of American Derby Horses at a saving of one-third of cost.

M. C. ILLIONS & SONS

2789 Ocean Parkway, CONEY ISLAND, N. Y.



TEXAS STATE FAIR, 1920.

## AERIAL CHRISTENSENS

Present

Hazardous—Sensational—Sensations

UP IN THE AIR

Wishing All A Merry Christmas and A Happy New Year

Permanent Address, - - Billboard, CHICAGO, ILL.

## PARK AND RESORT MANAGERS

We want to place a Coaster and Carouselle in a good, live park or resort. Correspondence solicited.

RAMONA DERBY RACER CO., 537 Greenwood Ave., Grand Rapids, Michigan

## THE LONGFELLOW GARDENS <sup>Minnehaha Falls,</sup> <sup>Minneapolis, Minnesota</sup>

WANTS Male Double Hump Camel, Axis Deer both sexes, pair of young Buffalo fit for breeding, pair Llama and all kinds of Wild Animals, Rare Birds, Monkeys, Apes and Baboons. Land and Water Fowl of all varieties.

### HAS FOR SALE OR EXCHANGE

Many of above named birds and animals. RUSSIAN WOLF HOUNDS, Oriental and Ornamental Land and Water Fowl. Send 10 cents for 52 page Illustrated Guide.





"EBENEZER"

Famous 'Ham-Tree' Mule

With his Original Fun Makers

## ED HOLDER'S ORIGINAL PRESENTATION

To "FAIR SECRETARIES" and "PARK MANAGERS":

This is to certify that I, EDWARD S. HOLDER, Originator and Sole Owner of "EBENEZER," the "FAMOUS HAM TREE MULE," have this act booked exclusively with the "SIoux CITY FAIR BOOKING OFFICE, Inc.," of SIoux CITY, IOWA, for the season 1921. Any other agencies claiming to have this act, or the personnel thereof, are infringing upon my rights and misrepresenting their claims, BEWARE. I have with me the ORIGINAL RIDERS that have worked for me the past four seasons.

(Signed) ED HOLDER, care Billboard, Chicago, Ills.

AND

Xmas Greetings

TO ALL SHOW WORLD FROM

A Happy New Year

BOOKED SOLID TO FALL 1921

**Tom—THE PATTs—Vera**  
A Triumph of Aerial Artistry.

A Merry Xmas and A Happy New Year To Everybody

### RIVERVIEW PARK

DES MOINES, IOWA. OMER J. KENYON, General Manager

Now booking outdoor attractions and absolutely new Legitimate Concessions for 1921. Only amusement park in this prosperous city. Splendid opening for large Ferris Wheel and Noah's Ark.

### TRIER'S AMUSEMENT PARK, FT. WAYNE, IND.

Largest and only amusement park within 100 miles. Within walking distance from the Court House, Street Car service and Boulevard Drive. New Rides and Amusements wanted. Big opportunity for Aeroplane Ride, Electric Railway, Dodgem, Seaplane, Chutes, Dips, etc. Are spending \$100,000 this year for improvements. Write GEO. F. TRIER, Mgr., if interested. Want all contracts closed by Feb. 1st.

CHRISTMAS GREETINGS TO ALL. CARLISLE'S WILD WEST CO.

SPECIAL FREE ACTS furnished to Agricultural County Fairs, Amusement Parks, Celebrations, Expositions, etc., as Free Attractions. Secretaries Agricultural Fairs write. HORSES, Riders and Equipment furnished for special occasions for outdoor or indoor exhibitions. FOR SALE—Horse Tent, 20x30; Cook Tent, 18x24; Camp Tents, 12x14; Cowboy Saddles, Bucking Broncho, Broke for stage, fine for Woman Rider Bucking Exhibition. Address R. C. CARLISLE. Permanent address, Catskill, N. Y., or Billboard Office, New York City.

### JASPER, ALABAMA

WANTED TO CONTRACT with 25 to 30-car Carnival Company for our Fair, first part of October, 1921. WALKER COUNTY FAIR, Steve Crawford, Secretary.



## THE SIX ORIENTAL TUMBLERS

Big Feature Now in Vaudeville

### ATTENTION! SECRETARIES OF FAIRS IN IOWA AND WISCONSIN

We are now in a position to offer you five different and distinct acts for your fairs. Now is the time for you to save money on your acts. We can give you these five big acts for half the price required by any agent or booking office. If you want to put 50% of the cost of high-class acts in your pocket, book this troupe independent. We guarantee appearance according to contract. Full description of acts on application. Permanent address

**THE SIX ORIENTAL TUMBLERS, 305 So. Halsted St., Chicago, Ill.**

# The Largest and Best Pier on the Pacific Coast

VALUABLE OCEAN FRONT REAL ESTATE

365 Days of Summer—365 Days of Big Business

## —FOR SALE—

A Real Opportunity for a Big Showman. One and a half million people to draw from. One transportation line brought in over 3,000,000 people in 1919. 41 Money-Making Concessions on It—41.

**JACK RABBIT ROLLER COASTER MERRY-GO-ROUND PRIOR & CHURCH'S RACING DERBY DANCE HALL OVER-THE-FALLS WATER RIDE**

AND MANY OTHERS. GOOD SPACE FOR A FEW MORE RIDES, SHOWS, ETC.

**C. C. MISHLER, Attorney for the Estate, 301 Bradbury Building, Los Angeles, Cal.**  
COURTESY TO BROKERS.

## HARRY C. MOHR

Wishes All  
A Merry Christmas  
AND  
A Happy New Year  
To All My Friends

—ADDRESS—

508 New Jersey Ave., Riverside, Burlington County, New Jersey.

## "FROLIC" RIDING DEVICE FOR SALE

1920 Model portable, traveled five weeks. Wagon with derrick for "Frolic" erecting and Steel Runs, Cushman Engine, Fence, Ticket Box, Electrical Equipment and Tools, all complete, and Electric Sign. All this property is in perfect condition and ready to operate. Original cost, \$7,600 for all of the above. PRICE, \$5,500 CASH. 50-ft. Front and 20-ft. Electric Sign.

## MECHANICAL FUN SHOW---FOR SALE

Portable on Wagon, 20x8 ft., new Canvas, two Cushman Engines. New this year. Traveled five weeks. All necessary tools and equipment, extra chains. Complete, ready for operation. Original cost, \$3,500. Will sell for \$2,500 cash. All the above stored at State Fair Grounds, Richmond, Virginia.

**SHOWMEN**—There never was a greater bargain offered than this property. Reason for selling: Have other plans and work in hand requiring my attention. Address for appointment  
**GEORGE M. BISTANY, care Room 704, 1416 Broadway, NEW YORK.**

WE SPECIALIZE  
IN THE MANU-  
FACTURE OF

## PAINTS

for CIRCUS and CARNIVAL use. Your every need can be supplied with a paint that has met the exacting requirements of the country's foremost shows, of which we will send a list on request.

Why not use paints that have stood the test?  
Let us have your inquiries.

**PHELAN-FAUST PAINT MFG. CO.**  
GENERAL OFFICES: ST. LOUIS, MO.      FACTORIES: EAST ST. LOUIS, ILL.

## GREAT INTERSTATE SHOWS

FORMERLY BLISS GREATER SHOWS

WANT FOR THE FOLLOWING CELEBRATIONS:

Wapanucka, Okla., Dec. 12 to 18, under the Chamber of Commerce. Madill, Okla., Big Christmas Festival on the Main Streets, held under the American Legion, Dec. 19 to 26. New Year's Celebration under the Legion, Dec. 26 to Jan. 3, 1921, in Gainesville, Texas; Indiana. This is a big one. All these Celebrations are billed like a circus and will be red ones. General Agent A. J. Powers has secured the Oklahoma State Hand for Madill, and nothing has been left undone to make these Celebrations a success. What we can use: Any Shows of merit that don't conflict with what we have. On account of disappointment will make good proposition to a Two-Alreast Merry-Go-Round, one who wants to stay out all winter. Can also use Concessions of all kinds. Good Cook House wanted. Plenty of money in all these towns and nobody to stop you from getting it. We positively stay out all winter in the Texas Oil Fields. A. J. Powers would like to hear from Jim Brady. Sam Gordon would like to hear from Eddie Lane, Jack Croot, Marty Cleyman and Jack Solomon at once. P. S.—Will sell Conderman Ferris Wheel in A-1 condition. Write or wire at once as per route. **SAM GORDON.**

## What Better Present Can You Give Your Friend for Xmas



Has Friction Lighter and Shadowless Base.

than a beautiful nickel-plated Lantern? Made of brass, except wire frame and handle, which is No. 9 tinned steel wire, and will last a lifetime. Shadowless base, automatic valve and Friction lighter. No matches needed or batteries to play out. No smoke or grease. Gives a light equal to four or five oil lanterns. Burns five to seven hours on four ounces carbide. Any ten-year-old boy can operate it. Full directions and list of Carbide Dealers in every State accompany each lantern. Thousands in use from Maine to California.

L. Melcher, Photo Studio, Lagrange, Tex., ordered one from our former ad in Billboard, and writes: "Lantern arrived yesterday. It is a peach. Tried it out last night and it is far greater than I expected." **NO WONDER!** Imagine a lantern producing a clean, bright light equal to a 40-watt electric bulb, one that you can bump and jolt and turn upside down, lay on its side without any danger whatever. No wind can blow it out. Shadowless base, which throws the light at your feet as well as ahead. Has a bracket so it can be attached to any vehicle or tent pole.

Nothing equal to it for Hunters, Campers, Tourists and Dairy-men. We furnished the U. S. Government with all we could make during the war. We sold the City of Toledo 200, to be used in the election booths in place of oil lamps.

Could you ask for better references as to the reliability of the Toledo Shadowless Base Lantern? Price, \$5.00, postpaid; with Bracket Attachment added, \$5.50. Send express or post office order. **AGENTS WANTED EVERYWHERE.** Order your sample from this ad. We will allow you agent's discount with your first order.

**TOLEDD ACETYLENE LANTERN CO., Dept. 7, Toledo, Ohio.**

## "ORIGINAL BALTIMORE" PADDLE WHEELS

Absolutely the best Wheel in the country. Now taking orders for the spring trade. Made better than ever with the new automobile, high gloss finish. The easiest and best running wheel; used by all the BIG 'UNS. Ask any big operator. He knows. Don't wait until spring to order. Get your order in now and avoid delay. Prompt delivery. Best workmanship. Order direct, for we have no agents.

**WM. GRETSINGER, 618 E. Fayette St., Baltimore, Md.**

## FOR IMMEDIATE DELIVERY

**Dolls, Roly Polies, Sailing Ships, Bead Necklaces, Shell Goods, Carved Bone Brooches, Writing Sets**  
Orders taken on import. Prompt deliveries. High-Grade Colored View Post Cards, Japanese Metal Trays, German Souvenir China. "Only line of its kind."  
**A. C. BOSSELMAN & CO., 164 5th Avenue, New York.**

WISHING EVERYBODY A MERRY CHRISTMAS AND A PROSPEROUS NEW YEAR

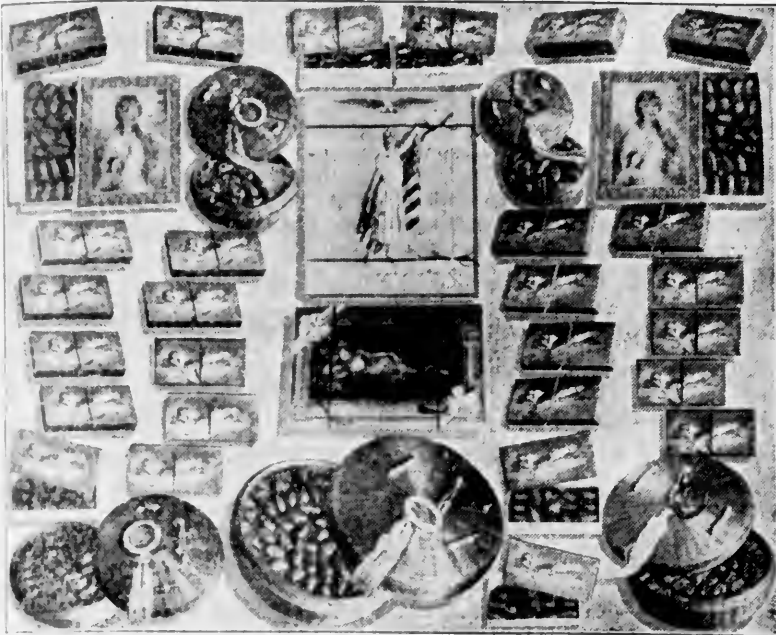
WE HAD A VERY GOOD 1920 SEASON, AND EXPECT A WONDERFUL 1921 SEASON.

## JOHNNY J. KLINE, GOLDEN RIBBON SHOWS (Combined)

ABOVE QUANTITY, SEEKING QUALITY.  
CAN PLACE for the coming season SHOWS, RIDES, Legitimate Concessions, Stock Wheels and Attractions of all kinds. WANT Help in all departments. Want to hear from Dan Nagle. Address **JOHNNY J. KLINE, 1431 Broadway, Suite 214-215, New York. Phone, 7737 Bryant.**



You can't assemble this for our price!



Elaborately Hand-Trimmed,  
Silk Tassel Baskets,  
De Luxe Boxes, Hand-Dipped  
Pure, Fresh Chocolates!

**\$1** brings it, express paid!

Don't get caught "long" on merchandise. No need to buy a gross of baskets and a ton of candy to get a "price." Buy K. & S. assortments for less money than you can make them, and devote your time to selling and profits! Order right from this ad. Send only a dollar.

Save investing in surplus stock; save payroll and loss!

You never saw a deal repeat again and again like this wonderful candy assortment—it's chock full of selling pep. Buy one or two or three at a time—don't load up. Throw your "assembling department" into the junk pile and save on your cost, save merchandise loss and payroll.

One \$12 Basket. One \$7 De Luxe Box  
One \$6 Basket. One \$4 De Luxe Box  
One \$4 Basket. Two \$3 Fancy Boxes  
One \$3 Basket. Six \$1.50 Fancy Boxes  
One \$2 Basket and 24 Big 75c Fancy Boxes  
1,000, 1,200 or 2,500 Board free with every assortment

**\$36** Lightning Service!  
Hook up with the K. & S. SALES CO.—biggest and oldest house in the business. Use our enormous stock of QUALITY merchandise. Buy our up-to-the-minute assortments for less than you can make them. Ready to shoot out the minute your order comes in. Order this deal by No. 551, \$1 with order, \$35 C. O. D. Money back if not satisfied. Hurry, we're waiting.  
**K. & S. Sales Co.,** 4321 E. Ravenswood Avenue, CHICAGO.

**WANT**  
**FOR ALL WINTER IN BIG SPOTS OF FLORIDA**  
Cabaret Dancers. Best territory in South. Fifteen cents dance. Want Shows and Concessions of all kinds. No exclusive. Plant performers that double brass. Daytona, Florida, week of December 13th to 18th; New Smyrna, 20th to 25th.  
**C. D. SCOTT, Manager.**

J. F. MURPHY, General Manager.  
HARRY RAMISII, Business Manager.  
**J. F. MURPHY SHOWS**  
Twenty Clean, Up-to-Date Attractions  
7 SENSATIONAL FREE ACTS 7  
MODERN RIDING DEVICES 7  
**WINTER QUARTERS, SAVANNAH, GA.**  
Post Office Box No. 594  
WANT—Two 60-ft. Box Cars, four 60-ft. Flats. Must be in good condition. Now Booking Attractions and Concessions for Season 1921.  
HOLIDAY GREETINGS.  
Address J. F. MURPHY, General Manager, - - - - - Box 594, Savannah, Georgia

**SPECIAL** FOR THIS ISSUE OF "THE BILLBOARD" ONLY

**21-Piece** French Ivory Manicuring Set  
Du Barry Pattern  
Plain or Flowered Velvet  
Soft Roll Leatherette Case

**\$3.00** each

**ONLY 1800 SETS** on hand

Terms: Cash Only, C. O. D., 25% in advance.

**C. E. TAYLOR CO.** 245 West 55th Street NEW YORK CITY.

Catalogs: Special Premium Catalog "New Idea" Salesboard Assortments Folder Concessionaires—"Now Famous Silver Wheel" Folder

11th Season **COREY GREATER SHOWS** 11th Season  
**WANTED FOR 1921 SEASON**  
Plantation, Dog and Pony, Illusion, Athletic, Oriental, Hawaiian, Pit, or any shows of merit, Whip, Seaplane, Swings, Help on Carrousel, and Big Eli Wheel, Free Acts, Eight-Piece Band, Help in all departments, Legitimate Concessions of all kinds. Those with us before, write. Show opens in Western Pennsylvania, April 29. We wish all our friends a Merry Xmas and a Happy and Prosperous New Year. Address E. S. COREY, Sole Owner, Rockwood, Pa.

**WANTED, FOR TEX HORTON RODEO CO.**  
**Concessions, All Kinds**  
Can place one good Show. Want Merry-Go-Round. This is a Ten-Car Show. Out all winter. Carry Flats, Sleepers. Gilly nothing. Address H. W. CAMPBELL, care Shows, Bryan, Texas, week December 13; Brenham, week December 20; Beaumont follows, all Texas. Want Cowboys and Cowgirls.

**SHEETWRITERS**  
A new Sheet. We have it. Get busy. The fastest proposition in a hundred years. Plenty of sample copies. Snappy credentials. Low turn in. Wire or write now.  
NATIONAL SALES CO., Spalding Bldg., - - - - - Portland, Oregon

O. BRADY, General Agent.  
N. D. BROWN, Secretary.  
MISS MARGARET STANTON  
Champion Lady High-Diver  
Strictly First-Class, Moral and Refined Attractions Only  
25—CARS—25

H. T. FREED, Gen. Mgr.

CHAS. F. WATMUFF, Gen. Agt.

# H. T. FREED EXPOSITION

L. E. DUKE, Bus. Mgr.

H. E. (PUNCH) WHEELER, Press Agt.

Extend their greetings to all friends. The entire staff has been retained for the coming season, which insures to those contracting with us another year equally as profitable as the one just finished. An exceptional contract will be given to a real Feature Show or any other meritorious attraction. Am now closing contracts for Concessions. Car privilege for sale. We own our Rides and entire train. Will give those booking with us free storage if you ship to our winter quarters here. Act quick if you desire to be with us, as the show will be held to fifteen cars, so only have room for a limited number of attractions. Account having purchased some 72-ft. steel Flats, will sell for cash some of the best 50 and 60-ft Flat Cars Girl Shows and Stores, can't use you.

Nick Melroy, write L. E. Duke.

H. T. FREED EXPOSITION, Fair Grounds, Galesburg, Illinois.

The World's Greatest Sensation. Lanzi-Daneraenti's Dazzling, Sparkling

## EGYPTIAN

IM.

## DIAMONDS

THE MOST PERFECT IMITATION DIAMOND IN THE WORLD.  
ALL RINGS ARE SET IN

### 14 K GOLD FILLED MOUNTINGS



Every stone full of the real diamond fire and sparkle. Every stone guaranteed to have the real diamond kick. Put them beside a genuine diamond in the daylight, sunlight, dark room or electric light and we defy you to tell the difference.

No. 91.  
\$18.00 per Dozen.

No. 101.  
\$15.00 per Dozen.

THEY SELL LIKE WILD FIRE. HURRY UP, YOU WHITE STONE MEN, DEALERS AND AGENTS

Here is your chance. A perfect imitation diamond ring, worth ten dollars to your customer. Each ring comes in plush ring box, ready to deliver. We guarantee them to be the best imitation diamond and best seller in the world today. Hurry up and get your share. We sell to white stone men—dealers and agents only. No goods sold at retail. Send your order today.

### OUR BIG SPECIAL SAMPLE OFFER

We want you to see for yourself the real fire, lustre and sparkle in these wonderful Egyptian im. diamonds. We want every dealer and agent in the country to examine them for their own satisfaction. Send us a money order for \$2.50 and we will send you one lady's Tiffany and one gent's flat band Belcher, like above illustrations, postage paid. Only one sample order to each customer. Act quick before supply is gone.

SEND YOUR ORDER TODAY BEFORE THE SUPPLY IS ALL SOLD

We are sole agents in the United States and Canada for Lanzi-Daneraenti White Stones and Egyptian im. diamonds.

### KRAUTH & REED

Importers and Manufacturing Jewelers. America's Largest White Stone Dealers.

We are the only firm importing Lanzi-Daneraenti Egyptian gems, so beware of imitations.

1118-1119-1120 Masonic Temple,

CHICAGO



### Christmas Greetings

We wish to thank you for past patronage. When in Cincinnati will be pleased to have you pay us a visit.

We have in stock a complete line of ORIENTAL CHINESE BASKETS.

ORIENTAL ART COMPANY  
1429 Walnut Street, CINCINNATI, OHIO.

### FOR SALE

## A Great American Racing Derby

in the Amusement Zone of Long Beach, California, the newest and greatest money-making Ride in the world. The chance you are looking for, where you can do business the year around. Twenty-five to forty thousand floating population. The Ride that has created the most wonderful sensation in Coney Island, Atlantic City, Boston, Detroit, Chicago and elsewhere. Address DR. H. R. JOHNSON, 1584 American Avenue, Long Beach, California.

### ATTENTION, CONCESSIONAIRES!



We will furnish Dolls during the winter months promptly. Being in a central point for shipping we can guarantee shows playing the South the very best of service and, as well, the best quality of Dolls.

DOLLS WITH DRESSES....	\$30.00	Per 100
DOLLS ONLY .....	25.00	Per 100
DRESSES ONLY .....	6.00	Per 100
BULL DOGS .....	30.00	Per 100
HAIR DOLLS .....	60.00	Per 100

Made in Gloss or Air Brush Finish  
SATISFACTION GUARANTEED

We understand the importance of prompt shipment, and we guarantee not to disappoint you.

TERMS: ONE-HALF CASH WITH ORDER. BALANCE C. O. D.

AMERICAN DOLL CO. 1313 N. BROADWAY BELL PHONE, TYLER 2622 ST. LOUIS, MO.

## THE DAVE REID SHOWS

(Formerly the C. E. PEARSON SHOWS)

CLOSING SEASON 1920 AT

### DONALDSONVILLE, LA. CHRISTMAS WEEK

Greetings of the season to all friends and wishing them all a MERRY CHRISTMAS and a happy and prosperous New Year.

MAY 1921 BE THE RED ONE OF YOUR LIVES.

## WANTED, FOR SIMON BROS.' SHOWS

Organized Plant. Show or any Show that does not conflict with what we have. Can place Concessions at winter rates. All Wheels open. We have our own Rides. Address all mail to SIMON BROS., week December 13, Sulphur, Okla.; week December 20, Madill, Okla.

### Notice To Concessionaires

AL BURT has recently created an impression that he represents us. This is to correct such impression. Al Burt is in no way connected with this concern, nor does he represent us.

REPUBLIC DOLL & TOY CORP., 152 Wooster St., New York City, N. Y.

HERE THEY ARE, FOLKS,

### THE DOLL DRESS WITH THE FLASH

DENNISON CREPE PAPER DOLL DRESSES, \$5, \$8, \$7, \$6 and \$10 per Hundred. Special prices in lots of 500 or more. Made by people who know how to make Doll Dresses.

LET US CONVINCING YOU

STEGE & LIVAUDAIS, 3928 Dumaine St., New Orleans, Louisiana.

MERRY CHRISTMAS AND HAPPY NEW YEAR TO ALL

# VERMELTO'S GREATER SHOWS

SEASON 1921

## WANTED

GENERAL AGENT, MUST BE A-1—TWO MORE PROMOTERS THAT CAN DELIVER THE GOODS—MAN TO TAKE CHARGE OF 10-IN-1, ONE WHO CAN MAKE OPENINGS AND LECTURE; WILL BOOK TWO PLATFORM SHOWS—WILL FURNISH COMPLETE OUTFIT FOR ONE MORE FEATURE SHOW—CAN PLACE LEGITIMATE CONCESSIONS—A FEW WHEELS STILL OPEN. ADDRESS

CLARENCE VERMELTO, — ROOM 219 ASHTON BUILDING, — GRAND RAPIDS, MICH.





SMILES  
Style No. S-19W.

# A MERRY CHRISTMAS AND A PROSPEROUS NEW YEAR TO OUR MANY PATRONS AND FRIENDS

The Season of 1921 will find us with a complete line of NEW NUMBERS in

# REPUBLIC DOLLS

for the **CONCESSIONAIRE**. In addition to our well known line of UNBREAKABLE WOOD FIBRE DOLLS, we carry the following items: BEACON BLANKETS, CHINESE BASKETS, MEXICAN BASKETS, GROCERY BASKETS, TEDDY BEARS, (Electric Eyed and Plain), PILLOW TOPS, SILVERWARE and other NEW NOVELTIES.

MAKE OUR OFFICE YOUR HEADQUARTERS WHEN IN NEW YORK

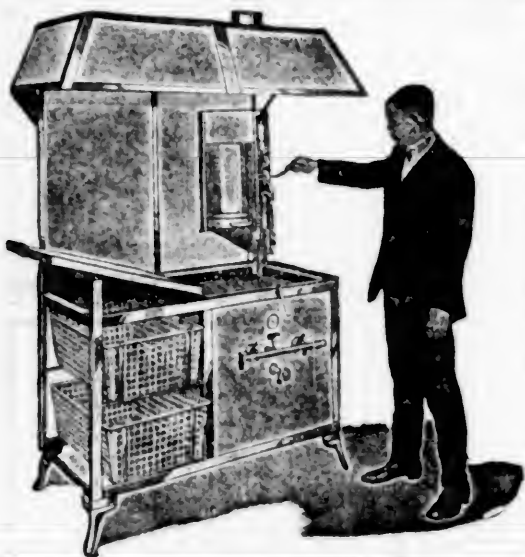
**REPUBLIC DOLL & TOY CORP., 152-156 Wooster Street, NEW YORK CITY, N. Y.**

Local and Long Distance Phone, Spring 3220.

JOS. M. COHN, Pres.

CHAS. REICH, V -Pres.

SAM REICH, Sec. & Treas.



**\$200.00**  
PER DAY

## PROFIT

COFFEE and DOUGHNUT SHOP

The great money maker. A great trade magnet. Draws the crowds. Establish a permanent, profitable business. Purity Coffee and Do-Nut Shop, St. Paul, grossing \$500.00 a day.

"COMPACTO"

DO-NUT MACHINES

Write for free circular.  
**KAHL MFG. WORKS,**  
Dept. A, 29 E. Madison St.,  
CHICAGO, ILLINOIS.



## NEEDLE WORKERS, DEMONSTRATORS

Make 620% profit. Embroidery work all the rage. Women wild over it. Rent a store window or space inside; make some real money this winter. Does fine work. Retail, \$1.00. Sample, 25 cents. One Dozen Needles, with sample worked, \$3.00. Gross Lots, \$20.00, prepaid. Terms cash.  
**HOVER NOVELTY CO., 4740 N. Clark Street, CHICAGO.**

## Wanted, for the Wonderland Shows

Musicians to join on wire, double Cabaret and Concert Band, Clarinet, Saxophone, Trap Drummer, Trombone, S. B. Maple, wire me at once; have good opening for you. Can place four or five more legitimate Concessionaires, Cook House, Glass, Dog Wheel or any other legitimate Concession. Can place three or four more Cabaret Dancers, must be ladies at all times. Also one good Team on Plant. Concessionaires, fall in line for the Orange Harvest in Florida. Address all correspondence  
**WONDERLAND SHOWS, Quincy, Florida.**

**READ THINK ACT**

NOW  
BOOKING  
FOR THE  
SEASON  
OF 1921

## WALLACE BROS.'

## ALL-FEATURE SHOWS

**BIGGER,  
BETTER!  
THAN  
EVER**

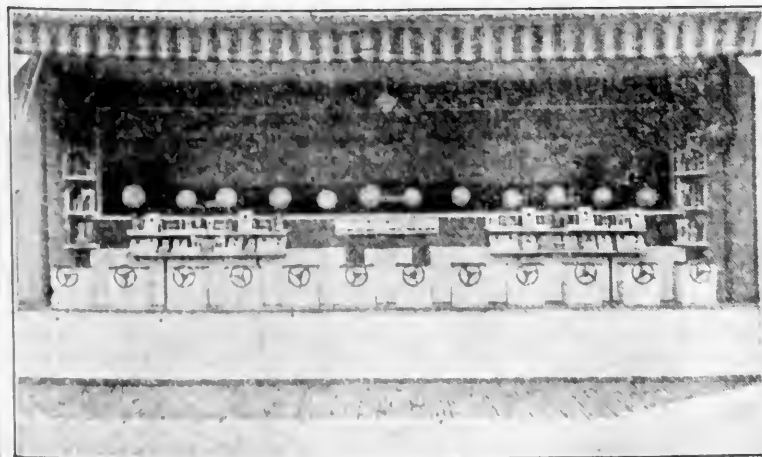
We have just purchased new ten thousand-dollar Allan Herschell Carousell and new No. 5 Eli Ferris Wheel.  
WANTED TO BOOK Whip, Airplane Swing, Thru the Falls, Venetian Swings or any other Ride.  
WANTED TO BUY three more Flat Cars and two more Baggage Cars.  
WANTED People in all lines of Show Business.  
WANTED TO BOOK Ten-in-One, Animal Show or any other kind. We will furnish complete outfits to real showmen. **WHAT HAVE YOU?**

CONCESSIONS ALL OPEN; NOTHING BOOKED. Following people please write: Homer Moore, King Cole, G. W. Rader, Ed Nugent, Monkey George, H. H. Bain, Prof. Carrescia, Al Campbell and all my old people.  
Everybody address

J. P. SULLIVAN, Gen. Mgr., or FRED W. SCHEIBLE, Mgr.,  
340 West Federal St., - - - Youngstown, Ohio.

## Two-Car Show Paraphernalia for Sale

Sleeping Car, 72 ft., steel platforms, six-wheel standard steel trucks, everything first-class, framed especially for two-car show. Electric lighted, complete kitchen; big possum belly, office, washrooms, toilets, manager's stateroom and one extra stateroom. Sleeps and feeds fifty-three people. Impossible to improve any sleepers for two or three-car show. Also two-year-old Lion, one Menage Horse, 40-ft. Round Top, with two 20 Middles; 20x10 Top, 11x16 Top, Dearan Una-Fon.  
**CHRISTY BROS.' SHOWS, Galveston, Texas.**



The Game Now Playing in Atlantic City  
Boardwalk Steeplechase

# THE BALLOON RACER

PATENTED IN UNITED STATES AND FOREIGN COUNTRIES  
A NEW NOVELTY GAME FOR PARKS, Etc.  
GAME OF SKILL

To win you must be **FIRST** to break your balloon. Turn your wheel at a moderate rate of speed, and if too fast, your balloon will not inflate

THRILLING AND EXCITING, particularly when the balloon inflates to about 15 inches and is on the point of bursting. BANG—one of the balloons explodes, and the winner is greeted with shouts and laughter.  
Beautiful stage setting, represents an aviation field, with working wireless station, cantonment houses, etc., makes the game a big flash. The game is well constructed, there being no strings to it. A twelve-wheel game requires a building 20 ft. front by 10 ft. deep, and additional wheels can be added if desired. A race can be run in 20 seconds.  
The lowest price game of skill of its kind, and has already proved itself the best player. **IT'S THE EXCITEMENT.**

Mfg. by **CHESTER-POLLARD AMUSEMENT CO., Inc.**  
5th AND MAIN STS. ASBURY PARK, NEW JERSEY

### Salesboard Users —LOOK—

Manufacturers close out on large hole boards, serial numbers, **BELOW COST WHILE THEY LAST**

Holes	Size Bds.	Price Per 100
30	2 1/2 x 3 1/2	\$ 7.80
60	4 1/2 x 6	13.50
100	4 1/2 x 7 1/2	19.80
150	8 1/2 x 9	26.40
200	9 x 9	27.60
300	9 x 12	33.00
400	10 1/2 x 12	36.00
500	10 1/2 x 11	39.50
600	10 1/2 x 15 1/2	48.00

Plus 10% U. S. Excise Tax. Sold in lots of 25 or over assorted. **IMMEDIATE SHIPMENTS.** Every board guaranteed perfect. Terms Cash. One-third deposit with C. O. D. orders.

**CANDY SALESBOARD DEALS**  
And Merchandise For Boards, Write  
**MERIT MERCANTILE COMPANY**  
2505 Baldwin St.,  
ST. LOUIS, MO.

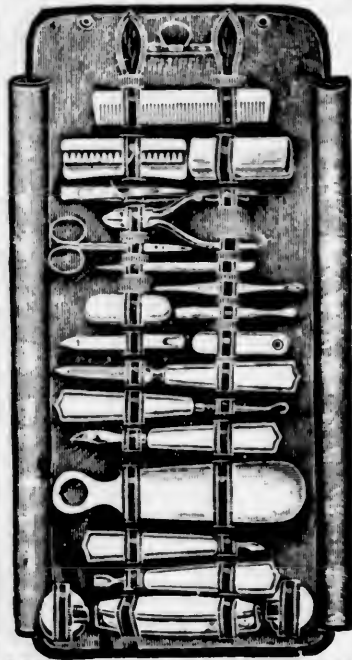
A Merry Xmas To All Our Friends  
**BARR SISTERS**  
OPEN FOR SEASON 1921



# BIG CHRISTMAS OFFER

SPECIAL FOR TWO WEEKS ONLY

## 5,000 SETS ON HAND



WRITE OR WIRE AT ONCE

- 21-Piece, French Ivory, Plush lined, DuBarry & Square Handle..... **\$3.25 EACH**
- 18-Piece, French Ivory, Plush lined, DuBarry & Square Handle..... **\$3.00 EACH**
- 17-Piece, French Ivory, Plush lined, DuBarry & Square Handle..... **\$2.75 EACH**
- 15-Piece, French Ivory, Plush lined, DuBarry & Square Handle..... **\$2.35 EACH**
- 12-Piece, French Ivory, Plush lined, DuBarry & Square Handle..... **\$1.50 EACH**
- 15-Piece, Mother o' Pearl, Plush lined, DuBarry & Square Handle..... **\$3.00 EACH**

All Sets in leather grained Roll-Ups. Each piece stamped French Ivory.

Terms: Cash only, C. O. D. 25% with order.  
FOR SERVICE, DEAL WITH

**HEIMAN J. HERSKOVITZ, 85 Bowery, New York City.**

Write for Monthly Bulletin. We carry a full line of Sales Cards and Boards.

### FRIENDS, FOES AND OTHERS--A HEARTFELT MERRY CHRISTMAS

AND REMEMBER THAT WE CAN OUTFIT YOUR CIRCUS FROM STAKE TO BAIL RING, YOUR CARNIVAL FROM "SOUP TO NUTS," YOUR PARK COMPLETE FROM GATE TO BALLROOM.

THERE IS ABSOLUTELY NOTHING THAT IS SUITABLE FOR OR USED BY THE OUTDOOR SHOWWORLD THAT WE DON'T HANDLE. FOR CARNIVALS WOULD ESPECIALLY RECOMMEND AS THE BEST BET FOR 1921 the Aero Swing. Ask us about it.

When in doubt

Address Suite 310, 1493 Broadway, Putnam Building, NEW YORK. Phone, Bryant 8100



### Make Money This Way

Use the Bally Ho That "Knocks 'Em Dead"

GET THE CROWDS PILE THEM IN

Buy my Microphone Mind-Reading outfit that eliminates codes. Works by electrical induction. No connecting wires. Sure fire. No previous experience necessary. Fool-proof. Immediate delivery. Price, \$30.00.

James McIntyre, 235 Beechwood Ave., Bridgeport, Ct.  
Mfr. of Electrical Mindreading Outfits.

### SALESBOARD SPECIAL

We bought out the entire stock of a manufacturer, that's why we are offering you these Boards at such low figures. 600-Hole Boards, 60c; 1,000-Hole Boards, \$1.15. All Boards guaranteed perfect. No catalogue. Order direct from this ad. No order accepted for less than 10 Boards. All orders shipped same day received. 50% with order, balance C. O. D.

MILWAUKEE SPECIALTY CO.,  
523 Clybourn St., MILWAUKEE, WIS.

### For SALE DOG and PONY SHOW

MACK'S DOG AND PONY SHOW, COMPLETE. Just in from successful tour of the Canadian Fair.

- BROKE FOR RING OR STAGE.
  - 2 Dancing, Walking, Talking Stallions.
  - 4 Pyramid and Comedy Ring Pointers.
  - 1 Hucking Mule.
  - 3 Statue Dogs, white English Setters. Complete with Stage Settings and Ring Equipment.
- Will sell complete or by the group.  
W. J. MALCOMSON,  
and Theatre Bldg., St. Catharines, Ont.

### When

you are in the market for an organ for use with an amusement device

BUY A

## BERNI ORGAN

CALL OR WRITE

### BERNI ORGAN COMPANY

216 W. 20th Street  
NEW YORK, N. Y.

### AVON PARK NEAR YOUNGSTOWN and GIRARD, OHIO

Midway between Niles, Youngstown and Warren, O., on the main road for electric railways, autos, etc. Five gates. Open seven days a week. Close to the best Steel and Rubber Manufacturing Companies of the United States. Park draws from 300,000 people, on good street car service, railroads and autos. A natural picnic park, with extraordinary opportunities and amusements.  
WANT all kinds of Hiding Devices and Park Attractions for Season 1921.  
W. E. GENNO, Lessee and Manager, 217 N. Park Ave., Warren, Ohio.



### New Amusing Boxers

Made in metal frame, back operated with floor. Just like our Novelty Dancer. \$8.00 per Gross; 75c per Dozen.

- Stem Set and Wind Watch. Each.....\$1.25
- Soft Collar Pins. Per Dozen..... .30
- Joke Fountain Pens. Per Dozen..... .35
- Modern Dancers. Per Dozen..... .40
- Lantern Watch Fobs. Per Dozen..... .50
- New Tie Rings. Per Dozen..... .50
- Sheriff Badges. Per Dozen..... .50
- Imitation Bed Bugs. Per Dozen..... .50
- Bullet Dice, game. Per Dozen..... .75
- Cup-the-Ball, game. Per Dozen..... .75
- Full-Apart Cuff Links. Per Dozen..... .75
- Photo Picture Frames. Per Dozen..... 1.00
- Waideam Chains. Per Dozen..... 1.00
- Men's One and Two-Karat Rings. Per Dozen..... 1.00
- Cigarette Cases. Per Dozen..... 1.00
- Vanity Cases. Per Dozen..... 1.00
- Platinum Finish Rings. Per Dozen..... 1.50
- Friends of Irish Freedom. Per Dozen..... 1.50
- 15-Karat Flash Diamonds. Per Dozen..... 1.50
- Art Cigarette Cases. Per Dozen..... 2.00
- Joke Handkerchiefs. Per Dozen..... 1.50
- Platinum Finish Stick Pins. Per Dozen..... 2.00
- Waideam Knives. Per Dozen..... 2.00
- Charms and Rings. Per Gross..... .50
- Japanese Whistles. Per Gross..... .75
- Blow-Outs. Per Gross..... 1.50
- Wedding Rings. Per Gross..... 1.50

50% cash with order, balance C. O. D. Shipped same day.  
AMERICAN NOVELTY CO.,  
12 Moulton Street, Providence, R. I.

