

MAR 1935

The Billboard



Spring Special

SPECIAL ANNOUNCEMENT

REGAL WONDER BABIES

MADE OF WOOD PULP COMPOSITION AND
MADE NOT TO BREAK

Prices Are Right,
Merchandise Is Right,
And Always As Represented.



C 46—19 inches high. Dressed with beautiful Radium Metal Silk that shines like the sun's rays. Trimmed with Marabou, Silk Ribbons and Feathers. Packed 3 dozen to case.



C. SW.—19 inches high. Assorted Colored Sweater Suits with contrasting borders. Packed 3 dozen to case.

SAVE TIME AND EXPRESSAGE

Our stock is always on hand with our
Western Representative

WESTERN DISTRIBUTOR, REGAL DOLL CO.

C. PRICE, Manager

1014-1016 Central Ave., Cincinnati, Ohio



B 40—14 inches high. Dressed with beautiful Radium Metal Silk, trimmed with Silver and Gold Metal Ribbons, Marabou, Laces and Feathers. Packed 6 dozen to case.



A 31—13 inches high. The greatest intermediate on the market. Ask the boys; they used it last year, BUT NOT AT OUR NEW PRICE. Packed 6 and 12 dozen to case.



B 46—14 inches high. Description same as B 40. Packed 6 dozen to case.

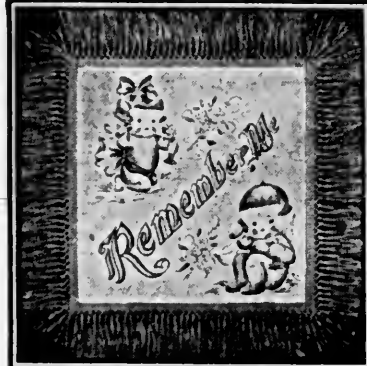
To appreciate these items, they must be seen. All we ask is a trial. Orders shipped same day as received. Guaranteed. Write for new special catalogue and prices. Just out.

REGAL DOLL MANUFACTURING COMPANY, Inc.

153 Greene Street, - - - - - NEW YORK CITY

FACTORIES: { 50 West Houston Street, New York City
153 Greene Street, New York City
LONG DISTANCE TELEPHONE, SPRING 5452

Hand - Colored BUY DIRECT FROM MANUFACTURER Artistic Designs



PILLOWS



WITH THAT HARD KNOTTED FRINGE
SAMPLE DOZEN PREPAID FREE CIRCULAR **\$10.80** PER DOZ. **Get Our Quantity Price**
50 DESIGNS SHIPMENTS MADE SAME DAY ORDER RECEIVED

LOOK!

SALESBOARD OPERATORS

60 Dolls, 12 Pillows, 1,000-Hole Board... **\$20.00**

12 Pillows, 800-Hole Board... **\$12.50**

ILLUSTRATED IN COLORS ON EACH BOARD



FOR QUICK ACTION WIRE MONEY WITH ORDER.



THE WORLD'S GONE WILD

OVER OUR PRETTY BABY DOLLS

\$1.75 PER DOZ. **Get Our Quantity Prices.**

QUALITY---FLASH

WESTERN ART LEATHER CO.

TABOR OPERA BLDG., P. O. BOX 484. **DENVER, COLO.**

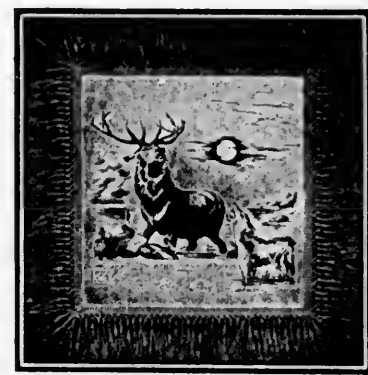
LOOK!

SALESBOARD OPERATORS

60 Dolls, 12 Pillows, 1,000-Hole Board... **\$20.00**

12 Pillows, 800-Hole Board... **\$12.50**

ILLUSTRATED IN COLORS ON EACH BOARD



ALL ROADS LEAD TO **DENVER**. WE SHIP TO ALL PARTS OF THE U. S. A.

QUICK SERVICE

CHINESE BASKETS

WHOLESALE ONLY

SAMPLE SENT PREPAID FOR \$6.00



Come 5 to a set. Beautifully trimmed with silk tassels, glass rings, beads, coins and highly varnished.

We also make them with 2 rings on the 2 largest baskets.

All orders must have 25 per cent, balance C. O. D.

IN NESTS OF 5

Get my Quantity Prices on these Baskets. They will surprise you, as I am now bringing these goods in direct from the Orient without any jobbers or brokers' commissions to pay. I can and do sell cheaper than any one else for the same class of merchandise.



HERE IS A NEW ONE FOR THIS SEASON

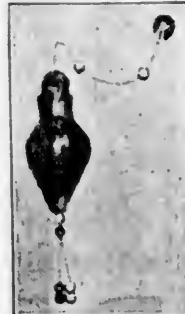
CHINESE SILK EMBROIDERED HAND BAGS

A wonderful flash, marvelous designs, worked with gold thread, has 2 glass rings for handles and 2 silk tassels.

SAMPLE SENT PREPAID FOR \$4.00

Quantity price upon request.

Be one of the first with this live number and get yours early.



Sachet Baskets, for the small or give-away price, \$25.00 per 100. Sample, 35c.



4 LEGGED BASKETS

Price: \$2.50, \$2.75 and \$3.00 each.

Sample, prepaid, \$3.50.

Every Basket is trimmed with 2 rings and 2 silk tassels, beads, coins, and dyed dark brown.

C. A. YOUNG, Direct Importer, 235 Gough St., SAN FRANCISCO, CALIF.



KANVAS KIDDIES

JUST OUT—A real unbreakable, hand-painted, washable Doll. Stuffed with cotton and jute. 22 inches tall. Some Flash, and—don't forget—they walk. Dressed, \$20.00 Dozen. Sample, \$2.00. Order now. Be the first.

Alice Mohler Studios
1242 Ashland Ave., Indianapolis, Ind.

CONCESSIONAIRES



Chinese Baskets and Dolls at Reduced Prices.

Baskets, \$6.00, set of five. Dolls, 12 1/2 and 13 in. high, \$4.50 and \$5.00 per Dozen. Special Prices to quantity buyers.

Write for our Free Catalogue.

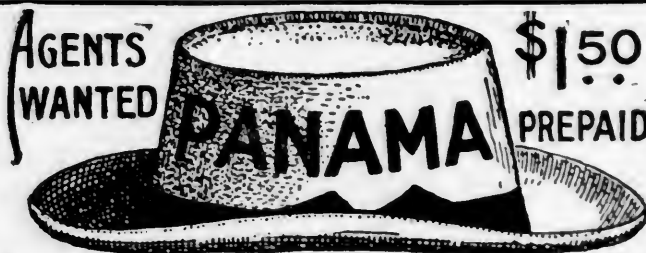
Our Terms: 50% deposit, balance C. O. D.

Cupid Doll Co.,
1221 Vine St., CINCINNATI, O.

CONCESSIONS THAT PAY

Investigate and make money. For particulars write **HOWARD LINDSEY, Sacandaga, New York.**

SAY "I SAW IT IN THE BILLBOARD."



AGENTS WANTED

\$1.50

PREPAID

PADDLE WHEELMEN, SHEET WRITERS, CANVASSERS, ETC.

A Panama Hat that can not be detected from the Real Article or the kind that is regularly sold by dealers at \$5.00. \$15.00 per dozen to Agents. Untrimmed. \$9.00 dozen to Agents. We do not accept single orders for our Untrimmed Hats. Easily rolled up and carried in pocket. Here is a big money proposition for live wires who are looking for something that has not been worked to death. When ordering C. O. D. deposit is required. If you don't think them a wonderful value, return them, because all our goods are sold with a money-back guarantee. This ad speaks for itself, so get busy and give this proposition the once over.

SABATOGA PANAMA HAT COMPANY
155 Greene Street, Corner Houston Street, Dept. A, NEW YORK.

LIVE ALLIGATORS

STILL PUTTING OUT \$15.00, \$20.00 and \$25.00 PIT SHOWS.

Can Furnish Any Size Wanted, Any Amount, at Any Time.

THE FLORIDA ALLIGATOR FARM (Young Alligator Joe's Place)
JACKSONVILLE, FLORIDA.

C. F. ZEIGER UNITED SHOWS

WANT—Shows and Concessions. Rides all booked. Have my own railway equipment. Want one more Bally Show and two small Pit Shows. Will furnish equipment. Want Ball Games, High Striker, Pitch-Till-You-Win, Hoop La, Palmist; all Grind Concessions and a few Wheels open. Help in all departments, write. Show opens Fremont, Neb., April 23.

DOC. ZEIGER, Box 3, FREMONT, NEB.

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

Photo & Art Postal Card Company

444 Broadway, NEW YORK

The following line we are publishing and manufacturing: Birthdays, Best Wishes, Congratulations, Conies, Lovers, Mothers, Storks, Landscapes, Hand-Colored Bromide Cards, Tinsel, Jeweled, Ribbon, Pure Silk Hand Machine Embroidery, Steel Engraved Cards, Cardlets, Folders and Booklets. Also complete line of Holiday Cards and Postcards of Motion Picture Stars. 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 \$10.00, according to assortment requested. Also make Local Views from your own photographs.

ARMADILLO BASKETS



Mounted Armadillos, Diamond Back Rattlesnake Skins and Belts. All big sellers and novelties for "Curio and Novelty" dealers. Baskets, silk lined, dozen lots, \$33.00; three dozen up, \$30.00 dozen. Baskets, unlined, dozen lots, \$27.00, three dozen up, \$24.00 dozen. Snake Skins, large size, 60c per foot length. Sample Baskets to dealers at wholesale rates.

Terms, C. O. D.

POWELL & DELAHAY,
410 So. Flores Street, San Antonio, Texas.

BALL GUM

8 FLAVORS — 8 COLORS

\$25.00 PER CASE OF 10,000 BALLS. Packed 100 balls to box, 100 boxes to case. Discount to big users. Write today.

HELMET GUM SHOP, Cincinnati, Ohio.

EXTRA SELECT SHELLLED POP CORN

Biggest Volume, Lowest Cost. Write for attractive prices. **AMERICAN POP CORN CO.,** Box 432, SIOUX CITY, IOWA.

FOR SALE

HERSCHELL & SPILLMAN Riding Gallery, Organ, Engine and Motor,

Forty feet in diameter, seating fifty-six passengers. Also one Lifting Machine and one Weighing Machine, in A-1 condition. Also one MAUD HEE-HAW, good as new. H. L. DeWITT, Proprietor, Danville, Va. R. F. D. 6.

Notice, Concessionaires!

SAVE TIME AND EXPRESS BY ORDERING

Regal Neverbreak Wonder Dolls

IN THREE SIZES—13, 14 AND 19 INCHES.

BEST FOR LESS. "PRICE AND SERVICE," OUR MOTTO.

Send for Catalogue or \$1.00 for Sample.

WESTERN DISTRIBUTOR REGAL DOLL CO.

C. PRICE, Manager 1014-1016 Central Ave., Cincinnati, Ohio



\$6.00 PER DOZEN.



\$11.50 PER DOZEN.

OUR NEW NUMBERS ARE SURE MONEY-GETTERS AND OUR PRICES CAN'T BE BEAT.



These Dolls will bring you big results. Unbreakable, 14-inch, with double spraying, beautiful, glossy finish. Guaranteed not to peel or break. Bright, attractive costumes, trimmed with Marabou, gold and silver bands, etc. Styles such as Jazz Kids, Brides, Minnie Vamp and Tootzie. Our 20-Inch Doll is an absolute knockover. Write for Price List and samples.

PADDLE WHEELS

We manufacture the best Wheels on the market. All combinations in stock at rock-bottom prices.

CHINESE BASKETS THE VERY BEST ON THE MARKET AT RIGHT PRICES **BLANKETS**

Attractive, Flashy Designs



Dark brown stain, bright, glossy finish. Trimmed with silk tassels, real Chinese coins, beads, silk cords and rings. 5 in a nest and 3 in a nest. Single and double tassels. Can make shipments immediately on receipt of order. 25% deposit required on all orders.

SILVERWARE FOR SILVER WHEELS

Very large assortment. We guarantee you our prices can't be beat

- Rogers Silver Sets, 26-piece.
- Sheffield Silver-Plated 26-Piece Set.
- Fruit Bowls, Assorted.
- Cake Bowls.
- Sugar Bowls.
- Butter Dishes.
- Coffee and Chocolate Sets.
- Flower Baskets.
- Nut Bowls.
- Bread Trays.
- White House Clocks.
- Kodaks.
- Gift Gillette Razors.
- Beaded Bags.
- Toilet Sets.
- Carving Sets.
- Manicuring Sets.
- Five-Piece Mother of Pearl Serving Set.
- Display Boxes.



BEACON INDIANS
BEACON JACQUARDS
ESMONDS Indian Designs, also Light Color Designs.

All sizes—Also Crib Blankets.

KARR & AUERBACH

Sole Owners of NATIONAL TOY MFG. CO.

415 Market Street,

PHILADELPHIA, PA.

Local and Long Distance Phone, Market 5193

WHO WHISPERED "SHOOTING GALLERY"?

SEND FOR CATALOGUE

JOHN T. DICKMAN CO., INC.
THE LOS ANGELES SHOOTING GALLERY MAGNATE

Chocolates for Concessions

THE MOST BEAUTIFUL, LARGE AND ATTRACTIVE BOXES FILLED WITH HIGH-GRADE CHOCOLATES

Chocolates in Our Flashy Litho. Picture Top Boxes, Neatly Bound in Ribbon.

- 4-oz., One Layer in Cups..... 12c
- 5-oz., in Half-Pound Box, each piece wrapped17c
- 8-oz. Tiger or Bower Girl Box, in Cups19c
- Half-Pound in One-Pound Box, each piece wrapped20c
- 10-oz. in One-Pound Box, each piece wrapped27c
- 1-lb. Tiger Girl Box, in Cups.....37c

High-grade Chocolates in "Brown built" boxes, packed in cups, each piece in separate compartment, to avoid breakage. "Peace Girl," "High Art," "Sea Shell," "Rose Girl," "Harem Girl," "Diving Girl," "Bower Girl." One piece of any above assortment. No. 1 Size, 33c; No. 2 Size, 53c; No. 3 Size, 90c; No. 4 Size, \$1.45; No. 5 Size, \$1.85.

"Honey's Confections." Kisses packed 5 in the box. Flashy give-away package, \$17 per 1,000 Boxes. Packed 250 boxes in cartoon. Last season we sold over 5,000,000 of these packages.

Chinese Baskets, 5 in Nest. Trimmed with Tassels, Coins, Beads and Rings. Stained mahogany brown. In Lots of 10 Sets, \$5.50 per Set. Samples, \$6.00 a Set.

Your orders shipped same day we receive them. Terms: Cash with order, or half with order and balance C. O. D. You can arrange to have all goods shipped C. O. D. by placing a standing deposit equivalent to half your order.

MINUTE SUPPLY CANDY CO., 2001 Vliet St., Cor. 20th, MILWAUKEE, WIS.

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, \$1.25 and \$1.50 each.
THE McCALLUM COMPANY
137 Seventh St., PITTSBURGH, PA.

MEDICINE MEN

You are naturally desirous of getting in touch with a first-class, reliable Medicine Manufacturing Concern, which will give your orders particular and careful attention and ship your goods promptly. We are the people who specialize in the items which you need. We ship goods the same day ordered. Bottled Herb Tonic, Dry Herb Package, Liniments Soaps and Salves. Our prices are the lowest possible consistent with the superior quality of our products. A full line of our samples will be mailed to you for \$1.00. This amount will be deducted from the price of your first order of goods.

CURITENA MEDICINE CO., 1424 Ridge Ave., Philadelphia, Pa. DEPT. B.

CHINESE BASKETS

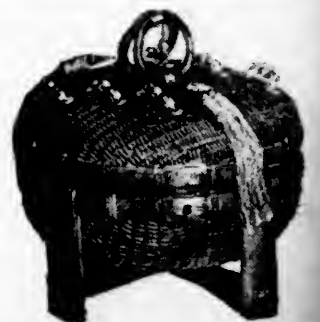
NEW PRICES
STYLES
SHAPES

WRITE TODAY FOR OUR 1921 CATALOGUE

BARNARD HIRSCH CO.

SAN FRANCISCO, CALIF.

BATTERY AT MARKET



MACHINES THAT MADE THE PENNY FAMOUS



Model "D" Floor Card Vender



Model "E" Counter Card Vender

\$5,290.00
taken out of 20 Model D's in 90 days by A. A. McTIGHE, Pittsburg, Pa.

\$6,540.00
taken out of 16 Model E's in one season by C. L. NOGLE, Wortham Shows.

WE MAKE THEM LAUGH—YOU GET THE MONEY

By actual performance year after year in thousands of locations these machines have proved that they are the greatest "accumulators" of pennies and nickels in the world—and they work automatically while you are busy elsewhere. No matter what angle of the amusement game you are in they will increase your profits, because they "gather in" the little coins while you are getting the big ones.

When used singly here and there they convert dead space and spots into live sources of income. When lined up or grouped in Parks, Arcades or under tents they make the most handsome display on earth for the outlay, and earn the most money on the investment. The country is flooded with small coins—you need these machines if you are going to get your share. Practically every arcade, park, carnival man and operator in the country is using some of these machines successfully. Investigate the facts. Write for particulars, stating your business.



The Stereoscope Drop Picture Machine

\$15.00 to \$20.00 per week taken out of one Cent-O-Scope by L. M. CZAR, Chicago

My Cent-O-Scopes pay for themselves every 60 days says: C. C. HALE, Cleveland, Ohio



The Cent-O-Scope A Motion Picture Machine

EXHIBIT SUPPLY CO., 509 So. Dearborn St., Chicago, Ill.

THEY ARE GOING OVER GREAT



17 Inches High. Shade, 12 Inches in Diameter.

THE "BUNGALOW"

Concessionaires

DON'T LET THIS GET BY YOU THERE ARE GOING TO BE SEVERAL

LAMP WHEELS

ON THE LOTS THIS SEASON

and they are going to get the money.

Order your stock now and get an early start.

ELECTRIC FIBRE LAMPS

Artistic, Ornamental, Useful.

10 DIFFERENT STYLES

10 DIFFERENT COLORS

Lined with beautiful cretonne.

Ready for use.

Send for a sample, \$5.50 each. \$60.00 per dozen. \$475.00 per 100

THE ALADDIN JUNIOR

14 inches high, 9-inch shade, 6 styles. An exact reproduction of larger Lamp. Same material, same finish, but a happy intermediate.

Sample, \$4.25

\$48.00 per dozen. \$375.00 per hundred

25% with order; balance C. O. D.

RUTHERFORD REED COMPANY
BAY CITY, MICH.



THE ALADDIN JUNIOR

PRETTIEST UNBREAKABLE DOLL MADE

Send \$1.30 for sample like cut, or for same with beautiful, flashy dress send \$2.30.

NEW and Original Unbreakable LAMP
Send \$4.00 for sample.