### FOR SALE—LIGHT FERRIS WHEEL

Ten seats, Fairbank and Morris Engine. Also truck that will carry wheel in two loads. First \$1,000.00 takes both. Will sell separately. Quitting the business. Will buy Trick Bicycles and Paraphernalia. Write EARL THOMAS, Comedy Cyclist, 226 So. Union Ave., Pueblo, Colorado.

### FOR SALE—BAGGAGE CAR

Seventy feet inside measure, slide and double end doors, 6-wheel trucks, steel tired wheels, steel platform. Price, cash, \$1,500. Address ED WALSH, care W. I. Swain's Winter Quarters, New Orleans, La.

## WATCH! MILWAUKEE'S BIGGEST AND GRANDEST EVENT!!!

City Auditorium **THE LEVANT-AMERICA EXPOSITION** February 5-14, 1921

Endorsed and supported by men and women most prominent in both social and business activities in Milwaukee and throughout the United States.

### WANTED CONCESSIONS AND NEAT SHOWS. EXHIBITS OF NEW AND NOVEL DEVICES.

This organization will show indoors at several of the largest cities of the United States, which will consecutively follow Milwaukee. Address all communications to

### THE LEVANT-AMERICA EXPOSITION

Auditorium Offices: 500 Cedar Street, MILWAUKEE, WIS.

For the relief of sufferers of the French Levant. Relief Funds will be forwarded to destination by the French Consul in Chicago.



# BALLOONS

AND BIG MONEY MAKERS For XMAS



- No. 60—Air Balloon, Per Gross ..... \$ 2.45
- No. 60—Heavy Gas Balloons, Per Gross ..... 3.50
- No. 60 Heavy Transparent Gas Balloons, Per Gross ..... 4.00
- No. 70—Heavy Transparent Gas Balloons, Per Gross ..... 4.50
- Mechanical Hanging Mice, Per Gross ..... 6.25
- No. 150—Monster Helium Balloons, Per Gross ..... 7.00
- No. 200—Monster Green Watermelon Balloons, Per Gross ..... 6.75
- Japanese Long Glass Beads, Per Gross ..... 7.00
- Canary Bird Wanklers, Per Gross ..... 5.25
- Large Victory and Jumbo Squawkers, Per Gross ..... 7.50
- No. 40 and No. 60—Belgian Squawkers, Per Gross ..... \$2.20 and 3.50
- Xmas Cycling Doll, Per Dozen, \$1.25; per Gross, 14.00
- "Zip" the Climbing Monkey, Per Dozen, \$2.00; per Gross, 31.50
- Dainty Gyroscope Tops, Doz., \$1.50; per Gross, 17.00
- Mechanical Tiptop Porter, Per Dozen, \$3.80; per Gross, 44.00
- Mechanical Truck Auto, Per Dozen, \$4.00; per Gross, 46.00

Send for a set of 26 assorted Xmas Samples, \$3.25 now. Order from this ad. Send for Catalog. It is free.

**M. K. BRODY,**  
1118-1120 S. Halsted Street,  
CHICAGO

From OUR PARIS HEADQUARTERS we have just received a new shipment of Opera, Marine and Field Glasses at the low exchange rate and offer the following Specials. Cash in on these prices NOW!



**SPECIAL**—12-line CHEVALIER Opera Glasses. Black leather. Fine hinges. Each pair in silk bag. Special ..... **\$1.75**

As above, 15-line. Each ..... **\$2.25**

**JOCKEY CLUB FIELD GLASSES.** Black or tan leather. Nickel trimmings, with eye cups, carrying case and shoulder strap. Special ..... **\$3.50**

Other styles in Field, Marine and Opera Glasses to \$15.00 per pair. 25% deposit on C. O. D. orders. Include parcel post charges. Clip this ad for future reference. Write for circular.

JACOB HOLTZ, 173 Canal St., New York.

**CANDY**  
LARGEST STOCK IN PHILADELPHIA. SEND FOR PRICE LIST TO  
**Lakoff Bros.**  
Wholesale Confectioners and General Merchandise.  
322 Market Street, PHILADELPHIA, PA.

**SALESMEN**  
We can manufacture anything in the metal button, tin, advertising metal goods, badge emblem and metal stamping line. Send us your sketches or ideas and let us figure on the work. We will quote prices that will land the orders you are figuring on.

**NEWARK EMBLEM CO., Newark, N. J.**

**Beacon**  
BEST INDIANS, \$6.25.  
BEST BATHS, \$4.50.  
BEST ITALIANS (Bound), \$3.90.  
BEST TRAVELING HUGS, \$5.00.  
K., \$4.50; P. C., \$6.75.

50,000 Indian Blankets for 1921. Store Houses in New York, Philadelphia and Detroit. In 1921, One-third deposit, balance C. O. D. Quick reference.  
H. F. HALL, Stamford, Conn.

**CONCESSIONS For RENT**  
—SEASON 1921—  
Confectionery, Drinks, Candy Theatre, Amusement Games. Stands are built. Winter Resort and Lure Park. Address D. TRIMMER, Ocean City, Maryland.

# THE SEASON'S GREETINGS TO OUR FRIENDS AND CUSTOMERS

## Chinese Baskets



We are now in position to promptly fill your orders for the best assortment of the most artistically decorated Chinese Baskets on the market.

- NESTS OF 3, ..... \$3.50
- NESTS OF 4, ..... 5.00
- NESTS OF 5, ..... 6.00

All orders shipped same day received. Write, wire or phone your order today for your holiday trade.



## DOLLS

We are still leading the parade with THE AMERICAN, CUPID AND ESTHER DOLLS, and Oh, Boys! Look out for our new one which will top them all for next season, announcement of which will be made later.

Our prices are right for "Made Right Dolls" From Factory to you direct  
50% Deposit on all C. O. D. orders.

**ALISTO MANUFACTURING COMPANY,**  
1444-46 Walnut St., Phone Canal 5858, CINCINNATI, O.

# BALLOONS BEST EVER MADE



- 60 Heavy Gas, assorted colors, \$3.25 Gross.
- 70 Heavy Gas, 2 colors, with American flag, \$4.00 Gross.
- 60 Heavy Transparent, assorted colors, \$4.00 Gross.
- 70 Heavy Transparent, assorted colors, \$4.25 Gross.
- Jumbo Squawkers, \$7.00 Gross.
- Extra Heavy Jumbo Squawkers, \$8.00 Gross.
- Round Squawkers, No. 60, \$4.00 Gross.

We always have a larger stock of balloons than any one else in New York City

EACH AND EVERY ONE GUARANTEED.  
**Park Row Novelty Corp.**  
114 Park Row  
NEW YORK CITY

## LET OUR PHOTOGRAPHIC CARDS

**SELL YOUR M'DISE**  
Have Photographs ever played any part in your plans for getting business? Or have you been skeptical of their value?  
Photographic Post Cards have shown to be the cheapest and most effective advertising.  
Photographic Advertising is not a new thing, but many applications crop up daily.  
Our Photographs tell all the story—the story of your business—they can put the smile of recognition on your prospect when your representative calls.  
Photographic Post Cards are being used by the leading Architects, Builders, Manufacturers, Engineers and Advertising Agencies. We make every kind of Photo for every kind of purpose.  
We number among our customers the leading concerns and have built up an enviable reputation for quality and service.  
Our facilities permit us to turn out several hundred thousand Photo Post Cards per day.  
We are ready to give interesting information as to what you can do with Photos of your product. You will appreciate what we have to suggest for your particular line.

**PHOTOGRAPHIC CARD CO.**  
J. MARGULIES, Manager.  
105 West 47th Street, New York City

# SALESBOARDS

**At Wholesale Prices**  
Buy Direct of Manufacturers and Save Money.  
Nearly all sizes in stock up to 4,000-hole. Prices, 20c per hundred holes, less 40%. Guaranteed.  
**National Specialty & Novelty Co.**  
ELKHART, IND.

**AT LIBERTY,** Owing to FLUTIST A-1 man and experienced in all lines. Prefer theatre where orchestra is featured. A. F. M. L. W. MOODY, Rhode Theatre, Kenosha, Wisconsin.

**FOR SALE**  
Brand new, never used. Of the latest design and 15-ball capacity. Price, \$150. Address RACER, care The Billboard.

**MR. McMAHAN**  
If you will communicate at once with MITCHELL & SMITH, Attorneys, 31 Broad St., Charleston, S. C., you will learn of something to your interest.

**FOR SALE — BUCKET GAME**  
Banners, Roll-Down, Wheels. Call MANNY KLINE, 1131 Broadway, Room 214, New York.

## YOUR FORTUNE TOLD

**5c** ELEGANT PRIZES FREE **5c**  
NUMBERS 100 200 300 400 500 RECEIVE FIVE POUND BOX ASSORTED CHOCOLATES  
Now \$ 5 95 105 155 205 255 3 3 355 405 505 RECEIVE FIVE POUND BOX CHOCOLATES  
Last Fortune in Each Opening Reveals 1 lb. Best Chocolates

LAST FORTUNE TAKER ON BOARD RECEIVES \$4.00 BOX CANDY

Have Your Fortune Told? Have Your Fortune Told? Have Your Fortune Told?

**A FORTUNE AWAITS YOU**

Have Your Fortune Told? Have Your Fortune Told? Have Your Fortune Told?

The Latest and Fastest Trade Stimulator on the Market Today.

## SALESBOARD OPERATORS CANDY AND CIGAR MEN

Something you have been looking for. Not a Gambling Device. Can be used Everywhere.  
Send For Circular and Price List. Manufactured by the  
**Holdfast Manufacturing Co.**  
1835 MADISON AVE. NEW YORK, N. Y.

## KAPLAN'S GREATER SHOWS

**WANT CONCESSIONS OF ALL KINDS**  
Wire in for space or come on. The biggest doing in the south. Two Saturdays and two Sundays under American Legion, Lake Charles, La., beginning Dec. 18th to 26th. Also want help for all departments.  
Address **SAM KAPLAN**

IN ANSWERING AN AD BEGIN YOUR LETTER WITH "I SAW YOUR AD IN THE BILLBOARD."

Merry Christmas and A Happy New Year

**WALLACE MIDWAY ATTRACTIONS**

OPENING MAY 1st NEAR COLUMBUS OHIO

Ten Ohio Fairs now contracted. Show now being booked thru Ohio, Pennsylvania and Michigan Territory. Want Ferris Wheel; must be Eli. Want Shows with flash and capable of getting money. Want reliable showman to handle best framed Athletic Show on the road. Have complete Platform Show for Midget or Snake Show. Chiquita, write quick. Want to hear from Ten-Piece Bands, to right people can make good proposition. Want Concessions of all kinds. Will sell exclusive on all Wheels. Eddie Linton, write quick. All others that I have talked with, write at once for space. Address I. K. WALLACE, Thornville, Ohio.

192. — Sixth Season — 192.

# ATTENTION

**"Don't Be a Waiter"**

**"The Gravy Train Awaits Your Action"**

We are the largest distributors of candy assortments in the South.

In our assortments you not only get the candy of quality, but quantity as well, which means quick sales and big profit.

Our AY-SEE-CO assortment consists of set of five highly ornamented Japanese baskets, and 31 handsome boxes filled with best quality chocolates, 500 10c sales or 1,000 5c sales, **Price, \$30.00**

Our HELENA assortment, consisting of 50 handsome packages of quality chocolates, is a winner. 800 5c sales, **Price, \$25.00**

Special Discount in quantities. Order a sample assortment today and convince yourself of our quality deals. Write for circular on our trade stimulators. We are headquarters. Orders shipped same day received. Yours for quick turn-overs.

**APTE CIGAR & SALES CO.,**

**65 E. Alabama Street, ATLANTA, GA.**

## Salesboard Operators

AGENTS and CONCESSIONAIRES  
Electric Lighted Doll

Our 14-in  
**Miss Lulu**

Electric Lighted Doll with real Hair Wig, Silk Dress and Gold Trimming. Has plug, 5 ft. of cord, etc. All you have to do is connect it and it lights. 1921 will be a big Electric Doll year and Miss Lulu will easily lead the rest.

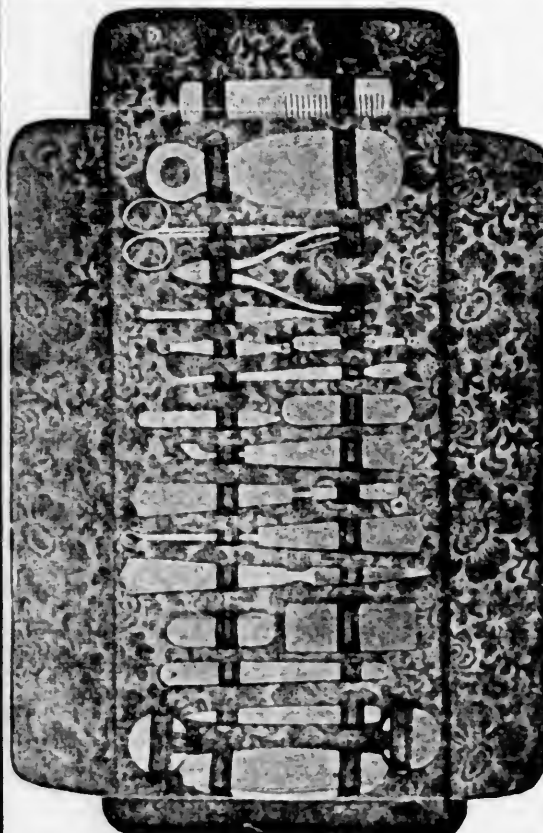


**\$40.00 PER DOZ. Samples, \$3.50**  
½ cash with order, balance C. O. D.

**CARNIVAL & FAIR DOLL CO.**  
1816 S. KEDZIE AVE., CHICAGO, ILL.

## GREAT STOCK REDUCTION SALE

We carry the largest variety of Manicure Sets in the U. S., and we don't allow anyone to underseil us. See our other advertisements in this issue for additional bargains; also write for our Silent Salesman (catalogue), the Cash Buyer's Guide for the Progressive Merchant. It's interesting and it's free to live wires.



No. 12182 B  
**21-Piece French Ivory Manicure Set**

DuBarry pattern, like illustration. Plain or flowered velvet, fabrioid leather roll. Special price while this lot lasts.

**\$2.85**

TERMS: 25% deposit required on all C. O. D. orders. Orders for samples must be accompanied by remittance in full, including 20c for mailing charges.

**JOSEPH HAGN CO.,** Wholesale and Manufacturing Jewelers.  
The House of Service. 223-225 W. Madison St., Dept. B, CHICAGO, ILL.

## FOR SALE---CAROUSELS

Fifty feet in diameter, 4 rows, 20 arms, 42 jumpers. Fifty feet in diameter, 3 rows, 20 arms, 16 jumpers. Fifty-two and sixty-five-key Organs.

KREMER AMUSEMENT CO., 284 Eleventh Ave., Long Island City, N. Y.

EVERY TIME YOU MENTION THE BILLBOARD YOU PUT IN A BOOST FOR US.

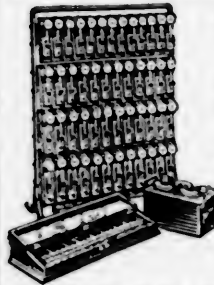
## SALESBOARD OPERATORS, ATTENTION!

### BEAD NECKLACES

Unusually low prices for Bead Necklaces. Attractive \$3.00 and \$5.00 assortments. BEADED BAGS, LEATHER BAGS, CIGARETTE CASES, Nickel Silver Plated Cases, \$7.00 per dozen and up. WATCHES—Bracelet Watches, Gentlemen's Thin Model Gold Plated and Nickel Watches, \$1.20 each and up. LADIES' WRIST WATCHES—Gold Plated Pearl and Fancy Gun Metal, at \$3.25 each and up. Each in individual box. Send for price list. Terms—25% deposit, balance C. O. D. Immediate shipments.

**FRANK MOTH SUPPLY CO.**

1161 B'way and 25 W. 27th St. New York City



The **DEAGAN UNA-FON**  
PROVIDES THE IDEAL MUSIC

FOR SKATING RINKS. I Played same as Piano, but has fifty times the volume. Write for descriptive circular and full information.

**J. C. DEAGAN, INC.**

DEAGAN BUILDING, 1760 Berteau Avenue, CHICAGO

## FAIRS and EXPOSITIONS INSURANCE

Public Liability on all Riding Devices and Grounds. CHAS. G. KILPATRICK, Rookery Buildings, Chicago, Ill.

### ELITE COLLAR BUTTONER.



Sample and Spool 10c. \$2.00 gross, mailed. WILLIAMS, 118 South Sixth Street, Philadelphia.

AGENTS—Free sample patented Soler guaranteed on any metal, applied in a minute last forever. Many of our agents making \$100.00 every week. Wholesale price list, \$7.50 per gross. E. Z. CO., 417 N. Clark St., Chicago, Illinois.

## HIGH CLIFF PARK

Nature's Beauty Spot in Wisconsin. M. H. NIESEN, Prop. Kaukauna, Wis.

## ITALIAN BAND AT LIBERTY

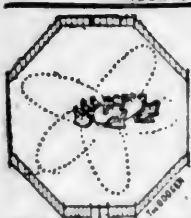
At your limited winter salary, from a piece up Wire BANDMASTER car. Pavilion Hotel Charleston, South Carolina.

### SAVE \$10 A YEAR

Sharpen your own Safety Blades



Postpaid Sharpine Razor Co. 803 Green St., Phila. AGENTS WANTED.



### THE DODGER

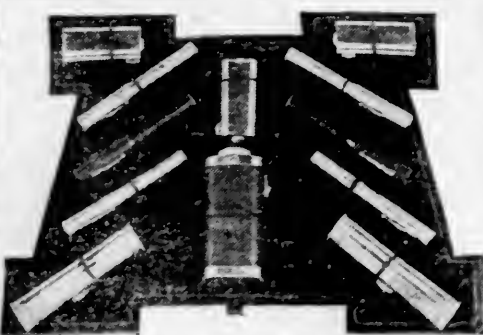
A mysterious new ride with undefined radial courses and a surprising soap. Similar to a Whip. One man can run it and take tickets. Will suit you.

GOLLNER, 253 B'way, New York.

### LATEST KEWPIE DRESSES

Dress and Hat one piece. Put on in ten seconds. \$5.25 hundred. MODERN SPECIALTY CO., 8 N. 16th, St. Louis, Mo.

FOR SALE—ELECTRIC PARK, located on Grand River, near Commonwealth Dam, Lewis, Mich., one of the most beautiful amusement parks in Michigan. A money maker. For particulars write ELECTRIC PARK CO., William Bohr, Secretary, Westphalia, Michigan.



FLASHLIGHT SALESBOARD—No. B15, \$10.85.

Large Assortment. Biggest Flash on the Market. 500-Hole Board Free. Retail for \$50.00.

## 86,579 PEOPLE

are at this time wondering, the same as you are, how we can sell BETTER MERCHANDISE for LESS MONEY than other firms. Here is the reason in a nutshell: We are manufacturers. We sell to jobbers as well as operators. We figure on a small margin of profit on our yearly business, instead of a large profit on each individual sale, as others do. In this way we have built up a large business and a host of SATISFIED CUSTOMERS. SERVICE is our middle name. WE SHIP ORDERS SAME DAY RECEIVED. WE MAKE SPECIAL ASSORTMENTS TO ORDER.

REMEMBER, WE ARE SALESBOARD ORIGINATORS

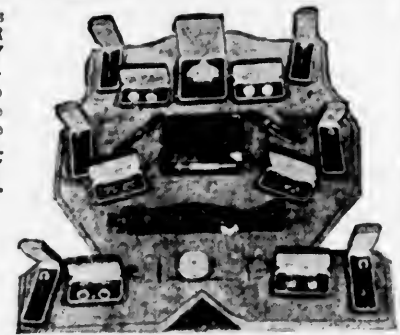
WE HAVE THE LARGEST SELECTION AT PRE-WAR PRICES

Write at once for Circular No. 28. Just off the press.

Terms, 25% with order, balance C. O. D.

**TRIANGLE JEWELRY CO.** SALESBOARD HEADQUARTERS  
Our New Home 190 N. State St., CHICAGO, U. S. A.

SALESMEN, NOTE We Can Use a Few More Live Wires. If You Want to Make Real Money Write Us Now. Address Dept. H.



JEWELRY SALESBOARD—No. B16, \$28.75.

Wonderful Display. Guaranteed Jewelry and Watches. 1,000-Hole Board Free. Retail for \$100.00.



# WANTED FOR THE SELLS-FLOTO CIRCUS

## Comedy Circus Performers of All Kinds

especially Novelty Acts, Clowns, Wire Acts, Comedy Acrobatic Acts, Double Traps, also Assistant Bosses for Canvas and Props; Head Usher and Ushers, Ticket Sellers, Man to handle Front Door, an Uptown Ticket Seller, experienced Tractor Driver, Men to work in Lunch Car and Workingmen in all departments. Wanted—Steam and Air Calliope Player. Address all letters to

### THE SELLS-FLOTO CIRCUS COMPANY

H. B. GENTRY, Manager.

237 Symes Building, Denver, Colorado,

SHOW OPENS COLISEUM, CHICAGO, APRIL 9.

Merry Christmas

Successful Season

## HELLER'S ACME SHOWS

### WANTED

Wanted for Season 1921. Shows of all kinds. Have complete outfits for any Show for reliable Managers with something worth while, or will finance same for real Show People and give percentage where you can produce the goods. Would like to hear from Capt. Fisher, Joe Gould, Irving Yost, Archie Jennette, Alfonso, Levino.

WANTED—Good Free Act; also General Agent. Salsbury, write. Concessions all open except Candy, Doll and Blanket Wheels. Have my own two Rides. Will book or buy Ferris Wheel.

FOR SALE—Two Black Bears and High Dive outfit.

HARRY HELLER, Gen. Mgr., 91 Hamilton Ave., PATERSON, N. J.

1921

Happy New Year

## NOTICE TO FAIR MANAGERS IN NEBRASKA, IOWA, KANSAS, MISSOURI and S. DAKOTA

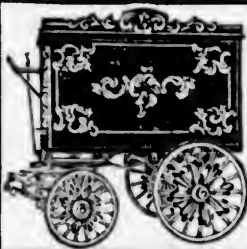
NOW BOOKING FOR SEASON OF 1921.

### DAN DESDUNES' BAND (Colored)

Considered as Nebraska's Most Entertaining Attraction. Led by DAN DESDUNES (a Leader with Personality and Pop).

Read what SECRETARY E. R. DANIELSON, of the Nebraska State Fair Association, has to say: "I take pleasure in this opportunity to say that the Dan Desdunes Band, of Omaha, was one of the best attractions we had at the 1919 and 1920 State Fair." Address all communications to

WM. LEWIS, 2014 N 24th St., Omaha, Nebraska.



## BEGGS WAGONS

Band Wagons, Cages, Ticket Wagons, Tableaus, carved and gilded, for large or small Show. Carnival and Baggage Wagons. Extra gear and wheels. First-class Wagons of up-to-date, artistic design at reasonable prices. WRITE US TODAY.

### BEGGS WAGON COMPANY

"The Circus Wagon Builders"  
KANSAS CITY, MO.

## CIRCUS SEATS, TENT POLES, ETC.

HENRY EVERS MFG. CO.,

1442 N. Eighth Street,

ST. LOUIS, MO.

MERRY XMAS TO ALL FROM THE OLD RELIABLE. ESTABLISHED 1896

## W. ODELL LEARN CO.

Dealers in TEXAS SNAKES, IGUANAS, DRAGONS, PARROTS AND ANIMALS. All Snakes fixed safe to handle. Prices reasonable. Prompt shipment of all orders. Plenty Snakes on hand.

Manager, **MARTHA LEARN,**  
500 Doloroso Street, South Side Military Plaza, SAN ANTONIO, TEXAS.

Telephone Longacre 3720. Cable Address: Sasse, N. Y.

## CHARLES L. SASSE

### American and Foreign Amusement Manager

300 West 49th Street  
NEW YORK

desires to extend through this medium  
Christmas Greetings

to the Circus and General Amusement Profession throughout the entire world, and sincerely hopes for a

Prosperous and Happy New Year

## HULBURD'S DOG AND PONY SHOW and TRAINED WILD ANIMAL CIRCUS

WANTED FOR SEASON 1921

Ground and Aerial Acts, Clowns that are Clowns, Hurdle Mule Rider, Bucking Mule Rider, Cowboys and Cowgirls, Fancy Ropers and any and all acts suitable for the above-named show. FOR BAND—Leader and Musicians for 15-piece Band. FOR SIDE SHOW—Any and all Acts suitable for an A-1 Side Show, four Oriental Barbers, Working Men in all departments. A-1 Boss Canvasman for Big Top. Also Side Show. FOR ADVANCE—General Agents that can handle the advance as it should be. A-1 Billposters. Address with lowest salary and full particulars to Dallas, Tex., Room 427 Western Indemnity Building.

NOTICE—Sam Bennett, Frank Kello, Frank G. Kelly, Blondie Ward, Nelson, F. J. Rogers, Lew, the Agent, Stanton, Doc Leon, Drake, Bunt, the Canvasman, write at once. In fact, all those who were with me in '18, '19 and '20, write.

WANTED, TO BUY OR LEASE—Dogs, Ponies, High School Horses, Bears, also Cubs; in fact, all kinds of Trained Animals. WANT an Elephant for cash.

The above show will open about March 1, and will be one of the best equipped railroad shows on the road.

## For Sale FOUR YOUNG EUROPEAN WILD BOARS

Inquire S. A. STEPHAN, Cincinnati Zoo.

## BAR PERFORMERS

Would like to hear from Bar Performers, both Straight and Comedy, for Aerial Horizontal Bar Act, for Season 1921 with Hagenbeck-Wallace Circus. Have immediate work for one man. Address J. A. BROCK, 620 11th Street, Huntington, West Virginia.

"NOTHING SUCCEEDS LIKE SUCCESS"

## "BRIGHT LIGHT SHOWS" 1921

SECOND TRIUMPHAL SEASON OF THE NOW JUSTLY FAMOUS

Fifteen carloads of the finest and most costly Show Paraphernalia, transported on our own up-to-the-minute cars and wagons. To augment our Show, can use a number of first-class Concessions of all kinds—a Show or two that has genuine merit, Executives in all departments, expert Ride Men, Man to operate Motordrome on a percentage basis, and, in fact, anything that is suitable for a strictly first-class organization of this kind. 1921 Season opens March 26. FRANK WEST, Sole Owner. Till January 1, address Boston Offices, 7 Milford Street. After that time, Winter Quarters, Kinston, North Carolina.

W. C. (BILL) FLEMING

Signed by T. A. Wolfe To Pilot Superior Shows the Coming Season

T. A. Wolfe, owner and general manager of the T. A. Wolfe Superior Shows, announced by a wire to The Billboard on December 11 from New York City that he had closed a contract with W. C. (Bill) Fleming to handle the advance for his attractions for the coming season.

This announcement will be of interest to the carnival world, as Mr. Fleming is considered as one of the carnival's foremost general agents. With years of experience and for the past six seasons a guiding spirit of the Greater Sheesley Shows, Fleming has made a reputation as a close and clever contractor who has displayed a deep knowledge of territory and instinctive business ability. He is known and liked from Coast to Coast, both in the profession and locally. M. W. McQuigg, the present general agent of the Superior Shows, will remain with the organization, and will co-operate with Mr. Fleming in the work of routing and booking the shows. McQuigg will also probably take care of the railroad contracting and make special trips in the interests of the shows. Mr. Fleming, who is now in New York City, will start work for the Superior Shows immediately.

MRS. G. W. GOODHEART PASSES

Lancaster, Pa., Dec. 8.—Minnie Goodheart, wife of Geo. W. Goodheart, manager of advertising car No. 1 of the Ringling Bros. & Barnum Bailey Shows, passed away at 1:05 this morning of heart failure, following typhoid fever. She was in her 47th year, and is survived by her husband and one daughter, Irene, the wife of A. A. Meeth, of Portland, Mich.

Mrs. Goodheart was of a very amiable disposition, and her friends were legion. She was also popular with all the members of the Ringling-Barnum No. 1 car, on which she visited her husband a few weeks each season. She was on one of these visits when the car recently closed its past season at Richmond, Va.

INSTALLING \$50,000 FUN HOUSE

The Columbia Coliseum Company, of Columbia Park, North Bergen, N. J., consisting of Max Winslow, Louis Bernal, C. D. Caprell and O. Alpi, is installing a Fun House under the name of the Coliseum. The Zarro-Enger Construction Company is furnishing all the mechanical devices. The cost of the project when completed will be \$50,000. The installation will be done by Frank Stillman.

EDWARD NEOLA DIES

Chicago, Dec. 11.—Edward Neola, 52 years old, oddtime juggler, retired for several years, died in Chicago December 9. The body was taken to Canton, O., for burial. Mr. Neola formerly played big-time vaudeville and circuses, including the Ringling organization. His last engagement was with the Cosmopolitan shows. A widow survives.

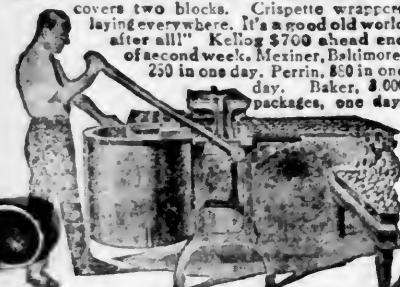
WILLIAMS STANDARD AND JOSEPH G. FERARI SHOWS

New York, Dec. 10.—The office of the Williams Standard Shows and the Joseph G. Ferari Shows in Room 605, Gaiety Theater Building, Forty-sixth and Broadway, seems to be a mecca of the outdoor showmen these days, as many showmen, concessionaires and help of all kinds

\$365.75 ONE DAY!

Ira Shook of Flint Did That Amount of Business in One Day

Making and Selling Popcorn Crispettes with this machine. Profits \$209.00. Mullen of East Liberty bought two outfits recently, and is ready for third. Iwata, Calif., purchased outfit Feb. 1920. Since, has bought 10 more—his profits enormous. J. R. Bert, Ala., wrote: "Only thing I ever bought equaled advertisement." J. M. Partilo, Ocala, wrote: "Enclosed find money order to pay all my notes. Getting along fine. Crispettes business all you claim and then some." John W. Culp, So. Carolina, writes: "Everything going lovely. The business section of this town covers two blocks. Crispettes wrappers laying everywhere. It's a good old world after all!" Kellog \$700 ahead end of second week. Mexiner, Baltimore, 250 in one day. Ferrin, \$50 in one day. Baker, \$300 packages, one day.



WE START YOU IN BUSINESS

Little capital, no experience. Furnish secret formula Build A Business of Your Own

The demand for Crispettes is enormous. A delicious food confection made without sugar. Write me. Get facts about an honorable business, which will make you independent. You can start right in your own town. Business will grow. You won't be scrambling and crowding for a job. You will have made your own place.

Profits \$1000 A Month Easily Possible Send post card for illustrated book of facts. Contains business letters from others—shows their places of business, tells how to start, when to start, and all other information needed. It's free. Write now.

LONG EAKINS COMPANY

1214 High Street Springfield, Ohio

CHARLES WEIR and MAUD HENRY Combined Menageries



CAPT. TARZAN CREAMER, Principal Trainer.

Engaged for Entire Summer Season 1921

at OLYMPIC PARK Newark, N. J.

Group of Performing Royal Bengal Tigers, Group of Trained Leopards, Educated Lions and Bears and also menagerie, including various large and small animals, monkeys, birds, etc.

For Open Time address

C. W. B., care The Billboard, 1493 Broadway, New York.

MRS. WORTHAM DIES

Mother of Clarence A. and John Wortham Passes Away at Paris, Texas

Paris, Tex., Dec. 11.—Mrs. G. T. Wortham (Florence Sheehy Wortham), mother of Clarence A. Wortham, one of the most prominent carnival owners, and John Wortham, also well known in carnival circles as a riding device owner, passed away at the home of her son-in-law, Clark Briney, in this city December 8.

Mrs. Wortham was in her 63d year, and was born near Cooper, Tex., where she resided until one year after her marriage to her late husband, 43 years ago. She had since lived here and gained a legion of friends in this city and vicinity. Since the death of her husband, eleven years ago, she had made her home with her children, all of whom survive her, except a daughter, Mrs. Alice Pyls. With her during her last illness were her sons, Clarence A. and John, and four daughters, Madeline Henry Snell, of Detroit, Mich.; Nannie Moore, of Champaign, Ill.; Thomas Hughes, of Bishop, Cal., and Clark Briney, of Paris.

The whole life of Mrs. Wortham was ardently devoted to her family, and thru her association with those of them who have followed the outdoor amusement profession she won the staunch friendship of hundreds of showfolk, as a mute evidence of which many have been the beautiful floral wreaths and offerings sent from show people thruout the country. Among them were remembrances from W. H. (Bill) Rice, Con T. Kennedy, the Heart of America Showmen's Club and others. Funeral services were conducted yesterday afternoon at the local Methodist Church, with burial in Evergreen cemetery.

WORTHAM'S WORLD'S BEST

Plays "Repeater" at Tucson, Ariz.

Tucson, Ariz., Dec. 8.—The visit of Clarence A. Wortham's World's Best Shows to this city was a remarkable one in many ways. Never on any previous call were there such throngs on the show grounds, and this is largely due to the reputation the shows have established in their preceding annual visits.

This year the shows came on a larger basis than ever before. There were few attractions on the West Congress street grounds that were there before. Harry H. Hancock, agent in advance of the shows, had thoroly covered the Mexican portion of the city with programs, one side of which is printed in Spanish, setting out the new attractions. These reaped a world of return.

Christmas week of 1919 the shows were in Tucson, so that this visit was just a little short of one year. Hence this season's call might be called a repeater engagement. The several attractions added when the show left El Paso, Tex., were new to the territory. All prospered, especially Evans' "Escaplane," the human-roulette wheel and the Queer Call Show. The visit was not marred in any way.—BEVERLY WHITE.

P. H. COLE IN CINCINNATI

P. H. Cole, of the P. H. Cole Shows, passed thru Cincinnati on December 9, on his return trip from Canada, via Chicago, to St. Louis. While in Canada he visited relatives and friends in Toronto and Montreal, likewise in Detroit, Mich. He expressed himself as sorry that business called him away from Chicago just as the Showmen's League festivities were about to commence.

He stated that his little caravan had a very satisfactory season, and that it would again take the road in the spring as a two-car "gilly" show, consisting of about four shows featuring his Baby Emma attraction; one of two rides and several concessions. Ben Hymas, who again act as manager, and C. J. (Doc) Gidstone, formerly with Russell Bros., will again handle one of the shows. The winter quarters of his caravan are in Des Moines, Iowa.

GOES TO CUBA

Chicago, Dec. 9.—Mrs. Baba Deigarian, who, with her husband has had the "Garden of Allah" show with different big organizations, will join the Krause Greater Shows in Key West, Fla. From there the organization will tour the Bahama Islands, thence go to Cuba. Mrs. Deigarian said she had a splendid time visiting the hazard of the Ladies' Auxiliary of the Showmen's League of America in Chicago last week. Mrs. Deigarian was the guest in Chicago of Mrs. William Schwartz of Detroit, who was also a visitor. Mr. Deigarian will join his wife in Cuba.

TANGLEY PLANT NOT FINISHED

The Tangley Company, of Muscatine, Ia., advises that it has not completed its factory since fire destroyed the calloffe plant on July 5, and that it will be late in 1921 before the concern will be able to fill orders for calloffe. Because of this the company wishes to request those who have instruments and usually send them in every winter for repairs to write before doing so, as the firm has at this time no place for taking care of orders, but will work with the local repair shop in different cities, as to repairing them locally. The company also advises that its studio is running full force and making prompt delivery on oil paintings and lobby displays.

Look thru the Letter List in this issue.

Vending Machine Operators

We have some good territory open in Ohio, Indiana and Wisconsin for coin operated Weighing and Ball Gum Machines. Machines for sale are now located and doing good business. Write the NATIONAL NOVELTY CO., 513 So. 3d St., Minneapolis, Minn.

PENNY ARCADE MACHINES BOUGHT and SOLD Address J. W. DIEHL, Concessionaire on Flat, Vasco, California.

MERRY XMAS TO ALL

OUR SPECIAL OFFER STANDS GOOD UNTIL XMAS

Don't miss getting a gross. Our thousand lot rate, 15 cents each. Agents cleaning up, during the holiday rush, selling the Oriental.

THE UNIVERSAL NEEDLE

Works on any kind of material, uses any kind of thread that is suitable to the kind of work. This Needle is practical. Easiest to work and lowest in price to agents. Sells for \$1.00 anywhere on earth. Get a sample and be convinced. Sample 50c.

SALESMAN'S NOVELTY CO. 82 East Adams Ave., DETROIT, MICH.



Loyal Order of Moose Mid-Winter Circus and Fair

For Their Building Fund and Widows

Broadway Auditorium, Buffalo, N. Y., Week January 10, 1921

6-DAYS-6

6-NIGHTS-6

WANTED

Circus Acts, Rides, Side Shows, CONCESSIONS of all kinds open. CAN PLACE one or two Mechanical Shows, Ten-in-One Show, Athletic Show, or any or all shows that can be framed to work indoors. For the Biggest Indoor Circus and Fair ever given in Buffalo. 8,000 members out selling tickets and booting. For diagram and space address J. J. HAGAN, Chairman General Amusement Committee, Loyal Order of Moose, Lodge No. 8, Buffalo, New York.

WANTED

are seen there daily. Contracts are being signed with some of the best men in the outdoor show business, and the way things look at this early date these two caravans are going to be among the biggest and best in the eastern part of the United States. The staffs of the both shows are now being engaged and the full lineup of both shows will be announced in a later issue of The Billboard.

Messrs. Williams, Finney and Kitz have increased their next fair season so as to have about ten weeks for each show. A crew of workmen is now at work in winter quarters at the fair grounds, Danbury, Conn., putting every thing in shape. Most of the people who were with the shows the past four seasons will be back with them again.

The Ferrari Shows will be a 15-car outfit, traveling on its own cars, and the Williams Shows will be of 12-car size. The flat cars are now in the New Haven shops at Bristol, Conn., where they are being overhauled and painted. Ben Williams is buying box cars and sleeping cars for the Ferrari Shows. The writer has been re-engaged for the coming season as general agent and is now contracting towns for both shows. A new line of advance lithograph paper in conjunction with the different novelty small-stuff billing will be used. There will be three men ahead of each show, and nothing will be left undone to bring the crowds on the lot.—MARCUS.

"BILL" RICE WITH SHEESLEY

W. H. Rice (who doesn't know him?) jumped into Cincinnati from St. Louis Friday night, December 10, gave The Billboard a call, as usual, and jumped out the following night for the

Southeast. "Bill" is now busy lining up fairs for the Greater Sheesley Shows. He and George F. Dorman have dropped the Wild West proposition for the time being.

ALLIGER IN CHICAGO

Chicago, Dec. 9.—Pain's Fireworks, Inc., was represented in Chicago this week by Mr. Alliger, who stated that the past season has been the best in years for fireworks at different fairs. Mr. Alliger said that Mr. Pain is now working on an innovation for a fair spectacle which will be entirely different from anything heretofore offered. He said it will be ready to present to the fair secretaries at their January meeting.

A. J. ZIV MARRIED

Chicago, Dec. 9.—A. J. Ziv, president of the Western Doll Manufacturing Co., and well known in the carnival world, was recently married to Harriet Miles. Mr. Ziv was formerly identified with the tent firm of Murray & Co., later with the United States Tent and Awning Co., and is now in business for himself. He is a member of the Board of Governors of the Showmen's League of America.

FRANK J. JESTER DIES

Keokuk, Ia., Dec. 9.—Frank J. Jester, concessioner with outdoor amusement organizations for about twenty years, passed away here recently at St. Joseph Hospital of typhoid. He is survived by a brother, Frank E. Jester, who resides at 1329 Reed street, this city.



Complete, \$1.00.

# LITTLE MARY THE 1921 CARNIVAL CRAZE

MARABOU DRESSES, Complete, \$1.15.



Style No. 1. Dress, 50. Doll, 50c.



Style No. 2. Dress, 65c. Doll, 50c.

- Plain, With Vamp Eyes, - \$30.00 Per Hundred
- With Kewpie Mohair Curls and Puffs, 50.00 "
- With Ribbon Dress Complete, - 100.00 "
- With Silk and Marabou and Feather Trimmings, - 115.00 "

We have always sold Doll Manufacturers. Now we are going to the Trade, cutting out the middleman's profit. If you want to fix your own dolls we sell KEWPIE MOHAIR (50 dolls to the pound), at \$2.50 lb. MARABOU, all shades (knock-'em-dead colors), 25c yard. Ribbons, all shades, bolt of 10 yards, 60c to 75c.

Write any of the boys in the West on the Wortham, Sam Brown, Alamo, Shows and a hundred others.

**CORENSON**, JOCKEY MURRAY,  
World's Greatest Promoter, Manager

825 Sunset Boulevard, Los Angeles, Calif.

**"DOC" HASTINGS**

Still Confined at St. Francis Hospital, Cincinnati

Francis (Doc) Hastings, for years a well-known performer and clown, with many cirses and in "audville, is still at St. Francis Hospital, Cincinnati, where he has been confined for almost two years with what is supposed to be paralysis of the lower limbs, or locomotor ataxia, and which for the past three months has rendered him continually bedfast. Altho displaying the most optimistic spirit possible, it is more than probable that he will never again be able to take up active duty. His eyesight is also impaired.

"Doc" during his entire stay in the hospital, has been exceedingly desirous that his condition not be made public. On each visit of a Billboard man he would laughingly say: "I am doing fine and will be out of here within two more weeks," and it was only last week that he would agree to let his friends of the road know thru these columns of his affliction, that they may write to him now and then. Incidentally, while Mr. Hastings has not requested it, it is known that he is completely without funds, and the writer feels that he would greatly appreciate small financial contributions so that he may purchase articles of which he is in need—eye glasses and eye lotion, stamps, a few knickknacks, etc.

All letters from friends to Mr. Hastings, if addressed care of The Billboard, Cincinnati, will be taken by the writer (a member of the editorial staff) to the hospital and read to him. Should they be sent to the hospital address him "Doc Hastings."

**MISTAKE IN STREET ADDRESS**

But Kindel & Graham, of San Francisco, Received Orders Promptly Despite Error

San Francisco, Dec. 9.—Thru an oversight The Billboard, in printing the advertisement of Kindel & Graham, one of San Francisco's largest and best-known carnival goods, novelty and toy firms, in its issues of November 20 and December 4, gave this firm's address as 787 Mission street, instead of 787 Market street, as it should have been. The error, altho unfortunate, worked no especial harm, as the firm of Kindel & Graham is so well known in this city that mail addressed to the wrong street reached its proper destination promptly and scores of orders, which came thus addressed, were filled.

Kindel & Graham recently added to their well-known line their original, patented "Kewpie Lamps," which are rapidly becoming the craze wherever they are shown. The firm is now handling a full line of Chinese baskets, and is prepared to serve its many customers with its customary courtesy, now and thruout the season that is to soon open.

**HARRY VICKERS INJURED**

Beacon, N. Y., Dec. 9.—Harry R. Vickers, the well-known agent, now managing the Hotel Bennett here, while endeavoring to protect his wife, Miss Mitchell Vickers, from being run over by an automobile, was knocked down and dragged over 100 feet by a swiftly moving car. He was severely bruised and had three ribs broken.

Both Mr. and Mrs. Vickers are well known to show folks, as they have been members of the profession for many years. The past season Mr. Vickers was general agent of the Beacon Shows.

**JOHNNY J. JONES EXPOSITION**

Plays Important Part in Miami's First Annual Palm Fete

The Chamber of Commerce of Miami, Fla., decided this year to put on annually a "Palm Fete Festival" to commemorate the loving remembrance of Henry M. Flagler, the man who not only founded the City of Miami, but was also the man who built the Florida East Coast Railroad, running from Jacksonville to Key West, a distance of 522 miles. For the amusement portion of the celebration the Chamber of Commerce engaged the Johnny J. Jones Exposition, which opened two days ahead of the allotted time set, and the opening gross receipts realized over \$10,000. The weather has been ideal, around 80 to 90 in the shade. Wednesday was "Flagler Day," and the parade was probably the greatest ever held south of the Mason and Dixon lines. It took two hours to pass a given point. Johnny J. Jones' Exposition participation in the grand pageant included its All-American Band, with Park Prentiss leading;

**ZEIDMAN & POLLIE EXPOSITION SHOWS**  
WINTER QUARTERS: LYNCHBURG, VA.  
Can Place Shows, Riding Devices and Concessions  
FOR SEASON 1921  
Address HENRY J. POLLIE, Mgr., Lynchburg, Va.

**BALL GUM VENDING MACHINES and BALL GUM**  
If you are interested in Ball Gum Machines, Peanut, Match, Stamp or Weighing Machines, write for prices and particulars to  
**NATIONAL NOVELTY CO.**  
513-15-17-19 South 3rd St., MINNEAPOLIS, MINN.

**GREAT UNITED SHOWS WANT**  
to join Christmas week, up-to-date Carouselle (2-abreast preferred).  
Want strong Grind Show. Can place Concessions of all kinds. No exclusive. Out all winter. Dancers for Cabaret, write Glen Miller.  
All address **GREAT UNITED SHOWS, Fort Meade, Fla.**

**W. H. MIDDLETON, Animal Broker**  
Will buy, sell and exchange Animals of all kinds for Show purposes. Complete Zoos furnished. Get my prices. Address care THE BILLBOARD, 1493 Broadway, New York.

**For Carnival, 1921 Season**  
Four new flashy stores which include candy race track, dolls, baskets and pillows to place on flat rate. Also two new platform shows on per cent. Reliable managers only. H. A. SEARCY, Hawarden, Iowa.

Maybelle Mack and her Wild West contingent—all gorgeously costumed in true Western style, and led by Zaida Mahoney on a dashing, pure-white charger; Capt. Harry Mooney and keepers, with their herd of pachyderms and with Mile, Beatrice Hurd and Anna Dewey, a group of very pretty little girls, and a bunch of boys, riding on the elephants' backs, and a city official astride the neck of each ponderous animal. Johnny J. Jones' Hippodrome of Monkeys formed a float made into a typical jungle. The camel was ridden by the clown, Adam Goodman. Arthur Ross exhibited The Automaton Man. Frank Young's New York Minstrels, with Johnny J. Jones' Jolly, Joyous, Jingling, Jazz-Jambing Jubilee Jazzers, made a great hit with their Ethiopian antics. Maybelle Mack's Comedy Mule Circus was aided and abetted by "Hubb" Livingstone's clowning. Johnny J. Jones' trained dogs and ponies and boxing kangaroos and two large floats depicting carnivals of "Yesterday and Today" completed the Jones portion of the parade. Today one of the French midgits, Prince Dennison, is unwrapping a game of base ball, and all the midgits will make their appearance as "Fairies" in the Flower Pageant.

Illon, William Jennings Bryan gave the Flagler address yesterday, and afterwards, as the guest of Johnny J. Jones, visited the "Joy Plaza," where the writer had the pleasure of chaperoning the party thru the various attractions. Today occurs the Fete-Flower pageant, and Johnny J. Jones' fine auto, beautifully bedecked with natural flowers, will be in line. Tomorrow, "Oh, Boy!" Tomorrow—Bathing Girls' Parade on the Beach. Tomorrow! Will it ever come?  
"Uncle" John Robinson and John, Jr., the 4th, all visited the Jones Exposition, also John H. Havlin, who today is the dean of all Amer-

**"BILL" FLOTO'S COMMENT**  
On the Past Season for Wortham's World's Greatest Exposition Shows

As the slow and final curtain descends on a season which now belongs in the archives of history we must respectfully wave a fond farewell and burst forth to the strains of Auld Lang Syne as we watch it regretfully depart from our field of activities and endeavor. However, retrospection possesses all those who have lived thru a period which imprints itself indelibly upon the mind, hence the writer is no exception to the established rule and therefore, we take pardonable pride in penning this resume of a season just closed which will live long in the memories of those who participated and to whom this article may recall and refreshen some of the pleasures and thrills experienced by the Wortham family of 1920, who so proudly marched shoulder to shoulder under the Wortham earthenware to the jovial tune of "Hall, Hall, the Gang's All Here," and who stood en massed with but a single idea in mind, "one for all and all for one," which proved the plinth upon which the wonderful success bestowed upon the Wortham shows by a discriminating public rested.

Swinging back the gates of Welcome at San Antonio, Tex., early in April, midst the festival of roses. And how appropriate this should be so, for the flower is the mightiest expression of friendship to all the world. It speaks the stilled language of love and sorrow and happiness, and the Wortham Show experienced its share of all these attributes to a greater or lesser degree. However, it remained until the twilight of the closing days of the season to appear on the horizon for the greatest sorrow to come into the life of Clarence A. Wortham, and whatever consolation there may come to him from the knowledge that his entire aggregation shared with him the burden of his grief in the loss of his beloved mother is his without the question of a doubt. The death of this never-to-be-forgotten parent spread its pall to every member of Wortham's World's Greatest Exposition family, who among their winter's recreations will feel it heavily hanging on their minds. This could not be otherwise.

From San Antonio we migrated northward, and during the year kissed the shores of our most northern boundary line and also stood upon the dividing line of the South before we called it a season's work. All the prominent fairs in the zone of our march were played, and brought forth successful returns and issues. In fact so great was the reputation left behind that Mr. Wortham was besieged to sign agreements for the coming season before fulfilling the ones already contracted. What finer compliment could be paid to his efforts? What greater endorsement could he have asked? What a splendid acknowledgment to his acumen and skill in accomplishing wonders.

Clarence A. Wortham long ago fathomed the law which leads to success in life. He saw the pathhead with clearness and never wandered from it. And out of the lightning of his mind came the thundershocks of action which finally attained the goals he had set for himself, and rewards he so deservedly reaped.

Each departing day ever proves to be a withered leaf from the tree of life, at least so the philosophers tell us. And yet each day during the past season brought forth blossoms which were dispensed to the multitudes that gathered wherever the Wortham Shows exhibited—a blossom that spread sunshine and joy and made life to all of us the better for having lived it. Because this condition existed it was forcibly conveyed to us that Clarence A. Wortham proved a Polyanna of the show world, spreading gladness and bonitude, so that a buoyant multitude might feel the ecstacy of being entertained and made happy by the master purveyor of merriment and relaxation. It therefore becomes a pleasure to "blow my title" to the "mighty Texan," who has gained the undisputable right in the field of amusements to sign himself, "Yours for Supremacy," a slogan which defies competition and thwarts rivalry and emulation.

Every date played, every fair at which the Wortham Shows exhibited, was a success. For years the Wortham people have had the reputation of being among the best hustlers and money-getters in the business, and this year they eclipsed all former records. Every fair played this year showed a greater gross than ever before, and also greater satisfaction to the patrons. At the Minnesota State Fair all of the Wortham Show records for a single day and for a single date were broken, and other fairs came mighty close to the new mark, especially the wonderful State Fair of Texas at Dallas, where over one million people paid admission at the gate. Again let me repeat: It was a wonderful season for a wonderful showman with a wonderful show and he deserved all he received.—WM. F. FLOTO.

Look thru the Letter List in this week's issue.

**DAVE REID SHOWS**  
To Close Christmas Week in Louisiana

The Dave Reid Shows will bring their season to a close Christmas week at Donaldson, La., after being out since June 7, 1919. Mr. Reid will spend the holidays on his Canadian farm, near Brantford, Ont., and will again have a seven-car caravan on the road next season. The tour about to close has been one of the best ever experienced by Manager Reid, especially his Southern trip, which has proven very profitable. He already has many fair dates for 1921. Many new and novel improvements will be made for next season.—BIWER.

# OBITUARIES

**ARNOLD**—Henry C., managing director of the Liverpool Lyric Theater, Liverpool, England, died November 12, at his home in Everton Valley, after a long illness. He was prominent in Masonic circles, being P. M. of the Liverpool Dramatic Lodge. Arnold was an actor himself at one time, and played many parts, his best remembered work being in "The Lights of London," in which he was assisted by his wife, Miss Wood, a daughter of an old-time manager of the Lotunda Theater.

IN MEMORIAM  
**MAJOR FRED BENNETT**  
December 17, 1919.  
Gone, but not forgotten by his friends,  
LOTTIE BENNETT.

**BIRKETT**—Frank J., 25, died in St. Francis Hospital, Grand Island, Neb., December 2, following a four days' illness. The deceased was born in Falls City, Neb. Mr. Birkett was married to Maude W. Lyons, of Lincoln, Neb., in 1915, the widow surviving, together with a daughter, Irene; father, mother, two brothers and one sister. The funeral was held in Grand Island, December 4, and interment made in Wyuka, Neb. Services were conducted by the Knights of Pythias. Mr. Birkett and his wife were on the Frisco Exposition Show all of last season.

**BROWN**—Walter, at one time timekeeper at the New York Hippodrome, died November 25, at Saranac Lake, N. Y.

**DEMME**—Elmo, a well-known performer, for many years with Mayhew & Demme and Pekin Zouavea, died at Indianapolis some time ago. He served in France in the late war and was credited with having entertained many of the boys overseas.

**DITTRICH**—Fred A., assistant manager of the Lyric and Ideal theaters, at Binghamton, N. Y., shot and killed himself recently, in that city. Worry over his own health and his wife's is given as the cause.

**EASTMAN**—Fred, English actor, died December 8 in London, aged 61. He commenced his theatrical career in 1881. He had played in over 30 pantomimes and had enacted Tweedle-dumch, in "Floralda," over a thousand times.

**GEORGE**—W. L., wife of the English novelist, died at Houston, Tex., December 9. Mr. George, who is on a lecturing tour, was on his way to that city when his wife was taken ill on the train.

**GOODHEART**—Minnie, wife of Geo. W. Goodheart, manager of advertising car No. 1, of the Ringling Bros. and Barnum & Bailey Shows, died December 8, at Lancaster, Pa., of heart failure following typhoid fever. She was 46 years old, and is survived by her husband and one daughter.

In Loving Memory of My Dear Sister,  
**CORNELIA MARGARET GREEN**  
who passed away Dec. 25, 1919.  
JOE B. GREEN.

**GRIFFEN**—Harry, well-known actor and sketch artist, died November 11 at King's College Hospital, Denmark-hill, England. He was a member of the Proscenium Lodge of Freemasons, a past president of the Terriers' Association and a vice-president of the Music Hall Artists' Railway Association. Interment was at Streatham Cemetery.

**HALL**—Josephine, well-known actress and formerly a popular comic opera star under the management of Charles Frohman, died December 12, at Apopka, R. I. After ten years' retirement she returned to the stage last season in "On the Hired Line," last spring she was stricken in Bermuda, where she underwent an operation from which she failed to completely recover, and after being ill for nine months passed away.

**HASSAN**—W. C., inventor of the Blondin donkey, died November 7, in London, England. Mr. Hassan was, in his time, clown, vocalist, comedian, scene painter, property master, etc. His trick animals were in great demand, and often were the most effective features in many of the principal acts and pantomimes in London. The most famous of his mechanical inventions was the Blondin donkey, which became well known in America, the colonies and the continent. At the time of his death Mr. Hassan was hallkeeper at the Kensington Theater, London. He is survived by a widow, three sons and four daughters.

**HOUSER**—Harry, veteran hotel clerk and well known to many members of the profession, died October 31, at Wheeling, W. Va. Shortly after 9 o'clock in the evening, while seated in the lobby of the hotel, he suddenly fell to the floor and passed away before a physician could be summoned. Death was due to heart failure. He was 67 years old, and is survived by his sister and niece.

**INGRHAM**—Vance W., brother of C. F. Ingraham, formerly land leader with whom Vance trouped, died December 6, at Prescott, Ariz., of consumption. Mitchell Ingraham, now in vaudeville, is also a brother of the deceased. The remains were interred in Rushville, Ill., his former home. He is survived by a widow, two sons, two grandchildren and two brothers. Add was a member of the Knights of Pythias and Eagles.

**JANDREW**—Alexander, one of the founders of Theatrical Union No. 1 of the I. A. T. S. E., died at his home in New York, a short time ago. He was stage carpenter of the Knickerbocker Theater, New York; for many years was treasurer of the union, and for 25 years was a delegate at all their conventions. He was 65 years old, and is survived by his widow and three sons, all members of the profession.

**JANE**—H., one of the oldest exhibitors in the Bronx, died December 2 in New York City. He was the owner of the Miracle and the Bronx Plaza Theaters. Death was rather sudden as a result of a burst blood vessel.

**JENKINS**—Evans J., father of Jack Howard, of Jack Howard & Co., died December 3, at his home in Cleveland, O., at the age of 63 years. He is survived by a widow and six children.

**JESTER**—Frank J., concessioner with outdoor amusement organizations for about 20 years, died at St. Joseph Hospital, Keokuk, Ia., a short time ago of typhoid. He is survived by a brother.

**MACKIE**—Alfred, musician, dropped dead in Syracuse, N. Y., while marching with a naval recruiting band a short time ago.

**MANSELL**—J. C., known in the show world as "Doc," died November 17 in an automobile accident near Auburn, N. Y. At one time Mr. Mansell was a balloonist, later a motion picture exhibitor, and the last years of his life were spent in the carnival business. He is survived by his wife, three brothers and a sister. Notice of Mr. Mansell's death was published in a previous issue under the name of Mansfield.

**McCONNELL**—Mollie, for over 30 years on the stage and screen, died December 10 in Los Angeles. She was the widow of William McConnell, New York newspaper editor, and after his death married Sherwood McDonald, an actor. She had appeared in support of Miss Leslie Carter, Richard Mansfield, John Drew, Maude Adams and other stars.

**MEANS**—James, a pioneer in aviation, died at his home in Boston, Mass., December 3. It was his writings that inspired the Wright brothers to the interest in flying that developed the first practical plane.

**MIDDLEBURG**—May Schwabe, age 35, wife of F. Middleburg, owner of motion picture houses in Wheeling, W. Va., and other towns in that section, shot herself thru the temple and died, in Wheeling, a short time ago. Ill health is believed to have been the cause of her act.

**MITCHELL**—Herbert, of Moss' Empires, Ltd., London, England, died at the age of 46 years, at Herne Bay, November 22, after an illness extending over three months. Mr. Mitchell had been connected with the Moss and Stoll Empires for about 12 years, first in the billing department and then on the booking committee. He is survived by a widow.

**MOLLENHAUER**—Reinhard, a noted violinist, died in San Diego, Calif., December 3. He was a native of Germany, and made his first appearance on the concert stage in New York when eight years old. Mollenhauer was 70 years of age, and is survived by a widow and two sons.

**NEOLA**—Edward, 52, old-time juggler, died in Canton, O., for burial. Mr. Neola formerly played in big-time vaudeville and with circuses, including the Ringling organization and carnivals. His last engagement was with the Cosmopolitan Shows. A widow survives.

**RILEY**—Joe, former Cincinnati lightweight, died December 8 at Cincinnati, O., after a lingering illness. He was 26 years old, and is survived by a widow and two children.

**SANTOS**—Antonio, director of the Coliseum de Recreios, Lisbon, Spain, died in that city a short time ago. He was 72 years old.

**SHEENAN**—Virginia, cabaret singer, age 26, died at the Knickerbocker Hospital, N. Y., December 5, of burns she received in the Campus Restaurant, September 30, when her clothes caught fire from an oil stove in her dressing room.

**SPEDON**—Sam, a veteran motion picture writer, died at Atlanta, Ga., recently. At the time of his death he was connected with the Moving Picture World in the capacity of special representative among the exhibitors.

**TURNER**—Hattie, gymnast, acrobat, and once famous as a woman circus manager, died in the State Hospital, Morristown, N. J., December 10. She toured both this country and Europe with Barnum & Bailey's Circus. The remains were interred in the Morristown Cemetery.

**WALKER**—Graham F., for years treasurer of the Baltimore Lodge of the Theatrical Mutual Association, died at the Elks Club, in Baltimore, recently. He was well known to show people and had attended a great many meetings of different lodges. Walker was the owner of a large undertaking establishment in Baltimore.

**WATTS**—Miles Taylor, secretary of the Rockwood Pottery, Cincinnati, O., died recently at his home here. Mr. and Mrs. Watts were among the most active supporters of the Cincinnati Symphony Orchestra and musical and artistic affairs generally. He was 62 years old, and is survived by a widow.

**WORTHAM**—Mrs. G. T. Wortham, mother of Clarence A. Wortham, one of the most prominent carnival owners, and John Wortham, also well known in carnival circles, passed away at the home of her son-in-law, Clark Briney, in Paris, Tex., December 8. She was in her sixty-third year, and is survived by two sons and four daughters.

## "DOWN HOME"

(Continued from page 49)

were long and useless to the foreign-speaking people in the audience. Nevertheless there are impressive scenes and incidents which supply a

certain amount of screen amusement, and the character types are faithful to location. The snowstorm should have occurred while old Joe was riding to town, which would have given the admonition of the bartender for Joe to drink a bit more authority—no storm was seen until after the old man got out again to his carriage. Then we saw plenty of the genuine white ground and snow-covered trees.

The role of Dubney Todd did not convey the philosophy intended, the character of greatest physical and mental strength being that, especially played by Edward Hearn. Lettice Joy was the girl, Nancy, who gave a sincere impersonation. James O. Barrows, as Todd; Aggie Heerg, as his wife; and William Robert Daly, as the town drunkard, were prominent in the cast. As a rustic drama, with a clean, wholesome appeal this picture can be shown to all the family without disastrous results.

Mr. Whit stepped aside for a moment from his travel productions (like "Behind the Door") and turned his attention to bucolic characters. In such incidents of the drama, "Down Home," he has applied his genius with telling effect.

**SUITABILITY**  
Out of town communities; family trade.  
**ENTERTAINMENT VALUE**  
Weak at times, then rising to great heights of screen amusement.

## "FLYING PAT"

Scenario by Harry Carr and F. Richard Jones. Directed by F. Richard Jones, starring Dorothy Gish; Paramount. Shown at Rialto Theater Sunday, December 12.

Reviewed by MARION RUSSELL

An airplane story, with numerous novel twists and screams of laughter. Dorothy Gish imitable as a screen comedienne. Rialto audience thoroughly enjoyed the picture.

## THE CRITICAL X-RAY

A trifling story of newswomen who still honey-moon until a rift comes in their happiness thru the wife following a career as an aviatrix. This is at the suggestion of her husband, who believes that a wife should have a career outside of the home. She takes the test of equilibrium, and as the basket revolves in a rotary motion, turning somersaults and astounding tricks, the house indulged in hearty laughter. Her trainer arouses the jealousy of the husband, and trouble commences for the bride, who runs away, gets beautifully trimmed at poker and sneaks back home to become co-ek in her own kitchen. It was during the various scenes that the pantomimic abilities of the star were constantly in evidence, and her drill ministry never had a better opportunity than in this picture. It is about the most legitimate comedy screened for many a day. James Bennie, as the husband, was a splendid support to the star. Just a happy sort of picture which fulfills its mission to amuse the public. As screen entertainment it registers 100 per cent.

## Keith's, Cincinnati

(Continued from page 25)

added verses, with the audience wanting more. Fifteen minutes, in one.

The noticeable "settling" of the audience and the interesting silence that prevailed on the opening of Mme. Olga Petrova's offering and even when the star appeared, following atmospheric orchestral and stage lighting effects, spoke volumes for her in the way of a reception. Mme. Petrova won the hearts of her audience and graciously fulfilled her billing of a "symphony of beauty, color and song." Of aristocratic pronounced refinement and remarkable versatility she gave in abundance. The marvelous flexibility of her singing voice, particularly the mellow, unwavering high registers; her queenly, but unassuming, manner; her symmetrical figure, clothed in a gold-embroidered gown, and her highly commendable handling of the dramatic, as well as quite appropriate, music, all were blended into an act worth while. She featured "There, Don't Cry," "Key to Heaven" and a scene from "The Shulennite Girl." In all, thirty-nine minutes; full stage; bows galore, two encores, two speeches; stopped the show—orchestra repeated the doleful prelude.

Thomas F. Swift and Mary H. Kelley presented a catchy singing and talking turn, captioned "Gum Drops," meaning in this instance masculine slinks for possible flexible affection. Following Petrova gave them a difficult spot, but they went over nicely and took two earned bows. Seventeen minutes, in one.

Howard's Spectacle closed the show. Four beautiful white women, two colts and four feathered dogs, neat props, excellent wardrobe, elaborate staging, showmanship, and, above all, a display of master training, along with the novelty presented and the professional appearance of Mr. and Mrs. Harry Howard themselves, formed a silent act of merit and a pleasing finale. Eleven minutes; full stage.—CHAS. BLUE.

## Pantages, San Francisco

(Continued from page 25)

offering is entitled "Coontown Divorcans," and is complete with laughs. Four bows.

Mile Donatella is featured here in "The Carnival of Venice," a musical and singing act, ranging from selections from the famous opera to popular numbers. The cast comprises two women and four men, all Italians, and all of whom are highly talented. The scenery is magnificent in its conception. This act proved the feature of the entire bill, and was greeted with tremendous applause.—STUART B. DUNBAR.

## Loew's American, N. Y.

(Reviewed Thursday, December 9)

The last half bill at the Loew American had to nearly run itself out before the house was shaken out of its lethargy. And two boys turned the trick—Ward and King. Straight man and English chappy, they work in one and without apparent over exertion they gather in a million legitimate laughs. The baseball material in

very funny, the comic's apparent dense ignorance of the National Game being emphasized by his mannerisms. The pair are closing the show, which opens with the Two Daveys. This is a juggling turn. It is about zero, as far as an entertainment value goes. Anyone who can see humor in the man's patter deserves a leather medal.

The act is followed by a comedy (?) moulton picture, "Watch Your Husband." Writers of screen comedies are presumably dead. Callahan Brothers, in singing and talking skit, on next, "I Want What I Want When I Want It" is their best song. The pair does not register strongly until one of them exits and comes back in feminine make-up. Very mild applause.

Loew's News brings to the screen some interesting pictorial news from various parts of the world. Some very good flashes of President Elect Harding are included.

Josephine Landau opens her act in one with some promise, but the best thing she does is the Harry Lauder number, "It's a Nice To Get Up in the Mornin'." She also sings an Irish song that seems to betray her nationality.

A Mutt and Jeff cartoon follows. This is actually funny, and good for a number of laughs.

The Four Hangers, a musical act with four people, two men and two girls, are very good, the quartet work on xylophone being melodious. "When My Baby Smiles at Me," "C-E-B-A" and "Oh, by Jingo," are the best applause numbers.

Phil Davis, blackface comedian, who seems unable to decide whether he's doing an imitation of Eddie Cantor or Ted Healy, springs his usual "You Know What I Mean?" and finally finishes a rather tiresome act with an imitation of Eddie Leonard singing "It's My Body Eyes," but lacking the peculiar Leonard intonation.

A number of gobs made up an act, according to the announcement of one of them who confides this information to the audience. It is called "Oriental Frolics," and has all the time-worn ingredients of a condensed version of a third rate burlesque show, except that the "girls" are all men. One of them sings splendidly when he wants to, and another member of the company is a wonderful toe dancer. The singer's version of Sophie Tucker's "Tired of Me" is one of the best things of the performance.

Lyde and Emerson, man and woman, with special props, follow "Oriental Frolics" and relieve the monotony of the bill with some bright dialog. Two clever people, and with speed up ought to make the big time. Ward and King follow this act.—CLIFFORD KNIGHT.

## The Broadway, N. Y.

(Last Half Week December 6)

For the most part acrobatic acts are "dumb," and, as a rule, the "dumber" the better. Sissipick and hokum hold no place in the general makeup of such turns, retarding a tempo that should move with snap, and detracting rather than adding to the entertainment value of the act. This applies to Felix and Fischer, who opened the bill at this house. Several of the stunts offered were rather novel and somewhat interesting, but their effectiveness was marred by needless clatter.

The Transfield Sisters, offering a well-balanced routine of musical specialties, got away to a fair hand in second spot. Both have rather good voices, particularly effective in two-part songs where the harmony is close. Perhaps they would do well to sing more often during the course of their turn. They close with a double xylophone number that sends them off with plenty of flash.

"The Intruder" is a decidedly diverting "plant act." It is so far in advance of the ordinary act of this kind that there remains little room for comparison. It scored one of the outstanding hits of the bill.

Long Task Sam is a showman of no mean ability. He keeps things on the lum from start to finish, and, as a result, every member of his troupe scored an individual hit.

Milt Collins got a few laughs with his well-known monolog, which, by the way, is becoming just a trifle too well known. Careful study of the "Topics of the Day" would, in all probability, help considerably.

Rice and Ward have a downright funny act. Miss Rice scored with her well-rendered impersonations, and "Pop" Rice had everything his own way as a judge of "wine, woman and song."

Stanley and Norton are back in vaudeville. They take particular pains in stressing this fact, at the same time availing themselves of the opportunity to put over some "personal publicity." They offer a few song specialties, plugged several published numbers, and closed to a solid hit.

Earle Gates and Company closed the show with one of the most diverting and entertaining dance offerings to be seen in many a day.—E. HANFEL.

## HUGE THEATER SIGN FALLS

Philadelphia, Dec. 13.—Today, twenty minutes before the opening of the matinee performance, the large electric sign at the entrance to the Trocadero Theater crashed into the street. No one was injured.

## HARRY HEIKES IN HOSPITAL

A letter to The Billboard from the veteran circus side-show and carnival showman, Harry Heikes, states that he is confined in Ward 53, Cook County Hospital, Chicago, with bleeding heart and dropsy ailments. The old showman also states that he would greatly appreciate friends calling on him when in Chicago and letters from his friends and acquaintances of the road. He especially wishes to hear from Art HeComa.

George Cole and his wife and Ed Jessop were visitors at The Billboard office, Cincinnati, last Sunday. The Coles, who were with the K. G. Barkout Shows the past season with a number of concessions, had just come in from the South and left during the early part of this week for Toledo, thence to Detroit. Just taking life easy—that's all—and the same goes for Ed Jessop, who continues to make his "home" at the Palace Hotel.



PHILADELPHIA

By FRED ULLRICH
608 W. Sterner St. Phone, Tlaga 3525.
Office Hours Until 1 P.M.

Philadelphia, Dec. 11.—A Merry Christmas and a Happy New Year to everybody.
The big indoor circus and bazaar, under the auspices of the Veterans of Foreign Wars, opening December 13 at the 2d Regiment Armory, is going to be a hummer, the way space and attractions have been placed. It is under the management of the Blue Ribbon Amusement Co., G. W. Hiloman and Ike Hyman, directors and managers. At their office, 303 Globe Theater Building, this week were seen Ed K. Johnson, promoter of the Rubin & Cherry Shows; Jack Miller, pit man of the Keystone Exposition Show; Hilley & Mechnic, owners and managers of the Keystone Exposition Shows.

A delightful little dinner was given last Sunday at the Keystone Cafe by Louis Martin, treasurer of the Gayety Theater, and Mrs. Martin, to Mary Walsh, daughter of John Walsh, owner and manager of this burlesque stock house. A few intimate show folks were present and a couple newspaper men. Many oldtime reminiscences were related and hilariously enjoyed.

Sam Lewis, manager of the New People's Theater, and George Meade, well-known local Elk and head of the "Frame Club," 1225 Market street, will give a large dinner after the show Christmas night to members of the "Hose Sydell London Helms Show," playing the house that week. There will be a big Christmas tree 'n' everything. The popular and well-known house orchestra leader, Joe Nugent, will wield the baton in his inimitable style with his crackjack orchestra.

Andy Ruppel, owner and manager of the Ruppel Greater Shows, now in winter quarters at 1123 N. Leopard street, is some busy man these days. They're already bundling and planning for the big spring opening. Andy, by the way, is some popular Philadelphia Elk, and is justly proud of the beautiful diamond Elk button presented to him recently at Newark, N. J., by his concessioners and members of the St. Lucy club of that city on the night of the show's closing.

Robert E. Dvady, the popular manager of the Treasurer Theater, will have special decorations for his house Christmas week. Business at this house is always good, no matter how things are about town.

Chern Bros., Jacob and Reaph, have opened a mighty fine fountain pen and jewelry store at Thirteenth and Market streets. They have received patent rights for their King Art Embroidery Needle, which is being handled from the Berg Bros.' House, New York City.

William H. Mooney, well-known local photography organizer, has accepted that capacity at beautiful Manheim photoplay house in Germantown. Walter Jacobs is manager. He was identified with the Stanley Theater Co. for many years. Mr. Mooney has the reputation of being one of the best photoplay organizers in Philadelphia, and will open at the above house on December 13.

Frank Oppenheimer, the popular musical director of the Orpheum Theater, is attracting much favorable comment on his fine musical programs. Frank has been leader of this house for three consecutive seasons, and has surrounded himself this season with an excellent body of orchestral artists.

Has a chat with Frank Fiedler, the popular director and leading man of the Max Desmond Players, at the Orpheum Theater. Everything going finely, everybody happy and business immense.

Marjorie Itambeau, at the Adelphi Theater in "The Sign on the Door," made her first appearance in Channing Pollock's masterpiece; has won pronounced success, with much favorable comment from the local dailies.

SAN FRANCISCO

By STUART B. DUNBAR
605 Pantages Theater Bldg.

Charles E. Bray, Western representative of the Orpheum Circuit, who has maintained executive offices in this city since last May, left this city Sunday, December 5, for New Orleans, where he will supervise the opening of the new Orpheum Theater, which is rapidly nearing completion.

During Bray's absence Harry H. Campbell, of the local Orpheum, will be in charge of the circuit's business here and will occupy the executive offices in O'Farrell street.

It is understood that Bray's business will not require his absence from this city for more than a few weeks.

Sam Haller, dean of Pacific Coast showmen, writes from Southern California, where he is spending a few weeks' vacation prior to leaving for the East, where he is to take an executive position in the "Fly-A-Way" corporation with James Hathaway that he is having a pleasant time with plenty of automobile trips and some cooked dinners. He says he could enjoy such things for a life time.

"There is a world of showfolk here," says Sam. "The Barnea Circus is busy getting into its new winter quarters and everybody is working night and day to rush things along. When the job is finished it will be about the nicest winter quarters that a show can have."

W. A. Russo, senior partner of Russo & Mackay's Famous Georgia Minstrel's is spending the winter months in his delightful home in "Gold's Country," otherwise known as Oakland, Cal. Between pleasant auto trips to the country and visits to Fresno he is booking the show and keeps in correspondence with many managers who desire to play the show.

Russo will be ahead of the show again this spring but no one can get him to travel in the cold country. He says he has put in too many winters fighting the cold and that he prefers to be able to enjoy business and pleasure while the show keeps on.

Both Russo and Mackay wear perpetual smiles, reflected from the show's big business

FOR SALE HIGH-CLASS CONCESSIONS

Southeastern Fair, Lakewood Park, Atlanta, Ga.

BIG FERRIS WHEEL

Built to special order.

LATEST TYPE BUG HOUSE

Both in first-class locations. Owner can't give them personal attention.

Right Party can clean up. For full information write MORT L. BIXLER, 101 S. Ga. Ave., Mobile, Ala.

FULLY ORGANIZED—PLAYING TO GOOD BUSINESS

SHOW and CAR

MUSICAL COMEDY AND CABARET COMBINED

FOR LEASE OR SALE

This is the neatest equipped Show and Cabaret on the road. Musicians double Stage. All Chorus Girls work the floor. Comedian looks after stage and transportation. Cook also doubles Stage. Over one hundred Costumes. Stage Society. Musical Instruments. EVERY thing that is needed to operate this business is here. EVERY MEMBER knows of this ad and is willing to stay with new owner or manager. The car is a six-wheel steel truck and will pass fast passenger inspection. Double coil Baker heating system, double windows, hot and cold running water, flushing toilets, large kitchen and dining room. Regular Pullman bedding. Interested parties come and look us over. See our show and dance in operation. Dec. 23, 24 and 25, playing Helron, N. D.

JOE NOVAK, Manager of Eva Novak Musical Comedy Company.

EXCEPTIONAL OPPORTUNITY COMPLETE 15-CAR SHOW FOR LEASE

to responsible parties on a percentage basis. Here's a chance for a couple of live wires that know the Carnival game to make a fortune. Quick action necessary. WALTER K. SIBLEY, Putnam Building, Times Square, New York.

R. S. BIGSBY, At Liberty

Superintendent, Circus, Wild West or Carnival.

Address 562 Bergen Street, NEWARK, N. J.

Smith's Great American Show Wants

Man to take charge of Eli Wheel. Also man to take charge of Merry-Go-Round. Can use few more concessions. OTIS L. SMITH, Mgr., Plant City, Fla.

LAKESIDE PARK Flint, Michigan

A few more choice locations for first-class Concessions. Flat rental. Would like Jap Bowling Alley. Address CHAS. MONJAR, 213 E. 13th St., Cincinnati, Ohio.

TOM and BESSIE HAYES

Double Roman Rings and Traps and Slack Wire Acts, two acts. Open for all indoor affairs. The week of Dec. 27 open, Dec. 18-25, Indoor Circus, Grand Rapids, Mich. Permanent address, Sandusky, Mich.

during the past season. They can be addressed at 1376 East Twenty-seventh street, Oakland.

Stevens and Stevens and Smith and Lewis are with the Sunshine Girls Musical Comedy Company, which is to open at Port Bragg, Cal., December 12, for a three weeks' engagement. The show has been booked by the Blake & Amber offices of this city.

Al Stevens and Eddie Smith are both doing the comedy and are also managers of the show. They say that things are going mighty fine for them on the Coast.

Billy Thompson, general manager of Van Alstyne & Curtis, is a visitor from Chicago and dropped into The Billboard office during the week to say hello. He is on the Coast for a few weeks, combining business and pleasure. Gertrude Barker, well-known vaudeville performer, is in San Francisco on a short business trip and dropped into The Billboard office during the week. Mrs. Barker is accompanied by her husband, a former New York newspaper man.