We positively excel all others for fancy, flashy dresses.

ALSO A COMPLETE LINE OF PLASTER DOLLS AND LAMPS

POUND DOLL FACTORY
Venice, California



FELT For theatrical decorations, costumes, pillows, pennants, banners, designing, table and desk covering, upholstery, millinery, sport caps, slippers, novelties. All colors, 72 inches wide, cut to any length desired, immediate delivery.

FOR EVERY PURPOSE. CONTINENTAL FELT CO.
64-66 E. 11th Street, NEW YORK CITY.

SEASON'S SENSATION

— BEAUTIFUL HIGH ART MODEL POCKET MIRRORS —



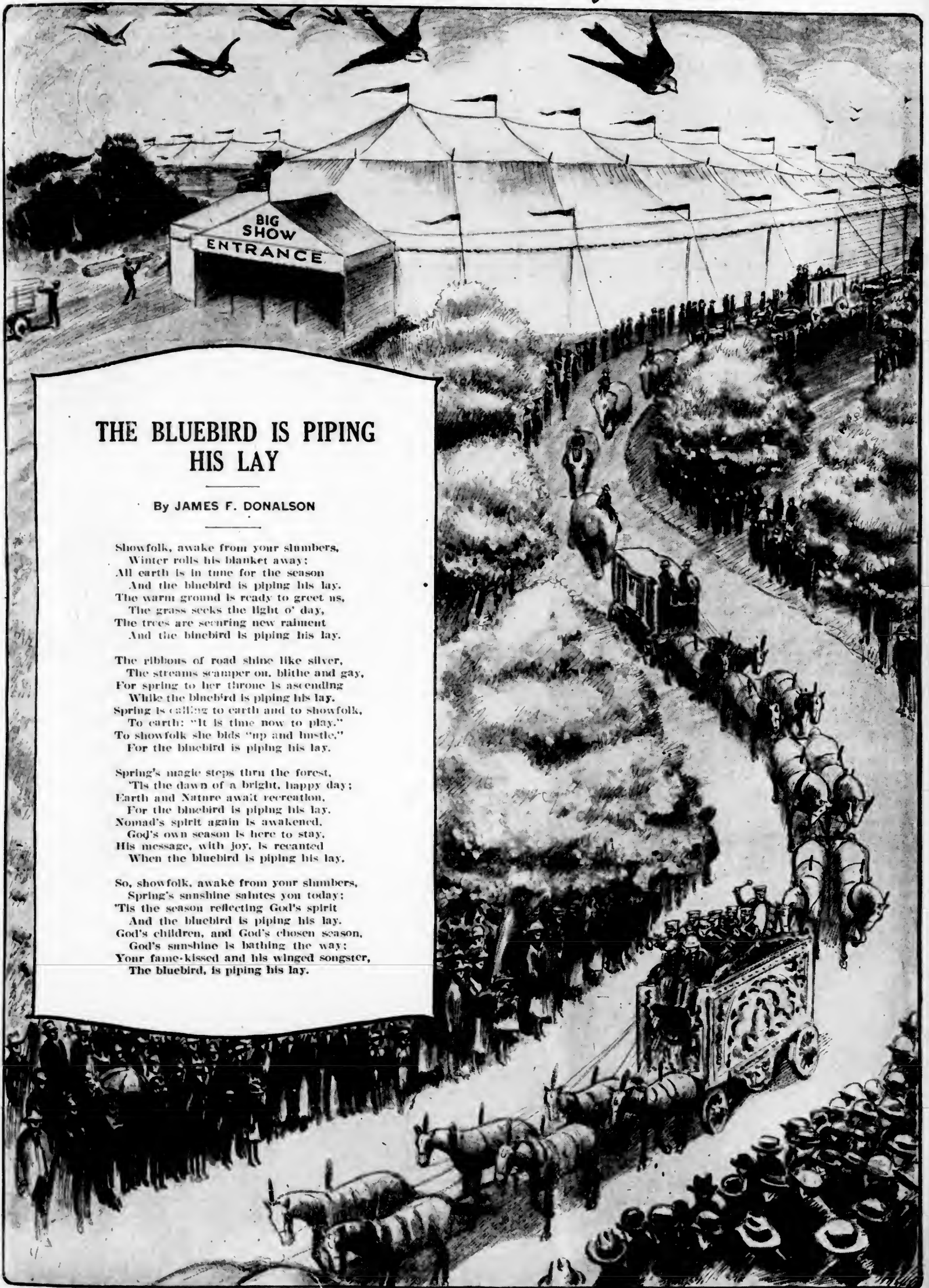
Beautiful Poses from Life. Beautiful Girls. A REAL SENSATION! Nothing like them ever attempted in High Art Novelties. RED HOT SELLERS. AGENTS, MAIL ORDER DEALERS, STREET MEN, FAIR WORKERS, POOL ROOMS, CIGAR STORES, NOVELTY STORES, ETC. BIG MONEY FOR YOU! BUY HURRY! Send \$1.25 for sample dozen and wholesale prices, or 25c for pocket sample, all charges paid. DON'T PASS UP THIS BIG MONEY MAKER. Order today.

HIGH ART MIRROR STUDIO, Box 311, Rochester, New York

SALESBOARD OPERATORS, NOTICE

We have just originated a real "LIVE WIRE." Will be ready for April. Get in on this one quick.
MODERN SALES CO., 2417 Linden St., BROOKLYN, N. Y.

SPRING SPECIAL, 1921



THE BLUEBIRD IS PIPING HIS LAY

By JAMES F. DONALSON

Showfolk, awake from your slumbers,
Winter rolls his blanket away;
All earth is in tune for the season
And the bluebird is piping his lay.
The warm ground is ready to greet us,
The grass seeks the light o' day,
The trees are securing new raiment
And the bluebird is piping his lay.

The ribbons of road shine like silver,
The streams scamper on, blithe and gay,
For spring to her throne is ascending
While the bluebird is piping his lay.
Spring is calling to earth and to showfolk,
To earth: "It is time now to play."
To showfolk she bids "up and hustle,"
For the bluebird is piping his lay.

Spring's magic steps thru the forest,
'Tis the dawn of a bright, happy day;
Earth and Nature await recreation,
For the bluebird is piping his lay.
Nomad's spirit again is awakened,
God's own season is here to stay,
His message, with joy, is recanted
When the bluebird is piping his lay.

So, showfolk, awake from your slumbers,
Spring's sunshine salutes you today;
'Tis the season reflecting God's spirit
And the bluebird is piping his lay.
God's children, and God's chosen season,
God's sunshine is bathing the way;
Your fame-kissed and his winged songster,
The bluebird, is piping his lay.

ARENIC STARS-PAST AND PRESENT

By Louis E. Cooke

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

RETROSPECTION is sometimes interesting and a brief review of past performances, with a little early history of some of the people who have participated therein, may be acceptable reading for those who peruse the interesting columns of the Special Spring Number of The Billboard. With this proposition in view the writer will attempt to recall and relate a few incidents and facts concerning some of the individuals who have been more or less prominent in circus and Wild West lore for nearly a century. But, first of all, let us view the bursting buds of springtime as the harbingers of joy, gay sports, life in the open, and more particularly in this instance the coming of the circus, with its white tops, floating banners, enchanting music, prancing, neighing horses, champing the iron bit and tossing the foam of impatience on their arched necks; the painted clowns and dancing fairies on horseback. It is all in the makeup and way of the world. Let us enjoy it while it lasts. And in this connection I must invoke the poetic muse to put in form the practical ideas of an old trouper after a long winter's enforced idleness with the vision of an early opening,

it comes to telling a "plain, unvarnished tale," such as the Bard of Avon oft recorded, and with the timely topic of spring comes the natural suggestion of the circus, the clowns, the canvassmen and all that goes with outdoor life in camp and under the white tops. Harking back thru all the mist of many decades one can hardly realize what changes have taken place or wonders wrought within the memory of those now



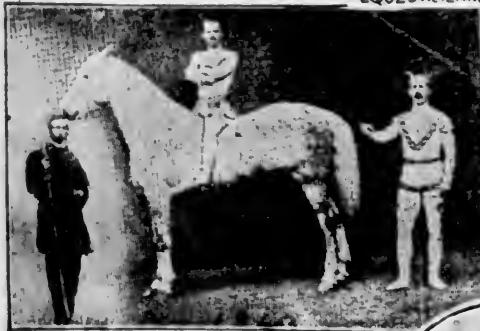
MOLLIE BROWN -EQUESTRIENNE



MADAM AGNES LAKE, AMAZON OF the ARENA



MISS MAY WIRTH, The AUSTRALIAN WONDER



JAMES ROBINSON AND PETE CONKLIN



WILLIAM SHOWLES



BUFFALO BILL THE AMERICAN CAVALIER

tures, became a component part of the broad amusement world in which we live. It was the good fortune of the raconteur to witness the first professional and practical performance ever given of the Buffalo Bill Wild West exhibition, at Omaha, Neb., May 17, 1883, and in later years become so closely identified and allied with it, the old familiar characters, the brief records of their early history and eventful lives seems to be

a part of my own simple story. With the Wild West came an entirely novel entertainment that tended to create a new epoch, as it were, in arenic exhibitions, and destined to become forever famous as the really first correct treatment of international history in a great drama of civilization in pantomimic form, thus fulfilling the injunction to "hold the mirror up to nature" in all its realism.

Colonel W. F. Cody—"Buffalo Bill," the Amazon cavalier—whose heroic life was but a romance

(Continued on page 213)

which he puts in the following parlance of the ring:

A SPRINGTIME ROUNDELAY

By a "Disengaged" Canvassman

In the spring the gorgeous banners

Float upon the circus tent;

And the active agent's fancies

On "advances" all are bent.

The "spring" the "Bounding

Brothers"

Try some new and daring games;

While the opposition "fakers"

Call each other awful names.

In the spring the side-show

blowers,

With their never failing tongues,

Pump out paralyzing language

From their copper-fastened lungs.

In the spring the fair Circassian,

With her every hair on end,

Leaves again her native home

On the road her steps to wend.

In the spring ye "candy butcher"

Shows confection old and tough,

While the gentle lemonadest

Juggles with the same old stuff.

In the spring ye merry jesters

Learn conundrums bright and new;

(Revamped by the Christy Minstrels

In the year of fifty-two).

In the spring—and in the ring

The riders whirl around in style;

While the air is filled with romance,

(And rheumatics) I should smile.

In the spring—oh, well, I'll cut it,

For I haven't got a cent,

And I think I hear the landlord

Coming up to demand his rent.

FROM the sublime to the ridiculous and back

again in the same breath is something of a

contortion in the flight of fancy, but there is

nothing more expressive than the vernacular when

reign of Barnum & Bailey and the Ringling Brothers, Ballard, Mugivan & Bowers, an endless chain of circumstances has made some very interesting show history. Within the recollection of the present generation such men as Lake, Lent, Murray, Rice, Queene, Coupe, Robinson, Forepaugh, Sells Brothers, Cole, Barnum, Bailey, Buffalo Bill and numerous other leaders of their time have all passed away and the greatness of their shows is but a memory. Others will come and go. The great white tops will cover and engulf multitudes of happy visitors and vast seas of upturned faces will applaud the coming arenic stars and circus kings for all time, just as they have done for centuries.

Incidental to the history of the circus, and yet so young as to be within the knowledge of the most of us older boys, came that balmy breeze from the West, which, by reason of its educational and equestrian fea-



The Four John Robinsons A four-leaf clover of four generations of showmen

Attractions and Staff—Two Requisites of a Successful Show

I FEEL highly complimented by The Billboard, the organ of our business that has been such an aid to us in our various endeavors, to be allowed to voice my sentiments in regard to the coming season. The subject I was given, "Attractions and Free Acts," is a subject so wide in its scope, as regards the business in general, that it would take the entire issue of The Billboard to cover it. I would naturally cover my own attractions. Who would not? But we will leave that to the various press agents whose business it is to acquaint the people with the facts regarding the attractions carried with the various companies. I have the best reason in the world to be happy this season if never before. With the assistance of my very efficient staff I have succeeded in putting over what I think is the biggest and most important deal in the history of the carnival business, namely, that of contracting the bulk of the biggest and best fair dates on the North American continent. To say nothing of the independent or "still" dates contracted in various cities, I feel that I have been complimented by the various committees which believe in myself and my pollees. It's a wonderful thing this "keeping faith with the public." Remember what the immortal Lincoln said? That is just as important now as it was in Lincoln's time.

PERHAPS no branch of the amusement business has as much appeal as that part of the outdoor show business termed in parlance the carnival game. As in any other business, there have been innumerable failures and many real successes. The carnival business is many sided and what would apply in one locality may be a complete failure in another. There is, I think, no business where individuality has as much leeway as it has in our business. Enormous successes have been made of seemingly impossible devices as well as ideas. In this day a man who would make a success must necessarily offer to the fickle public, and I say fickle public again, a new sort of show, ride or some "near" original idea or the manner in which the idea is presented. I have in mind now the early days in the business when the simplest form of amusement gratified the tastes of the public. But all that has changed. The dear public demands to be amused in a manner that exactly suits its tastes, while in the early days, before the advent of moving pictures, etc., that one film alone, like "The Great Train Robbery" or "The San

By C. A. Wortham



C. A. Wortham
One of the greatest showmen
the carnival world has
ever known

Francisco Earthquake," when placed alone in a black top, would get top money over all the other attractions. Could we do that now? No. I doubt very much if "Way Down East" would be a success as a carnival attraction. Then the days of the "Cardiff Giant," "Bosco Eats 'Em Alive" and "The Katz-cjammer Castle" and shows of that ilk. The public demands bigger and better attractions such as the Hippodrome Circus, wherein the best of circus acts are presented. Mammoth Water Show, with a score of shapely diving girls, with the assistance of mechanical and electrical devices where the divers appear and disappear at will, whereas in the early days one girl alone would give the performance. I remember the time when a certain "one-girl" show joined my outfit in a small Illinois town and topped everything on the midway for that day. That is why I say that the public demands to be amused in its own way. The people have been educated, as it were, up to the idea of expecting something out of the ordinary at your every visit to their city, and woe be unto the manager that thinks otherwise. The lay mind can hardly appreciate the many and varied connivings and schemings to secure something in the amusement line that is really new or that has some semblance of its being renovated to meet present-day requirements. Right now I have several men in various parts of two continents fairly seeking out the new and odd features, and, from present indications, will have at least proven to my own satisfaction that there is "something new under the sun." I am not going to stop till I have given to the public my idea of a real carnival show. I want it distinctly understood that I am not holding myself up as a public benefactor or that I am going to give a lot of money away in senseless experimenting, but it is my ambition to make the list of attractions so comprehensive and extraordinary that the public itself will exclaim in hearty accord: "The carnival business has at last come into its own." It's a wonderful "racket," this choosing and selecting attractions that are out of the ordinary and above the average. Never mind the initial cost. That will take care of itself. Good, wholesome amusement is a commodity and like all other commodities has a commercial value. There is now and always will be a market, if you please, for entertainment. But it is in the province of the alert, enter-

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The Plan And Scope of The National Association of Amusement Parks

By R. S. Uzzell

(President of the R. S. Uzzell Corp., of New York)

"WHERE there is unity there is strength."

An old Greek, just before his death, called to his bedside his nine stalwart sons to hear a dying parent's last request. He gave a stick to the largest and strongest son, asking him to break it, which the lusty offspring easily accomplished. He then gave the same son a bundle of nine sticks, each equal in size to the first one. All of his strength availed him nothing against the nine sticks bound together.

The park men and their concessionaires have for many years tried in vain to fight their battles and better their conditions alone or in small groups. Very little has been accomplished by these scattered and unorganized efforts.

Long has a national and co-operative effort been desired. Once in 1907 an effort was made to organize the amusement park people of this country, but the time was not propitious. Again, after a lapse of ten years, a second attempt was made, but at first the plan was too ambitious. In an effort to combine park men, circus men, carnivals and expositions the rocks were narrowly avoided by a timely discovery that these fields are too divergent to find interest enough in common to hold all in one compact organization. The most vital problems of the carnivals are of no interest at all to park men, and vice versa. The circus and the carnival are more nearly related and yet most of their problems are highly specialized. Dividing the ponderous organization, known at first as the "National Outdoor Showmen's Association," into its component parts, has been accomplished peacefully and most satisfactorily.

This was consummated, so far as the park people are concerned, at the Chicago meeting of February, 1920, when they legally organized un-

der the present name, "National Association of Amusement Parks," and incorporated under the laws of Illinois.

Almost every important field of endeavor now has its national organization and annual convention, at which its pressing and vital problems are brought up for consideration and are discussed by the ablest and most representative men of its membership list. It is only natural that the amusement park people should fall into line with this American custom. Since we have assurance of success the men of highest standing in the business have not hesitated to ally themselves with us and give us the benefit of their long experience. As a result attending one of our conventions now is equivalent to attending a school of the best methods for the conduct and management of an amusement park or beach resort.

Among the first proposals was one to limit the membership to park people, to their concessionaires of standing and to the scrupulous manufacturers of park devices and attractions. This not only gives us a solid and most substantial membership but will at the same time prevent any of us from being imposed upon by the suitcase promoter, soldier of fortune or the out and out swindler. While branding the undesirables we would leave our task only half finished if we did not also approve in some fitting manner the park managers, concessionaires and manufacturers who deal on the square. It is desirable that each of us should know the standing of all who are engaged in the business. What could help more to

put our business on a good clean basis? One who expects to remain in the business is well repaid for the cost of a year's dues and the expense of attending a convention by the helpful suggestions to be had from the papers read at each meeting. No one is asked to present a paper unless he has had considerable experience along the line of the subject proposed, and, as nearly as possible, an expert is selected to prepare and read the paper. It must all be committed to writing, must consume not more than twenty minutes and after it is read it is presented to our secretary for publication. Then the keen interest begins when the paper is before the house for discussion. Each speaker is limited in time and the discussion as a whole is limited. Never again are we to be harangued for one hour and three quarters on a subject quite well understood by the members.

Our collection and disbursing of money is also on a business basis. No money of any considerable amount is to be expended without the knowledge and consent of our board of directors.

It is believed that in two days we can take up for intensive study all of the important problems confronting us, but if found necessary the time can easily be extended. This year's meeting was confined to two days.

Is it really necessary to argue the benefits to be derived from listening to those who have been eminently successful discuss a subject along the line in which they have had years of personal and intimate experience? Many of those who have heard A. S. McSwigan discuss picnics and A. R. Hodge on the Mardi Gras would gladly go again to hear the same men on the same topic. Each meeting is to be equally interesting and

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PLAYING WITH FIRE - Being The Personal Recollection of A Stage Director of Fireworks Spectacles

By Frank Oakes Rose

I HAVE been playing with fire for over a quarter of a century, and, strange to relate, never have been burned. You will think this remarkable, and indeed so it is. I had served a long apprenticeship in Shakespearean and legitimate drama, also in spectacles, then Dame Fate threw me among the skyrockets.

The first spectacle I had anything to do with was in Chicago more than twenty-five years ago. When I entered the grounds of the new Amphitheater, then nearly finished, I was amazed, as I stood on a stage 450 feet wide and looked out on a lake 50x500 feet. My eyes traveled to the great seating capacity of not less than 10,000 people. Where, I wondered, will they get an audience to fill this space? When we opened it was crowded and packed, and continued so for the season of eight weeks. The show was of the Oriental type, "A Night in Pekin," and gave every opportunity to work foreign incident, dramatic action and color, terminating with a naval action, bombardment, battle and the usual fireworks display.

There before the audience lay the streets of ancient Pekin; one could see street after street, temples, pagodas and shops, a populace of three or four hundred always in sight, something doing all the time. A Chinese wedding procession passed, then followed a company of Chinese soldiers, brutally dragging half a dozen prisoners, their heads protruding thru high wooden collars.

The Empress passed in state, surrounded with all the pomp and panoply of Oriental life and custom. This, under a starlit sky with the placid lake reflecting gorgeous costumes and massive armor, and all illuminated with pink fire, was like a dream from the Arabian Nights. Then came the bombardment of the city, the terror of the citizens, the blowing up of towers and temples, sparks and flames rising high in the air, the loud detonation of artillery, or rather the discharge of dynamite, making the very Amphitheater tremble and the audience sit up and wonder, the surrender of the city, and march past of the victorious army, the stirring music of a fine military band, then the fireworks display, the heavens filled with rockets and repeating shells, the beautiful set pieces, portraits in fire of people of the day, the comic elephants and monkeys, finally the last flight of a thousand rockets and the "Good Night" set-piece to send the people home in good humor and delight. This is what enthralled and made me a devotee to fireworks spectacles and I am still at it, over a quarter of a century having easily slipped by.

The first great fireworks display of importance was given in Merrie Old England in honor of the Coronation of King James II in April, 1685. The

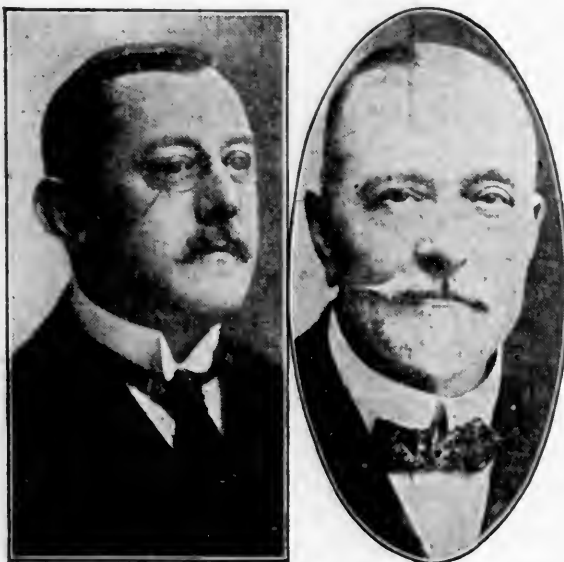
first great display that resembled a spectacle was presented in London at the Green Park August 1, 1814. The occasion was the centenary of the House of Brunswick and the anniversary of the Battle of the Nile. A huge fortress was built of canvas and wood 500 feet in circumference and 80 feet high. Altho very large, it was made to revolve; so the great crowds might view all of it without moving. At a given signal this fortress, which symbolized "War," was, by some system of quick change, transformed into an emblem of "Peace." It was called the "Temple of Concord," and with

and for the fireworks he invented for this occasion. We also learn that he was afterwards decorated by the King and honored by the Lord Mayor of London. In 1919, over 100 years later, Henry J. Pain, the great-grandson of this Mr. Pain of 1814, and head of the American house of the Pain's Fireworks Company, was awarded the Distinguished Service Certificate of Merit by the American Government for his services in the great world war.

My first strenuous work for the Pains was in Chicago at the dedication of the Columbian Exposition in October, 1892, and during the following summer of 1893. I was young in those days and it was fun, and the work we accomplished was something I look back at with amazement and pride. During the exposition we gave an average of three displays a week, with two illuminations of the court of honor and wooded island and two historical pageants. For these illuminations we used 40,000 fairy lamps, little glass cups, pressed into diamond shape in ruby, emerald, turquoise and many other colors. These held candles and when lighted burned brightly for three hours. They were hung from trees and shrubs, along the walks, on the edge of the lagoon, in fact in every imaginable place, in groups and festoons. Each lamp had to be lighted by hand, for which we employed 250 soldiers of the U. S. Marine Corps who became so expert they would light the whole 40,000 in less than an hour. During the run of the exposition over half a million of these fairy lamps were used, between breakage, wear and other causes. Visitors to the wooded island confiscated them as souvenirs, and I'll wager Pain's Fairy Lamps could have been found for many months after the exposition gracing the tables and mantels of many homes in almost every town and hamlet from Maine to California.

The pageant was one of the most impressive displays of the whole exposition. It was made up of twelve floats picturing great events in the history of America. It began with Columbus' Discovery of America and closed with the great picture of Washington Crossing the Delaware. One float pictured the Signing of the Declaration of Independence, after the celebrated painting in Independence Hall in Philadelphia. Every character was correctly made up both in costume and features. Another float, "Aztec America," carried a ballet of sixty pretty girls who danced in relays thruout the entire trip. A powerful lake tug, covered with evergreens to represent a floating island, towed the twelve floats thru the court of honor and lagoon that surrounded the wooded island. It carried a celebrated military band. I shall always remember the first night of this

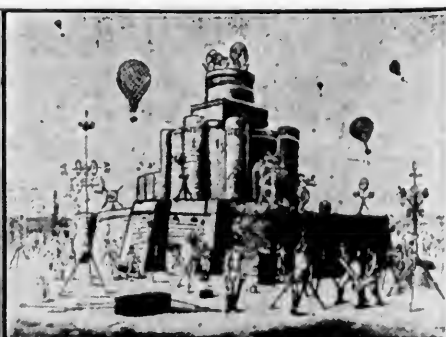
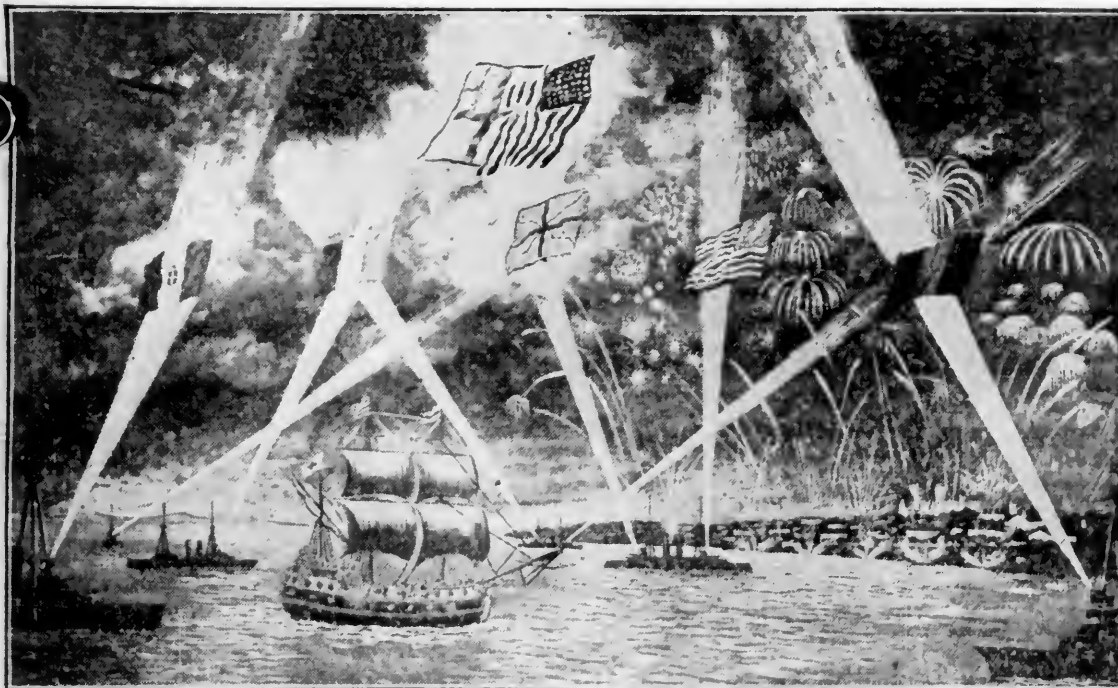
(Continued on page 212)



Henry J. Pain and his father, James C. Pain, of Pain's Fireworks, Inc.

the transformation came a grand display of fireworks.

The contemporary accounts made a feature of the rockets that were fired from a gun, each containing a number of smaller rockets and a shower of fiery light which descended to the earth. So, we learn, as far back as 1814 they knew the principle of the now popular repeating shell. It was also chronicled in the press of that day that one Mr. Pain deserved great credit and reward for its design



Large illustration, made from photographed drawing, showing H. M. S. "Pinafore" entering harbor at Hamilton, Bermuda. Photo Underwood & Underwood. Small illustrations: Fortress and Temple of Concord, first attempt at fireworks spectacles, given at Green Park, London, anniversary of "Battle of the Nile," 1814.

Spreading the Benefits of Music Thru the Summer Concert

By C. M. Tremaine

THE summer concerts in many of our American towns and small cities are no novelty. How or when they started or who or what influence was responsible for them is difficult to determine. They seem to have become part of the established life of the community by instinct. Certainly there was no crusade in behalf of warm weather music. There was also little conscious appreciation on the part of Common Councils that music had an important stimulating effect, that it was a harmonizing force and in general an element of great social usefulness. Yet, even as long as fifteen or twenty years ago a great many places that did not want to be considered dead for the summer managed to recruit a volunteer band or engage a professional band for Wednesday and Saturday night concerts in their main parks or squares.

It is possible that there was a tacit recognition that without refreshment of this kind there would be too strong a run on some more harmful kind, and that the young people would make a bolt at any price for relief from the dullness. It may have been that the people sought diversion in the form which was most easily obtainable. Remember that, until a few years ago, the little groups of summer musicians in the small towns had to bear upon their shoulders the burden now shared by the moving picture houses, the chautauqua, the community sing and more elaborate outdoor programs in tempering the effects of our intemperate hot weather and in providing relaxation for the tired workers and entertainment for those with excess of unoccupied time.

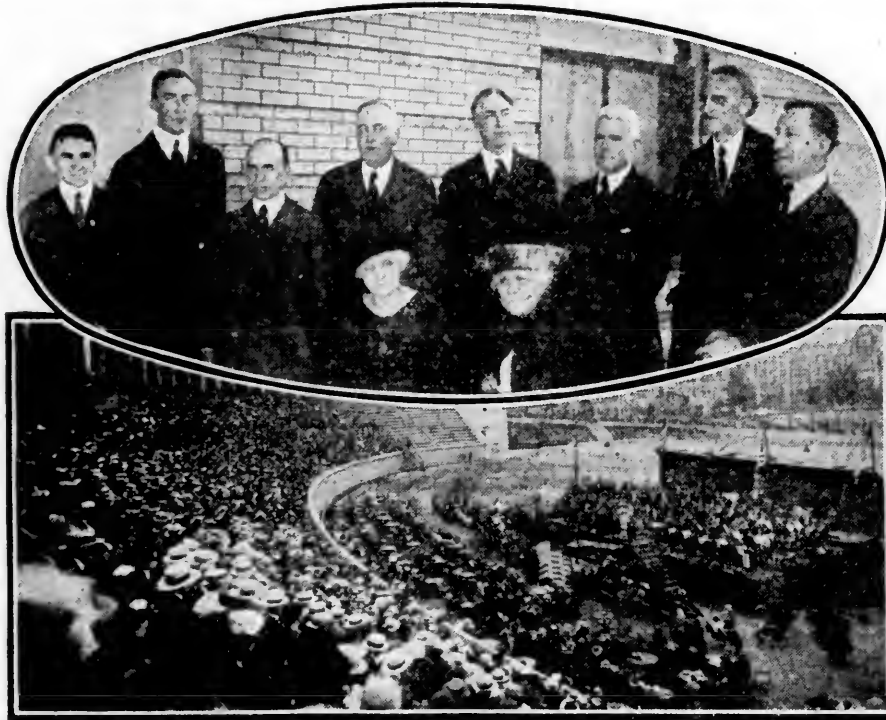
Not that the populace understood any more than their

officials the service the band was rendering. The music itself received scant enough attention; which may have been just as well, as wrong notes were often sprinkled generously among the right ones, and heartless discords sometimes mocked the industrious efforts of the cornet and the slide trombone. Yet harmony and pleasant rhythms predominated and the music spread its beneficial influence with or without its award of merit. Somehow the atmosphere no longer choked, the neighbors seemed more interesting. The old burg had its attractions after all.

OF course, the big cities were more sophisticated about their summer music. Bands that played on Sunday afternoons in their neighborhood parks were usually well-schooled ensembles, performing music of a high order of excellence. Great crowds of workers came, shook off their cares for a few hours, forgot their longing to get away with the wealthy to the seashore and mountains, and felt themselves more ready to tackle the work of the week ahead. New York, Chicago, Philadelphia and several of the other large centers of population even had good orchestras dispensing beautiful music at a few strategic points, while the masses that came to hear filled rows of close-packed park benches.

Yet, for all that, there was relatively no better understanding in the metropolis than in the mid-west county seat of the service music was rendering. Asked as to whether the city should spend money for such undertakings, the politician would often say yes—with the instinct of his

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Top illustration: Little Rock Municipal Music Commission. Reading from left to right: L. C. Herrington, secretary; J. L. Bond, John F. Boyle, F. B. T. Hollenberg, president; Mayor Ben D. Brickhouse, Gordon N. Pey, treasurer; Robert Lawrence, community music organizer; Saul Harris, vice-president. Seated: Mrs. Will Henniger, Mrs. H. H. Foster. Bottom illustration: Section of a typical audience at summer night open-air concerts in Lewisohn Stadium, New York City.

THE TENTED DRAMA—What Do You Know Of It?

By Lawrence Russell

OLD Lady Drama is a much abused personage. Time and again she has been beaten to her knees, but always managed to stagger to her feet, powder her nose and come back smiling. Her spouse, Mr. Public, has proven a fickle, brutal mate, always on the lookout for a new chicken. It remained for one of his affinities, a handsome, brainy fairy, by the name of Motion Pictures to vamp the old man into semi-consciousness and then whisper into his ear the exact portion of madame's anatomy where the least effort would accomplish the greatest damage.

While the poor lady was still writhing from the punch in her abdominal regions the wicked vampire tripped away on the arm of Old Man Public. When the madame repeated the business of getting on her feet and spreading the talc on her beak, then wandered on home by the aid of the fence, she was told she was done and to get herself hence.

The soulless mermaid had not only robbed her of her husband but had also swiped her home. Madame Drama sat down and cried until her nose was red, then got up, busied herself with the little piece of chamois, journeyed down town and traded her beautiful gown for a mother Hubbard, and that is how came the mother Hubbard opry to be the big splendid dame she is today. With the perfection of motion pictures came the realization of the fact that managers in the towns and smaller cities could have a show every night instead of six or eight times a month, so they booked the pictures. At first they continued to play the legitimate attractions when they could get them, using the movies for the off nights. In time they tired of the indifferent attractions the

road managers were giving them and eventually they were all off nights—for the road shows—and today it is almost an impossibility to secure consecutive bookings for a repertoire company or an average one nighter. With the houses closed to them the road managers began casting about for some means of placing their attractions before the public. There were a few repertoire companies touring with canvas theaters at that time but little attention had been paid to them, as they were thought to be impractical. A few decided to take a chance, a portion of these were successful and noting their success others ventured until today the canvas theater holds quite an imposing position in the field of amusement. The canvas theater will never be of much importance in the larger cities. The difficulty of placing them in positions of easy access makes it inadvisable to take a chance. But in the towns ranging from three to thirty thousand they hold sway. Here they can secure good locations and share honors with any opposition that may be offered.

These theaters range in size from fifty feet wide and eighty feet in length to eighty feet in width and two hundred feet in length. They are well equipped with good, comfortable seats, which differ in price according to location, carry plenty of scenery and have as a rule an excellent electric arrangement. Everything used is carried and the property man does not have to go outside of his own theater for his props. Some

of them carry their own wagons and trucks and do all their own hauling. A great many have their own baggage cars and some their own living cars. Most of these latter are used only for the manager and his immediate family, but very few companies carry cars for their people, owing to the prejudice so many performers have against them. These outfits represent investments ranging from \$4,000 to \$25,000; their earnings vary, and it is not always the biggest show that brings home the greatest amount of bacon; quite often it is the reverse. Some of these shows play the year around and carry very effective heating arrangements, and it is really surprising how comfortable these theaters can be made in the winter time.

However, the majority of these shows open anywhere from the middle of February to the middle of May, and close anywhere from the last of August to the latter part of December. The seasons of the Southern shows range from thirty-five to forty weeks, while those in the North are satisfied with tours of from twelve to twenty-two weeks, according to the section they play. Their playground is bounded on the North by the Great Lakes, on the South by the Gulf of Mexico, on the West by the Rocky Mountains and the Eastern line of New Mexico, and on the East by the Atlantic. Few, if any, operate outside of these limits. Their managers, taken as a whole, are a splendid bunch of men. Ninety-five per cent of them have risen from the ranks and have made every dollar they possess thru their own efforts. Many of them know what it is to feel the pinch of want. Some can tell you how it feels to have

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Psychoanalysis,-And Outdoor Amusement

By Harry E. Tudor



Harry E. Tudor
World-experienced
entrepreneur of
outdoor enter-
tainment

Writer's Note—While the Encyclopaedia Britannica defines the latest addition to the scientist's dictionary as "Constructive psychological reasoning and deduction" the vernacular of showdom brings the ponderous word down to earth with a dull thud with an application of the more simple, homely and expressive form of definition—"DOPING IT OUT."

The practical amusement entrepreneur has little time for philosophizing, but is a keen student of the laws of "cause and effect" in their application to his particular sphere of endeavor. The following article attempts a retrospective diagnosis of the mentality and inventiveness of Americans to whom the world owes the more popular and successful forms of summer-time entertainment and which have provided happiness for their respective millions of patrons of all civilized nations, tongues and diversified tastes.

meritime entertainment and which have provided happiness for their respective millions of patrons of all civilized nations, tongues and diversified tastes.

A COMBINATION of inquisitiveness, wanderlust, circumstance, opportunity and selecting the amusement field as a sphere of business activity would seem to—during the past twenty-five years—have accounted for that long period spent in either direct contact with, or practical management of, the more prominent and successful types of outdoor entertainment—both thruout the United States, the European Continent and "the lands beyond the seas"—and, moreover, enjoyment of personal acquaintance and friendship with many of the originators and founders of the more acceptable and representative thrill-providing and pleasure-giving devices and institutions of our day. Each in their turn and diversity of abnormal originality, these pastmaster in the art of raising the business of amusement-catering to the level of the highest class professions have provided opportunities for a personal doping out of the whys and wherefores of, the success of their respective inventions or enterprises, and a closeup study of their personal characteristics.