Mr. and Mrs. George Roberson, of Roberson's Players, who have been playing the Middle Western towns with a tent dramatic show, are spending their vacation at the Pacific Coast, while their show is in winter quarters. This is their first visit to the Coast and they are delighted with California and Californians. They expect to make a short trip to Honolulu, later returning here and spending the balance of their vacation in Los Angeles.

"Duh-o," the Forster Music Publishing Company's latest hit, proved a show stopper with the Will King Company at the Casino Theater, where it was given its first public tryout in this city last week. According to Sig Bosley, manager of the local Forster branch, the song took six encores at one show and five at the other.

The George H. Kogman Shows, instead of going into winter quarters, are playing the lots in this city for the winter months with their two rides. They opened at Columbus avenue and Vallejo street last week, and, according to Kogman, have been doing a big business.

GOLDSBORO M. O. HOUSE OFFERS SPLENDID VALUES

The Goldsboro Mail Order House, 100 E. Center street, Goldsboro, N. C., is offering some splendid values in cowhide leather bags. They are

making a special offer at this time that doubtless will interest many trouper who would like to make some one a present of a very high-class bag at moderate cost. They offer to send a bag on approval, with only \$1 as a deposit, as an evidence of their faith in the article they are selling. The Goldsboro Mail Order House makes a specialty of catering to the requirements of trouper.

SAM GORDON AND AL BLISS

Now Have the Great Interstate Shows

Label, Ok. Dec. 9.—Sam Gordon and Al Bliss have purchased all show property and cars from C. A. Vitum and in the future will operate their show under the title of the Great Interstate Shows, which will be a two-car organization.

Messrs. Gordon and Bliss have secured the services of A. J. Powers as their general agent. Mr. Powers now has the shows booked for the entire winter thru the Texas oil fields under good auspices.

NO CIRCUS NEXT SEASON

States James A. Patterson

A letter to The Billboard from James A. Patterson, owner and manager of the Great Patterson Shows, contains a firm denial of a rumor of a few months ago that he would put out a circus next season.

\$5,000,000 SUIT AGAINST BRONX EXPOSITIONS, INC., NEW YORK

(Continued from page 21)

had been given a 21-year lease, with a renewal clause of 21 years additional. The catering company, to protect its interests and finding the true state of affairs, took possession under protest and, it is stated, took possession to protect its interests. Every dollar, it is explained, was paid over to the defendant company under protest.

Be sure to look thru the Letter List this week.

KANSAS CITY

By WM. W. SHELLEY
1117 Commerce Bldg.
Home Phone, Harrison 8887.

SYDNEY WIRE, director of publicity for I. A. Wolfe's Superior Shows, has forwarded to this office one of his little pamphlets containing some facts about this show's attractions for the season of 1921, and we wish to express to Mr. Wire our appreciation of same. The booklet is neat, nothing gaudy, and attractive.

GEORGE W. ROLLINS, who had the Fun House or Bug House with the Johnny J. Jones Shows, made us a very enjoyable visit December 3, when he spent the day here between trains, arriving that morning from Jacksonville, Fla., and leaving the same evening via the Santa Fe for California. Mr. Rollins was a very interesting conversationalist and entertained us with stories in regard to Johnny J. Jones and his press representative, Colonel Salter, and how Mr. Jones gained his reputation for square dealing and presenting clean attractions and shows. Mr. Rollins said he hadn't been here for 22 years, and the only thing that looked familiar was the sign, "Trust Ave.," on one of the street cars. He said the old town had changed, but he considered it a good live show town. He was on his way to make his son a visit at Barrett, Cal., but says that the "blue birds" will surely find him back again with Johnny J.

G. H. McSPARRON, of Campbell's United Shows, arrived in K. C., December 5, and came in to say "howdy" and ask for mail. Mr. McSparron is well known for the fine band he "takes out," and is planning to again put one on the road with a picture, which he has not fully decided on. He will remain in K. C. until December 20, stopping at the Westgate Hotel.

L. C. STILLSON, of acrobatic barrel-jumping fame and ability, is laying off in K. C. for two weeks and then leaves for Chicago to go into vaudeville with his act. Mr. Stillson has been working fairs during the summer, and will follow this line again in 1921. He is stopping at the Empire Hotel.

LICILE WELLINGTON was a very welcome visitor when she came into the office last week to proudly and gladly announce that her husband, Arthur Wellington, who has been confined to St. Joseph's Hospital, this city, for the past several weeks with typhoid fever, is now on the road to recovery. Probably right after Christmas they will again start "on the road," as both these people are capable dramatic actors. Good luck, Mr. and Mrs. Wellington.

CUNNING, THE MENTAL MIRACLE MAN, was the special added attraction at the Apollo Theater here the week commencing December 6, and received such a cordial welcome that the management may retain him for a further stay. Cunning is a mind-reading act par excellence, and he offers some interesting experiments in "spiritual slate writing" and telepathy that win the audience. A very capable company is with Cunning, chief among whom is Mrs. "Peggy" Pugh, wife of G. W. Pugh, the hustling manager for the company. Cunning and the Pughes are planning on remaining here over Christmas.

F. S. HAYDEN is one of those "flying" or should we say "fitting" visitors to K. C., who is here and again you don't see him. He admits he spends his time between here and Des Moines, one week here and the next there. Mr. Hayden has been playing around K. C. the last twenty years, and his name and that of his show are known to all this territory.

CHARLES H. BARNETTE closed last week with the Grundy Bros.' Stock Company, and we had the pleasure of meeting him here. He stated he expected to be on the road again in the next week, and was just resting now.

JOHNNY PRINGLE is another oldtime showman putting in a little time in K. C., but is leaving soon to go out for the winter. Was with the Francis Ingram Shows the past season, and in 1921 will be associated with G. W. Pugh's Tent Show.

WE ARE IN RECEIPT OF A "sheet" of Whitney & Tuttle's "Smarter Set," giving scenes and pictures from this production and also stating they will show the Auditorium Theater, Kansas City, the week of January 9.

J. E. PALMER, of the Westernman Bros. Shows, was in K. C. December 7, just for the day, leaving that night for Tulsa, Ok., the winter quarters of this show. He "looked in" on the K. C. office of The Billboard, and said he was in K. C. to secure some equipment, etc., for these shows.

PASSENGER FARES IN NEW YORK STATE AT THE OLD RATE

(Continued from page 21)

Harry Mountford in their fight for more equitable passenger rates.

Kingston, N. Y., Dec. 11.—Supreme Court Justice Hassbuck continued in effect today the injunction granted restraining 61 railroads operating in New York State from increasing their intrastate rates 20 per cent as ordered by the Interstate Commerce Commission. The case, which constituted a trial of facts as set forth in the State's petition for an injunction, was taken under consideration and decision was reserved. Harry Mountford was present in court, representing the American Artistes' Federation and The Billboard.

Columbus, O., Dec. 11.—Attorney-General Price has filed suit in the Franklin County Common Pleas Court requesting the issuance of a decree temporarily restraining the steam railroads of Ohio from complying with any order which may be issued by the Interstate Commerce Commission authorizing the railroads to increase their passenger and freight rates on intrastate traffic. Following a hearing on the case the Court is asked to make the restraining order permanent.











# Greetings of the Season

FROM

## W. B. EVANS

Now Blazing Trail to California with

# CLARENCE A. WORTHAM'S WORLD'S BEST SHOWS

with the following attractions, featuring especially **THE UNUSUAL CATTLE SHOW**, the World's Most Unique Offering of Weird and Queer Animals; also

**LILLIAN**  
THE WONDERFUL LIVING  
TWO-HEADED CALF

**THE SEAPLANES**  
The World's Most Recent and Fascinating  
Aerial Boat Ride.

**THE MONKEY LOOP**  
The Oddest Laughable Amusement Offering  
in the Show World.

**THE ORIGINAL BODY OF  
J. WILKES BOOTH**  
The Assassin of President Abraham Lincoln.

### The Elevation of the Carnival

(Continued from page 13)

ings, and if every outdoor amusement manager would make the same effort as I do to elevate this branch of amusements there would be no call for organization to battle against laws made by different communities. Let every outdoor showman practice what he preaches when he writes personally or has his press representative perform that function to The Billboard. Any week's perusal of that trade journal's show correspondence would lead one to infer that ALL CARNIVALS are entirely free from the stain of indecency. Sometimes it works, to quote that all American, Abraham Lincoln: "You can fool most of the people some of the time, some of the people part of the time, BUT YOU CANNOT FOOL ALL OF THE PEOPLE ALL OF THE TIME." A short time ago I was sitting in The Billboard editor's sanctum sanctorum and was shown a copy of a very erroneous grammatically constructed and badly written letter from a publicity man connected with a quite large carnival company, and after perusing the epistle one would conclude that his show was the one from which all others derived their Puritanical ideas. I passed the letter back to The Billboard editor, and that gentleman proffered me a copy of a newspaper published in the city wherein this same carnival company had performed the week previously, and it contained a most scathing criticism of the attraction that was absolutely brutal in its denunciations. Printed in "box-form" in parallel columns the article would have made most interesting reading, but The Billboard is a trade journal, not a board of censorship. I believe there are about seven necessary functional parts in the general makeup of a successful outdoor amusement caterer—Respectability, Imagination, Originality, Initiative, Personality, Good Judgment and Determination. These are the master-words of a modern showman's life.

Many outdoor amusement managers just start in business and drift along (I trust the lino-type operator will not spell drift with a g),

### MERRY CHRISTMAS AND HAPPY NEW YEAR

## M. A. ("HANK") GOWDY

announces the engagement extraordinary of his **FAMOUS PIT SHOW** with the **GRAN CIRCO TEATRO MODELO OF MEXICO** for the winter season, returning in the spring to California for the **Seventh Consecutive Season** with

## CLARENCE A. WORTHAM'S WORLD'S BEST SHOWS

The Shows, en route 52 weeks in the year, always interested in high-class Curiosities, Freaks and Pit Show Entertainers.  
Address care Billboard.

### Greetings from the Pioneer

OOOO

## "BILLY" WILLIAMS

The man who framed the first Spectacular Electric Show, now owning and managing his famous attraction, "MAMIE," operating for twenty-four years under that title,

WITH

## CLARENCE A. WORTHAM'S WORLD'S BEST SHOWS

Now En Route in Its One Hundredth Week

### KI-KO, THE WILD MAN AT LIBERTY

AFTER MARCH 1st 1921



for CARNIVAL  
OR  
CIRCUS

Can Handle  
SNAKES  
HIGH-CLASS  
PIT  
ATTRACTION

RELIABLE  
Managers Only

All who wrote  
before write again,  
I will answer all  
letters.

A Merry Xmas  
and Happy New  
Year to All.

Address KI-KO, Chippewa Falls, Wisc.



## KRAUSS & CO.

Importers and Manufacturers of  
Everything That's New in

## BASKETS, WILLOW WARE and NOVELTIES

Suitable for Fairs and Carnivals.

11-13 West Houston St.,

NEW YORK

### AT LIBERTY THE WASHINGTON GRAY BANDMASTER

Is looking for a location of a prosperous, live, up-to-date hypothesis kaleidoscope modulated music city or summer resort, with general exceptions where there is a chance to locate and organize his "The Washington Gray Band," to support the music business in a financial way, and in conclusion I will say that I am a graduate of college and will start a music publishing house and publish my own compositions. Only the perpendicular system will be used and high-class musicians employed only. Let me hear your offer and be a high-class manager. Don't stand back.  
BANDMASTER SMITH, 524 Walnut St., Allentown, Pennsylvania.

some with a low aim and some with a high one; and just in proportion to the elevation at which they aim will generally be their success. The future of outdoor amusements, known as carnivals, is just now passing thru a most crucial state that is bound to emerge into the sunlight of a more prosperous era for the men, who, thru mental fear of losing their bread and butter, by not taking this opportunity time to elevate the outdoor amusement profession by cleansing their outfits of all indecency, quickly develop business cowardice and depart from whence they came. Mental fear is worse than physical fear, and it's that psychology of life that will greatly benefit the outdoor show world.

The carnival business has shown wonderful improvement in the past two years and if each and every person connected with the profession, who has his livelihood to make in it, substitutes himself as a committee of one to help build a foundation of decency and square dealing, upon which can be erected an architectural structure "IN SITU" that will make the word respect the outdoor showman, the work can soon be accomplished, and nothing but self-reliance will ever attain this object, for self-reliance has never been the substitute for friends, pedigree, influence and money. It's the best capital in the world; it has mastered more obstacles, overcome more difficulties and carried thru more enterprises than any other human quality. A stream cannot rise higher than its source. A great success must have a great source in expectation, in self-confidence and in persistent endeavor to obtain it. No matter how great the ability, how large the genius, or how splendid the education, the achievement will never rise higher than the confidence. "He who thinks he can, and he can't who thinks he can't."

Prohibition has helped considerably in the elevation of carnivals. People were wont to say, "Oh, we can never get along without saloons," and as a final argument they would say, "Where will the government get the revenue now derived from saloons?" Well, we lost the liquor traffic, and Uncle Sam is still doing business at Washington, D. C., and his credit is better than in the days when MR. BOOZE was the whole works. And so it is with many of the outdoor showmen. They yell: "We cannot exist if you take MR. GIFT, the dirty girl show and the '49 camp from us. Well, Johnny J. Jones never tolerated a '49 camp, Oriental dancer, etc., and he, today, is sole owner and manager of the largest outdoor show of its kind in America.

In the same manner in which the oleaginous-tongued outdoor showman ballyhoos for public patronage, just now the public is making the same appeal to the showman to give it clean entertainment. The recipe prepared by Johnny J. Jones Exposition is free for all. It's a free gate for those who wish to enter. Harken, brother, unto the voice of the people ere it is too late. A man's worst enemy is his own disinclination to do the things he knows he should do. Show an intelligent man where he is wrong and he'll thank you. Try to show an ignorant one and he'll curse you, because he does not know better. WHICH CLASS ARE YOU IN?



Armadillo Baskets and  
Mounted Armadillos,  
Diamond Back  
Rattle Snake Skins

BIG SELLERS AND ATTRACTIONS FOR CIRCUS AND NOVELTY STORES.

BASKETS, lined with attractive colored silks, \$36.00 Dozen. BASKETS, lined, \$30.00 Dozen. MOUNTED ARMADILLOS, \$4.00 to \$6.00 Each. SNAKE SKINS, 40c per Foot Length. F. O. B. Sample Baskets to dealers at wholesale rate.

POWELL & DELAHAY

410 South Flores St., San Antonio, Texas.

20--CARS OF HIGH-CLASS ATTRACTIONS--20

# Harry E. Billick's Gold Medal Shows

NOW BOOKING SHOWS AND RIDES FOR SEASON 1921. OPENING AT TEXARKANA, TEXAS, ON THE STREETS, UNDER THE CHAMBER OF COMMERCE, THE LAST WEEK IN FEBRUARY

**ROOM FOR FEW MORE LEGITIMATE CONCESSIONS---NO EXCLUSIVES**

Will furnish complete outfits with wagon fronts for dog and pony show, musical comedy, Lunette, Black Art or any other high-class show to feature. Have complete outfits for the following: Athletic or Oriental, 25x100-foot tent and pits, all complete for illusion or jungle show. Good opening for Wild West with own outfit.

**WANT** Mechanical or Platform Show. Will finance any show of real merit. Band leaders, write. Union scale paid. Can also use colored band and minstrel people. Sleep on cars and the best of accommodations. Freaks and features for big 20-in-1.

**WANT** Useful people in all branches of the show business. Four and six-horse drivers, polers and chalkers. If you want to join a show where the treatment is the best and moves like a circus and never misses a pay day, you had better get in touch with us at once.

Correspondence solicited from Fair Secretaries and Celebration Committees in the Northwest.

If You Want the best—THE GOLD MEDAL SHOWS—Everything the Name Implies

WRITE OR WIRE

**HARRY E. BILLICK, Owner and Manager, Winter Quarters, P. O. Box 516, Texarkana, Texas**

## The Carnival at Nice

(Continued from page 7)

the south of France was tedious in the extreme, altho I traveled in one of those fast trains, termed in France "Rapide." It was anything but what the word implied, for it averaged twenty-five miles an hour all the way to Marseilles. The first class carriages were greatly overheated. My advice to Americans doing the Continent is to take second-class railway tickets, stop off for the night at the prominent cities en route, then one will arrive at the destination in better fettle than if coming thru direct.

We left Paris at 2 p.m. and did not get to Lyons until 11:30 that night. There we remained until the following morning, making the balance of the trip to Marseilles in daytime, arriving there at three in the afternoon. All the way from Lyons it was cold and dreary; as we slowly crawled over the Alps no sign of vegetation or life was to be seen, save the women, who did duty at the railway crossings as signal men—I beg pardon, I mean signal women—for women are employed for that purpose in this country. There they stood, staff in hand, wearing Alpine hats, stoically watching the train as it passed along.

The ascent of the Maritime Alps gave us the same cheerless and monotonous country, with here and there a picturesque village, until we arrived at the ancient town of Avignon. In thirty minutes from the time we began the descent we were amid olive groves. The air was as balmy as a summer's day. I have traveled somewhat in my time, but never in my life have I seen such a transformation from snow and ice to olives, oranges and palms, all in less than thirty minutes.

We arrived in Nice about midnight, tired, cross and in ugly humor, and we were glad to retire to our quarters in that gem of modern comfort, the Hotel Suisse. I felt this journey more than I would if I had traveled from New York to New Orleans in a passenger coach.

About the first desire of a visitor on arriving in Nice is to get a practical impression of the town. The old city teems with historical reminiscences and romance that is most attractive to an American used only to our energetic young country.

It was only within the last few days before our arrival that the Riviera Queen had donned her bright and gorgeously colored garments, for you must know the carnival season is approaching, when Nice, for two whole weeks, goes mad in a whirl of gaiety and ceaseless round of pleasure, with its procession to King Carnival, its grand "Velegione" and "Redoute," the two great balls of the carnival season. The American and English visitors are the ones who spend the most money here, and really keep the pace going. A few years before our visit your true Frenchman had no use for either Brother Jonathan or Johnny Bull, for hardly had the Spanish War ended than the Fashoda affair came to the fore. The newspapers of Paris gave both nations a beautiful roast, which some of the journals of Nice imitated, in several instances informing the visitors they had better remain at home. But, strange to relate, they soon changed their tone when they found travel at a standstill and the flow of



## Better and More Profitable Candy Sales Board Assortments

In Gellman's high grade candy assortments you get plenty of premiums; beautiful boxes, and delicious, hand dipped chocolates. Our salesboards are well made, attractive, and easy to punch. Each outfit is packed complete in a shipping case made especially for the purpose.

Selling only for cash enables us to offer you candy assortments at a lower price than any other high-grade candy on the market.

Write for a descriptive folder and price list. We guarantee your satisfaction and our service is so prompt, your order is filled six hours after it reaches us.

**GELLMAN BROS., 329 Hennepin Ave., Minneapolis, Minn.**

## WORLD'S CHAMPION BATTER "STRIKE 'EM OUT"



The most practical indestructible Base Ball Game invented for Parks, Carnivals, Y. M. C. A., Storeroom, etc. Outfit consists of Batter and Catcher, life sized, fully uniformed, natural actions. A HONEY when it comes to getting the big money. Will pay for itself with less than 24 hours' work.

PRICE OF PLAYERS, **\$135.00**

PRICE OF PLAYERS, INCLUDING CHEST, **\$150.00**

Send for Circular and Testimonials and be convinced

**AVENUE AMUSEMENT MFG. CO. POTTSVILLE, PA.**

## SALESBOARDS OF EVERY DESCRIPTION

GUARANTEED PERFECT.

Buy direct from the Manufacturer. Most perfect board made in the East. Manufacturers of Salesboards, Midset Leader Clear Boards and Favorite Clear Cards. Write for Prices. **UNITED NOVELTY MFG. CO., 907 Filbert Street, Philadelphia, Pa.**

American Gold and Bank of England notes decreasing.

Before the carnival they were greatly alarmed. The hotels and pensions were ready to accept any terms, which the cunning Yankee and English brother were quick to take advantage of. It is safe to say that never did our people secure such a welcome to the Riviera as they did that year, but, if the hotelkeeper came down, the storekeeper got even. He is like Bret Harte's Heathen Chinee, childlike and bland. He does not think it robbing you if he charges three prices, for are you not the rich American?

During my professional life I have witnessed several Mardi Gras processions—in New Orleans, St. Louis and Kansas City—and participated in two or three in other smaller cities, so I was quite prepared for the surprise in store for me at Nice. For the last thirty years the carnival at Nice has been the principal feature of the season's gaiety at this most fashionable watering place in all Europe, better known as the "Little Paris by the Sea." The carnival lasts two weeks, ending just as Lent begins.

His Majesty the King arrives late of a February night amid the booming of cannon and crashing of many bands of music, all playing different airs. This year he was represented by a colossal knight of the Middle Ages, dressed in a Spanish doublet, trunks and silk hose; he was mounted on a handsome black charger, splendidly caparisoned. The horse and rider stood fully forty feet in height; both were very lifelike and marvelously well



CAPT. W. H. DONEY, General Manager.

GEO. W. HOWARD, Supt. of Concessions.

SAM ACH, Special Agent.

TOM R. FOLEY, General Agent.

# WANTED -- SHOWS AND CONCESSIONS, SEASON 1921 -- WANTED CAPT. DONEY-FOLEY GREATER SHOWS

Opening in city of Scranton, Pa., first week in May, 1921. Can place any new, novel or meritorious Shows. Good opening for money-getting Platform Shows (49 Camps or Girl Shows, save stamps, as we do not tolerate them). Madam Almie Smithley and Victoria, please write; also Jack Reese. Good proposition to man capable of taking complete charge of brand new Ten-in-One, all live Pits. One who can make openings and do Magic or Punch and Judy act preferred. Want to hear from organized Concert Band. Nick Stark and Thomas Sacco, write. Will place any Legitimate Concession that does not conflict with what we have already contracted. This will be a Ten-Car Show, equipped with the best in the game and managed by real showmen of years of experience. We own our own Rides, now Allan Herschell Three-Abreast Carroussel, Big Eli Wheel, Aeroplane Swings and Tango Glide. All people connected with this Show must be ladies and gentlemen and conduct themselves as such at all times, as we play only the best money spots, and solicit inquiries from the better element in the profession. Our Mr. Foley last season was General Agent of the Moss Bros.' Greater Shows, and put that show over to the biggest and best season in the history of that organization (ask anyone who was on there). This coming season he will endeavor to achieve even greater success for this aggregation, assuring us a route of exceptional choice cities, under strong auspices. Would be glad to hear from any of our old friends, and all visitors are welcome to our snug winter quarters in Scranton, Pa. (the money city. Get your spring bank roll here with us). All Concessions address GEO. W. HOWARD, Committees and Fair Secretaries, address TOM R. FOLEY. All others address CAPT. W. H. DONEY, General Manager Doney-Foley Greater Shows, Winter Quarters, 908 Providence Road, Scranton, Pa.

proportioned. The King was followed by his chief consort, seated in a sedan chair, carried by two pages costumed a la Romeo. This set of figures was almost as large as His Majesty. They were surrounded by men dressed as halberdeers, who acted as a body guard; these in turn were followed by groups of policemen, sailors, notaries, cooks, nurse girls, babies, flower girls, all of unusual size, not one of the masques being less than ten feet in height. The halberdeers, or guards of honor, stood fully twenty feet in the air. They were grotesque, ugly and ludicrous in the extreme. They were followed by crowds of maskers. His Majesty was taken to his pavilion near the Casino, amid the burning of red fire and an elaborate display of fireworks, where he will remain to preside over the festivities, which will continue for two weeks, from day to day.

On the following Sunday the carnival begins in earnest, and from 2 o'clock to 4 every afternoon the city is given up to a whirlwind of pleasure, dancing, romping and an endless procession of fantastic cars and groups of maskers, pierrots, clowns, columbines, cavaliers; in fact, it would be impossible to enumerate the many outrageous figures in the vortex of fun. During the first carnival period paper confetti (small round pieces of paper of all colors) and serpentine paper ribbons are thrown by the crowds at each other.

On the next Sunday there is a similar procession, the paper confetti being replaced by a hard confetti, which looks like dried peas. It is made from some kind of dry clay, which breaks upon coming in contact with anything. This is rather dangerous and soils the clothing frightfully. Consequently everyone wears wire masks and outlandish costumes for protection. It is on this day Nice loses control of itself. The streets are crowded with people of all classes, in dominoes and blue masks, and the battle wages fast and furious, yet no one loses his or her temper. A pretty girl may crush your hat over your eyes and thrust a handful of confetti down your back; you can retaliate in like manner on the next, yet no liberties are taken, except ludicrous ones, at which one can not help laughing. It is not deemed good form to lift anyone's mask, but almost everything else is permitted during this chaos of mirth. It is infectious, and you can not on your life help joining in the fray. Many amusing incidents occur, but the behavior of the crowd among all the tumult and pushing is marvelous. I did not see anyone under the influence of liquor, nor hear one harsh word spoken.

Added to the Carnival Parade and Battle of Confetti comes the world famous "Batailles de Fleurs," which takes place along the Promenade des Anglais. On both sides of this magnificent avenue, from the Public Gardens to the Boulevard Gambetta, raised platforms are placed, on which the public may sit and enjoy the attractive show. The entire length of the promenade is fenced in to keep the public out, for, mark you, the city of Nice compels its citizens and visitors to pay to see this grand display, the cheapest seats costing eight francs; if you want the best, twelve francs are demanded, all the carriages that enter the processions for appreciation have to pay an extra fee of twenty francs. Nearly 400 carriages, brakes and turnouts were in competition for

## ATTENTION, STREETMEN!!



The most beautiful Toy Rubber Balloons ever manufactured. The No. 60 Gas Transparent Balloons. The colors are brilliant, varied and harmless.

Sparkling and transparent as soap bubbles, but so good in quality that we guarantee them to be perfect. Gorgeous red, purple, blue, green and gold shades.

A trial order is solicited. Price of the 60 air is \$3.50 per gross; the 60 gas is \$4.00 per gross. Send remittance with order. If C. O. D. shipment is desired enclose 10% of amount with order.

**ANDERSON RUBBER COMPANY**  
Manufacturers AKRON, OHIO

banda are stationed at intervals along the line of march; on every band are bright colors flashing jewels and lovely women, merry laughter and the joy of living. On the return of the carriages the battle begins. Showers of bouquets were tossed from the sidewalks, the balconies and windows at the carriages, whose occupants returned the attack with will; all kinds of beautiful flowers were used as weapons, until the roadway was covered with them. I saw fall under the hoofs of horses bouquets which could not be purchased in New York for \$5 each.

The turnout that won the first prize was indeed worthy and deserving; it belonged to a Madame Combur; it was a Russian sleigh, with three horses harnessed tandem fashion, with a polar bear head in front and a huge eagle hovering overhead on a snow-covered branch; the servants riding the horses were all dressed to correspond, while behind two men, dressed in the uniform of the Old Guard of the XV century, carried battle axes. The entire sleigh was of white camellias, and the general effect almost baffles description.

The carnival celebrations at Nice have become world-famous, and justly so. They are self-supporting; nay, more; the Municipal Council of that city is able to give about 80,000 franca (\$16,000) annually to charity and still have a surplus. It brings many visitors to the city; the hotels, cafes and merchants profit by the great influx of people. I hope I may see many of our American cities imitate the ancient town in its innocent and useful amusement. Some people croak and say the English-speaking people do not know how to enjoy this harmless kind of pleasure. Well, I agree with them as far as Johnny Bull is concerned, but the American is a different sort of animal than his British cousin; besides we have a strain of Latin in our composition which makes us appreciate the abandon and freedom of such open-air gatherings. We also have the climate so necessary to successfully produce a carnival, which is something dear old England does not possess.

Many of the streets and squares of Nice are named after people of note. My American pride was touched when I passed the Place Washington and the Avenue Shakespeare. They also honored the fearless French poet and novelist, Victor Hugo, by naming a boulevard in his memory. There is the Rue Smollett, in compliment of the author of "Humphrey Clinker."

The people of this city have great musical taste, for I find upon consulting their directory streets named in honor of Rossini, Verdi, Halévy, Meyerbeer, Gounod, Berlioz, Paganini, Mozart, Donizetti and Beethoven.

Days can be spent in this quaint old city without one lonesome moment, gathering pages of ancient history and enjoying its mild and delightful climate, and when you tire of it you can fly to the gaieties of Paris, but you will tire of that, too—but you will not forget Nice. It will tug at your heart strings and you will long for its balmy air, cloudless skies, beautiful women and dreamy music.

**ELK FOB**  
Silk ribbon, with gold filled Charm, enameled red star, white dial, with blue background. \$2.00 each.  
HARDING JEWELRY CO., Attleboro, Mass.


## Gloth Greater Shows

Merry Xmas  
AND A  
Happy New Year  
TO ALL.

Address all communications to  
**MANAGER ROBERT GLOTH,**  
care Glotch Greater Shows,  
514 Fourth Ave., Pittsburgh, Pa.

**WINDOW DEMONSTRATORS AND SALES BOARD USERS**  
Prices from \$5.50 to \$48.00 per dozen **14 KARAT SOLID GOLD PENS**

**No Brass Goods--No Junk**  
All Goods Guaranteed



Here are the goods for YOU. Fountain Pens in thirty different styles. All of them GOOD and SERVICE-ABLE. Send for our new Catalogue just issued. Fountain Pen Manufacturers for fifteen years. We know the game well and specialize in your wants. We are the LOWEST PRICED FOUNTAIN PEN HOUSE IN THE WORLD. SEND FOR OUR SAMPLE AND PRICES, and VISIT US when you are in New York.

**RELIABLE PEN COMPANY,** 421 Broadway, NEW YORK

the sixteen prize banners this year, and every seat on the promenade was taken to witness the great spectacle, each occupant loaded down with small bouquets with which to pelt this superb cavalcade.

At 2 o'clock a cannon is fired and the fun commences. From the Public Gardens slowly advances a troop of mounted gendarmes, fol-

lowed by the decorated carriages, which slowly pass in review down the promenade and return past the Tribune's stand, where the judges sit; the vehicles are kept at an equal distance, as much as possible, by mounted "liquers" costumed in red coats, white breeches and silk hats; they look very Frenchy and assume the air of a General in opera bouffe. Military

D. L. DOYLE  
Gen. Mgr.

# MIMIC WORLD SHOWS

BILLY STREETER  
Asst. Mgr.

**WISH EVERYONE A MERRY XMAS AND PROSPEROUS NEW YEAR**

Now booking for season 1921 anything that's different. Will furnish outfits to real showmen. Want Midget Village, managers for our several shows, help for Carry-us-all, Eli Ferris Wheel and Jazz Swing. Also booking concessions for the Great Northwest. Show opens early in April. Four weeks in Southern Colorado, then North. Get in on the ground floor. Address

**WINTER QUARTERS, OFFICES 805-11 RAILROAD BUILDING, DENVER, COLORADO**

# FASHION PLATE SHOWS

MERRY CHRISTMAS, A HAPPY AND PROSPEROUS NEW YEAR IS OUR WISH TO ALL.

WANT—For Season of 1921—SHOWS, all kinds, with or without outfits. WANT—ELI WHEEL, we have Three-Abreast Carrousel. WANT—To buy for cash, Show Tents, Banner Front and set of Tango Swings. PRIVILEGES—Now is the time to get placed. We only sell one of a kind and X. Season opens in a prosperous Ohio mining town, Saturday, April 23, payday. P. C. games, buybacks and such like, save your stamps.

Address WEIDER & FIELDS, Mgrs., Box 57, Coalton, Ohio.

## Sensations of the Circus

(Continued from page 7)

of somersaults turned by different artists in a single leap. A good leaper must turn at least two, and the best make two and a half in a single flight. A triple somersault was considered next to suicide, and several broken backs or necks are recorded. Early historians are quoted for some of these facts, and my personal acquaintance with many of the recent world's champions will serve for the rest. It is stated on good authority that Jim Meyers, a well-known American performer, one of the cleverest in the business, who married Rose Madigan, daughter of the old manager, Hank Madigan, went to Europe, and while on the Continent made a feature of turning a double somersault over a line of fixed bayonets held at charge by soldiers in battle array.

### THE FIRST ATTEMPT A FAILURE

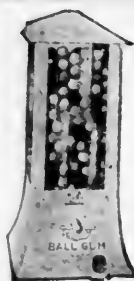
The first man to attempt a triple somersault was a performer in VanAmburg's Circus in Mobile, Ala., in 1842, and he broke his neck in the effort. William J. Hobbes was the next to try the trick, at Astley's Amphitheater, London, England, in 1845. He also was instantly killed. The next victim was Johnny Aymar, who had been successful in turning doubles, and was the original to accomplish this feat, going over four horses. He also tried a triple on the Isle of Wight, England, in 1859, landing on his forehead and breaking his neck. Sam Reinhardt, a noted performer, while traveling with the Cooper & Bailey Show, became overly ambitious to excel all previous efforts in doing doubles, and tried a triple at Toledo, O., in 1870, making a high leap, turning twice and a half, alighting on the flat of his back and was disabled for some time. Billy Dutton also essayed the feat, but failed, and never made a second attempt. Bob Stiekney, the elder, is also said to have done the trick while practicing in a gymnasium, alighting in a blanket in a lump, but never alighting on his feet. Frank Stark, another oldtime performer, undertook the feat in Indianapolis, Ind. He, too, alighted on his head, dislocating his neck, and died in a few hours.

### A LIVING HERO

The only person living or dead who has ever accomplished this hazardous feat successfully, once or more, is John Worland, a gentleman who traveled with me in connection with some of the biggest shows of the past, and is now living at Corning, N. Y. He is a fine specimen of manhood and an honored citizen of the town in which he was born. "Johnny" Worland, who at home is known by his family name, John Comesh, an alderman, business man and highly respected citizen, was in youth apprenticed to the famous Worland family of acrobats. He followed the calling for thirty years or more, and during that time visited many foreign lands and traveled with all of the big shows of that period, always being noted for his proficiency in many lines, especially aerial and acrobatic work. He has been known to throw a triple somersault six times in succession from a trampoline board.

His first endeavor to throw a triple over horses was at St. Louis, Mo., in 1874. He made three trials, first over five horses, landing on his back. His third effort was more satisfactory and he succeeded in landing on his feet. The next time he tried it was at the little town of St. Louis, Mich., with Howe's London Circus, in 1876. This time he landed on the leaping tick in a sitting position. He did it again at Eau Claire, Wis., in 1881, with the Forepaugh Show, and a few days later at La Crosse, and on both occasions at the afternoon performances, and, to settle any disputes on this subject for all time, various members of the company made affidavits to these facts. The last time that Worland accomplished this feat was at New Haven, Conn., October 9, 1884, with the Forepaugh Show, in the presence of the Mayor of that city and many newspaper correspondents, who vouched for the deed.

The act was duly announced, and other performers ran down the board throwing single and double somersaults, after which all was hushed and Worland made the run, struck the springboard and threw the triple, landing on his feet as straight as an arrow, to receive the applause of the multitude. It had been seriously doubted that a triple somersault had ever been accomplished before an audience after due announcement, it being claimed that such a feat must be an accident and not pre-conceived or calculated upon, as many expert double somersault throwers assert that after the second turn is made they lose all control over their mental or muscular faculties. But



# BALL GUM

THAT'S ON THE SQUARE

Triple "A" Quality

The NATIONAL CHEW is the ONLY chew. Delightfully flavored through and through. "Standing up" in a climate that's hot! is the reason it's known as a TEN to ONE shot. Triple "A" PEANUTS are tender and sweet. Our repeat orders prove that they cannot be beat! SALESMEN are WANTED to handle machine deals. BIG MONEY is waiting in all open fields.

The National Gum Company, Inc.

"We serve you right"

42-44 Spring Street,

Newark, N. J.

## Merry Christmas

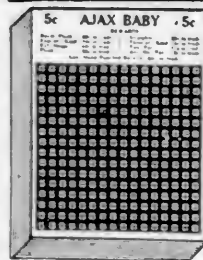
And

## A Happy New Year

To All

H. C. EVANS & CO., CHICAGO, ILL.

1528 West Adams Street,



## Salesboards of Every Known Style and Size

WE HAVE BEEN MANUFACTURING SALESBOARDS FOR THE PAST SIX YEARS, AND ARE PRODUCING THE BEST BOARDS IN THE EAST.

Our 2,500 and 3,000-Hole Boards are big sellers. Write for sample and prices. Prompt shipments.

AJAX MFG. CO.

Main Office and Factory:

West and Washington Sts.,

Camden, N. J.

## Frank G. Graf

TATTOOED MAN. I AM THE ONLY ONE NOW IMPERSONATING THE ART OF TATTOOING. I work either male or female. Merry Xmas to all my friends. Now Harlem Museum, New York City.

Worland had completely mastered the double somersault and would never allow himself to attempt a single, which made him absolutely sure of his energy and ability to reach the goal, therefore when he undertook a triple he did not run the same risk as others who made the attempt and failed.

Several other noted leapers, including Billy Batcheller, Danny O'Brien, George Bliss and Frank A. Gardner, were considered world's champions for long distance, high leaps and double somersaulting, and Frank Gardner was also one of the best bounding jockey riders that ever entered the ring. He came from Galesburg, Ill. When he first entered the profession at a salary of \$10 per week he was alluded to as "The Galesburg Pudding," but later, when a big feature of the greatest show in the world, drawing a salary of \$200 per week for his various acts, and defeating all comers, besides taking his own show to South America and touring this country on different occasions, his reputation became worldwide and his ability unchallenged.

### BY-PRODUCTS OF THE ARENIC WORLD

In addition to the "Thrills and Thrillers" of the arena there is a most distinctive department of circus life and business, of which the public knows, or perhaps cares, but little, yet is of great importance and consequence in the operation of all big shows.

This side line, a by-product, as it were, constitutes what is known in the vernacular as "the privileges," covering all such features as the side-shows, refreshment stands, concert after the big show, the sale of balloons, flags and other trinkets, which form no mean part of the gross receipts on circus day.

These "privileges" while owned and controlled by the proprietors, are usually handled by experts in that line on a percentage basis, which probably accounts for the energetic manner in which the side-show splendor, the unlik-

eous candy butcher or lemonade dispenser announces his wares.

The manager of the privileges is generally a man of vast experience and keen perception. He has, likely, been selected because of his reputation as a hustler or thru knowledge of his calling, and some of our best amusement managers of recent years all graduated from the circus school of privilege men. B. F. Keith, Eddie Albee, Ed C. Kohl, George Middleton, Sam Scribner, J. L. Hutchinson, John B. Doris, Frank A. Robbins, W. D. Hager, Charles Drew, "Wooda" Campbell, George Arlington, and numerous others, equally worthy, took their initiative as amusement purveyors in this line of activity only to become most proficient managers and men of means.

It is also a matter of fact that nearly every one of them, taking advantage of his experience with the public, and realizing the demand for good shows at low prices, left the circus calling to establish dime museums, to make use of their side-show freaks or concert attractions in the winter season, and, finding their experiments so profitable, proceeded to increase their holdings, build new, more expensive theaters, and add to their attractions, until continuous vaudeville became the popular vogue.

There is another line of active and essential men connected with the circus management seldom seen by the public, whose welfare they are always consulting, and that is the secret service, or sometimes called the "fixers" or "legal adjusters." The men who sit here and there from daybreak until the last wagon leaves the lot at night, all the while with an eagle eye, looking after the interests of the management and safety of the public.

### WILLIAM D. HAGER

As an example of this efficiency I will take my life-long friend, William D. Hager, who filled such a position with the Barnum & Bailey Shows up to the time of his death.

Hager in his time held many positions of trust, besides being a proprietor and manager on his own account.

Mr. Hager was a genius in his way, being well informed on many subjects, and, aside from his interests in the show business, he was a breeder of fast horses and fancy stock, and altogether an all-round sport, known to everybody. During the circus seasons he not only managed the privileges with his partners, Messrs. Henshaw and Campbell, but acted as the legal adjuster for the show.

His duties in this respect were, first, to call on the city officials in town with one of our Secret Service or Pinkerton men, to adjust the licenses for exhibition, interview the Mayor, Chief of Police and other prominent officers in order to enlist their services so they could all work in perfect harmony thruout the day and be on the alert for any light-fingered gentry or disturbers of the peace that might put in an appearance on the streets or at the show grounds.

The demand for Mr. Hager during the day, and long into the night, was very frequent, and it became a sort of byword with Mr. Bailey, who was always at the show grounds, usually at the front door, to laughingly call out: "Where is Hager?" This phrase was caught up by everyone connected with the show, and in case of emergency it was used to such an extent I was constrained to indite a few lines to him, which were published in one of our annual route books, much to the pleasure of Mr. Bailey, who would quote one of the stanzas whenever he wanted to put the laugh on Hager. As these rhymes seem to cover the diversified duties of that gentleman I will quote them in full:

### WHERE IS HAGER?

"Where is that man Hager?"  
Is a question often asked;  
And in the hurry of the moment  
He's a fellow often passed.

"Where is Hager?" is the riddle,  
The riddle hard to guess;  
Perhaps he's mixing up the "memo,"  
Perhaps he's "working up the press."

He may be at the Side-Show,  
Or somewhere in the "Big Top,"  
Or else he's in the Annex office  
A-looking after "Pop."

He might be taking tickets,  
If nowhere else he's found;  
And then again he's "uptown,"  
Or somewhere on the ground.

It's easy enough to find him  
A-putting in his ticks,  
But he may be "in the other town"  
A "squaring up the kicks."

He might be playing billiards,  
Of which he is very fond,  
Or else he's looking up a "solid mark"  
To go upon the "bond."

Perhaps he's helping "seat the people,"  
Or engaged some otherwise,  
Altho I think you'll find him  
A "rounding up the guys."

All of which goes to demonstrate that the legal adjuster, occasional press agent, "fixer," side-show orator or bondsman with a show is no aneuvre.

Among those who have distinguished themselves in this line of work I may also mention Charles Address, who at one time ran a circus of his own, and was an illusionist and entertainer of considerable renown. In later years he became connected with the Ringling Bros., and I am quite sure that he was the first man to adopt the title of legal adjuster in order to overcome the objectionable use of "fixer" or "squarer," as these positions were designated by the fraternity.

Mr. Address came to the Barnum & Bailey Show in this capacity at my suggestion, where he remained for a number of years, and in addition to his regular line of work made a pronounced hit by his announcement of the concert, while mounted on the back of an elephant, which enabled him to hold the undivided attention of the audience from his lofty and rather novel pedestal.

In addition to his many duties and accomplishments Mr. Address is an expert photographer, press agent, publisher and garner of the good things of this life, even to the cultivation of large farms and ranches in the West. It is to him that I am largely indebted for many bits of valuable information, as well as rare photographs of professional people that could



not be otherwise obtained. His numerous circus annuals and route books also contain volumes of valuable data, as they are always compiled with care and unlimited attention to detail.

Charles W. Thompson was also one of the most famous adjusters in the business. He filled positions as a manager of privileges, general assistant and most useful man in all departments. He thoroughly understood all legal matters and had a wide acquaintance with city officials everywhere, as he traveled with nearly all the different shows that have been in existence for the last thirty years. He left a large coterie of friends everywhere, who welcomed him on his return, and there was scarcely any complication with which he was not familiar.

George Arlington, who acquired a great reputation in the above lines of work, is in all probability the best informed man as to "freaks" and attractions for the side-show or other privileges, and was for years in absolute charge of these features for J. A. Bailey. He is at this writing in retirement in New York City. There is scarcely anything in the line of human prodigies that have not come under his management, while his experience in handling these freaks of nature or conducting the business end of an enterprise of any character is unexampled. He has made a particular study of everything pertaining to the privileges of a circus.

THE ORATOR OF THE DAY

Then, too, we have the orator of the day, who is usually a dignified gentleman of bold front, stentorian voice and eloquence, who delivers the opening address at the side-show and makes the special announcements at the rig-side. For, be it known, the side-show is a most important factor in gathering the ducats and swelling the receipts.

Among those of the present day who have figured prominently in this respect, Lew Graham, now with the Klingling Brothers, stands, perhaps, as a most pronounced, typical figure of character, and fully represents that distinguished class of spellbinders who, with hat in hand, mount the improvised rostrum or ring-bank, and, in tones of thunder of clear enunciation, proclaim their bargains or call attention to some particular feature, and then—almost as an afterthought—announce the concert or after-show, to take place in the arena immediately after the main performance is over; price, ten cents—or whatever the locality and financial conditions will warrant. These prices generally vary, according to the prosperity of the country and the attractions offered. The same may be said of the side-show and other concessions under jurisdiction of the orator, who speaks for his principals. A fluctuation of the business with the privileges, which includes everything outside of the big show, is governed almost entirely by the success of the latter. A turnaway at the big door means a corresponding increase in all other departments, and it is here that the leather-lunged orator shines in all of his effulgent glory as he proudly proclaims the fact that "No more tickets will be sold at the ticket wagon, but the great annex will remain open for inspection at the usual price." The "bullyhood" breaks out afresh, the ticket sellers and candy butchers get busy, and a radiant smile is kindled anew on the faces of the splendors as the nimble nickels jingle in the cash box.

When it is taken into consideration that these privileges, or by-products, often represent the net profits of a circus season, it will be readily understood how necessary it is to have experienced men to handle them.



63297.

ARROW NOVELTY CO., Inc.

108 East 16th St., NEW YORK, N. Y.

Famous Colby CUTIEY PUPS

Composition Plaster, Ivory Finish.

63297—7 inches high. 62585—4 1/2 inches high.

PRICE

In Individual Boxes, \$30.00 per 100.

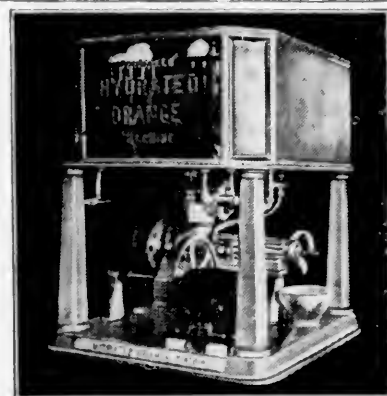
Packed 100 of subject bulk in barrel.

F. O. B. Chicago, \$25.00 per 100.

COMPLETE CATALOG FURNISHED TO ESTABLISHED DEALERS



62585.



The Fairfield Hydrated Orange Machine

FAIRFIELD MANUFACTURING COMPANY

1721 RANSTEAD STREET,

PHILADELPHIA, PA.

A Big, Profitable, Permanent Novelty

The Fairfield Hydrated Orange Machine (P.O.D.) developed for men looking for a high-class soft drink proposition specializing in one big, profitable, permanent novelty.

Fresh Oranges are used and from the demonstrative standpoint Machine creates a sensation wherever operated. This is not a squeezer, but a large, attractive apparatus capable of receipts of \$100 to \$600 per day.

Last call if you want to make big money in the South this winter.

CONCERT BAND AT LIBERTY

Would consider offer from any reliable Park, Chautauqua or first-class Carnival Manager who appreciates a good band. Any number of musicians can be furnished. This is a high-class organized band, that plays real music. Have an attractive, brand new uniform, a library consisting of a complete repertoire of classical, sacred, patriotic and a specialty for races, lively, up-to-date, jazz. An organization that is not afraid of work and capable of delivering the goods. 1918 and 1919 I directed the 310th P. A. Band, which obtained great success "over there." Mr. Manager, if you have an opening, communicate with me at once. Address all communications to

PROF. CHARLES CARNOVALE, 1000 Potter St., Chester, Pennsylvania.

WANTED

CIRCUS ROUTE BOOKS, HERALDS, PROGRAMS, ETC.

Would like to hear from parties having anything of this nature. Am particularly interested in Circus routes, of which I now have a very fine collection, and would like to greatly enlarge it.

ROUTE BOOK, care Billboard, Cincinnati, Ohio.

FOR SALE OR TO HIRE--SECOND-HAND TENTS

One 50-ft. Round Top, with 27-ft. middle, 10-ft. side walls, used two seasons for an animal show. Price, \$200.00. One 40-ft. Round Top, with four 25-ft. middles. Price, \$600.00. One 40x50-ft. Tent. Price, \$350.00. Two 33x15-ft. Refreshment Tops. Price each, \$75.00. Also a large number of smaller Tents at bargain prices. -BERNARD McCURDY, 105 North Ninth Street, Philadelphia, Pennsylvania

I have known shows to be organized with the money advanced by privilege men, and I have also known seasons that would have been unprofitable except for the income from these sources, as the receipts at the main entrance would not cover the actual expenses of operation, if all the privileges were to be ignored. Therefore, it is for this reason the very brightest and best men are selected to handle this department, which is really the business end of the show, having but little part to play in connection with the performance which the public pays to see and is the prime feature to attract their attention and establish the reputation of the show.

LIGHTNING TICKET SELLERS

There is still another class of men who figure conspicuously in the business end of the circus game of whom the general public sees but little. They are the treasurers, ticket sellers, the manipulators of the cash and cardboards, so necessary to the financial success of the shows with which they travel.

Observant patrons have often stood in front of the ticket wagon or box office at the circus and viewed with amazement the rapid manner in which the admission tickets were distributed to the crowds and the cash disappears over the counter or thru the window.

There has always been more or less rivalry among ticket sellers, the same as among experts in other callings, such as stenographers, typewriters, mathematicians, surgeons and other high arts or professions. The man who could sell tickets faster than three men at the door

could take them, and thus block the doors or gangways, was a wonder, and in days gone by frequently advertised as one of the attractions with the show. But that was the time when all admissions were sold at the wagon and the advance sale of seats unknown. The coupons for reserved seats were then sold inside the canvas and not "downtown" or at special wagons on the grounds, as they are at present, to relieve the situation.

THE WORLD-BEATERS

Ivan Lusbie, who gained great notoriety in 1872-'73 with the Barnum Show, under the W. C. Comp regime, became known as "the lightning ticket seller." His original vocation was that of a tele-graph operator, and for a time he served in that capacity with the Erie Railway. He first sold tickets at the old Burton Theater in New York. In 1861 he was employed in the box office at Barnum's old Museum. It was there that he acquired the reputation of being the fastest dispenser of show tickets in the world. He was with the Adam Forepaugh Show for years as treasurer, hook-keeper and chief ticket seller, and proudly wore a magnificent diamond-studded championship medal, presented to him by his many friends and admirers. Lusbie was born in New York October 16, 1830, and died July 8, 1884.

There have been several other equally rapid ticket sellers, among them such men as Merritt Young, Dave Wait, Clarence Farrell, John Evans, Jule Keen and others, who were able to feed the ticket takers as fast as they could handle the cardboards, but they were less de-

monstrative than Lusbie, who was always full of nervous energy, with a habit of working up the excitement over his act at the ticket wagon. His vocabulary was always copious, and this added to the excitement and belief that the air was full of tickets as well as the wagon.

Charles and Fred Hutebinson, both nephews of James A. Bailey, are equally expert in handling the tickets and cash with the big shows, which they have represented for many years in the ticket wagons and as treasurers of the great concerns requiring particular talent in this line of work. The Hutebinson boys are also proficient in the management of shows, and they were on the directorate with Mr. Bailey at different times, figuring as prime movers in the settlement of the great estate which the famous showman left.

The other men mentioned, aside from Lusbie, were always cool, suave, easy in their manipulations of the cards and coin, working with almost mechanical precision without any false motion, while a hundred open hands thrust into the window at one time would be filled with tickets as if by magic, and the count invariably correct.

PHYSICAL REQUIREMENTS

The circus, like other great institutions, must have its builders, its superintendents, its bosses, to construct, survey and transport its vast army when mobilized.

In this connection I must enumerate some of the men who have been great factors in handling the physical end of the big shows of the last half century, many of whom are still alive and active today, which speaks well for their rational living, in spite of hard work, conflicting elements and strenuous life.

Taking such men as Frank Hyatt, Charley M Lane, Byron Rose, Tom Lynch, George Conklin, Jack Shellen, Bob Bixby and many others who come to my memory as I write, it may be truthfully said they were all masters of their calling, and, in my close association with them, often sharing the same bunks or wading in mud with them on wet lots, riding in cabooses at night, and helping to grade the grounds or "lay out" the canvas at early dawn, I have found them true blue under all circumstances.

Of all the trainmasters or railway men I have known Byron Rose stood foremost. His reputation was equally strong among railway officials, who acknowledged his superiority in handling their yard service and expediting the unloading and reloading of the show. As a practical demonstration of this, a certain general railway manager, with whom I was once making a contract for transportation, remarked that if Byron Rose was with the show he would deduct \$50 from his rate for each run. And he did.

With such proficient leaders at their line, assisted by expert wagon masters, boss hostlers, property men and foremen to handle and direct, it is easily understood how such great institutions move on the moment, put up and take down the great shows and do business in a different town, fifty to a hundred miles away, every day. Is there any other firm, corporation, grocery, dry goods or banker doing one-half the volume of business that can do the same thing, and, if so, how?



Storm King Lantern

Send in your lamps and machines for repairs now.

WE MAKE THEM LIKE NEW.

You save money during the winter months. SATISFACTION GUARANTEED.

WISHING ALL A MERRY XMAS and a HAPPY NEW YEAR.

WINDHORST SUPPLY CO. 106 N. 15th Street, ST. LOUIS, MO.

STUFFED ALLIGATORS

Wholesale \$1 UP, ACCORDING TO SIZE. ALLIGATOR NOVELTIES.

JOS. FLEISCHMAN

1105 Franklin St., TAMPA, FLA.

SKY "ADS," KITE "ADS," AERO "ADS" are used to advertise every line of business worth advertising. Get in the game. Write today for photo and information. This is a business proposition. No attention paid to postal cards or P. R. Ds. SILAS J. CONYNE, 3316 Palmer Street, Chicago.

S - N - A - K WORLD'S LARGEST DEALER IN SNAKES WILD ANIMALS, BIRDS BOOKING ORDERS NOW FOR 1921 DELIVERY. Supplying the Snake Show World AND REAL SNAKE SHOW PEOPLE SNAKE KING Brownsville, Tex. MERRY CHRISTMAS AND HAPPY NEW YEAR. K - I - N - G

F. VanMiller Manager Car No. 2 HAGENBECK-WALLACE CIRCUS SEASON'S GREETINGS TO ALL.

**...tory of the Great Water Circus**

(Continued from page 12)

venture, all masterly organized, doing a big business to the disgust of all the wise prophets and egotistical self-appointed back number judges, with all harmony on board, everything lovely, then a skillful big river pilot went out of his way to push the whole weeping caravan on a hidden sapibar where all the tugs between St. Louis and St. Paul couldn't budge it an inch, so closing up a prospectively rich enterprise over night, as it were, or as one might say.

The sad and disastrous finish is mentioned here before the season had really started so the writer can get that off his mind, for there was so much real joy and excitement on this trip no one on board will ever forget the experience.

At Wheeling, W. Va., the gross receipts were so large on Decoration Day, 1915 that Rice, Dore and Freed, the owners, held a mass meeting in the Neptune Cabaret on the boiler deck—more about this liquid emporium later—and they decided to immediately organize and launch at once several more water circuses to show all the lakes and oceans before all the copyists and pirates discovered their new get-rich-quick scheme, but as it rained for the next week it is more than likely they forgot all about it.

At Marietta, O., all the musicians in that county joined for the lower Mississippi River trip, as they heard cotton picking would begin early in October. The band now had so many alto players Pete, Cella, master steward and distinguished ablesceman rounded up eighteen of the worst to wash dishes, at which work Pete said they were equally unmusical. Harry Fink assembled twenty-six bass drummers and yellow clarinets to the laundry department, carefully assigning the most lady-like as chambermaids. This was a clever arrangement, as the bass drums were handily used to store canned goods in, besides all this high-class, artistic talent doubled in shoveling on coal, dirtying up their temperament somewhat, afterwards being given a rest by waiting on the seventy tables in the big passenger steamer's dining cabin. Oh, it certainly was one tour de luxe, whatever that is.

As will be readily observed, this great "marine" band was a wonder considering most of these talented farmer-wind jammers had never even seen a sewer before. It seems by some wireless code, like a loud barber shop chord, every musician from Pennsylvania to Kentucky was on his gentle way to join the big show. At that there was ample room; plenty of exercising and rehearsal space for everybody, and anybody could join out, after swearing he had no home or anyone dependent on him and didn't care what happened and would double in loading coal, as the barges could accommodate five thousand people, so even if nobody came to see the show the extra-musicians, waiters and barbers made a good size audience.

According to the ship's log it is recorded that on account of the severe drought down stairs in Neptune's cabaret it was necessary to sell the bar privilege again for \$6,500. This time to a crap-winning sport from Point Pleasant who had just bid goodbye to his family and creditors forever, as the last lessee was getting careless in allowing his wet goods to be absorbed in too large doses, necessitating closing up until he could send home for more money to stock up, a disastrous item no self-respecting ablesceman water-dog would stand for in mid-ocean with water all 'round and no booze to wash it down with, besides the cabaret purveyor of wet goods had already been fined sixty beers and warned, for writing a note to a mermaid. This money was not required for salaries, as that unimportant day had long been discarded from the almanacs.

"Fat" Waugh, now and here, made a masterly financial (liquid) liquidation. In order to facilitate quick and sudden action at the bar, and not confuse money matters and errors in change, the famous "purser's" main office on the cabin deck issued a neat and beautiful card that said in attractive numbers all around it "good for \$5 worth of drinks." These were easily obtainable and very useful in paying salaries, but the barbers were disqualified, as they used too many wiping off the razor fether. Of course, these cards were charged up to everybody so that all hands from deck hands to

**Double Action Baby Hammerless Revolver**

Smallest, Neatest, Practical Revolver. Designed for Auto-mobilists. Also ideal home pistol, .22 cal., .38 cal. Best steel, Nickel plated. Every one tested at factory. Price by insured mail \$5.00. Big Catalog Free. Bates Gun Company, Dept. 17, Melrose, Mass.

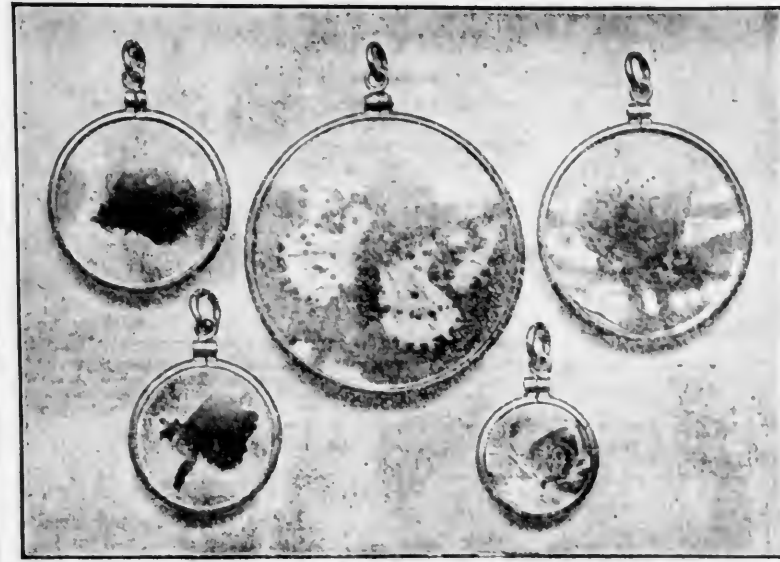
**FREE!**

A sample copy of THE OPTIMIST, the Rice Man's magazine, will visit you on request. ELI BRIDGE COMPANY, Builders, Jacksonville, Ill.

**NEW ENGLAND PEARL CO. ESTABLISHED 1893**

183-185 EDDY STREET,

PROVIDENCE, R. I.



**Real Butterfly Pendants**

PEARL CENTRE. Colored and white STERLING and 1-20 12-Karat GOLD RIMS.

**\$18.50 Per Doz.**

P. P. Delivered  
No samples sent

Pearl Findings for Wire Artists



**MASTER HARRY HAAG JAMES**

A new infant prodigy has come to light in the person of MASTER HARRY HAAG JAMES, son of Band Master Everett James of the Christy Bros.' Shows.

Although Harry is but four years old he is practically master of the trap drums. His conception of music and rhythm is nothing short of marvelous. He made his debut in the show world on the Mighty Haag Shows at the age of eleven days and has been a showman ever since. At one year of age he displayed a strong propensity for music, being able then to beat simple march time. He has advanced steadily ever since, and by watching and imitating other drummers, has developed a style of his own, embracing clearness and originality. As an illustration of his proficiency as a drummer he played the trap drums with the show's concert band recently during a three weeks' illness of the regular drummer. With apparent ease he played two one hour and forty-five minute circus programs every day. Harry wishes all his friends a Merry Christmas and hopes Santa will remember them all.

**Holiday Greetings to all Friends**

FROM **MISS BLANCHE HILLIARD**  
DOING NICELY. THANK YOU

Address Billboard, - Cincinnati

giving hands and "musicians" owed the show from \$50 to \$1,187, according to the "purser's" remarkable system of deep sea bookkeeping. At that everyone was accommodating, for when it was discovered that the press agent's stateroom was papered with "em—sonvenir—all that was necessary was to run in and borrow a couple of thousand dollars' worth until the next landing, where a new printer would be seen.

So when the last Neptune lessee blowed and showed up for a settlement "FAT" gently explained there was no money in Davy Jones' locker, and handing the erstwhile "barkeep" his bale of used cards suggested he should use them for a life preserver and swim ashore. It was a pleasant tornado; the man said he had certainly had the time of his life and remarked at parting: "Well, commodore, it was worth it, but allow me to say that's the first time I ever paid out money to give away my own booze, and I sure met up with a good bunch of thirty waltzes."

One lovely moonlight night the flotilla pulled out of Louisville, Ky., and while gazing at the dim reflections of this great city I ran into Hans Blatz, one of the yellow clarinet players, taking a siesta on the hurricane deck. Hans held down chair number thirty-six in the fourteenth row of the musical department, and he was one real gloomy wind-jammer. "Well, Hans, how are you enjoying this wonderful river trip?" "Oh, fine, I never before saw so much damn wet scenery in my whole life yet, but say, 'Bunch,' I haven't had any tobacco for three days, and —" "There you go again, always kicking, like all bum musicians, forever heefing. Here you join the world's grandest aggregation and they cure you of filthy habits and yet you are not satisfied."

"That's right, I'm cured of tobacco, ain't it?" "Yes, the way business is you'll get no more tobacco this trip." "Well, I thank 'em anyway, and say, maybe from the supper we nearly had tonight I can live without eating the rest of my life."

At Gallipolis, on the Ohio State side, the boss discovered that the towns were so near together it would be possible and advisable to show two towns a day, which, with the exception of Louisville, Evansville, Paducah and Cairo, was done to more than double the usual receipts. At Paducah blithes on the great floating mud-house began to brighten up considerably, for at the night crowded exhibition there came on board one real swell Kentucky gentleman, decorated in elaborate scenery, Palm Beach suit and engraved ivory shoes, topped with a new Panama lid that cost more than our No. 2 pit show. He was escorting two lovely city belles, and as they neared the main entrance, where the big band was playing and all the ablescemen were piping this gorgeously beautiful human setting, the Kentuckian was smoking a fifty-cent cigar at least a foot long, and the bunch had had no smokes that day, so far, when the gentleman softly inquired: "Ah, do you all permit smoking on this plantation playground?"

"Oh, dear, no," chorused the ablegrafters, sizing up the big smoke, "it's strictly against the most severe government rules and regulations to permit smoking on board the raucopery." "Oh, very well, here goes," and with a strong but careless air he threw the big cigar into the Ohio River. To show how valuable lessons in swimming are in an emergency, the whole front door force, "Bill" Rice, Harry Dore, "Fat" Waugh, the bandleader, and four-

teen trombone players all made plain and fancy dives into the raging river after it, encouraged by hilarious cheers and laughter by the merry mermaid chorus. When dried out the lucky smoke was enjoyed by all.

At Cairo began all our real troubles when the long flotilla tried to stem the great Mississippi's strong current, for even with tugs and an extra tow boat it took three days to reach St. Louis, where Harry Freed gave his partnership to a de-ka-hand so he could devote more time to think it over. Business was immense at Quincy and all points in Illinois, Missouri and Iowa on both sides of the great river. Betwixt the fine bridge and twenty-million-dollar dam at Keokuk this famous old stream is one raging mass of turbulent waves and tricky water, while above to Fort Madison it is like any calm and drowsy pond.

In August the date at Peoria, on the beautiful Illinois River, coincided with the disastrous Eastland accident at Chicago, resulting in a fierce crip to the big show's financial returns. At Clinton, Ia., the steamer tried to knock over a railroad bridge, delaying the water caravan a week for repairs and nearly breaking the expert "purser," except the welcome \$5 Neptune bar cards, which never ran out, as it was going to be such a long season and this was only our tenth river so far, there was no hurry. Why, it was circulated in mermaid circles that the Amazon was good for a six-year tour, besides in British Southeast North Africa the Congo had many good stands and the Egyptians on the Nile were just crazy to see this show, so "Bill" said. However, on this trip the farthest North was Dubuque, Ia., where the attendance was large and all the papers said it was the most thrilling and novel water exhibition ever seen and no show ever had more or better after write ups.

On the return voyage South to New Orleans and the Louisiana bayous and a contemplated side tour up the Arkansas River to Wichita, Kan., with Christmas at Shreveport on Red River, as mapped and booked by the captains, commodores and deckhands, just eight miles above Burlington, Ia., came the sad blow off, for on a pleasant summer morning the pilot gave this entire flotilla full sway into a strong current that landed it for years to come—that is until the government wreckers blow the outfit up with dynamite—on and in a newly formed, undiscovered sandbar that held it so secure and solid there was no chance; so with many a tear the strange story of the Great Water Circus abruptly ended, with absolutely no fault of the management.



**Sells to All Safety Razor Owners**  
Solves the problem! Dries razor blades quickly and thoroughly. Prevents rust, cut fingers and ruined towels. Double spring clip—one end rubber wipers—other end fabric dryer. Retail 25c. Thousands in use. Jobbers, Dealers, Crew Managers, Street Men, Demonstrators, get this needed specialty. Sample, 25c.  
Novelty Manufacturing Company  
First National Bank Bldg., DULUTH, MINN.





# Wanted--Shows, Rides, Concessions KENTUCKY-ILLINOIS-INDIANA FAIRS

**SEASON OPENS HENDERSON, KY. JACOB ZIMBRO, Secretary. JULY 26-30**  
McLeansboro, Ill., W. E. Severs; Uniontown, Ky., V. L. Givens; New Harmony, Ind., L. Wade Wilson; Boonville, Ind., L. A. Folson; Hopkinsville, Ky., John W. Richards; Rockport, Ind., C. M. Patridge; Princeton, Ind., Claude E. Smith; Carmi, Ill., Fred C. Puntley; Mt. Vernon, Ill., Martin Henn.

All kinds of Concessions and Shows with neat, clean frame-ups wanted. No grift or cooch. Record-breaking crowds at above Fairs the past five years. Ask those that made them. All Race Purses increased, ranging from \$200.00 to \$500.00. Big Premiums for Farm Products and Live Stock. Good crops and all coal mines working full time. Mutuel Betting on Races at Henderson, Uniontown and Hopkinsville.

## Fair Publicity

(Continued from page 13)

children's work and entertainment, who started, perhaps, as an entry clerk, assistant or helper, years ago, at the very bottom of the ladder. Their minds, like the mind of the superintendent of manufacture, are concerned only with problems of management. They are always looking for simpler ways of recording entries, awarding premiums, standardizing premium lists, handling crowds, staging exhibits and getting persons to exhibit. They could not be otherwise, or they would not be successful in their work. It is only natural, then, for nearly all discussion and study at a directors' meeting to concern itself with the putting on of the fair.

Fair publicity has received so little study in the past that there are few persons in the country who have had enough experience with it to make it possible for them to plan and direct a publicity campaign simply and accurately, and in a way to get results. It is not something which anyone can solve and handle quickly in a few moments. It is only natural, then, that there should be few persons in any locality who feel that they know enough about it in all its phases to permit them to put up a logical plan for consideration by a fair board. And even though such a plan should be good it nearly always requires a battle on the part of the publicity director to put his plan thru, simply because most of the members of the board know little about it and are not as interested as in their own simple problems of management.

The fair secretary can be likened to the business manager or president of the modern business concern. He, too, is generally promoted from the ranks of those who have been most successful, not in selling the fair, but in putting it on and managing it. It is only natural, then, that he should really be more interested in the putting on of the fair than of selling it. His responsibility for the success of the fair makes it necessary for him to pay some attention to the selling of the fair, but he goes into the thing half-heartedly because it is so distasteful to him and he knows so little about it, and the publicity suffers.

It stands to reason, with this analysis, that the modern fair can never be successful to an extreme degree until the selling of a fair has been given as much consideration as the making of it. If this is true of every other kind of business it must be true of a fair. Time will prove this to be correct in every way.

The steps which must be taken in putting on a successful publicity campaign for a fair are few and simple. They must be few and simple or men with manufacturing minds could not grasp them or put them into practice.

The first step is the adoption of a publicity budget. A definite percentage of the receipts from the previous fair should always be set aside for use in advertising the coming one. Some fairs use as low as two and three per cent of their receipts for this purpose. Very

# ATTENTION MR. SALESBOARD OPERATOR

Are you in the Market for a Quality Candy Assortment that will bring repeated orders? Our boards contain Nuts, Fruits, Cordial Cherries and assorted Chocolates. If you want Quality communicate with us, if you want Quantity we are not the house that you are looking for. Money refunded if you are not satisfied.

**BERTUCCI BROS. CO., 14 Walker St., ATLANTA, GA.**

## DOLLS

A MERRY CHRISTMAS and  
HAPPY NEW YEAR TO ALL

We are the authorized agents for the DANVILLE DOLL CO., and carry on hand at all times sufficient stock to take care of all orders promptly.

**M. B. YOUNG**  
127 Market St., ST. LOUIS, MO.

## DOLLS

naturally they might just as well save it and use it for something else, as they can get no results from such a policy. It is my frank belief that no fair can be successful to full degree unless at least from 8 to 10 per cent of its total receipts of the previous year is spent in publicity on the one to come. Year in and year out, it requires this much money to do the business. Many fair men will disagree with me, but it is due to the fact, largely, that they are men of manufacturing minds and not really in sympathy with problems of publicity.

For seven years I have been in direct charge of the publicity campaign of the Minnesota State Fair. In that time our total attendance has practically doubled despite the fact that the total population in its territory has increased but little. In place of deficits we have been putting on bigger and better fairs each year, and actually turning into the treasury from \$100,000 to \$200,000 as a margin. Seven years ago our publicity appropriation was about \$18,000 to \$20,000, a stupendous sum for publicity in the minds of other fair men. It went up to \$23,500, \$25,000, \$30,000, and then \$35,000. This year the Minnesota State Fair spent more money for publicity and advertising than any fair in the world, bar none. Had the money spent for printing and printing supplies usually figured in on the budgets of publicity by other fairs been included, the total publicity budget would have exceeded \$50,000 easily, and possibly approached \$60,000.

Some persons will say at once, "Why, they must be crazy!"

Figures do not bear out such an analysis. These are the facts. Every time that an increase has been made in the publicity budget, A SMALLER PERCENTAGE OF THE TOTAL RECEIPTS HAS ACTUALLY BEEN SPENT FOR PUBLICITY THAN DURING THE PREVIOUS YEAR. In other words, every time a dollar has been added to the publicity budget it has not only been replaced but has actually added enough dollars to the profit to lower the percentage of total receipts spent for that purpose. In the old days the Minnesota State Fair used to spend from 10 to 12 per cent of its total receipts for publicity; today with a publicity budget nearly twice as big it is actually spending not more than 6 to 7 per cent of its total receipts. Again I will be called crazy when I make the statement that I am not sure but that another increase in the publicity budget would reduce the percentage still

more, which would certainly make it a good business policy to adopt such a plan.

Having established a budget sum for expenditure, the next problem is to decide how to spend it. There is more money wasted on fair publicity than is spent to good advantage. It is very probable that from \$500,000 to \$750,000 in good, hard money is actually thrown away each year in purposeless advertising and useless knock-knocks of every kind. This is a terrific indictment of the fair business, but it is true, nevertheless. My close study of the fair publicity business and familiarity with publicity policies all over the country convinces me of the truth of this statement entirely.

In my opinion there are only two types of publicity worth while. One is newspaper publicity, and the other is poster publicity. I would spend little time on any other type, no matter what fair might be concerned. About two-thirds of the budget should be spent for newspaper publicity and about one-third for poster publicity. The newspaper publicity should consist largely of paid advertisements in the papers in the territory of the fair. The home papers should get a larger appropriation than the outlying papers. If the advertising patronage is big enough a large amount of free publicity can be obtained. The time has passed when free publicity can be expected in any considerable amount unless advertising contracts are placed everywhere.

The poster publicity should be restricted to standard-sized cards, half-sheets, one-sheets and billboard sizes. Personally, I would buy no posters unless they were designed correctly and simply, printed well, and vivid in color. This is the type of poster publicity used by businesses of national reputation everywhere, and the fair cannot afford to use poster publicity of inferior reputation. Poor posters are poorer than no posters at all.

The time will come when experts will go about the country installing advertising systems for fairs. The local conditions will be analyzed, a budget plan of publicity will be adopted to get results, and some supervisory assistance will be given later just before the fair is held. In this way specialized assistance will be given, and such splendid results in attendance and receipts will be obtained, year after year, that the fairs handling such a plan will renew their contracts with the publicity authority for the coming year as soon as the fair is over.

Have you looked thru the Letter List?

## Little Folks With Big Ideas About Style

(Continued from page 17)

apparently possesses much of the style distinction for which the Parisienne is famed. When the interviewer sought her at Ringling Brothers' Circus, at an hour when the big crowd was witnessing the arena show, Lady Little had momentarily laid aside her shimmering crown of silver tinsel and pearls, topped with a white aigret, to—guess what? To indulge in the strenuous game of baseball—and she can certainly throw a ball, despite the flower-stem fragility of her figure. All the little men of Lilliputia, who looked like miniatures of the evening clad figures illustrating the "Well Dressed Man" pages of Vanity Fair, were vying with each other to catch the ball thrown by the little queen. Her great blue-gray eyes were sparkling with enthusiasm, and only the mention of style could divert her mind from the absorbing game. When asked her color preference and ideas about style (the interviewer had to kneel on the ground at the dainty queen's feet to better hear the tinkling silver of her voice), she replied: "Colors—I love them all! But style, it must be the BEST!"

Then the interviewer sought Mrs. Doll (See Illustration No. 8) and asked her the same questions. She, too, loved all PRETTY colors, but preferred a certain Chicago costume. "This," she announced with charming naivete, "is called 'Mary Garden.'" Then she dropped her cloak and revealed a claret and cream lace creation (See Illustration No. 9) that surely suggested Mary Garden in its sinuous gracefulness of line and color temperament.

By virtue of her youth and winsomeness, Mrs. Doll might be called the ingenue of Lilliputia, but her style suggests a sophistication and finesse far beyond her years.

The diminutive and intellectual looking Mrs. Gondin (See Illustration No. 10), who was born in South America, differs from the other little folk in preferring subdued elegance. She appears to be more interested in things intellectual, an interest which her cavalier-like little husband shares with her.

So long as Lilliputia continues to bless us with such lovely bits of femininity the children and fashion creators will continue to believe in the fairies. To peek into Ringlingdom is to get a glimpse of fairyland that makes the heart young again!

## Rose Bead Necklaces \$1.00

Delightfully Perfumed

Exquisite Necklaces made of crushed flower petals, retaining their original perfume and color. Genuine California Rose Beads that sell for many times our special price.

30 Inches Long—OVER 300 BEADS

Smart style—just like illustration, many large, beautifully carved beads. These Necklaces will take the place of expensive perfume and when laid away in a drawer will impart to the contents the lovely scent of fresh flowers. State color desired: Forget-Me-Not, Jasmine, Carnation, Orange Blossom (White), Peppy (Burnt Orange), Old Rose, Geranium, Java de Green, Violet, Lilac, Lavender, Blue Bell, Iris (Dark Green) or Rose (Black). Send Money Order, Express Order, Check or Currency. No stamps accepted. Price, \$1—Post Free—in Gift Box. Charming Birthday or Xmas Gift.



THE ROSE BEAD COMPANY  
329 Houseman Building, GRAND RAPIDS, MICH.

## A REAL TALKING MACHINE

NO TOY

Made of Metal \$7 Each,  
Black Enamel, Wholesale

JOS. FLEISCHMAN

1105 Franklin St., Tampa, Fla.



## A. L. HOLT'S ORIGINAL MIDGET

Salesboards

Guaranteed Perfect  
All Sizes up to 2,500 Holes

Now At Our New Building

CARDBOARD NOVELTY CO.,  
1222-24 Race Street,  
PHILADELPHIA, PA.

## Eyes Up

(Continued from page 14)

covery of the principles of the "flying machine" was a simultaneous "happening" in Europe and the United States, but it has always been my personal contention that the exhibitions of the Wright boys' "glider" in the Stadium at the St. Louis Exposition provided food for thought for several of the mechanically-inclined visitors from Europe and whose vision of the possibilities of the then-deprecated attempts to master the problem of imitating the birds of the air was far more keen than that of the average sightseer who regarded the enthusiasm of the young inventors as being doomed to disappointment. Be that as it may, whatever coincidence was noticeable in the prompt emulating of the Wrights' example in Europe there was something more than coincidence in the fact that airplanes of the early days of European aviation bore a striking resemblance to the design of the first machines built by the Dayton boys. Whatever may have been the opinions of the various foreign aeronautical enthusiasts, the acceptance of the validity of the Wright patents covering the essential principles of the airplane by the respective European governments may serve as closing argument upon the point.

With the airplane as a proven factor of flying and offering unlimited scope for improvement before it could be accepted as being of commercial utility the entry of other American designers into the field was a natural sequence—the foremost of whom was Glenn Curtiss, and whose aggressive and pushful characteristics rapidly brought him to the front as a dominant factor and rival. If—as the adage goes—"competition is the life of trade" that element of modern business can be safely styled as the soul of progress in the early days of aircraft development.