The necessarily limited space allotted forbids more than a mere surface scratching of a wide and interestingly important subject, and which, perhaps, will be accorded its place in historical record at the hands of more able writers. With full and proper deference to those who have emulated, maintained and added honor to the name and fame of Phineas T. Barnum—to whom reference is due as an outstanding figure in the American show world—it may be noted that this article deals with, specifically and essentially, those who have contributed to the happiness of succeeding generations of summer-time holiday makers and represented in the attractions of the park, beach, resort and carnival spheres of pleasure-promoting and catering.

Barnum's conception of the elements of a modern circus and its appeal to every age and mentality of the average human found reflection—to some little extent—in the mind of Colonel W. F. Cody (Buffalo Bill), who realized that spectacular reproduction of the strenuous and adventurous life of the West, in its widest and woolliest days, would more than provide for realization of the thrills of Fenimore Cooper's

stories of the winning of the prairies from the Indians and all that went with the lives of pioneers. Where in no way conflicting with the attractions of the sawdust arena, the cymbal clash, the prancing horses, the aerial "dare-devils" and the tinsel, glitter and atmosphere of the old-but-ever-new circus, Cody will live in history as the originator and founder of a form of entertainment distinct and separate from any other. It is a matter of opinion and time-showing whether the "Wild West show" has been, or will be, able to defy film picturization of its theme where the circus today—as thruout the centuries of its existence—has neither rival nor competitor.

THE MODERN AMUSEMENT PARK

THE successful park, beach or other summer resort owner, manager or concessionaire becomes—by the very reason of his success—a "psychological reasoner" as to how best to meet and suit the varied tastes of the particular community appealed to. If content with the meed of tangible credit his bank balance shows at the end of each successive season, and if more so,

age of pleasureseekers. "One man's meat is another man's poison" applies as aptly in entertainment as in any direction where human taste differs, and—in so far as such may be possible—where the unified taste of the multitude must necessarily be appealed to by reason of the cost of installation or maintenance.

THE EPOCHAL YEAR OF 1903

EPOCHAL as marking the birth of Luna Park, Coney Island, and in such revolutionizing park architecture, attractions and managerial methods, Frederic Thompson and Elmer (Skip) Dundy had succeeded in educating capital to expend money with a lavish hand, and, in due course, the amusement-seeking public to—equally lavishly—reciprocate that expenditure by increasing its individual spending allowance on more or less effervescent momentary pleasures, and, what has been a far more important development of the ambitions and purpose of those geni of the outdoor amusement field, the spreading of a worldwide propaganda made practical and tangible by the invention of devices calculated to make men and women become—for a time at least—merely "boys and girls grown tall." It can be safely asserted that if that alone was the mission of those brilliantly clever entrepreneurs and amusement empire builders their life object was more than fulfilled.

THE GENIUS OF FRED THOMPSON

WITHOUT, apparently unduly, placing Dundy in the background—where he himself asserted he belonged as directing the (to the public) invisible but none the less important financial end of their affairs it was to the supernatural and wizardlike ingenuity of Fred Thompson that Luna Park and its worldwide duplicates owe their superlative attractiveness. Napoleonic in character and tirelessness, Thompson sought other worlds to conquer—the theatrical and the spectacular—to the distinct loss of outdoor showdom. The New York Hippodrome stands as a living, throbbing monument to its founder, designer and builder, in the minds of all who knew him and his indomitable will to succeed where others could only fail.

As both an architect and inventor of spectacular and thrilling effects Fred Thompson had no rival, and the recent announcements and arrangements having been consummated to present his last and greatest achievement in the latter direction—the "Fly-a-way"—has occasioned an interest that forecasts the perpetuation of his name and fame on a scale consistent with the wide-world acceptance of his skill in inventing feature attractions "without peer, precedent or parallel." STEEPLCHASE, "THE LAND OF JAZZ"

AIMING in the same direction—amusement for the multitude—as his strenuous competitors of his time, the late Geo. C. Tilyou adopted the widely different angle of "One Admission to All" and provided the means for his millions of patrons to find amusement of essentially a care-free, rough-and-tumble character, but none the less enjoyable to the younger element. A "Comic Dictionary," published in the "seventies," defined "Laughter" as "the sound one hears when one's hat blows off and one is chasing it." It is palpable that Tilyou took this definition to heart, capitalized it and elaborated ways and means for "one" to involuntarily assume (to others) hilariously ridiculous postures and antics that at times threaten to displace the roof of the massive Steeplechase structure by reason of the cyclones of mirth that greet the effects of one or another of the devices that have made the House of Tilyou famous and popular these many years.

(Continued on page 211)

PIONEERS in the WORLD of SHOWDOM

"By Their Works Ye Know Them"

COL. W.F. CODY (Buffalo Bill) Originator of the Wild West Show

FREDERIC W. THOMPSON The Wizard of Parks and Amusement Devices

FRANK C. BOSTOCK The Animal King—Founder of Humane Animal Training

PHINEAS T. BARNUM The "Daddy" of the Modern Circus

FRANCIS FERARI Originator of the Carnival Kingdom

GEORGE C. TILYOU Who Taught Millions to Amuse Other Millions

LA MARCUS A. THOMPSON Who Discovered That There is Laughter in Gravity

certain to maintain the degree of conservative enterprise permitting that bank balance to be satisfactory to him, he may be better off—both in peace of mind and in possession of a fair share of the goods of this world—than were many of the pioneers in his particular line of endeavor in his having profited by their experience and his elimination of the less profitable elements that, necessarily and coincidentally, identified the careers of, in many instances, the originators of every form of device and entertainment to be found in the curriculum of outdoor showdom.

Necessarily, by reason of the impossibility of judging the merits or demerits of any new form of amusement until tested out and approved of, or otherwise, by the public, and, coincidentally, by the fittest surviving and maintaining popularity of the essential principles of a device or the caliber of a "something" that appeals to the eye, the mental demand and the sense of enjoyment of the greater majority or an acceptable percent-

HIT-MAKING AS A FINE ART

HOW far will a music publisher go to make a song hit? The answer is—How far CAN a publisher go? For you can bet your bottom dollar he'll go as far as the law allows. Hit-making is still the ambition, if not the sole function, of the music publisher. Whatever changes may have occurred in the business, this is still the one all-important factor. Conditions underlying or controlling hit-making change, but the same old process goes on merrily (and sometimes less merrily) season after season.

The age-old business of popular song promulgation is getting to be a fine art at last—and it owes this tremendous advance in classification to one element—the mechanical instrument. Mechanical instruments are to the music publishing business what Edison is to invention, what Ford is to the universal application of the automobile, what food is to the starving and what water is to the desert victim, i. e., all important.

Do you remember the stir caused in business circles when it was learned that the by-products of packingtown were more important, from a profit standpoint, than the main business—likewise by-products of oil, etc., etc.? Well, mechanical instruments are, in a sense, by-products of music publishing, but, oh, what important by-products!

Imagine a side-line which, without interfering with a main business in any respect, without necessitating any form of extra investment, not only serves as a stimulation of the main business, but produces a profit beyond one's wildest dreams. That's precisely what mechanical instruments—player-piano rolls, phonograph records, etc.—are to music publishing.

With the advent of the fool-proof perfected mechanical instrument of the last few seasons—coincident with untold prosperity and money-spending inclination on the part of the general public—every publisher worthy of the name (and some not) nursed the mechanical instrument angle quite like a chorus girl would nurse a time-tested fur coat and jewel provider with a cough. He deemed this more important than all other branches of his business, and set out to "cop" the mechanicals.

By Casper Nathan

Because of the fact that mechanical instrument advertising matter must be exploited considerably in advance of the actual appearance of the product, publishers are now forced to lay out definite plans on definite songs, and stick with these songs no matter what betides (which is sometimes mighty hard to do, when a number that looked good at first develops a lemon flavor). The publisher has pledged a big campaign in order to interest the mechanical instrument people, and big campaign it must be, whether the song merits it or not. Some mighty ludicrous incidents occur because of this fact.

AFTER the favored song has been selected and the proper amount of wool has been pulled over the eyes of mechanical instrument makers (usually represented by ex-music publishers), the performers' assistance is sought. It's a mighty hard proposition to land a headliner on a specific song, especially when that song has been selected for general campaign purposes and has nothing in its makeup calculated to interest the performer whose hit-making services are desired.

For this purpose a new type of staff writer has recently made his appearance in song publishing circles, and the former Music Editor of The Billboard, who is contributing this little article, happens to be one of those who attribute no small portion of their general income to this new-born business. This writer's work consists in taking any old kind of a song and making it fit any performer or combination of performers. (By way of parenthesis, I may say that I have rearranged so many popular songs in the last two years for this very purpose—my name appearing on each special version sheet given to star or chorus girl—that hundreds of people are firmly convinced that Casper Nathan wrote every big hit of the last two years.)

It is not my purpose to turn this article into a laudatory composition, treating with the manner in which my specialization in the way of Special Versions brought scores of pleased performers back to me for special songs—figuring on the principle that the chap who could inject a kick into a song devoid of one, refine a song originally written in a coarse vein or make an applause-winning double version out of a mediocre ballad, ought to be able to write and compose a mighty good special number—especially those hard-to-get opening and closing numbers. I'm not the only fellow doing this work by a long shot (tho they call me "The Special Version Trust" in Chicago, due to the fact that some half dozen branch offices of influential publishers call on me constantly for this work), inasmuch as nearly every New York concern has a special fellow on the staff for just this purpose.

Some really remarkable feats are performed under the banner of Special Versions. A special version of "Room 202," called "Cell 202," inadvertently given to two acts, which later appeared on the same bill, because of over-zeal on the part of a professional manager, nearly led to the early and unnatural death of the fellow telling this story. A special version of "Grieving for You" caused a world-known headliner to discard a song which had proved a positive sensation only a week before. A special recitation on "All Over Now" proved one of the feature bits in Frank De Voe's act. And so it goes.

I sometimes wonder what people think who decide to buy a song because of some clever special version they heard in vaudeville, when they are offered the original song at their music counters. If things keep on, you're going to see the day when publishers will tear up original lyrics and use special versions instead. In many instances they mean so much more, have genuine line for line laughs and mount up to a real kick-line climax, so sadly lacking in many songs as originally conceived. The properly written special version is

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INS AND OUTS OF A PORTABLE RINK

EARLY in the year of 1912 the R. L. Kenyon Company, of Waukesha, Wis., and the Trammill Rink Company, of Kansas City, Mo., conceived the idea of a portable building, suitable for roller rinks and dance halls. This was the awakening, and today you will find in the neighborhood of one hundred and fifty portable rinks in the Middle West and a few that have moved east and west into new territory.

The Kenyon rinks are of a convertible type and are so constructed that they can be operated summer and winter. The Trammill and United States Tent and Awning Company rinks comprise a tent top, three center poles and canvas side walls. These are the smaller portables, the majority of them operating about eight months a year and some in far Southern territory twelve months. The Kenyon rinks are not obtainable at the present time, as the company discontinued making rinks owing to the war. Portable rinks can now be obtained from the United States Tent and Awning Company, Desplaines avenue, Chicago, and the Trammill Rink Company, Kansas City, Mo. Both are very popular. In the summer months the slides are open, and, with the aid of curtains on each end, the

By P.L. Briggs

skaters have cool and invigorating air. In the evenings one can not find a cooler spot anywhere than under these tops. The skaters form a fan, circulating pure air to all corners of the rink. In rainy weather the sides and ends are closed, and seldom does the rink suffer any damage, even tho the storm be extremely severe. The canvas should be treated with a chemical process twice a year. The Preservo Company, of Port Huron, Mich., makes a chemical which we have found to be of the best. It prolongs the life of the canvas and allows no rain or frost to seep thru on the floor.

THE big advantage of operating a portable rink is that you are not tied down with a long lease or contract. When your rink is not bringing in the receipts you can move, with expectations of bigger business in the next town. The cost of a move is seldom so large that you can not make it up in receipts the first week after opening.

We have found that towns of seven thousand to fifteen thousand population are more suitable to the larger portables, while the smaller portables are said to do better in towns of two thousand to five thousand inhabitants.

A town not employing a goodly number of young people in its industries and towns that have had a rink during the past five years should not be considered, if you are looking for big business.

The larger towns, with their fire limits, make it hard to find a suitable location, ex-

cept in the outlying residential districts, and oft-times you are asked by city authorities to obtain permission from neighbors' surrounding lots, which is easily obtained when they are approached in a gentle, manly way, and assured you will run a respectable place.

You are often asked by city authorities for recommendations as to the manner in which you conduct your rink, and these recommendations are always granted before leaving the last town. They go a long way towards gaining permission to enter a town, for a goodly number of towns have had in the past rinks that were not conducted in a business-like or respectable manner, but managed by inexperienced men who were afraid to chastise anyone for fear of losing what little business they did have. These rinks only lasted a few weeks.

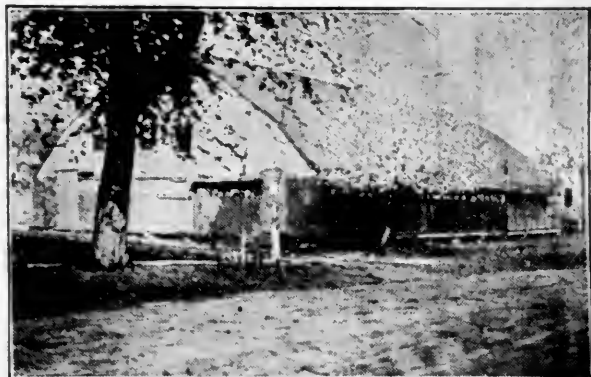
Many a town has been spoiled forever, all because someone lacked the knowledge of conducting a rink as it should be. Such rinks are a detriment to the game.

We figure on three moves a year, with a Kenyon—March, July and November—or nearly fifteen weeks to a setup. The smaller rinks that play

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A Kenyon portable nearing completion



A Kenyon portable ready to do business

The New Profession of Developing Home Talent

By Fred High

TO IMAGINE a great throng of 1,360,000 people is a feat in itself, but to actually entertain that many is an achievement. That is the proud record of the John B. Rogers Producing Company last season. It took 165,000 local performers who were trained and rehearsed for this special effort to accomplish this stupendous feat. One thousand seven hundred performances were staged under the direction of the 86 expert and specially trained directors.

This activity has in reality developed until today we have a new profession—the profession of producing amateur performances in a professional manner. Heretofore the work of training amateurs has been largely left to elocutionists, students of oratory and professional actors who devoted their off seasons or open time to this sort of effort. Here and there an actor might devote his time to producing home talent plays by giving his time to a single line of production, such as "The Drummer Boy of Shiloh" as presented for years by Al Nail and Fred Waggle, but even the training of such casts was largely individual effort.

Eighteen years ago John B. Rogers launched a new business activity that has since developed this new profession. No, he didn't start out to do just that thing. Friend Rogers originally intended to be a lawyer and got into amateur theatricals by accident. He studied two years at Ohio State and one year at Michigan University. Then a serious operation on one of his eyes prevented him from continuing law. Being of an active disposition and being dependent upon his own resources, he quickly started into work that he could accomplish.

Mr. Rogers had been interested in amateur theatricals both in high school and college and had always taken part and helped to direct local productions. When he was prevented from continuing study he got the idea of staging benefit performances and using large numbers of local people. His first production, "The Toy Shop," a fantasy, was tried out in his home town, Fostoria, O., in the spring of 1902. The result was very favorable, and, in gratitude to the producer who had worked hard and had not received adequate pay for his services, the society in charge voted to give him

the costumes used in the production. With this small outfit he started "on tour," staging the same play in other towns. A more elaborate set of

that first performance, with its modest beginning, John B. Rogers has earned for local charities, religious, benevolent and civic organizations the round total of \$1,000,000. Last year his net earnings for such organizations were \$270,000 after all expenses had been paid. In the preceding year the net earnings for the organizations were \$131,000. During the war, then the "flu" year, he operated at a heavy loss, but he kept his organization intact.

The present force of the company numbers 146, consisting of 85 directors of productions on the road; 5 efficiency experts, whose business is to look after and train the play directors in the best methods of ticket and publicity campaigns; 14 salesmen, who attend exclusively to the booking of productions; 8 ladies, who design and make costumes, and 33 members of the office force at Fostoria. During the summer the number of those employed on the costumes and properties is between 40 and 100.

ONE of the most pleasant visits that we have made to any place in recent years was the one to Fostoria, from which center radiates this new force in our national life, and where lives that unobtrusive fellow who has influenced the nation and acts as tho he were perfectly unconscious of the fact.

We have often heard of John B. Rogers and the Rogers Producing Company and often thought of making him and it a visit.

A few weeks ago we found our way to Fostoria to investigate the many activities that seem to radiate from that little city. We had previously accepted an invitation to address the members of the Chamber of Commerce at its noon luncheon, but we never anticipated the warm welcome that awaited us—those Fostorians know how to do things. And they do them.

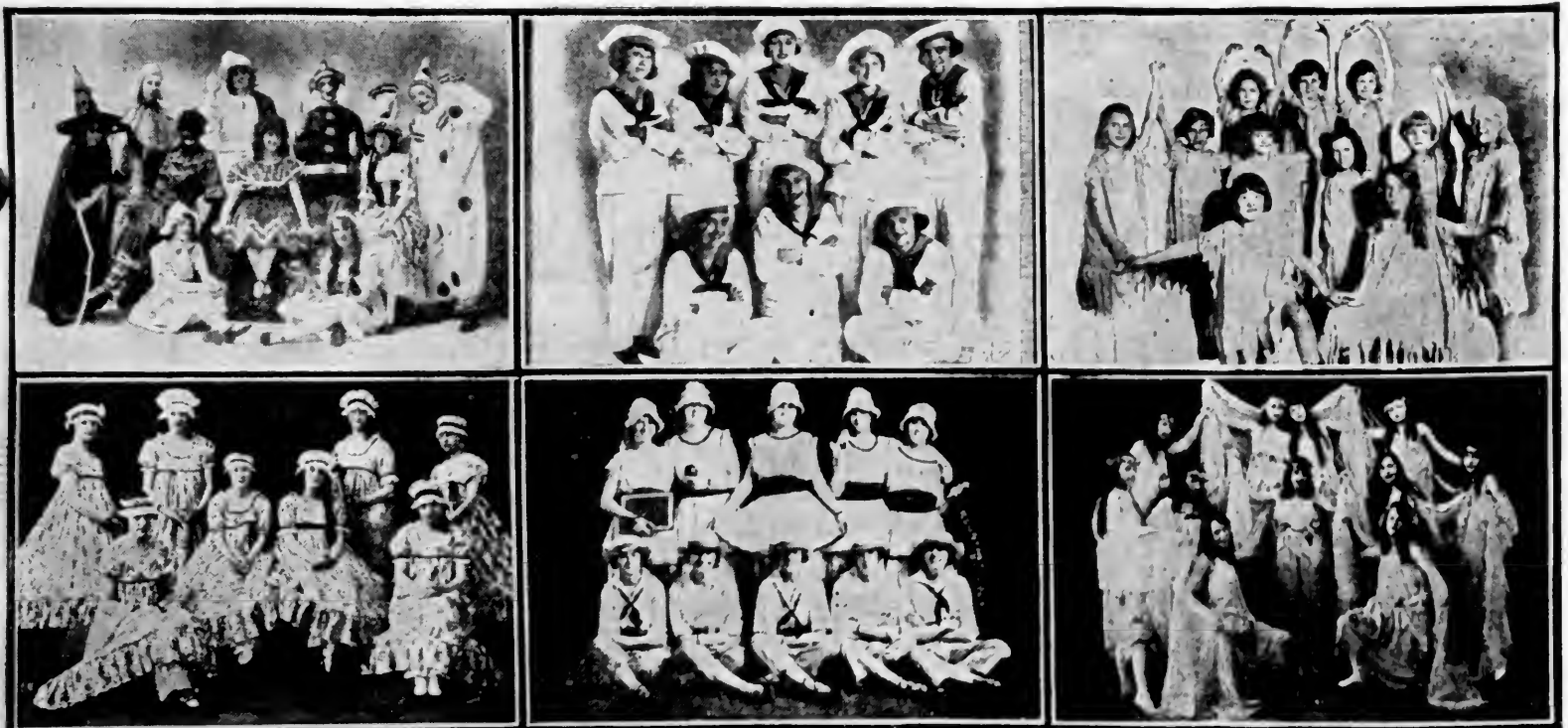
Had we been running for Governor the two local papers could not have been much more generous to us than they were in reporting our talk. A couple of paragraphs from The Daily Times will give an idea of the way things started off: "The 75 or more members who attended the Chamber of Com-

(Continued on page 215)



Officers of John B. Rogers Producing Co. Center: Ernest L. Sherwoy, head of the Efficiency Department. Top left: John B. Rogers, president. Top right: Stewart Dunavan, head of Sales Department. Bottom left: Harry E. Muusey, in charge of Production Department. Bottom right: Frank L. Frable, secretary and treasurer.

costumes was shortly acquired and the show enlarged with original dances and musical numbers. The play in each instance was given under the auspices of philanthropic or benevolent societies on a profit-sharing basis which was successful and satisfactory from the first. Since



Top row, left to right: Group of "Toys" in "Fi-Fi of the Toy Shop," Sailor Group in "All Aboard," Children's Group in "9 O'Clock Revue." Bottom row, left to right: Servants—a group in "Springtime"; Auld Lang Syne group from "Katchakoo," "Spirits of Memory," dance in "Springtime."