## EUROPE WOKE UP

Having rubbed its eyes the world realized that man had actually learned the art of flying as demonstrating the practical results of the Wright brothers' determination to succeed in face of many disappointments, the urgings of their friends that they should abandon their dangerous experiments and the wisecracks who regarded their efforts as nothing but a defiance of the elementary laws of gravitation. Their painfully slow progress once having proved that their boyhood dreams had been realized was due to the lack of interest on the part of internal combustion engine designers and whose European rivals were more prompt to appreciate this new avenue for their skill, the result of which was the forging ahead of Moisant, Farman, Graham-White and several other French and British engineers who found an enthusiastic co-operation in the direction denied the Wrights.

A climax in the international rivalry brought about the historical "aviation meet" at Belmont Park, New York, in 1910, credit for which was due to the enthusiastic interest of Allan Ryan and the raising of a prize fund to which the late James Gordon Bennett contributed \$10,000 and which served to attract the foremost European fliers of those pioneer days of aeronautics, and including Claude Graham-White, John D. Moisant, Comte de Lesseps, Garros and others. With the meet over came the question of how aviation could be made to pay and provide for progressive endeavor in the direction of establishing the new science as being more than a mere accomplishment of an idea.

## AMERICA HAD LAGGED

The European contestants had already packed their planes for shipment—well pleased with themselves and the financial result of their contesting—and prepared for the homeward voyage. New York had witnessed the most amazing contest on historical record and the press of the entire country gave itself up to paying tribute to the Wright brothers, but qualified by commenting upon the excellence of the European machines and the evident fact that a keen competition between the European nations in aircraft designing was already in evidence and that the "land of the birth of aviation" would need to look to its laurels in the race for supremacy in the air and the founding of the new science as a factor in the world of commerce as a method of transport in directions where speed counted.

Announcements of the results of the Belmont Park aerial contests and that the European fliers were returning home aroused a clamor throughout the country for an opportunity to witness what had been long prophesied as impossible and foolhardy. Those responsible for the organizing and directing of the event had no further immediate interest nor had they regarded their patriotic and public-spirited enterprise as an investment. They were, in the main, millionaires and the undertaking merely an outlet for sporting instinct in a distinctly new field.

The various birdmen received a shoal of pleading requests to visit other parts of the country, but one and all agreed that "there was no money in it." Each had experienced the set-

## 1921—HIGH STRIKERS—1921—ORDER EARLY

Our VERY LATEST THREE-IN-ONE for 1921. Nearly ALL STEEL, a very heavy "HI STRIKER," about 700 lbs. Six Mails in this outfit. Orders taken until February 1 at \$225.00, 25% with order. Other Strikers at \$55, \$65, \$75, and our Famous DOUBLE HI STRIKER at \$120.00. Our Catalogue also tells about the following new Games we will have out for 1921. Send stamp for Catalogue NOW and GET ready EARLY. Jap "String Games," Single and Double Deck, Novelty Base Ball Games, Moore Made Mechanical Man, Funnel Ball and Knife Racks, Hand Strikers, Single and Double Dial Strikers, Man in the Moon Ball Game, Sinking Battle Ships (great), Dive Shooting Gallery. Get all ready now for 1921. Address MOORE BROS., Manufacturers, Lapeer, Michigan.

This Coupon received by us before January 1, 1921 allows you a discount of 10% until January 1 only.

## NEW EXPOSITION PARK EVANSVILLE, INDIANA

SEVEN DAYS A WEEK.

ONLY AMUSEMENT RESORT.

Will open early part May. Offers special inducements to anything clean and appealing in the way of Shows, Rides, Amusement Devices and Concessions. Best car service. Location in city.

## THE LIBERTY BAND

A well-known organized Band. Now looking for season 1921. For Parks, Chautauques, Fairs or any up-to-date amusement. Mr. Manager, if you are looking for a Band out of the ordinary, you will make no mistake by looking this Band. Address THE LIBERTY BAND, care Billboard, 1493 Broadway, New York City.

backs, disappointments and monetary loss in efforts to interest the public in a "gate" direction, but—by reason of their inability to guarantee satisfactory flights—had found no response. Others less able to stand the strain and the drain upon their financial resources had left the experimenting field to the more fortunate believers in Jules Verne's fantastic romancing.

## THEN CAME THE SHOWMAN!

It so happened that the most interested spectator of the Wright brothers' aerial gliding exhibition in the exposition stadium at St. Louis found a still greater interest at the Belmont meet from the viewpoint of the showman. Harry F. McGarvie, well and favorably known in the exposition and park field as a psychological reasoner in the sphere of gathering together and entertaining the multitude, realized that aviation could be made to pay if organized, directed and handled upon those lines best known to the showman with a mentality big enough to grasp and hold faith and determination to force the public to realize that the pioneer fliers of the Belmont Park needed more than enthusiastic cheers if the nation-wide demand to witness the exhibitions could be met. The Wrights, Glenn Curtiss and the few other American youths who had, more or less, achieved success in designing and flying the crude craft of those early days had discovered that it was a far harder matter to make money than to turn their inventive genius to practical account.

The future of American aviation was, indeed, in a bad way.

With McGarvie, there was no time to be lost if the plan he had formed on the first day of the Belmont meet was possible of consummation. Shipping agents were busy and the disassembled planes ready for transportation to the docks. The brothers Wright and Curtiss had decided to devote their efforts to further improvements of their designs and the French fliers were in readiness to sail. McGarvie approached Moisant with his plans to organize a whirlwind tour of a number of the machines and their pilots, but at first met with a discouraging attitude of the famous flier, who asserted that there was no time to organize events on similar lines as at Belmont, where the prize money represented the only way for their finding compensation. Impressed with the instant determination of McGarvie, Moisant finally got three of his compatriots—Roland Garros, Rene Simon and Rene Barrier, to acquiesce. To these was added Charles K. Hamilton and John T. Frisbie and the enterprising exhibition entrepreneur was satisfied that he had the makings of an innovation in spectacular outdoor entertainment without precedent or parallel in the amusement history of the entire world. This was in November, 1910—and, of necessity—the flying tour could be undertaken only in those states where good weather could be anticipated.

Opening at Richmond, Va., Saturday, November 26, the enterprise of McGarvie was apparent in the success achieved there and continued through the tour. Memphis, New Orleans, Dallas, Fort Worth, Oklahoma City and San Antonio were negotiated in rapid succession and, from time to time, other American fliers joined the cavalcade of birdmen. "Nothing succeeds like success" was well proven.

## THE SHOWMEN HAD WON OUT!

With the disbarring of the aerial team it was apparent that America had been given opportunity to recognize and appreciate the value of aircraft that would have been lost but for the courage and determination of an American showman who had met every call upon his resourcefulness and mentality to overcome the thousands of difficulties in directing aviation of those days. Since that time it has been the dominant factor of showmanship that has asserted the public's appreciation of its enterprise. Once the efficiency of aircraft designing had been proven the financial interest of the more wealthy classes ceased. Capital could not be interested to the extent of providing for the heavy expense of experimenting in the direction that tediously led to the final development of heavier-than-air craft as a fighting machine or a vehicle of commerce.

It was a wonderful feat and the daring pioneers of the aerial highways were regarded as supermen—BUT THERE WAS NO MONEY IN IT FOR THE CAPITALIST.

From time to time there have been discussions as to the reason of America's falling behind other European nations in the progress of design and accomplishment. Such has been a fact that could not be denied and, if proper thought had been given to the problem, it should have been appreciated that the competition between Great Britain, France and Germany (principally) was based upon the possibility of an European war happening between 1910 and 1920—a possibility that assumed actual form in the memorable July of 1914. In the course of my travels through Europe between 1904 and the outbreak of the war I personally noted many signs of the much-talked-of "Invasion by Germany" approaching that others did not seem to regard as being ominous of that world convulsion.

## MODERN AIRMANSHIP

So much for the proof of my contention that aviation owes much to those whose business and aim it is to entertain the crowds of summer pleasure-seekers whether it be that they congregate at state fairs, carnivals, old home weeks, summer parks or other of the diversified forms of reasonable enjoyment and entertainment. As a "piece de resistance" and outstanding feature of any outdoor gathering the airplane and the daring flier have demonstrated their irresistible attractiveness and assuring an attendance that exceeds the anticipations of the state fair committee, the carnival promoter and the park directorate where record receipts have been, time and time again, registered and even at periods where local or universal conditions have pointed to a consistently comparative falling off in attendance and gate receipts.

The value of the advertising resulting from a form of publicity demanding a concentration of the attention of the individual and the crowd cannot be over-estimated and in itself should find a place in the tabulating of a goodly proportion of an appropriation as an investment rather than an expense. All and every form of advertising and publicity have their proper place and value—but the nature of the ordinary flight of an airplane over a city appeals more directly to the sense of sight—to the exclusion of the exercise of other thought of the time being—and arouses a keener interest in the event that the airplane may be for the occasion associated with, and with the accompanying desire to become more closely acquainted with the purring aerial machine and its pilot as patronage of the enterprise accounting for the flights can only permit.

With the advance of efficiency of aircraft designing has developed the spectacular flier each, in his turn, excelling his predecessor and, with unlimited faith in the well-tested mechanical elements of his plane, endeavors to demonstrate his nerve-control and agility in accomplishing the seemingly impossible. There is a fascination that irresistibly impels his straining every ounce of bodily strength and mental effort that reckons nothing of danger involved where he so well knows that the momentary failure of the machine's mechanism, the engine's functioning or even his own overstrained nerves and muscles may result where such possibilities have resulted with others. From an analytical standpoint the professional exhibition aviator cannot be classed as foolhardy in the strict sense of the word. He comes of the class of adventurer that finds pleasure in his adopted career as does the wild animal hunter, the Arctic explorer and those who find enjoyment in scaling heights where insecure footholds mean certain death. If such is fascinating to the aerial seeker of adventure it can be readily appreciated that his accomplishments appeal to the majority of us where, with all the evidences of the advance of civilization there still exists—in a major or minor degree—the old Roman instinct of appreciating the exploits of our fellowmen where there is a pronounced element of danger that promises a thrill.

In the course of my many years of management of the late Frank C. Bostock's Trained Wild Animal exhibitions I found a decidedly interesting study in watching the effect of aerial accidents where one or another of the trainers was in momentary peril or had escaped with slight injuries consequent upon an animal, having so far forgotten himself to lose his usually good temper. One instance I recall—as having perhaps some bearing upon my reasoning of the respective temperaments of the exhibition flier and the spectators—was upon an occasion when the late Captain Jack Bonavita was trying to separate two fighting lions intent upon, for once and all, settling an old feud. Bonavita's good intentions were misunderstood and the famous trainer was for a few moments, in extreme danger while the vast audience was thrilled into a deadly tense silence. Following the restoration of order, in the arena, I was approached by a prominent New York City official whose facial pallor evidenced the mental strain he had endured during the fracas. Assuring him that Bonavita was all right I asked him what he thought of the happening and shall not readily forget his reply: "My God, Tudor, it was the most thrilling sight I ever saw. I hope nothing ever happens to Bonavita, but if I thought anything was I wouldn't mind being there!" There would seem room for the philosopher in so remarkable an admission by an intelligent man.

Those who have been privileged to become acquainted with one or another of past and present exhibition fliers have been quick to recognize that "dare-devilry" has no apparent part in their respective makeups. As a rule they are serious-minded enthusiasts of aviation with experienced knowledge of the handling of aircraft and the essential presence of mind to contend with the vagaries of the elements or a momentary failure of the steering gear to respond. Ruth Law, Katherine and Margaret Etison and, more recently, Volara Romana Nelson are demonstrating that exhibition flying with its ever-attendant risks and thrills has no terrors for the weaker (:) sex and that the fate of those who have paid the toll of the pioneer in the spheres where skill and self-reliance must depend upon mechanical contrivances has not deterred them from still further pursuing their distinctive profession.

Space forbids an enumeration of the exhibition fliers who, in their turn, have played a part in advancing the cause of American aviation in that all-essential direction of arousing and maintaining public interest. Pioneer Aviation-Promoter Harry F. McGarvie won credit in the early days and it has been left to the war to bring about the designing of machines that permit aerial exhibitions that have no equal in drawing and holding the attention of multitudinous crowds wherever showman enterprise is exemplified.

Aerial feats of the type now familiar to state fair patrons are under the consideration of the United States Air Mail Department as providing for saving time and plans are afoot for the transferring of bags of mail in mid-air in the application of wing-walking and the rope ladder. The present-day exhibitions of Earl Dougherty's Californian fliers, of Lieutenant George Wright, and others more or less prominent in the world of flight would seem to represent the highest point of human achievement possible to attain. Each season sees some new addition to the aerial ranks and with some hitherto unthought-of "stunt." Few of the oldtimers remain, the oldest of whom would seem to be H. R. Cruikshank, who specializes both in aerial acrobatics and parachute jumping from a flying plane.

I may shortly be able to announce what will assume the form of a veritable revelation in exhibition aviation and that will efficiently solve the problem of night-flying in addition to an element of sensation in the machine and occupants being in flames.

The invention permitting this remarkable effect to be attained and, moreover, transforming the darkness of a five-mile radius into the brightness of a summer noontime as a climax to the exhibition and permitting safe landing, has already proven its full efficiency but at present it is doubtful whether the inventors will enter the exhibition field in that their purposes are in purely a commercial direction. It would be difficult to appreciate the extent of its value as an attraction likely to provide for an increased night attendance at state fairs and other large outdoor undertakings where there may be a falling off of the evening patronage.

My association with organized aviation, in its every department, and a practical knowledge of the public's taste in spectacular entertainment permits my asserting that a test demonstration I witnessed a few weeks ago was the most remarkable flight I have yet witnessed. Should those who control the patented rights decide to depart from their present plans—so such seems little likely—the exhibition field of aviation will undoubtedly assist their commercial success precisely an aeronautical advance itself has benefited.

Have you looked thru the Letter List?



**VENICE, CALIF. The McGEARY ATTRACTIONS OCEAN PARK, CALIF.**

**BUG HOUSE**  
**VENICE**  
**EDDIE NYE, Manager**

**TUMBLE INN**  
**PALACE OF FUN**  
**T. W. WRIGHT, Manager**

**BUG HOUSE**  
**OCEAN PARK**  
**C. GAINES, Manager**

**CIRCUS SIDE SHOW**  
**WORLD SMALLEST MOTHER**  
**Mrs. Geo. Rogers**  
 —AND—  
**Baby Margaret**

**JOLLY ALMA**  
**FAT GIRL**

**HALF MAN LALA COOLAH**  
**HALF WOMAN**

**PIT SHOW No. 2**  
**BETTY, ALLIGATOR GIRL**

**GEORGE ROGERS, Manager**

**H. W. McGEARY, Manager**

**MME. GABRIELLE** can place you for summer season. Want party to work Buddha. Can place good Freaks at Ocean Park and Long Beach. Can use good Grinders and Talkers for summer season, Alameda Park, at Frisco. May Joe, write. Have good proposition for you, long season, Mrs. Webb. Have space, 18x50, Ocean Park. Good Pit Show location.  
**Address all mail, H. W. McGEARY, Venice, Calif.**

**Amusement Parks as a Community Asset**

(Continued from page 15)  
 especially is entitled. Here at Riverview we feel it incumbent upon us to throw open our vast resources to this army of little ones every season and the returns always satisfy our conscience if not our pocketbooks. For the past two seasons it has been Riverview's privilege to entertain all of the school children of Chicago, at least all were invited. Last season the plan was worked out much more in detail than the previous year. Each child received an invitation to come to the park as the guest of our Mayor, Hon. William Hale Thompson. His or her school was closed for that day. Teachers and parents were invited to attend with the children. Every one entering our front gates on these occasions received free admission tickets for three attractions and their round trip car fare. In addition to the three regular attractions they were privileged to attend a free circus and to enjoy lunch from their picnic baskets in the park's commodious picnic groves. Furthermore, a large number of drilling and athletic contests for beautiful prizes were given under the auspices of the School Board, these contests being open to pupils of the public schools only. At the conclusion of the day's outing, upon leaving the park they were presented with another invitation good for two subsequent and similar outings, approximately four weeks apart and with free entertainment and car fare furnished in each case. Each was also presented with a beautiful copy of Washington's Farewell Address, Advocating Friendly Relations With All Nations and Entangling Alliances With None; With Declaration By His Successors in the Presidency Upholding This Policy. This was a rather costly souvenir, but a wonderful document to place in the hands of Chicago's hundreds of thousands of school children, many of whom emanated from foreign parentage and for whom not too much could be done in the way of Americanization.  
 At the conclusion of these outings, in response to an inquiry from Chicago's Mayor, the following letter was sent him and immediately following this we received from the president of the Chicago School Board, Hon. E. S. Davis, who also received a copy of the letter addressed to the Mayor, the reply shown below:  
 September 7, 1920.  
 Mayor William Hale Thompson,  
 City Hall, Chicago.  
 Honorable Sir—Pursuant to your request for particulars relative to outings of school children

**CONCESSIONS WANTED INTERLAKEN PARK**

Park has been in operation as summer resort five years. Now adding amusement equipment and concessions. Chances for big money. Write INTERLAKEN IMPROVEMENT ASS'N, H. E. Wade, Mgr., Fairmont, Minn.

**Season 1921, Moxahala Park, Zanesville, O.**

**WANTED**—Concessions of all kinds. Good spot for Whip and Ferris Wheel or Rides of any description. **WANTED**—Experienced Man for Bathing Pool, Dance Pavilion and Carousel. Seven-day park, with free admission. **W. D. BROOKOVER, Manager, Box 166, Zanesville, Ohio.**

held at Riverview during the current season, am pleased to give you the following figures taken from our books, which I believe will be as interesting to you as they are to us.  
 There were 365,000 invitations issued to the children of the public schools, same being dated from May 24 to July 2, inclusive. It was our aim to issue a maximum of approximately 20,000 invitations a day so as to insure safety to the children, their parents and teachers. Of these 365,000 invitations issued 279,989 actually attended. On such dates as we encountered perfect weather our attendance averaged better than ninety-two per cent of the invitations issued. The decrease in the percentage over the whole period may be readily accounted for by the fact that a number of bad days were encountered, which would not only decrease the May and June attendance, but also the July and August attendance, as the children received their return invitations upon leaving the park after their first outing. Each of the 279,989 attending the first outings received one of the beautiful copies of Washington's Farewell Address, and also as above referred to an invitation containing two coupons, one of which was good for a July outing and the other for an August outing, with car fare and free rides provided for on each occasion.  
 The free tickets issued to those in attendance at the May and June outings aggregated 839,967. In addition to this 225,000 persons witnessed the free outdoor circus.  
 There were 279,989 return invitations given out during May and June, and during the months of July and August the attendance was 168,290. The decrease in attendance on this was no doubt occasioned very largely by the fact that so many persons take their children away for the summer. It means, however, that 168,290 children who were deprived of a regular vacation were thus afforded two opportunities on which to visit the park for a day's recreation, at no expense to themselves.  
 During the July and August outings free admissions for shows and rides numbered 504,897.

stage large fireworks productions, carnivals of various sorts, to give concerts by leading bands and orchestras, to display magnificent electric fountains and other similar attractions. True enough, the park owner or manager figures on a return for his money, but in very few instances are the thousands of persons unable to pay for such entertainment denied the privilege thru lack of funds. Here at Riverview there is not a day in our entire season when hundreds of such, if not thousands, enter our front gates and are actually entertained in one or more such ways without a penny expense to themselves beyond war tax, and we do not begrudge this entertainment, as we feel it is another means of making Riverview a real community asset. I could recall countless other ways in which an amusement park is or can be made of tremendous value to a community, but the above serves to illustrate in a general way.  
 Amusement park men must forget the methods employed by their antecedents in the business. An amusement park is not like a circus or carnival company, which is constantly on the go and which, therefore, in most instances in the judgment of their owners or managers does not have to be as high class in their methods as a stationary project. An amusement park is just as legitimate an institution as any bank, merchandising establishment or manufacturing concern and should be conducted as such if its stockholders expect it to succeed, and everyone connected with it should enjoy the same position as men occupying similar offices or positions in other commercial institutions.  
 Among the objects of the National Association of Amusement Parks, which was incorporated in the State of Illinois last February, said organization taking over the park men and franchise membership from the old National Outdoor Showmen's Association, the purpose to stabilize amusement parks and to make them truly valuable assets to their respective communities was pre-eminent. Much time and thought is being devoted to this feature of the association's work and wonderful results are anticipated in the future. A considerable part of the association's program which has been planned for the annual meeting to be held in Chicago in February is to be devoted to this subject and all park men throughout the country are to be invited to attend this meeting.  
 Have you looked thru the Letter List in this issue? There may be a letter advertised for you.

The attendance during all the outings was 447,288.  
 The total free admission tickets to shows and rides total 1,344,864, circus attendance not included. The admission to these shows and rides total 1,314,864, circus attendance not included amount to \$201,729.60. The car fare paid out by us on all outings aggregated \$22,388.92.  
 Trusting the above figures will prove of interest to you and assuring you that we will be more than pleased to answer any additional questions you may have to ask, I am,  
 Yours very truly,  
**RIVERVIEW PARK COMPANY,**  
 George A. Schmidt, Secy.  
**BOARD OF EDUCATION**  
 of the City of Chicago  
 Office of the President Edwin S. Davis, Pres.  
 September 9, 1920.

Mr. A. R. Hodge,  
 Asst. Secy. and Gen. Mgr.  
 Riverview Park Company.  
 My Dear Mr. Hodge—Permit me to acknowledge receipt of your favor of the 4th instant, transmitting copy of a letter addressed to Mayor Thompson. The facts set forth therein are very interesting and I shall, indeed, be very glad to have you address a similar letter to me in order that it may be presented to the Board of Education at the next meeting and incorporated in the printed proceedings.  
 Assuring you of our appreciation of the great good accomplished in affording these splendid outings to our school children, I remain,  
 Sincerely yours,  
**EDWIN S. DAVIS, President.**  
 A proposition of this kind is what I should characterize as one means of making an amusement park a real asset to any community and at the same time an equal asset to the park itself, an asset which in future years will produce dividends tenfold.  
 It is customary, I believe, in a vast number of parks, especially in the larger ones, to

## Roller Skating of Yesterday and Today

(Continued from page 16)

pastime; but this has been completely obliterated at the Riverview Rink, where a separate floor has been set aside for all such persons. This space has been fitted with a new device which insures absolute safety while the beginners are learning the art of skating. In a few lessons the most inexperienced can learn to skate and, of course, is most encouraging to others. In former years, as stated before, the roller skates were far inferior to those of the present day. The skates today are made of maple rollers with ball-bearings and are safe and comfortable.

Among the members of the different clubs which occupy the roller rinks in the city are a number of professional racers who have won renown and fame throughout the world. Another big advantage of the roller rinks of today is the fact that there are special instructors employed to look after the safety and comfort of the patrons. These instructors are men thoroughly experienced in the art of skating, and are courteous as well as careful of their charges. They are costumed in neat white serge uniforms of military design, with cap and white silk gloves to match. Then there are boys engaged at the rinks to look after the comforts of the patrons—such as putting on and taking off the skates. They are known as "skate boys," and are kind, gentlemanly and obliging. They too, are uniformed in tight-fitting uniforms of lavender with cap to match. These uniforms are set off with two rows of brass buttons and a gold cord finishes off the caps. They are constantly warned against accepting any tips, as they are paid a substantial salary, and the patrons are also cautioned against the practice, as it is a State law with a severe punishment for any violations. There are rules which govern the best managed rinks and these rules are strictly enforced—particularly at Riverview.

In every first-class roller rink there is an orchestra engaged which discourses all the latest hits of the day, instead of the mechanical devices that were used in the early stages of roller skating. These orchestras are made up of experienced musicians and are paid the highest salaries of any in that profession. First-class rinks have as high as 15 instruments, while the ordinary or smaller rinks have orchestras containing eight musicians.

In the majority of the rinks in the country the floors are kept in a clean and highly polished condition, the one at Riverview being an exceptional example, as it is sprinkled with pumice by experts before each session. In former years this was used to extremes, consequently the air was always filled with dust. This has been obliterated. The fancy skaters, that is the ordinary skaters, are so proficient that they do not need anything on the floor, as they can get along without it. It is used mostly for sanitary purposes. One of the most remarkable features in connection with roller skating is the fact that quite a number of patrons can dance on skates. This is particularly noticeable at Riverview Rink, where fully 75 per cent of the patrons can and do dance on their skates. In fact, there are dancing parties on skates with many costly and beautiful prizes to be contested for. Mr. William Strymer, who lost his life on the battlefields of France while fighting under the banner of freedom, might justly be given credit for having introduced waltzing and the ten-step on skates. He was one of the very best skaters in the country, and an ardent patron of Riverview Rink, where his memory will always be cherished by his many friends and admirers among his patrons and the members of Riverview's Boosters' Club. His fondest hobby was to teach the art of skating and above all the waltz and ten-step, for which he would never exact a penny, but on the contrary was always opposed to any tribute whatever, as a large number of professional skaters, his former pupils, will gladly testify.

There are at least 50,000 regular devotees of the roller-skating pastime in Chicago, and these are distributed among the different rinks in the city. So great has become the roller skating craze that fully 35 per cent of the school children—mostly girls—can be found any day skating along the sidewalks and streets of the city; and it is not at all uncommon to see little tots from 6 to 7 years old skating along with those of more mature years. A large number of skaters have their own skates, while a still larger number, not wishing to be bothered with carrying their skates to and from the rinks, prefer to rent them. For this reason the first-class rinks are well supplied with the best roller skates to be found anywhere, and this applies in a great measure to the rink at Riverview, where there is always to be found 2,000 pairs of the best roller skates ever manufactured. The rink is also provided with

## BEREZNIAK, DITTUS & COLER

ATTORNEYS AT LAW  
FIRST NATIONAL BANK BUILDING  
TELEPHONE STATE 9006  
CHICAGO

Owing to the large increase of our theatrical legal business, our Mr. Berezniak, who for years has specialized in this branch of the law, will hereafter devote his entire time and personal attention to this end of the legal work.

## JOHN BRUNTON STUDIOS

Properties and Scenery Productions of Every Description

FOR PROFESSIONAL AND AMATEUR PERFORMANCES.  
Scenery, Properties, Stage Furnishings for all occasions.  
Telephone Bryant 5914. 226 WEST 41ST STREET, NEW YORK.

## MAZIE LONG CRAINE

WISHES ALL HER FRIENDS A MERRY CHRISTMAS AND A HAPPY NEW YEAR.  
Gussie Addison, I answered your letter. Clara Gray and Norbert Horvath, Chas. H. Biskamp, Bob and June Erwood, Pop Ed Lowery, Horace and Montague, Bessie Firley, Speedy Swift, Frank and Eric Weitz, Leola Johnson, Joe West, Claude West, Claude Thardo, Lou Nottou, Johnny Hamerly, Charlie Jones, please write. Buster Craine is in Panama. Address him P.O. Norbert Craine, Co. L, 33d Infantry, Camp Gaillard, Canal Zone. MRS. MAZIE BATTAGLIO, Belzoni, Mississippi.

a repair shop, fully equipped with all the latest and most modern machinery, and a full corps of experienced mechanics, so that the patrons can always find it convenient to have their skates attended to and all necessary repairs made to them without any inconvenience or overcharge.

Another noticeable feature about roller skating and one no doubt of much surprise to the majority of non-skaters is the small number of accidents attending the sessions at these rinks. One reason for this is possibly attributable to the fact that the instructors being scattered all over the rink are constantly on the qui vive. The majority of minor cases, such as a fall or a slight sprain, are caused through the inexperienced skaters, who, when they fall, cause others to fall over them before they can be extricated. The instructors, however, are always on the alert and give a signal with a whistle, so that there are comparatively very few severe cases of accidents at these first-class roller rinks.

The most modern roller rinks, such as that to be found at Riverview, are also provided with rest rooms and refreshment parlors, principally for the ladies, while the men have their own lounging room where they can rest and enjoy a good smoke.

Among the members comprising the different clubs who conduct these roller rinks are to be found, besides the professional racers, some very fast skaters, fancy skaters and some who are very adept at performing rather difficult acrobatic stunts on their skates.

The one advantage that roller skating has over ice skating is the comfort and convenience as well as congeniality that prevails at these first-class rinks, and it is for this reason that special parties are given called "ladies' nite" where mothers particularly are invited so as to see for themselves the splendid congeniality and the ever-watchful guardians that surround their sons and daughters at these first-class roller rinks. There they will find a matron, of unquestionable honesty and character, in charge of the ladies' rest room, which is kept as sacred as their own home, so that on the whole there is not the slightest opportunity of any danger, social or physical, for either their sons or daughters at these first-class rinks.

There is at least one person in Chicago who is very much in favor of roller skating and no better authority could be had than Dr. John Dill Robertson, the popular and efficient Commissioner of Health for the city of Chicago. In a letter recently published in the columns of The News the doctor states:

Mr. Joe A. Forester, Editor, Riverview News: Dear Sir—I have no hesitancy in recommending roller skating as a splendid physical exercise, provided, of course, it is not carried to excess, and is done under proper conditions as to air supply—good ventilation, I mean.

In view of the fact that you have provided your rink with air-purifying devices (the ozonator) and that you will be able to maintain good air conditions I am quite sure that roller skating as you propose to conduct it cannot fail to be of value, both as a form of recreation and as a means of physical exercise.

Very truly yours,  
(Signed) JOHN DILL ROBERTSON,  
Commissioner of Health.

## Many Men of Minstrelsy

(Continued from page 9)

Schoolcraft. Something must have happened to the mold. Whether it was lost or stolen the fact remains that the genius of Schoolcraft has never been duplicated. Minstrelsy gave us negro dialecticians before the advent of Schoolcraft; there have been others since, and we have some good ones now; but Schoolcraft was intangible. He could make one laugh before he opened his mouth. His manner was easy, never forced, and he was unctuous. When he died in '93 he left a gap in Minstrelsy's ranks that has never been filled. If Luke Schoolcraft isn't in heaven then I don't believe I want to go there.

Even the younger blackface men whose advent in minstrelsy was subsequent to the death of Billy Emerson in 1902 know of that most versatile performer. Emerson was absolutely unique. Such a voice! Had he so elected he might have graced the ranks of grand opera. It may be difficult for many to conceive that, but it is a fact nevertheless. He was grace personified, and whether sitting on the end or doing a specialty he was a picture. Emerson at his best at present-day salaries could play 52 weeks a year at a salary that would never go below four figures, and in the vernacular of vaudeville he would be a "riot."

George Thatcher was a wonderful minstrel; more than that he was an actor. These two accomplishments are not so frequently encountered in the same man. But Thatcher had both. His artistic way of telling a gag on the end would be a revelation positively to audiences of today. Mr. Thatcher's later years were given mostly to the drama. He played character parts in "The County Chairman," "George Washington, Jr.," "The Littlest Rebel" and "Cameo Kirby" with remarkable fidelity. Yes, we miss you, George Thatcher. The world is a better place for having known you.

I have cited but these three instances only because of the limitations of space, but I could enumerate many more. I mention these specifically because they were of men I knew and admired from a personal as well as a professional standpoint. All were associated at various times with my father, the late William Henry Rice, and it was with the companies they were with that I met them first as a boy, and got to know and appreciate them as I reached man's estate. And I'm proud to say I knew them, liked them and feel reasonably sure that they liked me. Who wouldn't be proud?

Every time the Grim Reaper takes off one of the old blackface boys a lot of newspapers tell us that he is "the last of the old minstrels." But he isn't. If the remuneration is of sufficient proportions I'll undertake to name about sixty whose combined ages would aggregate between 3,500 and 4,000 years. Yes, they're all living, and in most cases glad of it.

No, they are not all gone. We still have Willis P. Sweetman, who as a portrayer of negro character comedy parts has never been equaled, nor is it probable he ever will. We still have Barney Egan, whose innovations in minstrelsy have generally been years in advance of the times they were presented. We still have Jim Gorman, who is now, and for forty years has been, producing for minstrel shows, and as

capable as present as in the days of Haverly. And Jim, Jr., from all accounts, is a worthy son of a worthy sire. Charley Morris is hale and hearty at 86, George Wilson is a positive marvel and going great guns with the Hill troupe—and George is old enough to have voted last month if he was anywhere within a hundred miles of Binghamton, N. Y.

Joe Norcross deserted minstrelsy for vaudeville with the late Sam Holdsworth, and was for a time a part of the Old Soldier Fiddlers act. And now at 79, with his dear little wife, is playing "big-time" vaudeville at a larger salary than he ever received in his entire career of about sixty years. And they do say that E. F. Albee is largely responsible for this altogether delightful state of affairs. And did you catch Dick Quilter, so long with Harrigan & Hart, in the last year or so in "The Little Journey?" They tell me his performance was worth going far to see. Dick? He's 72.

Eddie Girard, John and George Gorman, Frank "Pop" Ward, Frank McNish and a few others whose minstrel or blackface careers began as far back as forty-five years ago are at present actively engaged in their professions. Press Edredge, the "Commander-in-Chief of the Army of Fun," has lost his commission, but is otherwise among those present. Charley Young is engaged in mercantile pursuits. John E. Murphy, Charley Turner and Vic Richards are still employing the burnt cork, but Fox and Ward, after using it as a mask for fifty years, are now appearing in white face, and I am bound to confess going equally as well as when appearing with darkened features. And McIntyre & Heath, only a few years back of them, have never done better than at the present time.

All of the foregoing were at times members of minstrel organizations when there were as many as thirty companies traveling at one time. But what a difference today, when but a handful remain. But these hold their own year after year. The Guy Bros. are the oldest, as they date back to the '70s. Al G. Field's Minstrels, now in their 35th season, is something more than a mere troupe; it's an institution. Bert Swor, Harry Shunk and John Healy, three distinct types of performers, are with this company and their work has the finish that only experience can give. The De Rue Bros. have been on their own hook for about 15 years, and have established a clientele that never falls them. The same thing goes for the Coburn show. "Cobe" is one of the shrewdest men in the minstrel game. Whenever he gets East I am always sure of at least one good meal in the next ear on which they eat and sleep. I don't hear much of the Vogel Company, but believe that they are still at it, as they have been for the past 25 years. Gus Hill promised himself a minstrel show several years ago. He has it now, and another one besides. The latest Richmond in the field is the "Lasses" White Company, headed by "Lasses" himself. Mr. White, a product of Texas, and an excellent comedian, used judgment in starting his tour in the South, where he is genuinely liked.

Now on the high wave of prosperity and thoroughly established is the Neil O'Brien Minstrels. The present, I believe, is the ninth season, but notwithstanding his great popularity and undoubted drawing powers Mr. O'Brien had a hard road to travel before attaining his present unassailable position. But if any one is deserving of the good things of life it is this same Neil O'Brien, who retired from the playing end two years ago to devote his time exclusively to the producing of acts and the general betterment of his company. Always a clean-living man himself, nothing suggestive or even bordering on suggestiveness is permitted in his organization; even the words damn, devil and hell are taboo. He insists on the men wearing clean linen, and goes so far as to see that each man is properly blackened up. It's detail in minstrelsy, as in other pursuits, that gets results. And great performer that he is, Neil O'Brien will unflinchingly tell you that business is better since he quit the playing end than it was when he was on the job. Just what are you going to do with a man like that?

As to the future of minstrelsy it has probably reached its lowest level as regards the number of companies traveling. If anything would tend to revive interest it would be the placing of a permanent minstrel company in New York. This has been promised at frequent intervals, and the rumor is now that Lew Dockstader will soon head such an organization there. Good news. If true, for Dockstader is the greatest minstrel trade mark since Christy and Haverly. A great performer himself, liberal and well liked by every man who ever worked for him, IF NOT INTERFERED WITH, would surround himself with the best talent available in every line. Dockstader, plus brains, energy, talent and money, could do the trick. Would it pay? It's paid in Philadelphia continuously since 1854—December 4 to be exact. Happy New Year!

## Chinese Cook Book

Tells how the Chinese cook Chop Suey, Eggs Foo Young, Chow Mein, etc. 20 valuable recipes. Price, \$1.00, postpaid. I supply Chinese ingredients required for making. Catalogue free.  
VERNON GALSTER, Box G, Morris, Illinois.

Ladies' or Gents' Calling Cards, \$1 per 100  
Best linen finish. Post paid anywhere. CHAPMAN  
PRINTING CO., 6419 Detroit Ave., Cleveland, Ohio.



**Burlesque—Past, Present, Future**

(Continued from page 8)

condition applies to the treatment of burlesque by the press in other cities.

The Columbia Amusement Company can not be suspected of nor charged with mercenary motives in changing the character of its shows. On the contrary it was the almost unanimous judgment of a large majority of the Board of Directors and of the producing managers that our receipts would suffer a great falling off. Burlesque was regarded as a "gold mine" and as the surest money getting branch of show business. We were all regarded as rich men by our "betters" in the theater world, altho commiserated with by them for our "low down" operations. It is true our companies were never "stranded" and that we had unquestionable credit with hotels and railroads and merchants, and even with the banks throughout the country. But this did not palliate the offense of calling ourselves "theatrical people." The other fellows in the world of the theater would not countenance the association. We were just outcasts, and that's all there was to it!

Altho I promised at the outset to "pass up" obitimes burlesque, I can not refrain from chronicling these conditions more by way of contrast than for any other reason. Nor shall I neglect to record the fact that in those days we were not so "low down" that the "high brow" of the business refused to accept our assistance in getting them out of hotels and comfortably on their way to the next "stands" when the inexorable sheriffs were in possession of their trunks and scenery and baggage. Such experiences were infrequent, to be sure, but they did happen now and then, and we were glad to go to the front for our unhappy tho supercilious brethren.

We made money all the time, because burlesque had a set, dependable clientele, such as it was. We never fooled ourselves as to the nature of the appeal.

And so it was that in the many discussions of the subject of changing the character of the shows, it looked as tho we had on trial for its very life the "goose that laid the golden egg." The conclusion was to kill the goose at all hazards. That meant the elimination of those elements that had kept one class of patronage away and that had always assured us of the constant support of the other class. And it meant increasing our investment for scenery and costumes and the employment of numerically greater as well as more capable players.

And, mark you, there was another burlesque circuit in the field at that time whose operators had no idea of "cleaning up" or of improving the quality of their shows. When they learned of our decision and observed our actual start along the new road they gave us the laugh and waited for the day of our destruction.

It was "hard sleddin'" for a time. Burlesque "fsmn" wanted the "cooch," the DOUBLE ENTENDRE, and all the rest of it.

But we stuck! After a while some of the newspapers in some of the towns went to the front for us. Pretty soon we noticed a change in the character of our audience. It was slight, to be sure, but there was a change. Solid business men, men of consequence, began to drop in at the burlesque theaters. In a short time these men began to bring their wives.

And then we knew clean burlesque had won! The old crowd didn't desert us in anything like the numbers we had anticipated. But we noticed they took off their hats as they entered the theaters! And they stopped yelling at the performers and "flipping" things on the stage as had been their custom.

It is a fact that for every one of the died-in-the-wool burlesque patrons we lost on account of the "cleaning up," we gained twenty of the other kind.

In the meantime we had changed conditions around the theaters. They were all cleaned from cellar to roof, inside and outside, and made as comfortable and inviting as paint and upholstery could make them. Our stages were provided with at least some of the modern devices for producing light effects, and our performers were surrounded with comforts and conveniences that had always been strangers to them. This instilled in them the spirit of the new order of things and created a pride in their calling that was unmistakably apparent in their work.

And then came the "big" day—the day we let the contracts for the building of our own new theater.

Clean burlesque had brought this day round! And since then it has been plain sailing. We saw our old competitors wabbling, and knew just where they were "at." One day we recognized a veiled "feeler" from the other side. We had been sitting tight, waiting for it. But they didn't know this. Then we were "approached." The long and the short of this is, we made a bargain with our old enemies, the main point of which was that we assumed absolute control and direction of their operations. We took over such of their shows and theaters as we wanted, and satisfied them as to working conditions.

**I. H. HERK**  
Presents  
**Jimmie Cooper**  
and his  
**BEAUTY REVUE**  
Featuring  
**ADA LUM**  
**EDDIE HALL and MARTY COLLINS**

But we held on tight to undisputed power to exact clean performances and improved productions.

On that day was written the word FINIS to indecent burlesque!

The American newspapers have recorded the progress that has been made since then.

On every line of that record appears in full face caps the word CLEAN!

And we are satisfied. We of the old guard are about ready to "lay down."

We have paved the way for the younger fellows to take up the "art for art's sake" idea and apply it to burlesque, if they feel so inclined. The looms are set, and it is up to those who follow us to go ahead and weave the fabric of a still greater burlesque.

And I want to tell you, Madam and Mr. Readers of The Billboard, that a jump from burlesque of the present day to burlesque of a distinctly artistic order would not be as long as has been the jump from burlesque of ten years ago to the burlesque of this moment.

**Ever Try To Write a Song?**

(Continued from page 8)

monopoly on some one thing in life, as Charles K. Harris did with the babies, Coban with the Rag, Berlin with fiddles, Handy with "blues" and Wolfe Gilbert with the shuffling feet of the negroes of the South.

Provided you are satisfied with being an ordinary song writer and can manage to make ends meet on ten thousand a year, don't waste time trying to build up a monopoly. Grab anything—the first thing that comes to your mind. In a pinch you might hit upon something like "The Roses of the Ocean." Maybe you think that roses don't grow in the ocean. Maybe they don't. But why should you worry, when another fellow gets away with singing about roses that bloom on the Sahara Desert? Do you know any one that ever grew anything on a desert except trouble and a 22-carat thirst? Besides, it isn't likely that the public will go to the bother of finding out whether roses grow in the ocean or in the Bronx. Being just an ordinary song-writer, and not a surveyor, you're not expected to know. But, if you happen to be Irish, make sure that you don't kill and bury the girl. Balldwrighters have reformed during the past ten years. When a girl ties a can to any one of them he lets her live and suffer for spite.

When you're in doubt about topography or history just think of the fellow who wrote a song about Bunker Hill and said that George Washington led the attack. The fact that Washington wasn't within a hundred miles of the battle didn't phase him, nor did it prevent him from accepting his royalty checks. And he isn't the only one to perpetrate such a classic. Ask the average person where the battle of Bunker Hill was fought and it's 10 to 1 he will say at Chateau-Thierry or the Polo Grounds.

L. Wolfe Gilbert is another who thinks that the shifting of history or the map shouldn't worry a song writer. Once he wrote a song about Alabama. To round out the story he needed a few levees. Thinking that levees are common in the South as song writers are in New York he took it for granted that there must be a few levees in Alabama. This is how he started:

"Way down on the levee in old Alabama,"

About a year later Gilbert was playing a vaudeville engagement in Alabama. As he came out of the show house one night a tall, white-haired, military looking man stepped up to him and said:

"Are you Mr. Gilbert?"

Gilbert bowed, and smiled.

"Are you the fellow who wrote the song called

"Waiting for the Robert E. Lee?"

Gilbert's eyes widened with another smile.

"You know I've always been a lover of the

South," Gilbert said, "and I've always wanted to write a song about it."

"Where were you born?" the man queried.

"Philadelphia."

"I thought so," the man muttered. "Well,

tell me whenell ever told you that we have levees in Alabama? Didn't you learn at school that all the levees in the South are in Louisiana."

Gilbert hadn't, and he was glad to get away. Since then he bought an unabridged encyclopedia, and whenever he writes about foreign lands he keeps it within easy reach.

"But that fellow didn't get any more of a shock than I did," Gilbert said, "when I first saw the Wabash River." Instead of finding something more beautiful than the Hudson, as I had expected from the old song, I found one of the dirtiest rivers I ever saw."

Judging from Gilbert's remarks you can readily see that you don't need to concern yourself about accuracy. Any time you pull a "bone" you can charge it up to Poetic License. This license covers everything from rhyming bobster with folding bed to marrying the firm's book-keeper when you don't like the figures on your royalty statement. "Be sure you're right, then go ahead," doesn't apply to songs. "Go ahead and let the other fellow find out if you're right or wrong" appears to be the rule.

After you have written about seven hundred songs, without finding a publisher for one, and you feel like quitting, stop for a moment before you throw up the sponge, and think of the struggles of W. C. Handy.

Mr. Handy is well known now as the composer of "St. Louis Blues," "Memphis Blues," "Yellow Dog Blues" and others, as well as the leader of Handy's Memphis Blues Band. But fourteen years ago when he was trying to break into the song game no one would listen to him. He wrote songs and sent them to New York publishers, and they all came back. None of the publishers could see any merit or commercial possibilities in "Memphis Blues," or any of his other "blues."

One day he went into a savings bank in Memphis to open an account, offering as his first deposit \$125. Harry Pace happened to be acting as receiving teller on that day. The two struck up a conversation and discovered that each had contracted the song bug. Pace had submitted many songs to the publishers, and had even made a trip to New York to see some of them, but he never was able to place anything.

Having failed individually, Pace and Handy decided to collaborate and try it again. They gave up their evenings, Sundays and holidays to writing, but they could not find a publisher for any one of the three dozen songs they turned out. Becoming desperate, instead of discouraged, they pooled some money and went into business for themselves. Their first number was called "Jogo Blues," which appeared long before any of Tin Pan Alley's melody makers ever heard of "blues." At the start the "blues" stuff didn't make much of a bit, but Pace and Handy had faith in it and kept plugging away. In turn they brought out "Memphis Blues," "Beale Street Blues," "St. Louis Blues," "Yellow Dog Blues," and others.

Finally business began to pick up, and as soon as it did Pace and Handy moved to New York. Two months ago, owing to their increased business, they had to lease an entire building on West 46th street. Since coming to New York Mr. Handy and Mr. Pace have purchased houses for themselves and families.

So you see that if Mr. Handy, who started life as a water boy in a Southern stone quarry, can succeed as a composer and a publisher, there is no reason why you or anybody else that has talent can't do likewise. Everybody has a chance in the song game, and if you let the publishers, or any one else, freeze you out it is your own fault. And whether you say "these"

or "dese" doesn't cut any figure if you have ideas, for everything appears to get by in Tin Pan Alley.

**Rocks and Shoals in the Sea of Production**

(Continued from page 11)

picture is they always come out of the projection room with a smile dancing in their eyes."

**THE TRAGIC PART OF IT**

Here ends the comment of the operator, but it does not complete the story by any means. Indeed the operator only led up to the tragic part of the tale, for after a period of exaltation on the part of all the participants in the enterprise the desire for some return on their investments takes the place of the evaporating enthusiasm. The cheapest negative today costs not less than \$15,000 for a dramatic feature of five reels.

Immortality on the celluloid comes only with the sale and distribution of the picture. Not until the picture is shown nightly to the eager millions does the fame begin. Not until then is there any prospect of financial returns.

This accounts for the many disconsolate figures prowling about the motion picture district anxious to sell the masterpiece. The picture is shown with pride to the first prospective purchaser. As a rule the pride dies a rapid death under the cruel comments of the man who declines to buy. The picture then wanders from one projection room to another, buyer after buyer registers his unwillingness to buy. Then attempts are made to "book" the picture directly into some motion picture theater, but only the very poorest house will bite and then only at a price which is ridiculous, say \$5 or \$10 a night. In this way perhaps one per cent of the cost of the negative can be recouped. Eventually the pictures go on the shelf in some vault where unsalable pictures accumulate, and the end is inglorious, meaning either a sale as old celluloid or a miserable pittance from a dealer in "second-hand features."

There is a market for things like "failed" pictures in South America and the Far East, but the price is such as to involve a loss of more than 90 per cent of the original investment.

These unproductive motion picture enterprises are by no means confined to New York City. Hardly a community of any size that has not engaged in a co-operative venture. The Censor Boards of Pennsylvania, Ohio, Maryland and Kansas have interesting statistics on the subject. The ordinary "failed" picture in the non-censorship States rarely gets far enough to enter censorship territory; it is the only native product or the product originating in a neighbor State that comes under the notice of the censors. The Censor Board statistics are interesting because all pictures shown in their respective jurisdictions must be submitted to these authorities. Not that any of these pictures either fall below or rise above the ethical average of motion picture films—the Censor Boards' statistics are only referred to in order to prove the volume of so-called independent productions.

**GENUINE QUALITY SURE OF BIG REWARDS**

The strangest angle of the whole situation is here: Nowhere in all the vast range of human endeavor is quality surer of a quicker and more generous reward than in the field of motion picture making. If the men and women who put their hard earned dollars into motion picture producing enterprises would only consult men of known experience and integrity, the possibility of loss could be guarded against, if not removed entirely. With the millions sunk in ill-advised and unproductive motion picture enterprises dozens of marvelous pictures could have been made, helping to lift up the artistic and ethical standards besides assuring a generous return on every investment. In conclusion this advice is offered to all prospective investors in motion picture production: Make sure of the sale of your negative or of your distribution facilities before you think of risking a dollar of your money. Remember that there are many old established concerns in the business with unequal facilities for distributing even an inferior picture. To make money out of a picture you must make sure of its distribution in every nook and corner of the country. The cost of this distribution must be figured in the liabilities of your investment from the very beginning. Another point of importance is this: Owing to the present rates of exchange the American picture can no longer count upon the profits of the foreign sales as it was able to in the past. Before the war it was not unusual to get more than the cost of the negative out of the foreign sales alone. Today the foreign market is a poor prospect. This state will continue for some time.

**The FRANCILLONS**

M. A. Margot

**EXTEND A MERRY XMAS TO ALL**

928 Huron St., TOLEDO, OHIO.

A New Year's Musical Pledge

(Continued from page 9)

humble articles in The NEW YORK GLOBE. A word about these articles. They discussed music and musicians as if I were talking to baseball fans and members of the sewing circle—not musicians. The words were nontechnical, the spirit purely human and popular. The intent was to get readers to become curious about concerts and operas—as if I were advertising a new kind of drink or cheese or summer resort. Several people wrote in at once—they had questions to ask. "How can I prepare myself to HEAR a concert or an opera? What would you suggest as the best opera to hear first? In connection with Josef Hofmann's recital next Friday, please give me things to fix my mind upon, in order to understand him best"—etc.

We gathered some of these people together, as I remarked, and made the Globe Music Club and talked about music and composers, the compositions they had written from the emotional, dramatic and story point of view. Not "note the theme is repeated here and the oboe takes up the seventh chord here and the strings then respond in unison." Instead this: "This is where the spirit is of tragedy, broken by a feeling of hopefulness, and at this point the memory of his sweetheart returns."

We mentioned the composers as human beings. Not "So Beethoven having studied with Haydn, he then went to work on his first symphony." It must be remembered that he was a follower of Bach. Not that but rather this: "As a boy he was torn from his bed and made to play for drunken tipplers. Being stone deaf, as he sat over the piano trying to hear —"

When the group had found just and valuable reasons why they should meet together, we determined to bring artists to exhibit samples of the good music. Here—folks, if you like this sample, presented in this way, understanding all it means, you will then be certain that you are the right candidates for the opera house and concert halls.

Please, dear reader, I am speaking to you now. Please get this viewpoint: Every man and woman and child is capable of being directed to good music, if the right process is followed. They must be coaxed, coerced, persuaded, directed to early examples of the right kind of music before they are thrust in the formal concert hall. They must be made to appreciate the music—by Human Methods—not Technical.

THE FUTURE OF AMERICAN MUSICAL DEVELOPMENT IS NOT THE ENCOURAGEMENT OF MUSICIANS—BUT THE ENCOURAGEMENT OF THE AUDIENCES. AS THE AUDIENCE GROWS, AND THE DEMAND KEEPS STEP, THE PLACE FOR CONCERTS AND OPERAS WILL FOLLOW.

The average concert manager says: "I will now engage an opera company or a concert company—and having that I will advertise the concerts."

The hybrid scribbler of these words says: "I will now set about the creation of my audience and when I have my audience I will then set about the engagement of the artists and the opera company."

Now, pause for the moment. What has been done so far by us in the Globe Concerts you can do in your community, dear reader. Form a club of "Influentials to Art" and interest them in music thru appreciation methods—not the so-called appreciation lectures of the conservatives but by an application of human psychology, talking to every man in his own tongue and trade-terms. Enlist the support of a newspaper or newspapers if possible. Publish articles written by a man or woman who is enough of a musician to be musical, but far enough from conventionalities to be able to speak humanly, and in popular vein.

(Mr. Isaacson has said that he will be pleased to hear thru The Billboard from any readers who might care to avail themselves of the material he has gathered in this connection for over five years—even to furnish the articles for the newspapers and meetings.—Editor, Billboard.)

Then enlist the aid of worth-while musicians. Don't put on bad music or amateurs. For they are worse than nothing. If a good artist won't help or be paid to help, use nothing—better use phonograph and playerpiano records.

But the artists should help. Why? This is a movement for music, isn't it? As musical demand spreads the musician gains, is it not so? He may not gain directly and personally—but everything that is done in this way aids all the fraternity, is it not so? If there is to be a missionary movement for music, to whom can we look for the missionaries if not the musicians?

If a musician cannot see that the more newcomers to art he can create the more buyers of his voice or violin playing or teaching or musical instruments or sheet music will be demanded—then let him sleep.

But in our Globe concerts the artists have been wide-awake. They have given of their services to the cause to the tune of nearly two millions of dollars—in art rendered. You see the Globe concerts have been an example for all the world. Over one thousand, one hundred and fifty concerts have been given in five years;

there is no longer one center—the original Globe Music Club has now thirty thousand members and there are now sixty-five Globe music centers. Each center represents not less than five hundred and some represent over fifteen thousand. In the effort the artists have numbered two thousand, the list including almost everybody worth while from Matzenauer and Elman from Lazaro and Ganz, from Levitzki and Baisa down the line!

At Globe concerts they might be called less concerts and more exhibitions. Because the representation of the art from the opera or the symphony or the symphonic bit is given with the proper layman's introduction. When it is heard the imaginations of the listeners are at work.

From two million listeners at Globe concerts less than a hundred thousand ever had heard good music before. Now probably two hundred and fifty thousand have acquired the habit and are in the swing—and thousands more are getting to the graduation point. We don't get the people who already are in the musical life—but the new ones.

The music public of America grows naturally as families develop—sons and grandsons adhere to the old traditions. Those at home with their phonograph and playerpianos try music too. But would you think it possible in an audience of two thousand, of whom five hundred had phono-

graphs and instruments of some sort at home, that only two hundred had ever been to the opera house and concert hall—that after ten of these concerts of the Globe variety that over six hundred had gone?

We go at our public in a peculiar way. We never announce to a first audience that a classical concert is coming! It would keep them away! We get them by arousing their curiosity only. Then when they are in, and they are listening, we use the human methods of getting a point of connection—making them laugh, making them very curious, making them feel on intimate terms with the great composers, making them imagine the story of the music and then doing it exquisitely for them. The audiences never leave—they come back for more. And when by this process they have been fully developed over the course of several months they are then buyers for grand opera and piano and violin and song recitals.

I began by being very sarcastic and ironical. I want to end by being very hopeful and generous—not that I wish to flatter the reader and the musician, but because I honestly and sincerely believe in what is possible in American music.

Herbert Johnson, head of the Chicago Opera Association, very generously said that he attributes the greatest in American music and especially in New York City (where there are twenty times the concerts this year as of five

years ago) to this work and similar effort! Mr. Johnson said at that time: "We have a larger subscription today, several months away from our season, than the night we opened last year! This work of yours has created opera-hungry souls."

Give the people a taste of the good music. Make them realize that they are getting a dish of caviar and quail. Make them know that whereas cheap music degrades, fine music uplifts. Make them ashamed not to go to the fine things, but rather ashamed to be content with the empty entertainment. Make them feel that the future of democracy is the future of American taste—and that as long as most people like the fustian and cheap drive, that long will they be incapable of responding to the best influences of democracy. It is a new American philosophy I have enunciated. And every musician can call on every musician and artist and statesman and civic authority and educator and say truthfully:

ART WHICH WAS ONCE AN APPENDAGE TO LIFE IS TO BECOME THE NEW SALVATION—VERITABLY THE NEW RELIGION. GOOD MUSIC AND BOOKS AND PAINTINGS AND SCULPTURE ARE TO BECOME THE PART OF THE LIFE OF THE EVERYDAY MAN OF THE CROWD—AND AS A RESULT THE STATE OF DEMOCRACY WILL BE SAVED AND MADE MORE TRULY THE IDEAL OUR FOUNDERS DREAMED.

In your community, dear reader, is a beautiful opportunity, and the man or woman who takes it up and is willing to slave and sacrifice for the ideal will see in the shortest time—a year, five years, ten years, a generation—the development of the real musical masses. Jump into the stores and factories, the clubs and churches and make your motto this: "Where now there is a preference for the cheap and banal there shall become a new patron of art, and, if there is a way to find the wedge to the mind of this individual I now face, it shall be found and followed. Conservatism to hades! I want to make another lover of good music, do it as I may."

How The Billboard Serves the Profession

(Continued from page 17)

Letters pour in asking The Billboard to please use its investigating facilities to determine the whereabouts of Bill Jones, who neglected to leave a forwarding address with his wife and seven children when as unobtrusively as possible he slipped away from his home one dark evening last summer.

Our mails are clogged with letters that tell of a story of a young man who left the old farm for a future in the theatrical world. That's why we have set about hiring sleuths to locate these strays. It must be done. The Billboard seems to be the logical medium and there is no other way.

Of course this story would not be complete without mentioning another slight service that seems to be The Billboard's to perform. Girls visit its offices to ask for addresses of agencies where they may start the climb on the ladder of fame. Young men who wear black patent leather pumps, little trick ties and silk shirts inquire for reliable agencies to place their nimble feet on the stage and their names in the group of the program which refers to "the young men of the ensemble." Older men and women who have worked in every branch of the show business ask for addresses of reliable agencies to place them in character parts in stock, and mothers who have daughters who would brighten any home inquire anxiously of W. Stephen Hush or Miss Marion Russell of a medium operandi whereby their offspring may appear under contract with a motion picture firm so they can later enjoy taking the neighbors to watch Mary or Daphne as they appear intermittently on the silver screen in an ingenue role. Miss Izetta May McHenry, editor of the concert department, is approached with requests for names of operatic singers who never reached these shores—and probably never will—and appeals to review aspirants for places now occupied in the musical Hall of Fame by Masha Elman or McCormack. They are playing or staging, as the case may be, in some remote hall in Avenue B, but of course they regard this as a mere detail. The necessity that the world know about their technique and remarkable vocal or instrumental talent is the paramount issue in their minds.

So The Billboard is going to keep right on publishing a great big, new way paper with its average circulation of 58,250. It is going to continue to publish the biggest and best paper in the show world. But it is also going to continue to disseminate information on fifty-seven different varieties of subjects and folks have yet to complain that it has not done so cheerfully and as completely as human brains and effort can accomplish them. But the things The Billboard does besides publishing a newspaper are so varied that it would require an entire issue to tell them all—and the white paper shortage forbids this.

LIST OF CONCERT COURSES

In Which Two or More American Artists Will Be Presented During Season 1920-1921

Table listing concert courses across various cities including Canton, Chicago, Cleveland, Columbus, Ft. Worth, Reading, Portland, Detroit, Dallas, Des Moines, Milwaukee, St. Paul, New York, Mason City, Akron, Emporia, San Francisco, Sherman, Berkeley, and Baltimore, with names of artists and organizers.

ORCHESTRAS

Presenting American Musicians as Soloists

Table listing orchestras such as Spokane, Minneapolis, Detroit, New York, Chicago, Cincinnati, and National Symphony Orchestras, along with names of soloists.



### Clap-Trap

(Continued from page 4)

the flag from the loosening grasp of the dying man. And the curtain falls once more with Harris holding high the Union Jack. A second time it rises, and again the battle rages, but only for a moment, as a stray shot wounds Harris, who staggers forward, clasping the flag to his breast and at last falling only a few feet from the footlights.

#### II.

More than two centuries ago the users of the English language felt the need of a fit word to describe a thing of this sort; and, as usual, the word-making faculty of the English-speaking race was equal to the occasion. In a dictionary printed in 1727 we find clap-trap defined as "a trap to catch a clap by way of applause from the spectators at a play." More than a hundred years later, Southey, in one of his letters, almost foresees the trickery of the Harris curtain picture—"there will be no clap-traps, nothing about 'Britannia rules the waves.'"

The illustrative quotations in other dictionaries trace the swift passage of this useful word from the theater to the forum. Brongham asserted that Sheridan in his political speeches "played to the galleries and indulged them, of course, with an endless succession of clap-traps;" and Herbert Spencer, in his "Study of Sociology," asks us to "observe how votes are gained by claptrap appeals to senseless prejudices." Here Spencer weakens his case by an unnecessary adjective. The prejudice in favor of one's own country is not senseless; and there are no more typical examples of claptrap than those which are only over-emphatic appeals to patriotism.

The most ardent admirers of Sheridan as an orator cannot deny that he was often theatrical in his speech making, but they have the resource of pointing out that he was also patriotic in his play-making. "Blarney" was the last piece to which he put his name; it was an effective adaptation of Kotzebue's "Spaniards in Peru"; and it was originally brought out when England was endangered by the army which Napoleon had gathered at Boulogne. The famous address of Rolla to his fellow-countrymen, adjuring them to unite in defense of their country against an invading foe, was only a reworking of a nobly patriotic speech which Sheridan himself had made only a little while before the play had its first performance; and when this eloquent harangue fell upon the ears of the audiences in Brury Lane they could not but perceive the pertinence of Rolla's outburst to their own immediate situation. Perhaps this was claptrap, if we judge it harshly; yet it served a worthy purpose.

In this more sophisticated twentieth century patriotism for revenue only lingers belated in our light and lively musical pieces and in our kaleidoscopic revues. In the British operettas the Gaiety girls keep step to tunes of tinkling triviality, "Tommy Atkins" and "Soldiers of the Queen"; and in the American summer songs shows the more energetic chorus ladies wave the star-spangled banner and hail it as "a grand old rag!" The spectators in the theaters of London and New York, digesting their dinners and expecting nothing more than the idle amusement of an otherwise empty evening, may smile with tolerant superiority at the obviousness of this vocal and visual claptrap, dismissing it as a dead-set at their own sluggish patriotism; but, nevertheless, many of them feel a flutter of the pulse as the martial rhythms beat upon their ears and the banners dance before their eyes.

In the more serious drama and in the hands of a more skilled workman political claptrap is sometimes artfully disguised as disparagement of the very people for whose pleasure the play has been written. Sardou, for example, in his "Theodora," attempts an authentic evocation of the decadent splendor of Byzantium. He was a trained investigator as well as an adroit playwright, and he utilized a heterogeneity of curious customs to enrich the local color in which he had immersed his melodramatic story. To call the attention of his French audiences to the historical curiosities he had accumulated he introduced a stranger, ignorant of Byzantine manners—a stranger for whose benefit the natives could elucidate whatever needed explanation. This wanderer from the heart of distant Gaul, from a village on a little island in the Seine, Sardou brought to the metropolis on the Bosphorus, so that the Byzantines could smile at his ignorance and say to one another, "He's a Parisian, and, of course, he doesn't know anything about life and manners"—an ironic flattery for the Parisian spectators of the play.

Sardou had earlier employed a similar device in "Patrie," his foremost historical drama, in which he dealt with episodes of the revolt of the Netherlands against the Spanish oppressor. He introduced a French nobleman, a gay and gallant young fellow, on a mission from his sovereign, a neutral therefore, but none the less a sympathetic spectator of the Belgian struggle, serving as a sort of Greek chorus to transmit to the audience the message of the author himself. Beneath the light-heartedness of this brave and buoyant Frenchman there is a capacity for deep feeling, disclosed only on occasion; and, therefore, he is a most attractive figure, subtly flattering to the pride of his fellow countrymen, "sitting silent at a play."

No doubt, it would be unfair to dismiss as claptrap what Sardou did in these two dramas;

and yet it is not easy to deny that this cleverest of playwrights was in fact setting "a trap to catch a clap by way of applause from the spectators at a play."

Those who inquire too curiously may—if they choose—find in "Hamlet" an anticipation of this ironic quip in "Theodora." At least there is a certain external similarity between Sardou's Parisian visitor who is necessarily ignorant of the things every Byzantine knew and Shakspeare's prince who is feigning madness and who will therefore excite no comment when he goes to England, since "there the men are as mad as he."

#### III.

If those who inquire too curiously insist on pursuing their investigation in other Shakspeare plays than "Hamlet," they will find more than one instance of traps to catch applause from spectators at a play by an overt appeal to the deep-seated love of the English for their ancestral island. Consider the long speech of John of Gaunt just before his death, in which he deplora the political situation in This royal throne of kings, this accepted isle, This earth of majesty, this seat of Mars, This other Eden, demi-paradise:

This fortress, built by Nature for herself, Against Infection, and the hand of war; This happy breed of men, this little world, This precious stone set in the silver sea, Which serves it in the office of a wall, Or as a moat defensive to a house, Against the envy of less happy lands; This blessed plot, this earth, this realm, this England, . . . This land of such dear souls, this dear, dear land,

Dear for her reputation throout the world.

Taken by itself and apart from its context the speech from which these lines have been quoted might be harshly dismissed as a flagrant claptrap; in fact, it has been held up to the scorn of men with souls so dead that they have never cared to listen to a word in favor of their own country. But if any defense were needed it could be based on two facts. The first is that this lofty laudation is absolutely in character and in situation; it is precisely what Gaunt felt and thought at that special moment in that special history. The second is that it has no taint of insincerity. We can not doubt that the poet himself felt and thought what he makes his character say. After all, Shakspeare was an Englishman himself, a sturdy Elizabethan, having an intimate sympathy with the sentiments and emotions of his fellow Elizabethans, only recently released from the stress of the mighty effort which beat back the Armada. As it happens, the year of the running sea fight in the British Channel is one of the years in Shakspeare's life of which we know nothing, and we may some day happen upon evidence in support of the daring suggestion that Shakspeare himself served for a week or a month on one or another of the vessels of that mosquito fleet which maneuvered the stately ships of Spain to their dispersal and destruction.

No doubt Euripides, born not long after the defeat of the Persians at Salamis, is as sincere in his eulogy of his own city as Shakspeare was in his tribute to his own country; yet in his "Medea" the Greek poet assigns to a chorus of the women of Colchis his paeon of praise to Athens, a lyric grateful to the ears of the audience in the Attic theater, but only doubtfully appropriate to the mouths of these dwellers in a distant town. In fact, a modern student of this ancient play can hardly help being struck by the obvious effort by which this beautiful ode is ingged in, so to speak. It scarcely seems to belong where the poet put it, and the suspicion is almost unavoidable that its presence in the "Medea" may be due to the desire of the dramatist to curry favor with the Athenian judges, who had the awarding of the prize.

No matter when or where it may assemble, after all an audience is an audience. Whether the spectators sat in the seats of the Theater of Dionysius or stood in the open yard of the Globe Theater, they were "sisters under their gains"—in spite of their being nearly all of them men, both in Athens and in London. We know that the English groundlings and galanis whom Shakspeare had to please were violent in their likings, and we are inclined to believe that the Greek dramatists had in mind a far more highly cultivated gathering; yet the shrewd Mahoffy was frank in asserting that the Athenians exhibited now and again "a great tendency in that elegance and chastity of taste which they and their modern critics perpetually arrogate as their private property."

This quotation is taken from the lesh scholar's "History of Greek Classical Literature," and in his little monograph on Euripides, contributed to the series of "Classical Writers," he is even more explicit. He remarks that there can be discovered in the plays of the author if "Medea" more than one example of "an almost vulgar patriotism, which makes the national heroes paragons of perfection, the action of Athens the noble feature of the play, and the heroes of Sparta or of Thebes mean and disgusting. One whole play, the 'Andromache,' is devoted to blackening the characters of Herkione and Menelaus and of their country—a cheap high road to popularity, with an audience at bitter enmity and in deadly conflict with Sparta."

It is sad to note that once or twice Shakspeare also trod this cheap high road. In "Henry V," for instance, the French Dauphins only a

poor boaster in contrast with the valiant simplicity of the English King. In the same play the English are all brave and the French are frequently feeble fellows, with little stomach for fighting—an unfortunate misrepresentation, since it diminishes the value of the English victory at Agincourt. "Henry V" is all Shakspeare's. It bears his sign manual. But "Henry VII" is probably due to a collaboration of two or three writers not yet ascertained. Therefore it is possible that Shakspeare is not himself responsible for the degradation of the character of Jeanne Darc, a needlessly offensive diffamation, closely resembling the unfair treatment of Herkione and Menelaus by Euripides.

#### IV.

There is preserved in the "Table Talk" of Samuel Rogers an anecdote which the banker-poet was in the habit of telling. An Englishman and a Frenchman had to fight a duel, and it was arranged that they should be armed with pistols and shut in an unlighted room to fire at will. The Englishman, not desiring to kill his opponent, fired up the chimney—and brought down the Frenchman. Rogers used to add that whenever he told this story in France he always put the Englishman up the chimney.

### Magic of Tomorrow

(Continued from page 15)

The Society of American Magicians enlightens the general public on the secrets of magic and in so doing kills the atmosphere of the "unknown," do you suppose there will be any Herrmanns, Kellar, or Thurston of tomorrow? When the secret of a trick or illusion is known to the public the interest immediately is lost, and when interest in magic is lost, then its drawing power at the box-office also will be gone. And what art, profession or business can live and progress without proper financial remuneration. The greatest artist in the world would either die of starvation or be forced to drop his art if he did not receive sufficient financial returns with which to continue. There will be no magic of tomorrow unless its secrets are protected, its dignity upheld and the quality kept up to the highest standard.

The magician of tomorrow must pull himself out of the customary and well-worn rut that has been traveled over during the past fifteen or twenty years, a rut that has become deeper each year with the constant bumpings of rank incompetents in every branch of magic. By the word incompetents I do not include the well-meaning amateurs, as many of them may prove to be the Kellar and Herrmanns of tomorrow. I refer to the swarms of self-styled "magical monologists" that have given disgusted vaudeville audiences the impression that "all magicians are alike," and the fellow who starts a road show on two trunks and a "shoe string," takes from each of the prominent magicians a portion of their billing, and then advertises himself as the "World's Greatest." The public loses confidence, and, once lost, it is a giant's task to restore. Show business in all its branches, in a business sense, is like any big mercantile business, and the magician of tomorrow will have to build his prospects for success upon the solid rocks of integrity, honest advertising and a square deal to the public, and offset the bad taste for magic that has been left in the mouth of the people by many of his unthinking brother magicians. But he will have to back this up with original and up-to-date merchandise, something new and different that will appeal to the constantly changing fancies and dislikes of the public's fancy, and at the same time keep within the realm of magic and create and retain the atmosphere so essential to the success of every magician.

For the ambitious young magician starting out to make a future, I would suggest that he start by way of the lyceum or chautauqua field, as it will do more to knock off the rough edges and polish him up as a finished entertainer than any other branch of the stage, for a lyceum and chautauqua audience is unlike any other in the world. A vaudeville crowd is blasé, having been given everything conceivable in the world of amusements; therefore a magical act in a variety house must move with a swiftness that stifles the real idea of magic, for to properly present a conjuring entertainment a certain amount of time must be consumed (without "stalling") to create the necessary atmosphere, without which the best feat of magic will fail. A lyceum or chautauqua audience invariably is composed of refined, educated people, many of whom seldom attend a theater, and they are very exacting in their demands of a magician's personality and ability to entertain. Therefore, having successfully passed thru this part of his trip, a magician bids well toward meeting with success in the greater field of the legitimate theater. But here he must shape his own destiny, as there are no fixed rules for success in magic, for, as both Kellar and Thurston have said: "Magic is the hardest profession in the world to succeed in."

A trick that is a sensation in the hands of one man may be a dismal failure in the hands of another, and every magician should use great care in selecting one certain branch of magical entertaining best suited to his own personality and try to excel in that particular line. Nelson Downy grew famous with coins, Lalspig with a classic in pure sleight-of-hand, Golden, Le Roy and Leon with big illusion acts in vaudeville, Houdini with escape work, Zan Zig

and Alexander with telepathy, and Herrmann, Kellar, Thurston and myself with large two-hour productions, yet neither Downs, Leon nor Golden were successful with large shows, and I am confident neither Thurston nor I could succeed in their particular line. Jansen has been quite successful in almost every branch, but he is an exception among hundreds.

There is a wonderful opening in the out-of-door show business for the magician of tomorrow who will present an attractive program of real magic and illusions in an artistic manner. For years the carnival or side-show magician has been more or less handicapped to give a proper presentation of magic, as his ingenuity and skill have been taxed to the utmost in securing suitable tricks and illusions that can be worked on a small platform or in a pit, and for this reason a general sameness overshadows the work of nearly every out-of-door magician. Why not a real two-hour magic show under canvas, using a "dramatic end" and a large stage? Thurston made his first successful trip thru India in this manner, but it never has been handled on a big scale in this country, and dozens of large towns and small cities could be reached that never have witnessed a big magical performance. It would be something new, with the dash and atmosphere of the circus, and will make a lot of money for some enterprising magician who has the courage to start it, who will select the right territory, bill heavily and present sensational features properly interspersed with comedy and novelties, and at all times ENTERTAIN, for in that one word rests the principal secret of success for all magicians, regardless of what branch they may be in. Ten tons of apparatus and illusions and twenty people do not make a magic show. It is the magician's own personality and ability to entertain that mean his success, provided the business management is also properly handled. The magician who enters with his sleeves rolled up, calls the attention of the audience to the beauty (?) of his arms, etc., and begins by saying: "Ladies and gentlemen, I shall now try to amuse you—" seldom gets beyond the word "try." The public of today demands finesse and showmanship, and the demand tomorrow is going to be even greater.

By way of contrast, some wide awake magician of tomorrow is going to leap into fame overnight with a big and unusual production that will utilize some large and startling trick scenic effects, a brilliant array of costumes, a few ideas of the "Arabian Nights" worked out into swiftly moving illusions and stage effects, a PLOT to weave it all together, and a weird atmosphere created over it all, using, if he wishes, perhaps, a few spiritualistic effects to lend a touch of the "unknown." Do you remember Hanlon Brothers' "Fantaama" and their "Superba"? Rowland and Clifford's "Phantom Detective"? They played to a sell-out everywhere. Why not a new and elaborate version along this line? By the use of modern stage equipment and inventions the production would be a sensation to the new generation. Several Broadway houses would immediately be available and any enterprising producer would gladly back the project financially.

But I am thinking and writing in a circle. To place magic where it belongs, among the arts and better forms of amusement, it first must have its secrets and mysteries protected, all cheapness discarded, and in every way raised to a higher plane in keeping with the advancement of the times and demands of the general public. For, after all, it is the public that must be pleased and satisfied, and because you have a new "move" or "pass" that will fool another magician, it may mean nothing to an audience. It is magic in general and its proper presentation that mean its ultimate advance and success. As a dry art, taught and exposed in schools and improperly presented on the stage, it is bound to die out. It is up to us right now, the magicians of today, to see that magic is kept a few leaps ahead of the advance of science, that it doesn't lose its old haunting charm handed down thru the ages, and its secrets kept out of the hands of the petty, money-mad expositors. It is up to you and I to say whether magic shall be allowed to fall off the fence over into the dark graveyard of oblivion or lifted out onto the great road of success that leads into the realm of greater and higher magic of tomorrow.

MERRY XMAS  
HAVE YOU USED CRAWLEY'S  
--PLAYS--  
IF NOT--WHY NOT  
Send For Catalogue  
GEO. J. CRAWLEY, Irontdale, Mo.

PROF. C. NELSON'S (Original)  
VENTRILOQUIST WHISTLE  
EVERYBODY DELIGHTED, SURPRISED AND AMUSED.

One of the most useful articles brought before the public and for the past few years has been the leading wonder of all novelties. Sample, 10c. Postage prepaid. Per 100, \$2.50; per 1,000, \$20.00, with full directions. Manufactured and wholesaled by C.F.A.S. NELSON, care Billboard Pub. Co., Cincinnati, Ohio.

**Is the Lyceum No More?**

(Continued from page 10)

a foreign tongue then all parties accessory to the fact before and after the crime should suffer.

But are our lecturers going bankrupt? Ask Judge K. M. Landis, who is probably getting \$2,000 a week for lyceum lectures, and \$10,000 a year for being a Federal judge, whether he is going bankrupt lecturing. Ask Irwin Cobb, who is dragging down \$750 a lecture, what he thinks of the chances of going broke on such a salary. Ask ex-President W. H. Taft where he gets his pin money.

That the lyceum and chautauqua have changed is to their credit. We still hear too much weeping and wailing over the graves of the dead. Emerson is a more potent business getter today in the minds of some than the men who have developed the modern lyceum and chautauqua. Redpath and Josiah Holbrook have been stalking horses for men who have been afraid to trust to their own names and their own business methods. But this is a matter of mere machinery. It's not a fundamental part of the movement. It's the froth that is found on the seltzer powder—the real works are not in that part of the machinery. The kick is in what is there after the sizzle is over. Agents and managers are not the lyceum and chautauqua punch. They may determine what the punch is to be, but they are never the punch. Get that.

**AND STILL GROWING BIGGER**

There are far bigger and greater attractions now going over the chautauqua circuits than ever before. They are going for longer seasons and covering greater stretches of country. Sousa's Band is now handled very much by chautauqua management. When the great Marine Band of Washington, D. C., recently started on its tours was it the management that made Gough and Phillips and Beecher famous, or was it the little old Radcliffe management? Who is Radcliffe? Readers of this department will know, but it will be all Greek to the learned Boston bean-eater who edits The Boston Herald and dispenses misinformation.

W. L. Radcliffe was secretary of the Y. M. C. A. at Cumberland, Md., a few years ago when we first met him. Now he is at the head of a bureau that specializes on sending lecturers and entertainers, musicians and singers to the smaller towns, where they spend three days instructing and entertaining the people. He has two thousand of these towns where the lyceum is dead and the movie is the whole works, if one were to believe The Herald of misinformation. Besides managing these attractions W. L. Radcliffe takes a few days off, and, as a sort of vacation, books the Marine Band for a tour.