NOTHING TOO GOOD FOR THE FAIRS

By Jos. R. Curtis

NO ONE feature or department of fairs and expositions has developed as rapidly during the past two or three decades as the attractions and amusements. Within the past few years practically every amusement and entertainment institution known to civilization, and most of the arts and sciences have had a part in furnishing attractions for fairs.



Jos. R. Curtis
Secy. Inter-State
Fair, Chattanooga,
Tennessee.

The biggest acts in vaudeville, circuses and outdoor amusements; the greatest individuals and organizations of the music world; the chautauqua platform; famed orators and statesmen; art; the spoken drama; pageantry; motion pictures; aviation; football; wireless telegraphy and telephones; and a score of other agencies and institutions and sports have combined to give fair patrons the greatest variety and the most wholesome entertainment that the world has ever known.

Twenty-five or thirty years ago horse racing and a few motley independent side-shows composed the major amusement attractions at a vast majority of the county, district and State fairs, with fireworks and

balloon ascensions as the feature attractions.

Thru organization and co-operation of all the interests affected, the attractions have been developed until they are now second only to the educational features. Further, it is now a generally acknowledged fact that the amusements are necessary if the educational features are to accomplish their greatest benefits. Fireworks

and balloon ascensions, and, of course, band music, were the big outstanding amusement features of the fairs, big and little, a quarter of a century ago. They are still standard attractions, and no doubt will continue to be for years to come. Fireworks provide both novelty and sensation; balloon jumping gives a thrill and spectacle hardly surpassed by the present-day air-devil-acrobat, while music has always soothed even the savage breast, and always will. Horse racing has held its own, and is considered the backbone of the attraction program by a great many of the smart fair managers, both of big and little fairs.

BOOKING AGENTS HAVE HELPED

WHILE many fair managers do not endorse all of the methods of some of the booking agents and booking agencies, much of the credit for the present high-class attractions available for fairs and expositions is due to such leaders as Ed Carruthers, Fred Barnes, Ethel Robinson, Frank Melville and others. For the past decade the booking agents have gone into every civilized country on the globe after novel and sensational acts, and thru co-operative effort have made it possible for the fairs to present the same high-class attractions which formerly were controlled almost exclusively by vaudeville or circus interests.

It is not the intention of this chronicle to give all of the credit of vaudeville or platform acts to the booking agents. There are a great many high-class, independent artists who make their own routes and contracts. Their principal claim for consideration, aside from the worth of their act, is that because they do not book thru an agent they can save the fairs considerable money on every contract. On the other hand, a serious

objection to independent acts, as a class, has been the frequency with which some of them failed to show up, without notice, on the opening day. Some of the better class of independent acts now offer to post a cash bond for their appearance.

It should not be inferred, however, that independent artists are all contract-breakers or dishonest. Last season a certain fair manager booked an independent act on the recommendation of a brother secretary. The act arrived on time and fully came up to expectations. On the closing day of the fair the manager notified all the attraction people to come to the office for their salaries. This particular act came in and was paid in currency, and a receipt taken by the fair secretary.

About an hour later the artist came back and asked the secretary for a private interview. The two stepped into an adjoining room. The artist wore a worried look.

"When I got to my room," he said, "I counted my money again and found out you had made a mistake of \$100."

The fair secretary was suspicious. He looked the actor in the eye and said: "Where do you get that stuff?"

"I tell you I'm right," replied the actor with some heat. "I'm sorry I didn't count it in your presence, but you sure made a mistake of \$100."

The secretary was hardboiled. "Don't try to pull that stuff on me. I gave you your money and you counted it and gave me a receipt. That ends it, as far as I am concerned," and he turned and walked away.

"No, it doesn't end it," said the artist in a sharp voice, as he walked after the fair secretary. "You made a mistake of \$100; you gave me \$100 too much. Here it is." He laid a yellow century note on the secretary's desk and walked out.

I know that is a true story, for I was the secretary.

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There Are Two Sides to the Song Game

By E. M. Wickes

THERE are two sides to practically everything in life, and if you wish to make a success of any particular phase of art or business you must first become thoroly familiar with both sides. Don't ever kid yourself that you can win out with a smattering knowledge of any subject. You may get a short distance from the "scratch," but you'll always pull up at the finish with others—those better equipped for the race—showing you the way.

The preceding paragraph applies to the new writer in every field, and especially to the new song writer, who rarely sees more than one side—his own—and who, whenever given the opportunity, airs his side and condemns song publishers as a whole for not recognizing and encouraging what he thinks is genius in the rough.

But why blame the publisher? Is he under any obligations to publish the work of new writers? Does he invite you to submit manuscripts? Isn't he just as much entitled to kick because you offer him unsolicited songs, causing him additional worry and expense, as you are because he won't accept your songs? If you were a publisher wouldn't you take the same stand? And wouldn't you insist upon publishing what you liked? You would if you had any backbone and had to pay the bills.

This isn't any brief offered in the defense of popular song publishers. Not being under any obligations, or bound by any contract, they don't need a defense. But the new song writers do need a thorow working knowledge of the workings of the song game before they can hope to get anywhere, and until they become familiar with the intricacies of the business they will always have an incorrect perspective. Less than one per cent of the new song writers ever think it worth while to study the business before trying to write salable songs. The average person thinks that you write a song as you write a letter—it comes natural, and there's nothing that one must learn.

The new writer doesn't know that more than a million persons are constantly trying to write

songs, and that the supply exceeds the demand by a thousand to one.

The average tyro has anything but a proper conception as to what constitutes a popular song. His idea of one is weird. He thinks that a few rhymes strung together are sufficient. He hasn't the slightest idea of meter, rhythm, euphony, sentiment, diction, poetry or music. Everything he writes is in the same rhythm, usually that of "The Wearing of the Green," and he invariably rhymes in the couplet or alternative fashion. The only outstanding feature about his songs is monotony.

His verses rarely correspond, making it almost impossible for the music of the first verse to fit the second. Not infrequently his title has no direct bearing on the song—the title being tacked on as the last line in the chorus—and his verses have no connection with his chorus. He sits down to write words, hoping by some stroke of luck he'll be able to rhyme them here and there. He seldom has a concrete idea at the start, and if you were to erase the word Chorus you couldn't tell the verses from the chorus. What the novice offers is a jumble of words that mean nothing to a singer, a publisher or the public.

The average beginner employs words that are unsingable, and words which, thru the association of ideas, kill the good effect of the song. He will call a Spade a Spade, never dreaming that an idea improperly expressed loses its poetical sentiment. He'll call a cemetery a graveyard instead of a churchyard, and when referring to a newly married young woman he'll call her a Spouse, a Wife, or a Mate, instead of a Bride.

He hasn't any conception of the diction required in songs, and he uses figures of speech that one has to read several times before he can interpret the correct meaning. He doesn't realize that the phrasing of a song must be simple enough for a 12-year-old girl to understand it from one

reading, or from hearing a singer render it for the first time. He doesn't know that the experienced song writer rarely uses a word that has more than two syllables. But if he would take the trouble to study song lyrics before trying to write them he would soon discover this to be a fact.

Instead of telling a definite story, the beginner devotes most of his lyric to nature and the physical charms of girls. He does not realize that a popular song lyric is nothing more than a short story told in rhymes, and to tell a complete story in a few lines is not the result of any haphazard work. It's an art.

THE new song writer is usually years behind the times. He rarely starts anything. He waits until some cycle of songs has made a deep impression on him, then he sits down to write one like something that has already been a hit. Even today thousands are writing songs about the war. They have an idea that the public is still interested in war songs. They don't know that a publisher couldn't bribe a worth while singer to use a war song, and a dealer would laugh at a publisher who offered him one.

All the hackneyed themes like Mother, Dixie, The Wandering Boy and The Travel stuff are favorites with new writers. Thousands think they are offering something new when they write a lyric about an actual sweethearts' quarrel. They don't even know how many different types of songs the publishers use.

The ability to write a finished song isn't a gift from Heaven; nor is it something that one must inherit. It is an art, or a knack, if you will, but it is governed by certain unwritten laws, and before you can hope to make any headway you must get acquainted with those laws—get acquainted and observe them. And with or without the rules of song writing tucked away in your head you can't turn out salable songs unless you study the likes and dislikes of the crowds. In

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Jerry Mugivan Tells How It Was Done

"What's A Circus More Or Less Between Partners?"—The Story Of The Mugivan and Bowers Big Top Round-Up.

JERRY MUGIVAN sat in Geo. Moyer's room in the Palmer House in Chicago. A few agents were waiting for orders, the telephone was ringing briskly and bell boys had come in twice with telegrams. Yet, it was a quiet morning, as mornings go with the boss nowadays.

There was a great deal of oldtimers' talk. The agents got Mr. Mugivan to contribute here and there. Finally urgings that had failed in the past prevailed. For the first time in his life Jerry Mugivan suffered an interview.

Here's the yarn:

"My first circus experience was with the Sanger & Lentz Show, J. B. McMahon, owner and manager. That was in 1893, and it was then that I met Bert Bowers. We were on tickets, Bert and I. After that season I was out of the circus game for several years retailing bargains in railroad tickets.

"In 1900 I was with the Sells & Gray Show as assistant to John Talbott, legal adjuster. In 1901 I managed the dining car on the Great Wallace Shows for William Hart, and in 1902 John Talbott and I had the privileges and the dining car with the same troupe. The following year, 1903, I had the privileges and dining car with Howe's Great London. We closed at Macon, Ga., Dec. 15. I went to Denver. In the spring of 1904 I went to Kansas City to take over an amusement park. With me was an expert, who was outspoken. After he looked things over—most of the buildings sagged and gapped with age—he said: 'Bring a grip full of money, and after it's gone you won't

By Frank Braden

weren't shipping just then. We led that stock to Centropolis. There had been a fire at the winter quarters, and only the walls of the buildings were standing.

"We used one long coach as a cookhouse and workmen's sleeping quarters. Two old stock cars were the stables. We set about getting the troupe, which we decided to call the Great Van Amburg Shows, ready for the road. From Mr. Gehm came four flats, two stocks and three sleepers. Our advertising car was an old Arms Palace. Five days before it opened the season the billposters came on. They built in paper lockers, berths and everything.

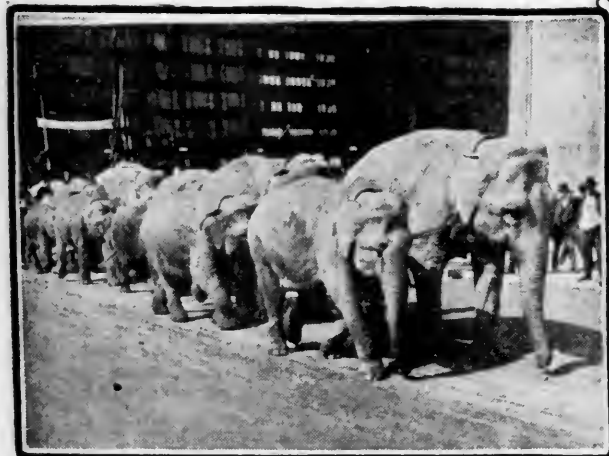
"However, the day the billers joined they were greatly interested in a portion of our herald which showed the Van Amburg show on wagons, and, under the picture, the line, 'How We Traveled 40 Years Ago.' Below was a picture of a gorgeous circus railroad train with the line, 'The Way We Travel Now.' That night the men bunked in the car for the first time. It rained; it poured. Within five minutes the whole crew was astir. Men had wash basins, buckets and

had to rent mules and a traction engine to put the Great Van Amburg Shows on the lot. But we made it. We had grief in plenty, but we kept tramping. There were blowdowns, washouts and clemens. Many a plaid vest and red necktie was left on the lot that season."

Here somebody interrupted to ask about "the elephant." Mr. Mugivan laughed, and then he let his hearers in on the joke.

"At Cedar Rapids, Neb.," he explained, "the natives looked over our \$260 menagerie carefully, falling, as usual, to locate an elephant. That evening we found leaning against the marquee one of those big tin elephant signs that merchants used to stand along country roads. On it was painted: 'Donated to Mr. Van Amburg by the Cedar Rapids Zoo.' As Cedar Rapids only boasted 700 people the joke was doubly good.

"By this time our 'menagerie' had mostly died off, and we had to do something, especially after the Cedar Rapids practical joke had aroused our showmanly pride. George Hall, Jr., was playing fairs, so we made a deal with him. He joined us at Bryant, N. D., with one car, one elephant, four or five cages of real animals, a 'talking' pony, some educated dogs, a trained hog and a big snake. Hall did Punch and Judy and magic in the side-show. We had filled our wolf den—the two wolves had long since died—with goats. These we now replaced with Hall's animals. Things were picking up. Hall stayed with us until we decided to play the Red River, where we needed fewer attractions. We closed at Dumas, Ark.



know where it went.' He was right. Among other things the street car folks wouldn't give us a five-cent fare. That ended that.

"Shortly after this I talked circus with Bob Schiller, who had \$2,700 worth of circus property stored in an old building in Kansas City. Schiller agreed to join Bert and me in putting out a show. I took Ed Brennan, our first general agent, with me to St. Louis, where I talked with Henry V. Gehm, of the Venice Transportation Company, about renting our train. I found Henry somewhat wary; in fact, he wanted four months' rental in advance, but we finally compromised on an advance payment of one month. At this juncture Bert called me from Kansas City to state that Mr. Schiller had learned that other interests would prevent his sharing our circus adventure. This was hardly good news, but I had in mind W. F. Smith, who had just sold in Kansas City the Howe's Great London Circus property. Brennan and I returned to Kansas City, where I talked with Smith. He was willing to invest, but he declared himself thru with tramping. Things moved along to the point where I was to meet Smith at the bank where he was to deposit the check for his share of the show. Meanwhile Bert was at the stockyards looking over horses and hanging on the telephone awaiting the word from me to buy. Smith appeared on time and we closed our transaction. I immediately called up Bert, who bought twenty-eight head of draft stock.

"We had to get the horses to Centropolis, Mo., the old winter quarters of the Howe show. It was not a matter of shipping—not with us. We

tarpaulins over their heads to shield them from the leaks in the old roof. It was miserable going. However, one ancient trouser got a laugh when he declaimed: 'How We Traveled 40 Years Ago—The Way We Travel Now.'

"The exterior of this car was covered with animal pictures—a regular pictorial jungle. When we returned it an Armour shipment of calves went in it from Kansas City to New York. When the car arrived in New York the unloading crew was afraid to open the door. The pictures of the leopards and lions had 'em scared. They wasted two hours before they mustered up courage to look in the door. 'A h—l of a car to ship calves in,' they complained.

"Our menagerie was imposing. We had four cross cages. In them we had one lioness, bought from Francis Ferari for \$100; one grey wolf, worth \$25; one black wolf, worth \$25; one cage of monks, worth \$100 a dozen, and a cage of cockatoos, worth \$10. That gave us a \$260 menagerie. We had an odd assortment of wagons—some with high wheels, some with low wheels, some with both high and low wheels, some with brakes and some without brakes. Our chandelier wagon had one wheel that wouldn't turn. This wheel slid thru the whole season. That was one wagon that needed no brakes.

"We opened at Waverly, Mo., April 23, 1904, with a mile haul uphill and green horses. We

selling the stock to a mill at Arkansas City, Ark., keeping one team of horses, a January mule and the lioness. We went in to Kansas City.

"In January, 1905, Bowers, Brennan and I attended the Forepaugh-Sells sale at Columbus, O., to purchase equipment and animals. We spent two days going over the equipment, menagerie and stock selecting what we would buy the day of the sale. We had a great time window shopping. 'That's the very thing I need,' Brennan would say. Bert would pick out a wagon or an animal and so would I. We were all set when we got the word the show had been sold as a whole to James A. Balley. Somewhat disappointed, to say the least, we left Columbus for Peru, Ind., where we bought of Ben E. Wallace two lions and a camel. Brennan and I returned to Kansas City. There I met Martin Downs, who persuaded me to go to Topeka to look over some stuff at the Sells & Downs winter quarters. While I was in Topeka Martin engaged Brennan to contract railroads for the Lemon Brothers' Show in Canada. When I got back to the city I found I had no show and no agent!

"We then bought for \$400 of the National Printing Company, Chicago, a sleeper which had been in use by a hall show. On it in big letters was the name of the show, 'For Mother's Sake.' We shipped to Kansas City via East St. Louis, where we attached to it another car bought for \$500. We had Ikey Lewis bringing the cars in. When they reached the Kansas City yards a burly yard man awakened Lewis. 'Say, cull,' he

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FREE ACTS AT FAIRS AND PARKS

Incidental Yesterday—A Feature Today

By J. Harry Allen

FREE acts, which in former years were only an incident in programs of State, county and district fairs and summer parks, have become such permanent features that the great majority of the former and many of the latter always present them. In fact, so important a factor have these free shows become with fairs that few if any that have given them would dare to omit them, knowing full well that the omission of the free stage shows would mean a big reduction in gate receipts.



J. Harry Allen
Dean of Agents

A quarter of a century or so ago only a few of the more important fairs in the United States and Canada used free vaudeville acts; in fact, aside from the State Fair of Minnesota, the Brockton (Mass.) Fair, the Worcester (Mass.) Fair, the Winnipeg (Canada) Fair, and the Toronto Exhibition, there were few fairs that indulged in what was then considered the "luxury" of free acts.

Those that did present them did so not with the expectation that a vaudeville entertainment would draw any patrons to their fairs, but the entertainment thus provided would tend to hold the attention between the horse races that were the chief feature of these fairs.

In those days the fairs had one elevated stage, located in close proximity to the race track, so that the crowds could turn their attention from the race to the stage show, often without moving from their position, and thus their attention was held till the races were finished for the day.

Who was the first fair president or manager to introduce the free act is a question which prob-

ably no one can answer, but from the first these fairs which used them found them profitable, in spite of the cost, which even in those days reached the sum of \$5,000 with several of the fairs.

Of course, the majority of fairs of that day looked upon the salaries paid for free acts as money thrown away. And in spite of the fact that the doubting ones, many of them the presidents and secretaries of prominent fairs, would travel to Winnipeg, Hamline, Minn.; Brockton, Toronto and Worcester for the purpose of learning how the fairs at these places could afford to "throw away money" on free acts, it was a decade or more before many of them were convinced that free vaudeville was a necessary adjunct to the fair, and that it not only saved money for them, but actually increased the gate receipts over and above the money expended for the stage shows.

THE pioneers of the movement of presenting free vaudeville at fairs soon discovered that an open air stage show differed materially in make-up from the usual show in a theater. They realized that there was many an all-star program presented on the stage of a theater from which not a single act could be found suitable for use on a fair stage. On the former a talking act, a singing act or a dumb act of merit could make good. On the open air stage of the fair the talking act had to be omitted.

Thus, with sketches and other acts depending on dialog or "patter" eliminated, the supply of vaudeville suitable for fairs was cut down to about one-third of that from which the theaters could draw.

It was also discovered that but a small percentage of singing acts were suitable for presentation on the fair stage, the supply in this class being limited to single singers with voices of excep-

tional carrying power and volume, and of acts of the troubadour class, each member of which possessed an unusually strong voice.

This further reduced the available supply and left the "dumb" act the chief fair attraction. And even in this class it was found that not every "dumb" act that "made good" on the theater stage would "do" for the fair stage.

As soon as it became a known fact that acts suitable for a theater differed widely from those suitable for a fair there came about a readjustment in the manner of booking acts for fairs. Almost anyone could make up a theater bill, but it required a knowledge of out-of-door shows not possessed by the average agent to book a bill for a fair.

As a consequence of this, we soon found men who specialized in fair bookings, and, because the fair season has always been limited, there were but few of these specialists.

Those who are in touch with fairs of today and can look back at the fair situation of twenty-five years ago can well marvel at the wonderful progress that has been made in the matter of free attractions.

Today the fair that does not present a list of free attractions is the exception rather than the rule, for the free vaudeville act has become an integral part of the fair. The average fair patron considers free vaudeville a part and parcel of the fair and would think he had been denied one of his rights if he did not see a free show.

And, not only that. The high standard of vaudeville acts established by the "free act" pioneers has been pretty well sustained, and a poor "free act" program can be said to be the exception rather than the rule. This is borne out by the fact that even fairs in small communities at the present day are presenting very commendable programs on their stages.

One of the notable free act programs of by-gone days was that presented at the Brockton Fair in the fall of 1898. This included: Gautier's Horses,

(Continued on page 215)

THE NEGRO OF THE OUTDOOR SHOW

Some Bands, Carnivals, Minstrels, Freak and Circus Acts

By J. A. Jackson

"MAMA, mama! Won't you please let's go to the show, just this time? They got colored men in the band, really!" With those words the writer gave expression to his first notice of the presence of his people in the realm of outdoor attraction.

That occurred nearly forty years ago. Mother's orthodox Methodist training prevented a more complete review of that day's entertainment than was afforded by the parade, headed by a little band of probably eight colored men, attired in red coats with gilt trappings. As the years passed my opportunities for more intimate acquaintanceship with the circus bands, the minstrels, the old plantation and the medicine shows have greatly improved. And, I am glad to relate, so has the business.



P. G. Lowery
Most famous conductor of the race

Roustabouts doing a black-face "turn" and nondescript canvassmen "doubling brass" have given way to well-organized groups of artists with professional training and pride. Many of this newer school are responsive to all of the ethics of the profession and are rapidly developing a set of traditions.

The ever-picturesque ballyhoo of the plantation show and the evening concert of the tented minstrel are today the productions of the directors

who have studied their public, and whose directions are converted into amusement by performers who have studied the requirements of their work.

The talents of more than 4,000 Negroes are occupied in the entertainment of the American public when it seeks amusement in the open. Over a hundred bands of colored musicians interpret ragtime, jazz, or the traditional 6-8 music of the show world. These bands vary

in size from eight to forty members each. The bands numbered are composed of bona-fide professionals, and the enumeration does not include the many "tinkers" scattered about the country, who, while they are entertaining, are of little credit to themselves or to those whom they serve.

If there is any phase of the amusement life of the country upon which Negro personality has been impressed, it is upon the outdoor enterprises. This fact is readily discernible in the many typically Negro words, practices and superstitions with which the business abounds. There is that about the constant change and the apparent freedom in the outdoor organization, tinged with just enough work and with its stern discipline, artlessly concealed, that is emphatic in its appeal to the naivete of the Negro mind.

Then, too, the colored brother responds readily to the sense of close personal relationship between master and man. The sense of inter-dependence show owner and the employee suits him. In no other line is the spirit of loyalty so frequently exemplified as it is "under the tops."

SOME FAMOUS BANDS

PROF. P. G. LOWERY and his band, for twenty-one years a feature of the big-gircuses, is probably known to more people than any other in the long list of Negro musical organizations that have long since become established parts of the circus business. This band is one of the institutions of the big show. He is now with the Ringlings.

Its success is almost entirely due to the rigid discipline maintained by Mr. Lowery as being equally essential

(Continued on page 219)



Acrobats of Highest Type
Al and Luella Wells and Al and Alice
Gaines

—Photo Courtesy Chicago Defender



Maha-Rajah
Ten years at Coney
Island, New York

A Good Name—A Priceless Asset

When the Rubin and Cherry Show was born I decided upon one fixed policy—to endeavor to create from out of the ideas formed from years of experience what should eventually become the most magnificent, the most talked about, traveling amusement enterprise in America.

Tho' but a youngster in years, it today ranks second to none in fame and prosperity—its freedom from the degrading '49 camp filth, sordid gambling element and all other rancidity, plus the super-excellence of its multitudinous and diversified entertainments challenging comparison with any other show in the world.

I am surpassing proud of the good name earned by the Rubin and Cherry Show—a good name that has been shouted from the housetops and heralded by traveling men in the Pullmans, a good name that has been proclaimed from the rugged coast of New England to the golden sands of California—the good name of Rubin and Cherry—the Aristocrat of the Tented World.

If it is possible to paint the lily—if it is possible to embellish a Rembrandt—then the Rubin and Cherry Show will open the season of 1921 in a newer grandeur, and I am of the deliberate conviction that it will exceed, in its indescribable appeal to the masses and classes alike, all previous bids for patronage.

Last season's financial recompense was convincing proof of the invincibility of the Rubin and Cherry Show. Many weeks, by Tuesday, it had converted hostile editors into penning laudatory columns in its praise, its shows were crowded to the doors, and its entire tour was one triumphant procession, acclaimed by multitudes as the last word in outdoor amusement.

Many new and delectable entertaining feasts, satisfying the appetites of the most epicurean amuse-

ment devotees, will be offered this year. New and surpassingly beautiful wagon fronts, mammoth rides, ranging from the dear old merry-go-round to the latest model whip, a hundred and one joys and thrills, concert bands delighting the ear with enchanting melodies, and with its myriads of electric bulbs our midway will look as tho' a thousand rainbows had burst into one stupendous flood of indescribably gorgeous brilliancy and transcendent beauty.

The amazing triumph of the Rubin and Cherry Show has been made possible through the firm belief in its future by every lady and gentleman member of this institution, whose harmony of effort, intelligence, clean living, honesty and confidence assures secretaries of fairs, chambers of commerce, etc., that all relations with us will be conducted on the same high plane of integrity that stamps the dealings of any big legitimate enterprise.

With the financial strength of a Gibraltar, and the unflinching determination to be "on the level," the Rubin and Cherry Show has become the connecting link between the public and happiness, and back of every promise, back of every contract, stands its good name.

For the season of 1921 the Rubin and Cherry Show—The Aristocrat of the Tented World—will travel in 30 cars (the most beautiful train in America), carrying 16 tented theaters and auditoriums, housing entertainment of Metropolitan quality and charm, to every one of which ladies and children, with or without escorts, are cordially invited.

Two bands and six joyous rides.

(Signed)

Rubin Gruberg

Owner and Manager.

THE RUBIN AND CHERRY SHOWS, INC.

(The Aristocrat of the Tented World)

Winter Quarters,

Spartanburg, S. C.

ALL THE BIG MONEY GETTING CONCESSIONAIRES



10c PRIZE CANDY PACKAGE.

Traveling Shows, Movie Theatres, Circuses, Carnivals, Parks, etc., are using **THIS WHIRLWIND SELLER and BIG MONEY GETTER THAT DIFFERENT AND DELICIOUS CONFECTION**

Valuable and useful presents in each and every package. Small profits for us. Wonderful values for you. Flash. Quality. Better Present. Lowest Prices. The greatest seller before the public.

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Dozen, with Wigs..... 7.00
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Please send \$1.00 for Sample, prepaid.

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New Invisible Readings, better than the old style - - - \$4.50-1000
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VAMPS..... 30 cts.
Kewpies or Vamps with Genuine English Mohair, 45 and 60 cts.

LAMP DOLLS (the 1921 craze)..... **\$1.50**
OUR SPECIAL NOVELTY LAMP DOLL..... 75 cts.

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\$4.50 Per Nest of 5 BASKETS

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Show Opens INDEPENDENCE, KAN., MARCH 28
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CAN PLACE one or two good shows which do not conflict with what I have. Also a few more legitimate Concessions. CAN PLACE a couple of Colored Musicians for Band; those that double preferred. Also a couple of Colored Performers for Plant. Show. Musicians and Performers address G. & H. (LOW DOWN) JOHNSON, Box 410, Hammond, La. All others, G. E. MILLER, Box 410, Hammond, La.

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Because they are clean, no girl shows. No Grift. WHY has every Showman, Concessionaire and Hide who was with us last season come back this season? Because they not only made money, but were treated right. WHY don't I want an agent? Because Committees know the show will live up to all promises and I can make all arrangements by phone. WHY is our credit so good? Because we do not ask for credit. Pay cash in advance for everything, and our Concessions pay privileges in advance. WHY do we want other Concessions and Shows? Because we are enlarging. WHY can we use a Whip from May 30th until Sept. 12th? Because ours is booked in a park for five years and we live up to all contracts. WHY do we wait until April 23rd to open? Because we want our people to make money. The weather before that date is very unsettled. We study the

interest of our people. WHY don't we furnish outfits for real showmen? Because REAL showmen have their own outfit. WANT—Platform and Pit Attractions. Shows of Merit, Man and Wife to handle Snake Show, Man and Wife to handle Ossified Man. Will feature. CONCESSIONS OPEN—Ham and Bacon, Pillows, Long Range Shooting Gallery, Cigarette Shooting Gallery, Glass, Huck le Buck, Pitch-Till-You-Win, Ball Games, Cane Back, Cotton Candy, High Striker, Mitt Camp, Tattooer, Glass Blower and Side-Show Attractions write. JOHN T. McCASLIN, 123 E. Baltimore St., Baltimore, Md. Free Acts wanted at all times. Printers, send prices and samples of Carnival Paper. WANT regular, truthful Contest and Program Man. WILL BUY 30x50 Tent for 10-in-1 if in good condition. If you or your help wear caps, don't write.

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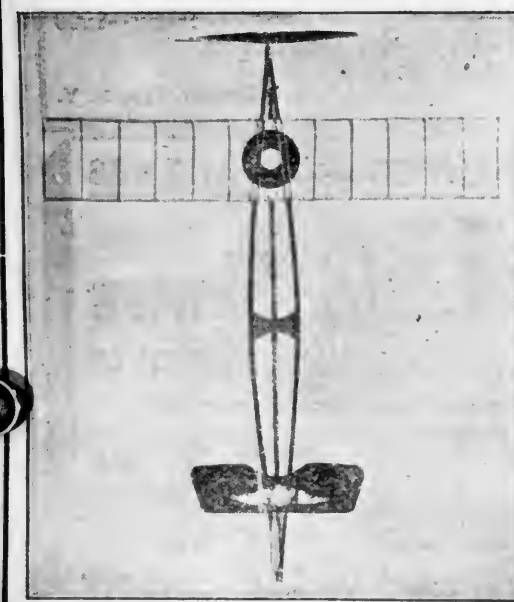
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This show opens at Portales, N. M., March 14, under auspices Portales Band, and is booked solid for ten weeks, all railroad towns, under good auspices. Big payoffs. WANT Oriental Show, Wild West Show, Motordrome or any good show to feature. WANT Concessions of all kinds. Ball Games, \$10.00, Grind Stores, Wheels, \$25.00. Good opening for Cook House and juice. Will sell ex. WANT Ride Men and Workmen in all departments, also Concession Agents. All people who were with this show last year, write or wire. This show plays Colorado, Wyoming, the Dakotas and Nebraska. Address all communications to BISHOP'S UNITED SHOWS, as per route.

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HAVE A SPACE 22 ft. DEEP AND A 50 ft. FRONT upon which I want to build a Turnover Crazy House with a few trick devices. Would like to hear from experienced builder.

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We have two New Rides, Parker Carry-Us-All and Ferris Wheel, costing \$12,000. Raymond & Leveque's Circus Side-Show, Washington's Georgia Minstrels, Thompson's Over the Falls, Olenny & Ford's Athletic Arena and two Platform Shows. All Concessions open except Cook House, Ball Games, Palmistry, Kewpie Doll Wheel, which are sold exclusive. Can place Candy, Basket, Lamp, Ham and Bacon, Blanket, Chicken, Pillow and other Wheels. Will sell Percentage Privilege Exclusive. High

Striker, Hoop-La, Watch-La, Knife Rack, Shooting Gallery, Grind Stores, etc. WANT—Musicians for Band. WANT—Good Freaks. Will pay highest of salary. We have contract for Exclusive Ride, Shows and all Concessions for Belvidere, Woodstock and Libertyville, Ill. Fairs. Will sell ex. on Blanket Wheel at these fairs. Address all mail and wires.
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27-inch Darby Beauty. Gross.....	\$5.50
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All Colors of Hair, Great Flash
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REAL IN DESIGN LOOKS LIKE A HUMAN BEING
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Original and a complete structure in every detail. The only perfect Motordrome, 30 feet in diameter. The track permits a speed of 70 Miles per hour. FORT SALE. Price, \$1,000.00. The best buy in show business. Includes "Drome," Top, Automobile, 4 special built Merkle Motorcycles, Ticket Boxes, all Electrical Fixtures. Address MARGARET GAST, "Original Mile-a-minute Girl," 1947 Broadway, New York.



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COMPOSITION DOLLS, at prices ranging from \$1.20 per dozen to \$10.00 per dozen, with and without hair.

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Dolls stand 12 inches high. Puggy has movable arms.

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25% with order, balance C. O. D.

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Samples, \$1.50 each.

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CHICAGO.



REBUILT BAND ORGANS

General Automatic Instruments at Bargains.

ELECTROTONE AUTO MUSIC CO.,

247 W. 46th St., New York City.

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 P. R. Ds. SILAS J. CONYNE, 3316 Palmer Street, Chicago.

WANTED TO PURCHASE—Four more Ball Tables, also Droll's Bowling Alley without motor. Where can I see them? A. E. COTTON, Mt. Pleasant Ave., London, Ontario.

Concessionaires, Showmen,

I HAVE RECENTLY ACQUIRED MOST DESIRABLE LOCATION ON GALVESTON BEACH

Can place a few more Concessions. Must be legitimate and something new. Also want one Show, either Platform or Mechanical Show, for center location. Must be something meritorious and capable of entertaining an intelligent class of people. FOR SALE—One 20 K. W. Ell Light Plant, in perfect condition. Address C. E. BARFIELD, The Arcade, Galveston, Texas.

CHINESE BAMBOO CANDY BASKETS

WHOLESALE ONLY.

S. WOLFF & CO., 341 Montgomery St., San Francisco

LARGEST IMPORTERS OF BAMBOO BASKETS.

Distributors Famous "Lion and Basket" Brand. Plain and Fully Decorated.

\$28.50 MARY BICKFORD \$28.50

Per 100

Per 100

The Most Talked About Dress Amongst the Carnival Trade

SILK, RIBBON AND MARIBOU TRIMMING. HOOP DRESSES

KNOCK 'EM DEAD STYLE.

\$28.50 Per 100

WANTED—AGENTS

IN EVERY CITY and on every Show during 1921. 100 "exclusives" already placed. 10,000 of our Dresses used at the San Bernardino Orange Show

We also have Imported Mohair at \$2.30 lb. MARIBOU, Imported. Best Grade, 17/2c per yard. In 500-yard lots. This is not the cheap junk that others are advertising. "The Best"

SILK Pure, Best Grade, Extra Heavy, 10,000 lbs. secured by our buyers in pieces from 3 to 8 inches wide, 36 inches long, factory ends, 50 different shades to a lb. Sold only in Pound Lots, per pound..... **\$1.50**

Send \$28.50, and if not satisfied we refund your money. WRITE TODAY. BY PURCHASING 100 MARY BICKFORD DRESSES FOR \$28.50 We give you Exclusive Agency in your city. No write or wire and get in touch with us today. Be ready for the Big Season that's coming next month.

CORENSON NOVELTY COMPANY

SAM CORENSON, Manager. 825 Sunset Boulevard, LOS ANGELES, CALIF. Don't waste postage. No goods sent unless paid for. If interested send \$1.00 for samples.

6th Annual Tour

6th Annual Tour

WALLACE BROS. ALL FEATURE SHOWS

TWENTY CARS

TWENTY CARS

4 RIDING DEVICES, 12 SHOWS, 20-PIECE BAND, 40 CONCESSIONS

Opening at Youngstown, Ohio, the money spot of the world, the last week in April, with a show where showmanship is recognized, where managerial ability is paramount, as each member of the executive staff is a business man, and where business methods always prevail, as the show is built on strong business principles. Those desiring to be with a real institution, address

J. P. SULLIVAN, Gen. Mgr.
340 West Federal St.

F. N. SCHEIBLE, Sec'y & Treas.
Youngstown, Ohio

The Famous Standard Shows

SPRING OPENING, 1921.