**THE KILTIES BAND**

Suppose we take another case to show how dead this work is. The famous Kilties Band of Canada is conceded to be the greatest Scotch band in the world. It is the pride of Canada. It was organized at Belleville, Can., in 1900 by T. P. J. Power, who has piloted this famous organization thru twenty different countries, placing it in the largest music halls, coliseums and theaters. It played the Crystal Palace of London to 170,000 paid admissions in one day. When it was in Chicago at the Coliseum it played to \$4,000 in a single day. What of it?

During the past summer this famous band was the fourth-day attraction on the Swarthmore Chautauqua Circuit. It traveled in its private car. There was a hillyposter, with a gaag, with paste and brush, that papered the country with stands and posters, announcing that the band would appear on the Boston Commons, or at one of the small towns, where this organization put in three solid months playing to the villagers.

Did Harvard pioneer in his intellectual field where home missionary work has meant so much to the nation and to the world? No, it was Swarthmore college that had its name on the big car. Where is Swarthmore College? For the past few years it has been very much where Paul M. Pearson happened to be. That is as far as public notice could ascertain. Paul is the manager and promoter of the Swarthmore system of chautauquas that have covered the Atlantic Coast States from Florida to Maine with summer chautauquas and fall and winter festivals, so that it would seem that even a city editor might have found out ere this that this movement is not dead.

**THE BELGIAN WAR VETERANS**

What has become of The Belgian War Veterans' Band? We first heard that great organization give a program at the Canadian Exposition at Toronto, then at Chicago. But where is it now?

During the past few months it has made a great tour under the direction of Paul M. Pearson, of Swarthmore. No, you didn't hear from it for the reason that it has been playing to wonderful audiences of small-town people. But that does not mean that it has been lost, except to city editors.

**EVEN THE FACTORIES CLOSED**

We feel that no better picture could be given of the way the people in these smaller towns and communities are grouping around weeping

**YOU HAVE A BEAUTIFUL FACE**

**BUT YOUR NOSE?**



**IN THIS DAY AND AGE** attention to your appearance is an absolute necessity if you expect to make the most out of life. Not only should you wish to appear as attractive as possible, for your own self-satisfaction, which is alone well worth your efforts, but you will find the world in general judging you greatly, if not wholly, by your "looks," therefore it pays to "look your best" at all times. Permit no one to see

Write today for free booklet, which tells you how to correct ill-shaped noses without cost if not satisfactory. **M. TRILETY, Face Specialist 1505 Ackerman Bldg., Binghamton, N. Y.**

over a dead institution than to cite the activity of Picture Rocks, Pa., a little town with a population of 700, where they spent \$2,000 for a chautauqua this summer and conduct a fine lyceum course during the winter. We will quote the report of their chautauqua as taken from their local paper:

"With a series of entertaining and educational programs given by the best talent in the country and with every indication of gratifying success, Picture Rocks opened its seventh annual chautauqua. During the past years chautauqua week has assumed a definite place in the community life, and it numbers among its patrons practically every resident of Picture Rocks and many living in the surrounding towns and country districts.

**"STANCHI COMMUNITY SUPPORT**

This year 93 per cent of the population of the town purchased tickets for every session of the chautauqua, and 130 guarantors for next year's chautauqua were secured, indicating the general attitude of the people and the importance that is attached to the educational features, to say nothing of the entertaining ones.

**"CLOSE FACTORIES**

"In order that every one might have the chance to attend every session the manufacturing plants closed for the week and paid their men full time. Every store in the town also closed during the afternoon and evening.

**"TENT PITCHED IN PARK**

"The chautauqua tent was erected at what is known as the park, the ground recently purchased by the Burrows brothers and presented to Picture Rocks. It is the intention to make a modern amusement park for young and old alike, and plans for swimming pool, baseball diamond, race track and picnic grounds are already being drafted by the State.

**"FOSTERING COMMUNITY SPIRIT**

"An especial effort was made this year to further the community spirit, and a smaller tent was erected at the entrance of the grounds, where light lunches could be secured. Picnic tables were placed under the trees back of the main tent, and people brought or purchased lunches and remained on the grounds between the afternoon and evening sessions, thereby making it a genuine 'home gathering.'

"In accordance with this idea, a number of families from the vicinity of Picture Rocks erected tents and lived at the chautauqua grounds during the week.

**"YOUNG AMERICA BUSY**

"Not only was the chautauqua a big event in the lives of the older people, but it is second only to Christmas for the youngsters. Junior chautauqua is an important feature, and every morning 'young America' (between the ages of 6 and 14 years) gathered at the big tent for two hours of stories, games, etc., conducted by the two junior leaders of the chautauqua group.

"It was not all play, however, for the youngsters were taught the fundamentals of government by the establishment of a 'town,' with the proper officials, police force for the enforcement of laws, etc.

"The Mayor, Council and other officers of the law were elected by the children, and during the week they lived under the laws made by them. The Junior week closed with a pageant, entitled 'The Mother Goose Party,' which was taught the children by the junior leaders.

**"THE OPENING DAY**

"The best entertainers in the country were engaged for the week, and the opening session was an indication of the quality of the programs given during the remainder of the week. The great popularity of the chautauqua is not difficult to understand.

"In the afternoon an excellent address on 'What is an American?' was given by the chautauqua superintendent, Dr. Jenness, and the Del Mar Quartet entertained the audience with a varied program of songs, musical numbers and readings. In the evening Alton Packard, humorist and cartoonist, who was introduced as a '12-cylinder Packard, with all cylinders hitting all the time,' gave a cartoon review in a delightful style all his own.

you looking otherwise; it will injure your welfare upon the impression you constantly make rests the failure or success of your life. Which is to be your ultimate destiny? My new Nose-Shaper, "TRADOS" (Model 24), corrects now ill-shaped noses without operation, quickly, safely and permanently. Is pleasant and does not interfere with one's daily occupation, being worn at night.

"For the second day the Oxford Company gave a prelude program of popular and classical music at the afternoon session, and D. Thomas Curtin, known in Europe as the man 'who dragged the truth out of Germany,' in the evening a light opera was given by the Oxford Company.

**"FINE MUSIC FOR SUNDAY**

"What proved to be one of the finest musical programs ever presented to a chautauqua audience was given on Sunday by the Belgian Veterans' Band, which is on its first tour of America, and Monday a group of musicians was the feature of the program, together with the chautauqua superintendent.

"On the fifth day Gabriel Hines, the brilliant American pianist and composer, lectured on 'Music, the Democratic Art,' and a health demonstration was given by Mr. and Mrs. C. Rucker Adams.

"Chautauqua week closed with the Junior pageant, and entertainment by Jolly Jolly, the chautauqua clown; concert by the Varsity Chinese Club and a lecture on 'Motor Troubles of Society,' by Lieutenant Belvin W. Maynard, the 'Flying Parson.'

"Sunday the churches of the town were closed, and a union Sunday-school was held in the chautauqua tent. In the evening vesper services were conducted and a concert of sacred music was given by the Belgian Veterans' Band.

**"THE EFFICIENT COMMITTEE**

"An efficient committee, under the chairmanship of Prof. George Ferrell, assistant county superintendent of schools, made all arrangements for the chautauqua week. The committee is composed of the following: Secretary, C. A. Sypher; treasurer, M. I. Sprout, chairman of the ticket committee, Howard Roller; chairman of the hospitality committee, Mrs. J. Wesley Little; chairman of the advertising committee, C. A. Sypher; chairman of the transportation committee, H. M. Clark, and chairman of the guarantors committee, Rev. H. H. Hemling. R. M. Clark acted as vice-chairman for Picture Rocks and W. C. Frontz and Stephen Soars acted in the same capacity in Hughesville and Muncy."

**WHAT STATE UNIVERSITIES ARE DOING**

Of course, an editor, or city paper, so ignorant of what is being done right in the very place where he or it is domiciled, could hardly be expected to know what some of our great Western Universities are doing, so we will cite just a few incidents. Wisconsin: The State University, under the able, constant plugging and managing of our good friend, Robert Duncanson, has filed the Badger State so full of lyceum courses that a map of the State, with the towns dotted to show where the lyceum courses are located, looks like a freckled face in dog days.

Wisconsin University alone has more than 350 lyceum courses in that one State. Then there are Minnesota, Kansas and a number of other States where they are making a serious effort to look upon the lyceum as a part of the educational force of the State.

The Sterling Male Quartet has 32 weeks booked with the two universities of Wisconsin and Kansas.

**WORK FOR THE CRAPE HANGER**

The Del Mar Quartet has had practically continuous engagements since May 30th, and will go right on until May 1st, 1921, with the Affiliated bureaus. They started with the Pennsylvania chautauquas. Of course, doing this is a sign of approaching death.

Here is a case that shows that the funeral baked mess have already been ordered, the crape hanger, from Boston, having attended to the front door ceremonies.

Over in Indiana, at Wabash, to be exact, lives one Leroy Dennis by name. Understand, we did not say his name is Dennis, not even if his bureau is the Dennis Bureau. The crape hangers have been anxiously waiting for ten years for Old Sister Grundy to announce the sad demise of this agent, ever busy, patient worker. Dennis is a snaker who knows not how to quake. He has booked the sheriff out of contentance, and has gone right on striving when others

would have said "What's the use?" and thrown up the sponge and quit. But not Dennis.

What is the result? It's the same old story. Instead of paying five cents on the dollar, as many have done, he had paid 100 per cent, with interest.

Dennis is doing a wonderful lyceum business in Indiana. He is doing the kind of business that justifies us in saying that any committee-men who will listen to a sneak thief agent for a gumshoe bureau, which tried to steal a course from the Dennis Bureau, should do the sack-cloth and ashes stunt for a week before looking themselves in the face. To as much as give ear to these cow-bird agents and bureau managers who find it easier to prey upon the weakness of human stability than to build up the faith that men should have in each other is a moral crime.

Yes, Dennis is doing the business. The Carolina Concert Trio has 30 weeks booked in the State of Indiana. This company didn't have time enough off to go home to vote. Santa Claus had to get their address en route, and Christmas eve will find three stockings hanging from a fireplace mantle in a little Hoosier Hotel, but it is in a niche that dear old Slat Nick will not overlook them when he is passing around the good things.

Thirty weeks in one State, doing one-night stands, is some traveling, even if you don't get very far. This is a real contradiction to the story that the lyceum is dead (especially in Indiana).

**ENLARGED ACTIVITIES**

The Mutual Bureau here in Chicago furnishes another tale of woe that may be good news to The Herald man. In 1919 the Mutual had two circuits, in 1920 it had four circuits, in 1921 it will present six full circuits. It has two hundred chautauquas here in Illinois, one hundred in Wisconsin.

But these are chautauquas, eh? Well, for this present season the Mutual has booked \$25,000 more lyceum business than it ever had in all its previous twenty years as a bureau of the first line.

The Mutual has signed up that grand old master of the cornet and hand director, A. Liberati, who will be featured for 30 weeks over its territory as the world famous soloist that he is.

**HOW THINGS HAVE CHANGED**

The day was when Boston sent missionaries and rum to the heathens across the seas, and it seems strange that when the lyceum—born in New England, nurtured and developed to a young giant on the native soil, where some history was made, but much more was written—had traveled as far west as the Pacific Coast and wanted to go on over the seas, carrying the gospel of a free forum and progress by education and inspiration across to New Zealand and the Island of the Seas, that its promoters should read of its death in a Boston paper.

Fortunately, like the death of Mark Twain, which the great humorist read with a grain of salt, this story is greatly exaggerated.

**CANADA'S ACTIVITY**

The work in Canada is as inspiring as Stanley's stories of Africa. The great big country north of us has taken so kindly to the lyceum in the winter and the chautauqua during the summer that her people have made history, won battles for better business, better citizenship and nobler aspirations that were first visualized in the minds of the men and women who made the platform their pulpit and the rostrum their arena. Yes, Canada is finding, what the live people in the United States found, that the greatest force in the world is the latent power of the human soul, and whether it be the soul of an individual or a community that soul is best stimulated to action by the forces that spiritualize business and make practical the activities of the human mind. That is best done on the platform.

But we came to bury Caesar, not to praise him, is the cry of the bean-eater from Boston. So we will let it go at that and admit that the lyceum is dead.

And here is a story that will illustrate what we are driving home. It will show how the lyceum has died out, by becoming so numerous that its activities cease to be new. In the days when Beecher and Gough and Wendell Phillips spoke their appearance was a matter of news. But what paper would run off an extra edition now stating that President Wilson had lectured? Here is the idea: Whenever divorces become more numerous than marriages the newspapers will begin to play up marriages and pass divorces up with a mere mention.

**THE RAINBOW DIVISION BAND**

The recent annual convention of the International Lyceum and Chautauqua Association held at Waterloo, Ia., presented a big chautauqua program in connection with its business activity. The program was closed with a concert given by the 168th Infantry Band, the Rainbow Division, this being the window of its tour of thirteen weeks, which was booked and managed by W. I. Atkinson, manager of the Western Lyceum Bureau, of Waterloo.

Yes, this wonderful organization played thirteen weeks without an open date. It played



to a gross business of \$35,000. Three-fourths of these were played without a guarantee, but it did the business. All of these dates were in Iowa but one, that one being just over the State line, Worthington, Minn. Yes, it played seven days a week.

At Britt, Ia., a town which the Boston editor could locate with a Rand-McNally map, the receipts were \$1,300; at New Hampton \$1,230. At Lakeview it played a concert and played baseball on the same day, and the receipts were \$1,825 for the combined festivity. Riceville, a town of about 800, it drew \$996. Schleawig, a town of 800, with a name that is not mentioned when an account of the activities of the Britton Parliament is recorded, the receipts were \$885. It gave the concert free and worked a tag day proposition and raised the coin.

Here is what The Waterloo Times-Tribune had to say about this concert:

"With the concerts at the Hippodrome last Sunday the 168th Infantry Band, Rainbow Division, closed its second annual season for the time being. Naturally Waterloo feels proud of this concert band, for it is under the leadership of Lou F. Morgan, and all its bookings are made from this city.

"The two audiences attending the concert last Sunday showed by their applause that they liked the band and were, no doubt, surprised by the excellence of the playing. It has a fine repertoire and stands on a par with concert touring bands now heard.

"One of the delights in watching Mr. Morgan conduct is that he does not depend on a score and can direct from memory any of the hundreds of numbers that are in his repertoire."

WAS THE TOUR A SUCCESS?

Was this a successful tour? The answer is found in this fact. The band is already planning another tour next year. Many towns have already made applications for return dates, and it looks now as tho, if it takes in a couple more counties in the itinerary, it can get in twenty-weeks. All in Iowa, if it decides to confine its activities to that State.

If W. L. Atkinson didn't come near breaking a dozen records for successful handling of a band then we would like to hear from the others who have done better.

But did the band make any money? A look at Big Bill's countenance when this trip is mentioned is all that is needed. I'll tell the world they made some money. Why shouldn't they? Those soldier boys spread enough music over that State to lighten the drudgery of 100,000 farmer boys. They put oil in toil—if such a thing ever was done.

They put snap and pep and musical interpretation into all that they presented. They know how to play, and when to play, and when to play it. And, ye gods, they do play. They reach the heart and touch the feelings of the masses. They send an audience away with a different spirit than they find it. They are an inspiration to the multitudes, and they really play the coin right away from the masses. Even a miser would shell out when Lou F. Morgan starts down the line with his 168th boys all playing in such time, tune and perfect union that their music sweeps everything before it. These are strong words, but the Hatnow Boys and Big Bill deserve them for the wonderful feat of doing the impossible.

Here we are, and have only given a slight account of the band activities of a couple of circuits, and still we haven't more than touched this field. But we feel certain that we have cited enough facts to show that the editor of The Boston Herald didn't know what he was talking or writing about when he penned his jiffle about the lyceum being a dead institution.

Not long before the death of Col. Theodore Roosevelt he said: "I know of no other educational influence in this country quite so fraught with hope as is the chautauqua and lyceum movement."

WE ARE ONLY HUMAN

The lyceum and chautauqua are both carried on by human beings. There are a few of the too-good-to-live brethren among its promoters, and a few of the too-mean-to-die sort, but all in all these two twin mates are doing a wonderful work. They are doing it in spite of what The Herald man saw when he wrote this crowning literary masterpiece of stupidity and indignity:

"That the lyceum lecture disappears and the movie show takes its place is unmistakable proof of a general decline in the public taste, and, more than that, a real degeneration of mental and moral fiber. The mud-and-water of the movie will never satisfy the appetite formed on the corn, wine and milk of the country lyceum, nor supply the place of that institution as a feeder of sound and healthy democracy."

The lyceum and chautauqua have simply moved out into the country, where the air is pure and the vision is not distorted and the ear is not numbed with jazz sounds and distorted with hearsay evidences. They are playing a bigger and better part in the affairs of men than ever before.

Have you looked thru the Letter List?

HAIR TROUBLE

LET CALVACURA STOP YOUR HAIR FALLING

LET US SEND you an interesting sworn statement of the remarkable results obtained from CALVACURA by Mrs. Lina Delperio. Also hundreds of other letters from pleased customers.

DELAYS ARE DANGEROUS. If you suffer from Dandruff, Falling Hair, Baldness, Prematurely Gray Hair, Stripy, Sticky or Matted Hair, Itching or Eczema of the Scalp do not neglect it. Try to relieve the trouble at once. Let us send you our illustrated book, 'The Triumph of Science Over Baldness,' and a liberal sample of Calvacura.

SIMPLE TEST—Examine the hair on your comb. Take warning if the root is pale, dry, dead



From Photograph—Not Retouched



Successful Scientific Treatment

Successfully Treated

THE CALVACURA METHOD

INVARIABLY PRODUCES GRATIFYING RESULTS

looking. Correct the trouble if you want to save your hair and make it grow.

LET US PROVE to you that the CALVACURA METHOD of Hair Culture stops hair falling, drives away dandruff and eczema of the scalp, promotes growth of new hair.

LET US SEND you a convincing sample of CALVACURA No. 1, also an interesting book on care of hair and scalp. An evidence of your good faith enclose ten cents, silver or stamps, and the sample and interesting book will be promptly mailed you.

Address Union Laboratory, 665 BILB ST., Binghamton, N. Y.

DO IT NOW, BEFORE YOU FORGET.



ORDER NOW Pay Your Postmaster on Arrival.

We make a specialty of catering to the requirements of trouper.

SPECIAL OFFER

SEND ONE DOLLAR ONLY AS A DEPOSIT

FOR THIS WONDERFUL BAG.

Order NOW and this Handsome Handbag Will Be Sent to You by Parcel Post.

GENUINE BLACK COWHIDE LEATHER; FRAME SEWED IN; LINED WITH BEST GRADE IRISH LINEN. 18-INCH BAG.

A WONDERFUL BARGAIN. ORDER YOURS NOW FOR BIRTHDAY, WEDDING AND XMAS PRESENTS all the year round. We have compared this with bags costing more and find it the Best Value.

Only a limited number left for distribution. Compare our Bag with other Mail Order House Bags.

THE GOLDSBORO MAIL ORDER HOUSE

106-108 East Center Street, GOLDSBORO, N. C.

P. O. Box 432 "Department B."

Mention The Billboard when answering ad.

A First Performance at the Globe

(Continued from page 11)

women of doubtful reputation. They take great pains to conceal the class to which they belong; some of them appear in gloomy black, like mourning widows; others in grey linsey-woolsey, as if they were innocent country maidens; others again in laped bodices and aprons like ladies' maids, or in the guise of respectable matrons, if not in rustling silk and lace like ladies of rank. But there is a something which betrays them all, with which they lure thoughtless lovers, who are to pay for their supper after the play; "those wanton eyes" which the Puritans dread and curse.

The house is full, the actors ready. Only Burbage and the Prologue are in black; most of the other performers are as variegated and gorgeous as the audience in the boxes. Then the firing house some young nobles are still forcing their way to the stage. They nod all around and greet the actors by their Christian names: "Good afternoon, Dick! Have you something good to show us to-day?" "Aye, Will. Are you afraid we shall mew at your play?" "Do you think you are a match for old Will Kemp, Bob?" They stroll on deliberately, followed by the stagekeeper, who carries their three-legged stools. They sit down, take their pipes from their pages, light them and begin smoking, at the same time greeting their acquaintances all around with grace and elegance.

The actors grumble in their beards at these gallants, who take up their room and blow tobacco smoke into their throats, but they dare not complain aloud; the young men are too mighty and pay too well. The Prologue arranges his black velvet cloak and looks up at the musicians, who are ready, holding their trumpets to their mouths. He gives the signal, and the first flourish rings thru the theater.

Everybody looks up; people settle themselves; the card players in the pit make haste to finish their games before the play begins. Another flourish. The talk and noise abate. The apple girls and other hawkers stop crying. The card players put down their last trumps. The light-living women dart their last glance at the chosen friend. One more flourish, the third and last. All is quiet; every eye is turned towards the curtains.

Behind them stands the Prologue, upright, but with dry lips and trembling hands. He clenches his teeth. "Shall I be able today to tame the many-headed monster yonder," he mutters; then with a quick movement pulls aside the curtain, advances with a quiet smile and bows to the crowd.

"It is Shakespeare! Look, Shakespeare!" is the general whisper, and the S-es of this rare name hiss thru the house. The great lords nod kindly in acknowledgment, the apprentices and sailors in the pit roar out a welcome to their "Will," and the ladies in both the first and the second galleries smile insinuatingly at their honey-sweet poet who has written the graceful Venus and Adonis which stands at home on their shelf between Beaumont's "Salpaccs and Hermaphroditus" and Marston's "Pygmalion's Image."

With a grace and dignity of his own Shakespeare recites the introductory verses and re-

tires slowly, followed by the applause of his friends.

But he has no sooner disappeared behind the curtains than his dignity is thrown off. In a great hurry, and tucking up his richly folded velvet mantle, he flies to the firing room. "Right so, Willy; make haste" Burbage cries after him. "You have not much time."

And Shakespeare takes off his velvet cloak and puts on the heavy armor which lies ready for him. With white paint he gives a deadly pallor to his cheeks, he puts on a long, venerable black beard, sprinkled with silver, and with the crowned helmet on his head he stands there, awful, yet gentle and dignified, like a dead man clothed in steel and plate. He seizes his "truncheon," and, proud and majestic, advances a few steps, practicing his voice, which he tries to render deep and husky like a ghost's, and from his mouth come the following words:

"I am thy father's spirit, Doom'd for a certain term to walk the night, And for the day confined to fast in fires Till the foul crimes done in my days of nature Are burnt and purged away." Then he walks quickly toward the stage. The prompter meets him with a book in hand. "Presently, Mr. Shakespeare," he whispers. Shakespeare listens. "Yes, indeed," Burbage enters with the two others. Shakespeare hears his own familiar verses: "The air bites shrewdly; it is very cold." Suddenly a blast of trumpets is heard, and thundering cannon shots frighten the spectators. From the stage the following verses are heard: "What does this mean, my lord?"

And the voice of Burbage replies with bitter sarcasm: "The King does wake tonight and takes his rouse. Keeps wassail, and the swaggering upspring reels. And as he drains his draughts of Rhenish down, The kettle-drum and trumpet thus bray out The triumphs of his pledge."

Shakespeare smiles. He thinks of the merry stories which his old comrade, William Kemp, has told him of the drunken Danish King, Frederik II, and the festivals at Kronberg and Elsinore. . . . but it is time now; he must enter.

He walks on, and the house is filled with horror and midnight awe. The monster yonder with the many heads opens its thousand eyes and many mouths and is seized with wonder and terror.

The act ends amid breathless calm, thru which are heard the voices of Burbage and Shakespeare, those of the son and the dead father, low, but strained, like the trembling tones of the cello.

Then the applause breaks forth. The act is ended. Up from the collirage, whence his "swear" has sounded gloomily thru the theater, comes Shakespeare. He hurries up to Burbage, who stands there out of breath after the fatiguing act.

They shake hands in silence, and both feel that this day they have done something good. There is an entr'acte. The noise and talk is resumed. The apple girls cry again as if Hamlet had never lost his father. Critics discuss and criticize, the ladies flirt and the mob

drinks. Here and there someone sits silently musing on what he has heard and seen.

Suddenly a shrill cry pierces the din. A man is seen who, with a smiling face, swings a bloody ear in his left hand a knife in the other, while the original owner of the ear furiously screams, wails and threatens. The crowd throngs 'round them. But the first man stands calmly holding the ear in his hand. "Now do be quiet, dear sir," he says. "I shan't cheat you. Give me back my purse and here is your ear. There now; take it and be off."

It is a pickpocket, who has been caught red-handed. Just as he was sneaking away with his booty his victim, discovering him, had drawn his dagger, and, with a quick movement, cut off his ear. "In order to get something for his money," as he says.

The poor pickpocket is seized amid great noise and merry exclamations from the mob, and tied to a stake on the stage, where he remains during the rest of the performance, the laughing stock of all, but scarcely to the advantage of the impression produced by the play.

Meanwhile the play pursues its course. The actors do their best, tho they do not all please equally well. One of them has to endure an unpleasant hissing, which to his ears sounds like the noise of geese or the fizzing of a bottle of ale which is being uncorked. Another rouses such discontent that he is mewed at like a cat, while a third can hardly protect himself against the apples, oranges and nutshells that are showered down upon him, and which are afterwards swept away by the stage-keeper and given to the bears in the adjoining garden.

But the great Burbage, the favorite of the public, the English Roscius, as they call him, the Roscius was a comic actor, and Burbage won his greatest laurels as a tragic, saves all by his powerful and deeply impressive acting. And when, moreover, in the last act he shows his skill in fencing in the scene with Laertes, there is no end to the cheering. The success of "HAMLET" is secured. All leave the house pleased and touched.

"This Burbage is the devil of a fellow, and Shakespeare, too! Did you see how he fenced?" Such exclamations are heard while people throng towards the narrow entrance, hasten down to the river and quarrel with the sturdy watermen. The ladies declare their opinion that the young man who played Utric was charming and beautifully dressed, and that the play was very nice.

The actors also are pleased. They gather at a little festival in "The Cardinal's Hat," where Burbage spends thirty shillings in wine for them.

But who among them felt that on that day time had turned a leaf in the book which is called "The Great Deeds of the Human Mind?"

The Christmas Spirit

(Continued from page 5)

no ponies for Eva, and no regular negroes, except the extras we could get in each town. We never had time to rehearse them, and as a rule they could not sing together, or singly for that matter. We had a holiday night in Tacoma, and "Uncle Tom" was to be the bill. We could find only two colored young men in the town. One worked in the Tacoma Hotel kitchen, and the other shined in the most eminent bootblack parlor. They did not get to the theater until almost time to go on.

The stage manager hustled them into a corner and tried to get them to decide on a common song; but the cue came and they were pushed to the dying Eva's door with the admonition: "Sing something sad." And they did. All we could hear back stage were two vibrant voices ringing out with the words of "Enjoy Yourself." The stage manager had dashed 'round to the other side of the stage; but when he heard the song he jumped back and literally pulled them off.

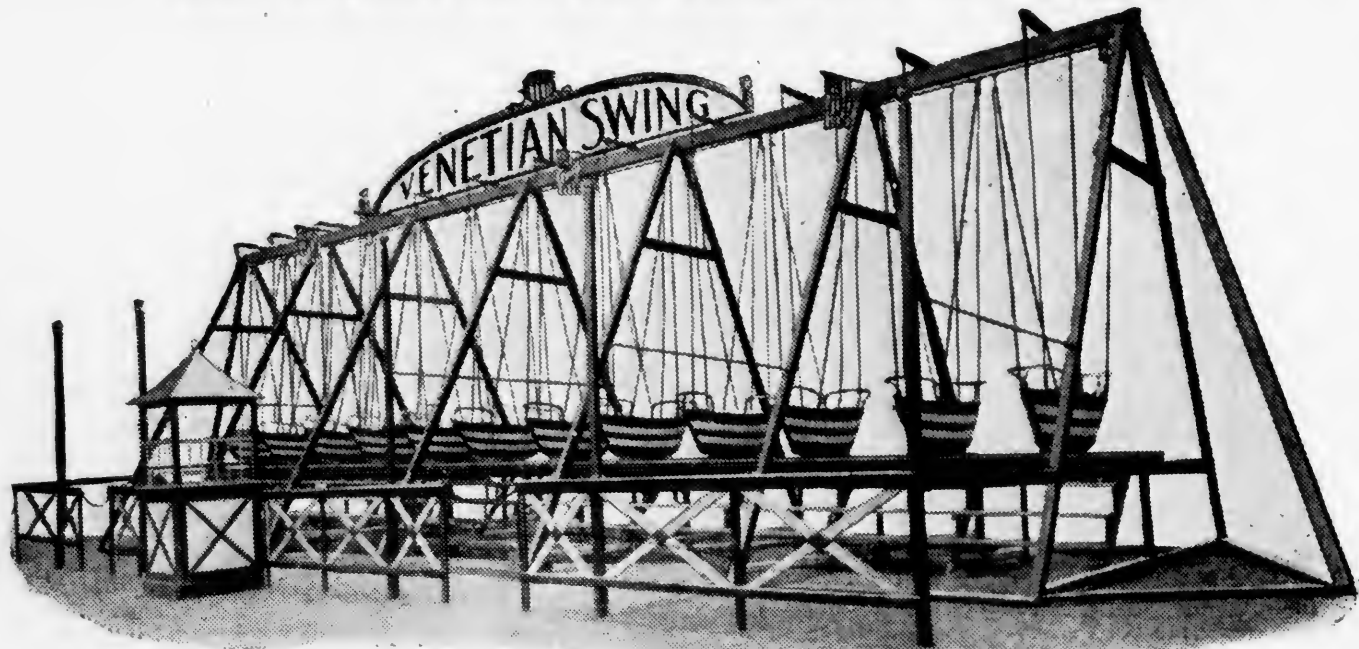
I remember, some years later, we were to open a new theater in Coeur D'Alene, Id. L. R. Stockwell was our star lead, but he had broken his leg three weeks before and we were getting along with Lester Lomorgan in the star parts. Stockwell was at that time one of the best-known actors on the Coast. We arrived in Coeur D'Alene about 6 o'clock at night. It was winter and dark at that hour, with the only lights around the depot, coal-oil lampposts, and very few at that. Our repertoire in this particular company included "Potter of Texas" and "Humbug."

We were advertised to open with "Potter," but decided among ourselves to do "Humbug" first. The newspapers had found out that Stockwell was not with us. The manager of the theater met us at the station with a lantern. He was excited, and asked, in a loud voice: "Where is Stockwell?" I told him his leg was broken. "I know it already," he said, "but what you goin' to do?"

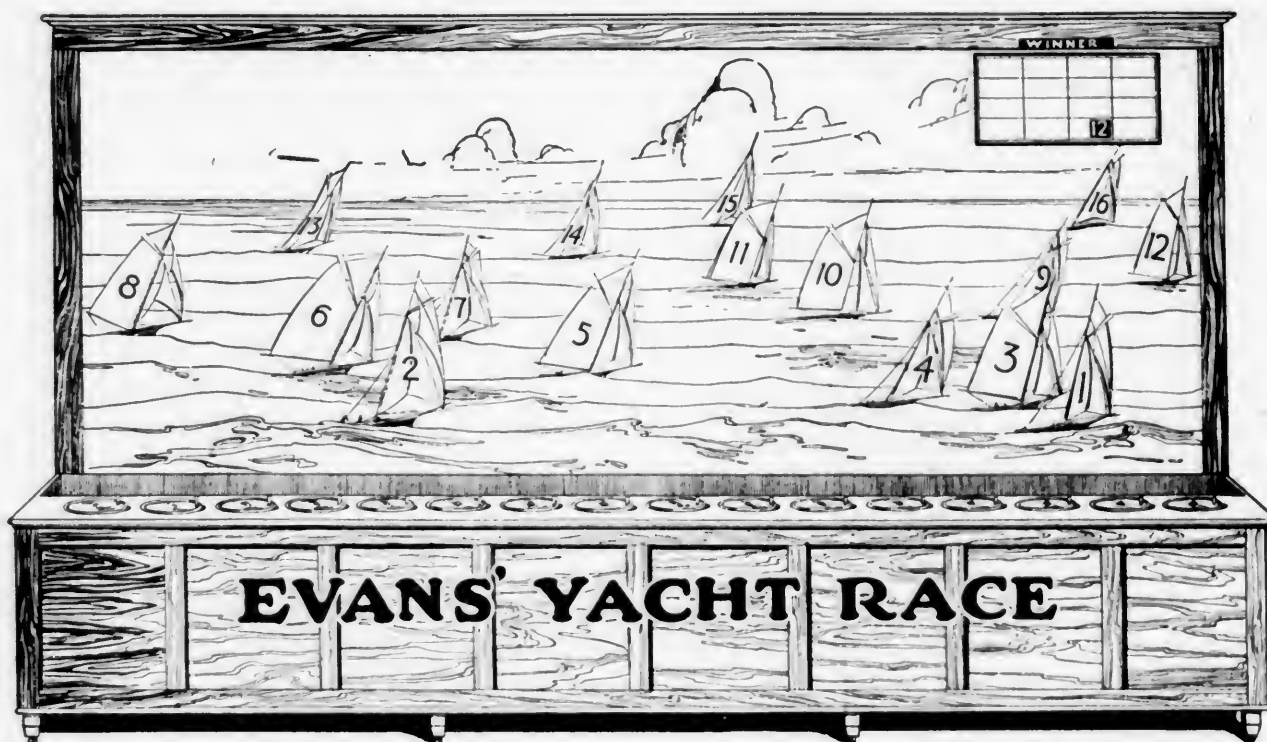
I replied: "We will give them 'Humbug.'" "No you don't," he yelled; "you can't humbug my people on the opening night." But we did, and the engagement proved successful.

# THE EVANS VENETIAN SWING!

We told you last December that our Swing would be the 1920 sensation. It was! It was tried, tested and proven, and is now acknowledged a "Top Money Ride."



Operated successfully at Riverview Park, Chicago; Forest Park, Chicago; Summit Beach Park, Akron, O.; Lakewood Park, Atlanta, Ga.; Veal Bros.' Shows, Rubin & Cherry Shows, World Frolic Shows, Nor. Ill. Amusement Co. Solid construction guarantees safety, passes any inspection; low operating expense, handsomely painted. Big Flash. Now booking orders for 1921 delivery. Send for complete description and price.



The New Racing Game. Science and skill, exciting, exhilarating, realistic. The biggest flash and best contest ever offered. Simple and easy to operate. No pumps, no water, no slop. Leaseholds now under advisement for 1921.

—WRITE FOR FULL PARTICULARS—

## H. C. EVANS & CO.

1528 WEST ADAMS STREET,

CHICAGO, ILL.





# THE SUPERIOR SHOWS

"ALL THAT THE NAME IMPLIES"

**THIS IS TO ANNOUNCE** that the above organization will take the road as a **THIRTY-CAR SHOW** for the season of 1921, playing a series of carefully selected dates and circuit of **BIG FAIRS**.

**WE ARE** out after genuine novelties and want new attractions of the better sort.

**WE WANT** shows that will pass the critical eyes of the leading fair managers and want to hear from showmen with or without equipment. We are prepared to finance any meritorious and money-getting idea in the way of shows.

**WE ARE** already arranging our route for the coming season and our booking will represent contracts that will be on a par with the best.

**WE WILL** feature our riding devices as well as a colossal array of midway shows and we shall be glad to hear from all or any who have anything new in either shows or rides. Want to hear especially from real **WILD WEST**, good trained wild animal arena, mechanical and "walk through" shows, fun houses, freaks of nature and living curiosities and other side show features.

**CONCESSIONS** Responsible concession people with attractive stands and legitimate privileges, **WRITE**.

**MUSICIANS** Want to hear from a first-class all-American band with attractive uniforms, also calliope players and orchestra musicians.

**TALKERS** We invite correspondence from **TALKERS** and **ORATORS** of ability for our various attractions.

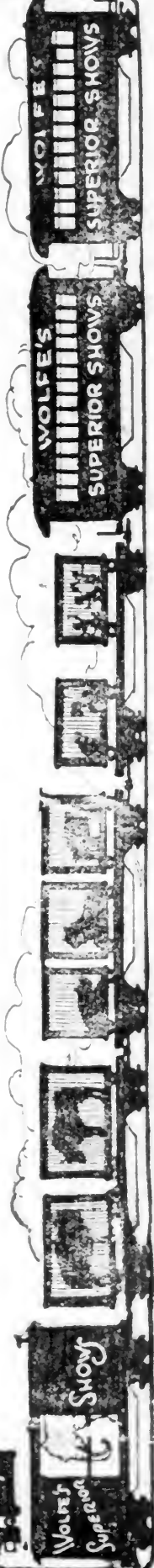
**ADVANCE DEPARTMENT** Union billposters and billers with circus experience, also **TWO FIRST-CLASS PROMOTERS** that know their business. Special and contracting agents, write.

**DRIVERS and CHAUFFEURS** Want two, four and six-horse drivers; also chauffeurs with mechanical ability for our Topp-Stewart 4-wheel drive tractors. **WANT** blacksmiths, wagon builders, painters, scenic artists and carvers, boss hostler, car porters, chef for private car; also people in every department in the midway field.

Address

T. A. WOLFE,  
General Manager  
Superior Shows,  
State Fair Grounds,  
Louisville, Ky.

See inside front cover page.



Merry Christmas and a  
Prosperous New Year to All

## ANNOUNCEMENT

**WE  
GOT  
IT AT  
LAST**

A light weight  
Unbreakable  
Doll, cheaper  
than plaster



Twelve inches  
in height,  
with  
movable arms,  
made of  
wood pulp,  
absolutely  
unbreakable.  
Weight, only  
three ounces.

# DUMPIE DOLLS

Dumpie No. 1, with marcel wave mohair wigs, 50c each  
Dumpie No. 2, nude, without wigs, - - 25c each

We are now ready to hear from jobbers or parties that can handle our  
distributing branches in the following cities:

**CHICAGO, ILL.  
NEW YORK CITY  
LOUISVILLE, KY.  
DETROIT, MICHIGAN  
CINCINNATI, OHIO**

**ST. PAUL, MINN.  
KANSAS CITY, MO.  
MEMPHIS, TENN.  
HOUSTON, TEXAS  
OMAHA, NEB.**

**DENVER, COLO.  
SALT LAKE CITY, UTAH  
PORTLAND, OREGON  
SAN FRANCISCO, CALIF.  
OKLAHOMA CITY, OKLA.**

For our feather weight, unbreakable wood pulp dumpie dolls to sell for twenty-five cents each nude, and fifty cents complete with wigs. A well finished doll, cheaper than plaster dolls are now selling, weighing only three ounces each, positively no breakage. **ACT QUICK.**

*Concessionaires and all large doll buyers, get your orders  
in early. Will have branches in all above cities.*

**DANVILLE DOLL CO., 402-14 So. Main St., Danville, Illinois**

**M. B. YOUNG, Dist., 126 Market St., St. Louis, Missouri**

**F. F. MYERS, Dist., 109-111 Peters St., Atlanta, Georgia**