Columbia, La., March 20 to 26, Auspices Woodmen of the World; Monroe, La., week 27th, under strong auspices. Positively first Show in Columbia in three years. WANTED—Merry-Go-Round, Eli Wheel, Ten-in-One, Crazy House, Dog and Pony Show, Illusion Show or any good money-getting Show. Concessions, come on. No exclusives. Want Colored Musicians to strengthen Band—All address **HONK CAMPBELL, Secy.**

Buckets, \$75.00

MR. EASTERN CONCESSIONAIRE—You can get my new "IMPROVED BUCKET" for \$75.00 WHY PAY MORE? To those that are alive from the chin up, this ad speaks for itself. Don't hesitate, boys, but get your order in at once. Those that gave me deposits last winter, send your address immediately, as I have your buckets ready for you. Others send \$25.00 deposit, balance C. O. D. This offer includes FRAME and CANVAS COVER. Address all communications direct to the MANUFACTURER. (NOT the biggest, but the best) Orders shipped within three days.
A. G. (WHITEY) MEANS, 157 Fulton Avenue, JERSEY CITY, N. J.

Keystone Exposition Show

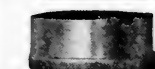
WANTED—Men and Women Silodrome Riders, Top Salaries. OPENS—April 16th, York, Pa. George Wood, Bob Perry, John Dobbs, Barney Page, Don and Bob Barclay, Wire or Write at Once. **TARBORO, N. C.**

SPOT KNOCK



A CARNIVAL BLAZER—A Hummer

Biggest thing out for Theatrical People. Carry it with you in your grip. Always ready for use. Any cleaning fluid may be used—and what a joy. A life time of service. Just what you need. Get in touch with us at once.



MONEY-MAKER
MONEY-SAVER

STERLING SPECIALTIES & SALES CORPORATION

1200 Sheffield St., PITTSBURG, PA.

SALES BOARDS

FORTUNE BOXES

SAYLES CARD & BOARD CO.

186 N. La Salle St., CHICAGO

PUT AND TAKE TOPS

PUSH CARDS



THE WORLD'S "BALLYHOO"
GREATEST

LOTHROP'S FOG HORN

Over 14,000 in Use. Send for FREE ILLUSTRATED CATALOGUE
L. D. LOTHROP & SON, Gloucester, Mass.



Four-Legged Basket (4 in set). Sizes 9, 10, 11, 12 inches in diameter and from 7 to 9 inches high. Two rings, two silk tassels and abundance of beads and coins on each basket. Dark brown lacquer finish.

CHINESE BASKETS

MADE AND TRIMMED IN CHINA

WE ARE DIRECT REPRESENTATIVES OF THE MANUFACTURERS IN CHINA AND HAVE TO OFFER THE HIGHEST GRADE OF BASKETS WITH SUPERIOR TRIMMINGS AT THE VERY LOWEST PRICES.

REDUCE YOUR COST BY BUYING DIRECT

Stocks carried in San Francisco for immediate delivery throughout this year. Write or telegraph for prices. You'll find them lower.

STANDARD TRADING CORPORATION

INTERNATIONAL MERCHANTS.

417 Montgomery St.,

SAN FRANCISCO, CAL.

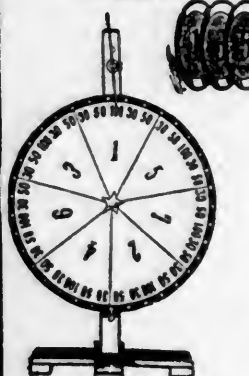
Five in nest Baskets, sizes 6 to 12 inches diameter. Attractively trimmed with silk tassels, beads and coins. Two rings on each of the two larger sizes and one on each of the other three. Dark brown lacquer finish.



WHEELS GAMES CHINESE BASKETS DOLLS



PADDLE WHEELS
Best Ever.
32 inches in diameter.
60 No. Wheel.....\$11.00
90 No. Wheel..... 22.00
120 No. Wheel..... 13.00
180 No. Wheel..... 14.50

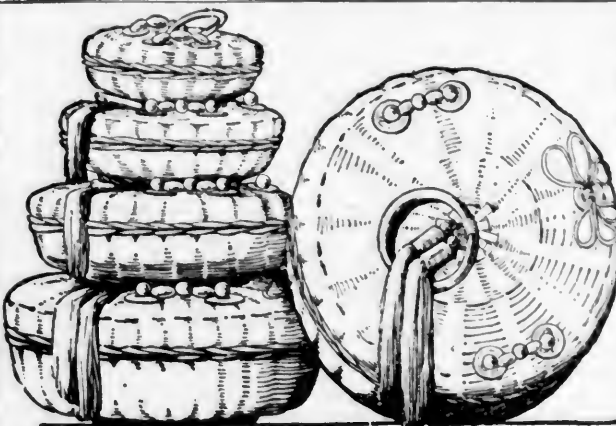


PAN WHEEL
Complete with Pans.
16-inch diameter.
7 No. Wheel.....\$10.00
8 No. Wheel..... 11.00
10 No. Wheel..... 12.00
12 No. Wheel..... 13.00

DOLLS
Our line of Dolls is the largest. We have a few exclusive numbers we are showing at the right prices.

ARTIFICIAL FLOWER BASKETS
18 inches high. Filled with assorted flowers.
Per Dozen\$13.50

Positively No Goods Shipped Without Deposit, One-Half Cash With Order.



CHINESE BASKETS
A selected high-grade Basket, elaborately trimmed in fringe, beads, rings and coins. No smell. No junk. Every Basket perfect. 5 to a nest.
Sample, each\$5.50
In dozen lots 5.00
In lots of 50 4.75

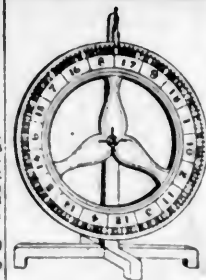
AMUSEMENT DEVICES
SERIAL PADDLES
SALES BOARDS
PAPER HATS
MARKET BASKETS

DOLLS NOVELTIES
CANDY DOGS
POODLE DOGS
CANES

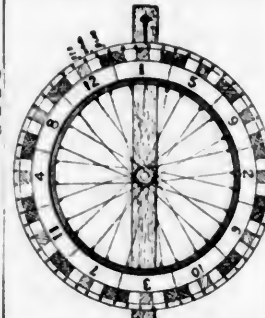
BALLOONS PENNANTS
JEWELRY
PILLOW TOPS
DECORATIONS

SLACK MFG. CO. 128 W. Lake St. CHICAGO, ILL.

MARVEL WHEEL
The greatest Wheel ever made. Will stand up when all others fall—indestructible, made of 3-ply lumber, heavy brass pins that can not come out. 23 inches in diameter, 1 1/2 inches thick, 18 numbers, 7 spaces one side; 24 numbers, 5 spaces on other. Price complete\$25.00
Other combinations made to order.



LAYDOWN WHEEL
32-inch diameter.
Beautifully Painted.
12 No. Wheel.....\$12.50
15 No. Wheel..... 13.50
20 No. Wheel..... 14.00
50 No. Wheel..... 15.00



DRESSED HAIR DOLLS
Unbreakable composition, silk dresses, natural hair wigs, moving arms.
Per Dozen\$14.50

AGENTS-CONCESSIONAIRES
PERFUMES, SACHETS, SOAPS, ETC.
From \$1.85 per Gross and Upward



SEND FOR OUR FREE ILLUSTRATED CATALOG. We are getting out an attractive line of TOILET SETS. SEND US YOUR PERMANENT ADDRESS FOR PRICES AND SAMPLES.
NATIONAL SOAP & PERFUME CO., Dept. "S" 160 No. Wells St. CHICAGO, ILLINOIS.

TENTS--- BANNERS---

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. Circus and Sideshow Banners, Carnival Fronts, Scenery for Tent Shows and Theatres. Best in the U. S.

COMPLETE LINE OF **CATS and ANIMALS** FOR BALL GAMES, FIGURES 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.

WE MAKE **CHOCOLATE CREAMS**
PEOPLE'S CANDY CO.
THE ONLY PACIFIC COAST CONCERN SPECIALIZING IN THE **CARNIVAL CANDY TRADE**
WRITE FOR SEASON 1921 PRICE LIST. SAN FRANCISCO, CALIF.

2639 MISSION ST.,

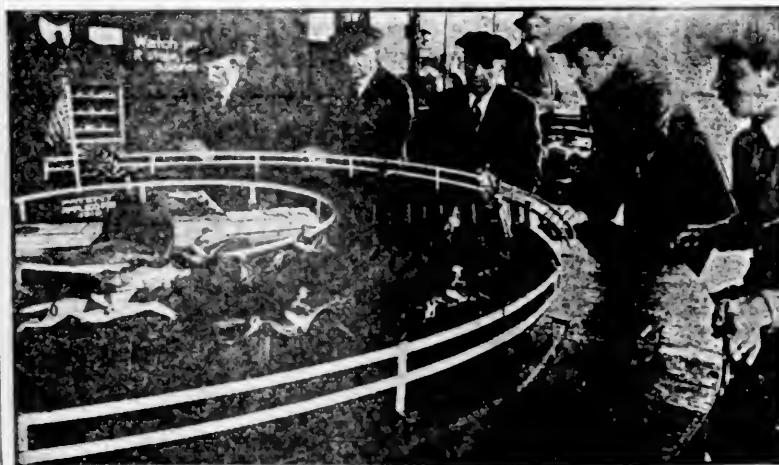
TRUNKS. NEW. NEVER BEEN IN USE

I have 150 Trunks and will sell them cheap to move them fast. They are all the same size, made from the best fiber, and made right. Size, 26x21x18. Prices in lots of 5, \$5.50; less than 5, \$6.50. 50% deposit, balance C. O. D. **JAMES CAMPBELL,** (Phons. Monroe 264), CHICAGO, ILLINOIS. 1236 West Van Buren Street

NOTICE TO PARK AND CARNIVAL OWNERS AND CONCESSIONAIRES

AT LIBERTY—A first-class Manager, for Concessions or entire Park. Have had 10 years' experience and am capable of handling any number of concessions. Do you need a man to see that agents are always on the job and show right percentage for merchandise put out, also to see that concessions are always framed and ready to open on time? Will work one concession myself and take charge of any number of others. Will go anywhere at once. Write me with terms. **J. HUBBARD,** General Delivery, Cleveland, Ohio.

THE STEEPLE CHASE
PATENT PENDING.



A GAME OF SKILL. Racing Thoroughbreds, Hurdles, Hazards—the real thing in a skill game. A nine-foot circular table and track (it folds compactly for shipment in a case 13 1/2 x 9 ft.) 12 players race 12 horses. All start with an even chance to win, through skillful manipulation of an easily turned device, which controls the mechanism of each horse, racing him along the turf, where he may stumble if the player gets too excited or anxious to win. It schools him over or lets him refuse to take each hurdle and it brings him to the finish or not—all depends on the skillful urging of each horse by each player, through each individual driving mechanism. There is nothing left to chance; it is truly a game of skill. A few games ready for immediate shipment. Price, \$1,500.00. One-third with order. Manufacturing rights for sale. **HAROLD ANDERSON, 14 Base Ave., Vanoo, California.**

—ANOTHER BIG SENSATION—
DECOSTA-CIMMINETTIS WONDERFUL-SPARKLING ITALIAN IM. DIAMONDS

Set in Heavy Gold-Plated Mountings
Please Remember These Stones Are Not Tipped

Every stone is a pure, sparkling stone which does not need any tip to give it the real diamond kick. You can not duplicate them for double the money.

OUR BIG SPECIAL SAMPLE OFFER

We want you to see the real value we offer at such very low prices. So if you will send us a P. O. money order for \$1.10 we will send you 1 dozen Stick Pins (1/2 dozen of each style), postage paid. Act quick. We sell to dealers, agents and white stone men only. No goods sold at retail.

KRAUTH & REED, 1119-20-21 MASONIC TEMPLE, CHICAGO.
America's Largest White Stone Dealers.



No. 2017, \$1.15 a doz. \$1.25 a doz. \$12.50 a gross. No. 2019, \$1.25 a doz. \$13.50 a gross.

WANTED, MONKEY SPEEDWAY OUTFIT

with Banners, Cars and Monkeys. Address **JOHN J. HURLEY, 136 Boulevard, Revere, Massachusetts.**

Oh! Boy, Drink Orange, Lemon and Lime Joy

One (1) pint makes 320 gallons of drink. Something new. Absolutely best flavored and cheapest drink on the market today. Send \$1.00 for sample. Makes (25) twenty-five gallons. **TRIANGLE PURE FRUIT EXTRACT CO., 719 Jackson St., Peoria, Ill.**

MUSICIANS WANTED

TO COMPLETE BAND WITH THE NAT REISS SHOWS, Opening Peoria, Ill., April 16, 1835 or Eb. (Monster) Bass, Baritone, Horns, Cornet. Others write. A. F. of M. Concert experience. Union scale. Give details. Address **F. HOWARD FINN, Bandmaster Reiss Shows, Peoria, Illinois.**

MENTION US, PLEASE—THE BILLBOARD.



Whenever You Want to Talk to a Crowd

Some uses for the Magnavox:

- Dance Halls
- Fairs
- Lectures
- Playgrounds
- Beaches
- Parks
- Piers
- Carnivals
- Outdoor Dances
- Concerts
- Chaulauquas
- Rinks

to make an announcement, advertise some article, deliver a speech, or when you want to give a concert or play phonograph dance music out of doors or in a large auditorium, you need a Magnavox.

For parks, piers, beaches, carnivals, dance halls, fairs, etc., a Magnavox is almost indispensable. It magnifies many times at will the voice or phonograph record.

Save the price of a band by using a phonograph and Magnavox. You'll find a hundred uses for it.

Send for Bulletin 22520 and full details.

J. O. Morris Co., Inc.
Eastern Distributors
1270 Broadway, New York

Magnavox

Effanbee DOLLS AND NOVELTIES

Famous for beautiful finish and quality and unsurpassed for class and flash.

Effanbee ELECTRIC BOUDOIR LAMP

This handsome figure is dressed in delicate pastel shades of silk mull and trimmed with beautiful floral edging. Powder grey, brunette and blond colored wigs and tiny rosebud. Complete with cord attachments and connections.



Send \$10.00 for three samples—ALL DIFFERENT. If you don't think these are the best value you ever saw, send them back and we will refund your money less carriage charges.

FLEISCHAKER & BAUM

CREATORS OF

Effanbee Dolls

45 Greene Street,

NEW YORK.

A. KOSS

MANUFACTURER

DOLLS AND DRESSES PLASTER AND UNBREAKABLE

Silk, Crepe Paper, Floral and Marabou Trimmed

ALSO CARRY

CHINESE BASKETS AND CONCESSION SUPPLIES

Don't forget to visit our new enlarged quarters or call us up when in Chicago.

TEL. IRVING 9378

SEND FOR OUR NEW SPRING CATALOG, Illustrated, It's FREE



\$45.00 PER 100

Including Wigs, and Big Flashy Floral Crepe Paper Dresses, (As Illustrated)

SAMPLE \$1.00 PREPAID

Deal with the Leading Doll Hair and Concession Supply House

2819-27 BELMONT AVENUE, CHICAGO

MUSLIN BANNERS \$2.25

3x12-FOUR COLORS Postage Prompt Paid. Shipment.

Lettered in English, Spanish, Italian. ADVERTISING SALES AGENCY, 1482 Broadway, New York.

WANTED----Indoor and Outdoor Attractions

Break your long jumps and play Mulberry, Ark., in Theatre, or can furnish lot for Tent. Both uptown locations. HUDSON THEATRE, Mulberry, Ark.



No. 3. TAKE ME DOLL



No. 6

QUEEN of SHEBA

Lamp Doll *without Shade*
Stands 12 inches High

Same as No. 4 with exception of shade.

Sample - \$ 5.00
Dozen, - - - 42.00

BEACHBABIES

Sample - \$.25
Dozen - - .80
Gross - - 7.20

Dolls packed in individual boxes. We guarantee against breakage. Order by number. The above are the originals and are the season's sensation. The hair dolls have beautiful assorted Mohair wigs. The demand is beyond comprehension. We suggest immediate shipment as protection against shortage during the season.

Compare our prices with others. Quantity prices on request.

Known the country over as the largest manufacturers of Novelties, Novelty Dolls and Doll Lamps.

Large quantity users, write for special contract price for the entire season.

TERMS:—CASH ONLY. Money order, certified checks or C. O. D., provided 25% of amount accompany order. Personal checks will delay shipment until collection is made. Reference, R. G. Dun & Co., First National Bank.

HAMILTON NOVELTY CO.

212 NORTH B STREET, HAMILTON, OHIO

CHINESE BASKETS TRIMMED
CHINESE BASKETS PAINTED

Charles Zinn & Co., Inc.

16-18 E. 15th Street, - New York

FRUIT AND GROCERY BASKETS SATIN BOXES

BUY YOUR BASKETS FROM THE OLD RELIABLE BASKET HOUSE

No. 204—Fruit or Grocery Basket, oblong and oval shape. Assorted colors. Made of straw and willow.
\$55.00 PER 100
Packed 50 in crate
Other styles and sizes, ranging from \$25 to \$250 per 100.

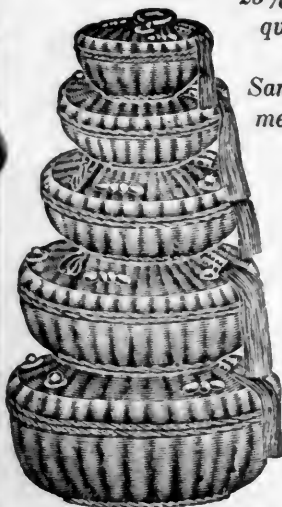


Every Basket Guaranteed

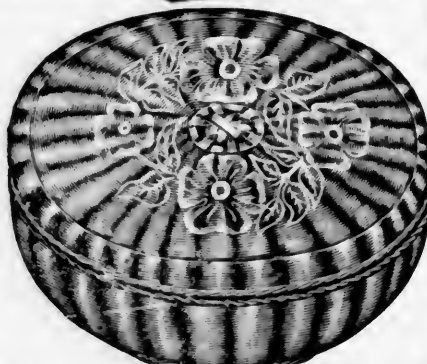
If it's a Basket, we have it.

25% deposit required on all orders.

Sample assortment, \$12.00.



No. 980—Five in set. Stained and trimmed with silk tassels, beads, coins and glass rings. **\$5.50 set,** Packed 12 sets in carton.



No. 2690—Five in set. Stained in beautiful rainbow and assorted colors, with floral design on cover. **\$4.50 set,** Packed 12 sets in carton.

CHEWING GUM

The greatest value and most attractive offer ever presented to the trade. A leader suited to any sales proposition. Regular size, five stick packages. PEPPERMINT, SPEARMINT, WINTERGREEN, LICORICE AND FRUIT FLAVORS. Now is the time to place your orders for the season. Price per 1,000 packages, \$14.00. Price per 2,000 packages, \$27.00. Remit money order. Goods shipped promptly.
REEDY BROS. GUM COMPANY, 113 South Jefferson Street, Chicago, Ill.

YOUR FORTUNE TOLD

5c ELEGANT PRIZES FREE
MEMBERS FOR 700 300 400 500 RECEIVE FREE POLKA DOT ASSORTED CHOCOLATES
No. 5 55 105 155 205 255 3 1 355 405 505 RECEIVE HALF POLKA DOT CHOCOLATES
Last Fortune Told Opening Revenue 1.50 Per Dozen

LAST FORTUNE TAKEN ON BOARD RECEIVES \$4.00 BOX CANDY

A FORTUNE AWAITS YOU



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.

SPRING SPECIALTIES — AND — EASTER GOODS



No. 1798—Flying Birds. The good yellow kind, with concealed heads. Gross, \$7.00
Kewpie Balloons. The latest hit. Gross, \$5.50
Kawpie Balloon Workers, Dozen, 1.25
No. 4660—Dica Clocks. Each, 1.50
Novelty Charms. Miniature Dogs and Cats. Made of frosted glass, in assorted colors. Dozen, \$0.35; Gross, 4.00
Crawling Toys. Beetles, Frogs, Turtles, etc. Mechanically like the famous crawling Mice. Dozen, \$0.50; Gross, 5.50
No. 5703—Large Cotton Chick. Standard Easter Item. Dozen, \$0.30; Gross, 3.50
No. 5701 Cotton Chick. Holding American Flag. Dozen, \$0.40; Gross, 4.50
No. 439—Composition Rabbit. In bright colors. Dozen, \$0.40; Gross, 4.50
Assorted Easter Novelties. An assortment of 10c items, made up for your special benefit. Gross, 7.50

DEPOSIT OF 25% REQUIRED WITH ALL C. O. D. ORDERS.
Estimated postage required with paid parcel post orders.
ED. HAHN, "HE TREATS YOU RIGHT" 222 W. Madison St., CHICAGO, ILL.

WORLD FAMOUS CAPTAIN BRAY

THE BEST OUTDOOR ATTRACTION.
My Greatest and Grandest Water Circus ever seen. Ministers, Priests, Bishops, Archbishops and Rabbis can attend. Strictly a moral show that pleases the ladies, delights the children. My Jiggs Comedy Water Act. It's a side-splitter. Will draw the crowds. Mgrs. of Lake Parks, Seaside Resorts, Piers and River Towns, now looking. Address **CAPTAIN GEO. BRAY, P. O. Box 592, Richmond, California.**

TOP THE MIDWAY

With Harris's DOUBLE DECORATION

Chinese Baskets

DOUBLE DECORATION

First and second basket have two rings, two tassels and elaborately trimmed with jade beads and coins, producing an artistic effect.

Dark mahogany color and glossed finish. Absolutely odorless.

IN LOTS OF 100 SETS.....	\$5.10
IN LOTS OF 50 SETS.....	5.25
IN LOTS OF 25 SETS.....	5.40
IN LOTS OF 12 SETS.....	5.55
SAMPLE SET.....	6.00

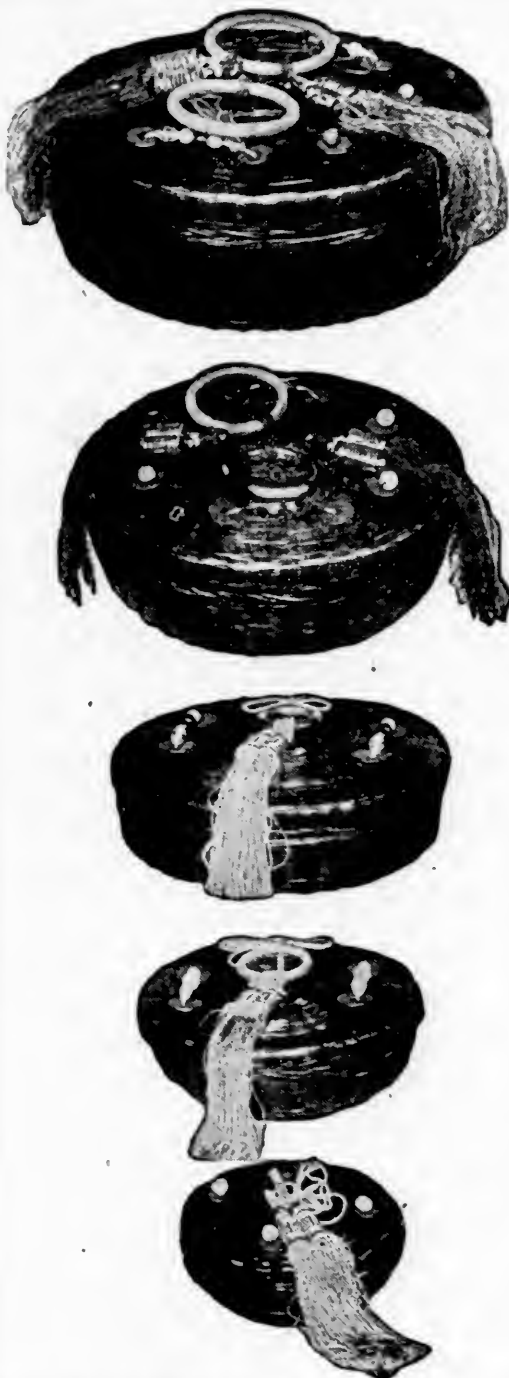
SINGLE DECORATION

5 silk tassels, rings, jade beads and coins. Same color and finish as above.

IN LOTS OF 100 SETS.....	\$4.65
IN LOTS OF 50 SETS.....	4.80
IN LOTS OF 25 SETS.....	4.90
IN LOTS OF 12 SETS.....	5.15
SAMPLE SET.....	5.50

Prices guaranteed for entire season if arrangements are made to that effect.

Do not place your season order until you see our samples. Order one TODAY.



7 Large
Silk
Tassels
7 Rings

(As per illustration)

PRICE

\$5.10

TERMS: 25 per cent deposit of amount of order, balance C. O. D.

SHIPMENTS MADE SAME DAY ORDERS RECEIVED.

Local and Long Distance Phone, Superior 7178. Reference: R. G. Dun, Bradstreet and First National Bank.

CHARLES HARRIS & COMPANY

ALWAYS AT YOUR SERVICE—GET IN TOUCH WITH US.

(CONCESSIONAIRES, ATTENTION—SEE OUR OTHER AD ON PAGE 210 a.)

SPECIAL NOTICE

Our San Francisco Office will be open for business on April First. Baskets F. O. B. Coast will be 25c less per set. Watch Billboard for announcement.



No. 3. TAKE ME DOLL



QUEEN of SHEBA

Lamp Doll without Shade
Stands 12 inches High

Same as No. 4 with exception of shade.

Sample - \$ 5.00
Dozen, - - - 42.00



No. 6

BEACHBABIES

Sample - \$.25
Dozen - - .80
Gross - - 7.20

Dolls packed in individual boxes. We guarantee against breakage. Order by number. The above are the originals and are the season's sensation. The hair dolls have beautiful assorted Mohair wigs. The demand is beyond comprehension. We suggest immediate shipment as protection against shortage during the season.

Compare our prices with others. Quantity prices on request. Known the country over as the largest manufacturers of Novelties, Novelty Dolls and Doll Lamps.

Large quantity users, write for special contract price for the entire season.

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HAMILTON NOVELTY CO.

212 NORTH B STREET, HAMILTON, OHIO

CHINESE BASKETS TRIMMED
CHINESE BASKETS PAINTED

Charles Zinn & Co., Inc.

16-18 E. 15th Street, - New York

FRUIT AND GROCERY BASKETS SATIN BOXES

BUY YOUR BASKETS FROM THE OLD RELIABLE BASKET HOUSE

No. 204—Fruit or Grocery Basket, oblong and oval shape. Assorted colors. Made of straw and willow.
\$55.00 PER 100
Packed 50 in crate.
Other styles and sizes, ranging from \$25 to \$250 per 100.

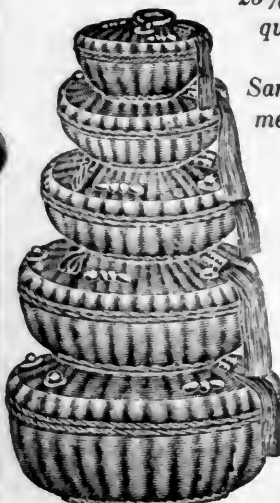


Every Basket Guaranteed

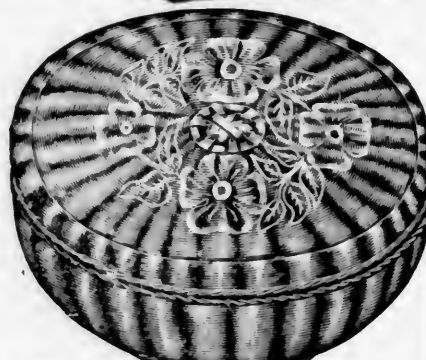
If it's a Basket, we have it.

25% deposit required on all orders.

Sample assortment, \$12.00.



No. 980—Five in set. Stained and trimmed with silk tassels, beads, coins and glass rings. \$5.50 set, Packed 12 sets in carton.



No. 2590—Five in set. Stained in beautiful rainbow and assorted colors, with floral design on cover. \$4.50 set, Packed 12 sets in carton.

CHEWING GUM

The greatest value and most attractive offer ever presented to the trade. A leader suited to any sales proposition. Regular size, five stick packages. PEPPERMINT, SPEARMINT, WINTERGREEN, LICORICE AND FRUIT FLAVORS. Now is the time to place your orders for the season. Price per 1,000 packages, \$14.00. Price per 2,000 packages, \$27.00. Remit money order. Goods shipped promptly. REEY BROS. GUM COMPANY, 113 South Jefferson Street, Chicago, Ill.

YOUR FORTUNE TOLD

5c ELEGANT PRIZES FREE 5c
PULL UP HAVE YOUR FORTUNE TOLD!
PULL UP HAVE YOUR FORTUNE TOLD!
PULL UP HAVE YOUR FORTUNE TOLD!

LAST FORTUNE TAKER ON BOARD RECEIVES \$4.00 BOX CANDY

A FORTUNE AWAITS YOU

PULL UP HAVE YOUR FORTUNE TOLD!
PULL UP HAVE YOUR FORTUNE TOLD!
PULL UP HAVE YOUR FORTUNE TOLD!

The Latest and Fastest Trade Stimulator on the Market Today.

SALESBOARD OPERATORS CANDY and CIGAR MEN

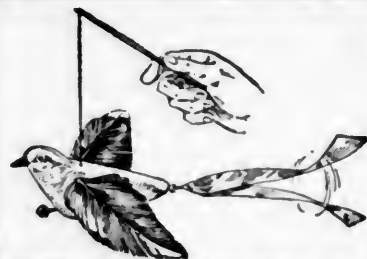
Something you have been looking for. Not a Gambling Device. Can be used Everywhere.

Send For Circular and Price List.

Manufactured by the Holdfast Manufacturing Co.

1835 Madison Ave., NEW YORK, N. Y.

SPRING SPECIALTIES — AND — EASTER GOODS



No. 1798—Flying Birds. The good yellow kind, with concealed heads. Gross, \$7.00
Kewpie Balloons. The latest hit. Gross, \$8.50
Kawpie Balloon Workers. Dozen, \$1.25
No. 4660—Dice Clicks. Each, \$1.50
Novelty Charms, Miniature Dogs and Cats. Made of frosted glass, in assorted colors. Dozen, \$0.35; Gross, 4.00

Crawling Toys. Beetles, Frogs, Turtles, etc. Mechanically like the famous crawling mice. Dozen, \$0.30; Gross, 3.50
No. 5703—Large Cotton Chick. Standard Easter Item. Dozen, \$0.30; Gross, 3.50
No. 5701 Cotton Chick, Holding American Flag. Dozen, \$0.40; Gross, 4.50
No. 439—Composition Rabbit. In bright colors. Dozen, \$0.40; Gross, 4.50
Assorted Easter Novelties. An assortment of 10c items, made up for your special benefit. Gross, 7.50

DEPOSIT OF 25% REQUIRED WITH ALL C. O. D. ORDERS. Estimated postage required with paid parcel post orders.

ED. HAHN, "HE TREATS YOU RIGHT" 222 W. Madison St., CHICAGO, ILL.

THE BEST OUTDOOR ATTRACTION.

WORLD FAMOUS CAPTAIN BRAY

My Greatest and Grandest Water Circus ever seen. Ministers, Priests, Bishops, Archbishops and Rabbis can attend. Strictly a moral show that pleases the ladies, delights the children. My Jiggs Comedy Water Act. It's a side-splitter. Will draw the crowds. MIRA of Lake Park, Seaside Resorts, Piers and River Towns, now looking. Address CAPTAIN GEO. BRAY, P. O. Box 592, Richmond, California.

TOP THE MIDWAY

With Harris's DOUBLE DECORATION

Chinese Baskets

DOUBLE DECORATION

First and second basket have two rings, two tassels and elaborately trimmed with jade beads and coins, producing an artistic effect.

Dark mahogany color and glossed finish. Absolutely odorless.

IN LOTS OF 100 SETS.....	\$5.10
IN LOTS OF 50 SETS.....	5.25
IN LOTS OF 25 SETS.....	5.40
IN LOTS OF 12 SETS.....	5.55
SAMPLE SET.....	6.00

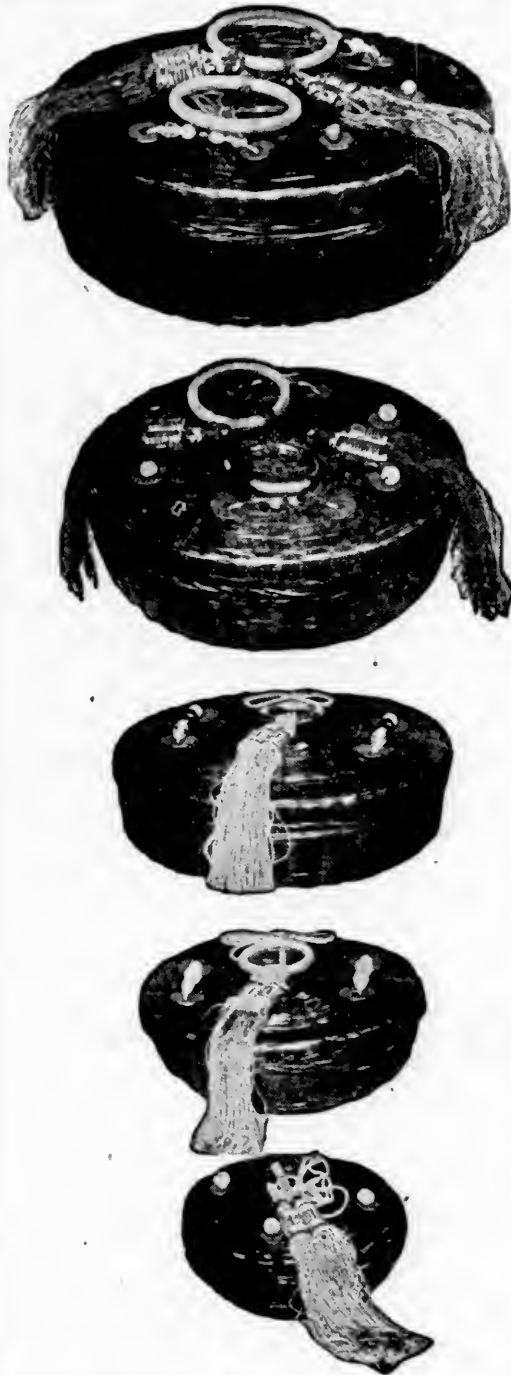
SINGLE DECORATION

5 silk tassels, rings, jade beads and coins. Same color and finish as above.

IN LOTS OF 100 SETS.....	\$4.65
IN LOTS OF 50 SETS.....	4.80
IN LOTS OF 25 SETS.....	4.90
IN LOTS OF 12 SETS.....	5.15
SAMPLE SET.....	5.50

Prices guaranteed for entire season if arrangements are made to that effect.

Do not place your season order until you see our samples. Order one TODAY.



7 Large
Silk
Tassels
7 Rings

(As per illustration)

PRICE

\$5.10

TERMS: 25 per cent deposit of amount of order, balance C. O. D.

SHIPMENTS MADE SAME DAY ORDERS RECEIVED.

Local and Long Distance Phone, Superior 7178. Reference: R. G. Dun, Bradstreet and First National Bank.

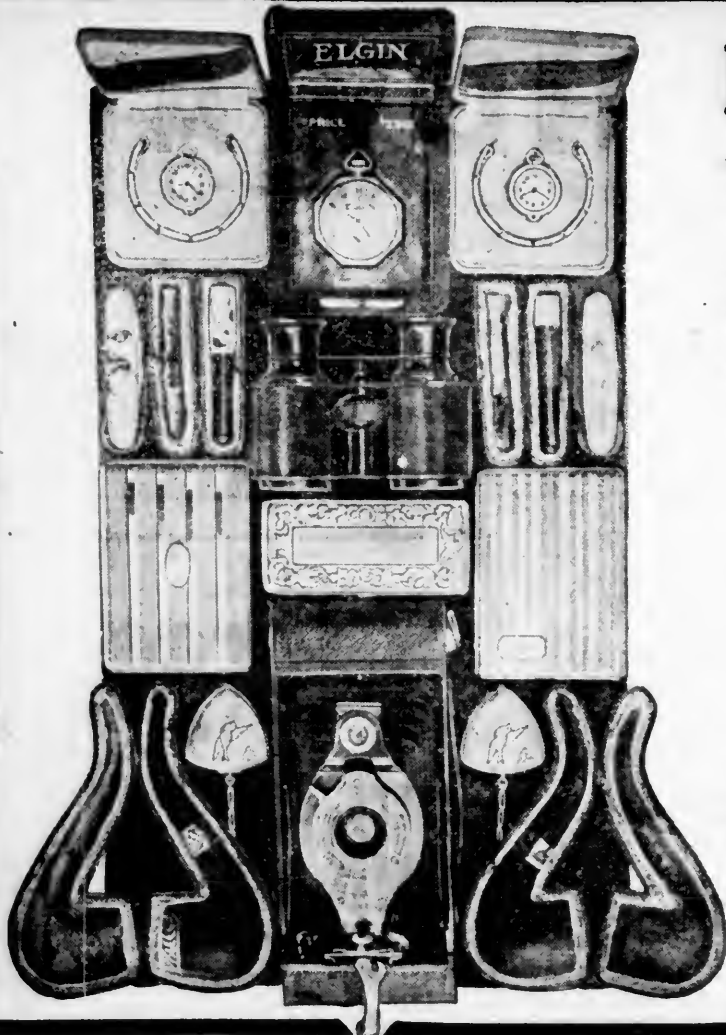
CHARLES HARRIS & COMPANY

ALWAYS AT YOUR SERVICE—GET IN TOUCH WITH US.

(CONCESSIONAIRES, ATTENTION—SEE OUR OTHER AD ON PAGE 210 a.)

SPECIAL NOTICE

Our San Francisco Office will be open for business on April First. Baskets F. O. B. Coast will be 25c less per set. Watch Billboard for announcement.



Look! Look! Look!

You Salesboard Operators

This high-class salesboard assortment at actual cost. We are over-stocked on merchandise, and offer this assortment, one time only, at \$75.00, in any quantity. It's the best selling deal we ever put out; it's full of selling pep. You never saw a deal repeat again and again like this assortment. Especially good for high-class Hotel and Cigar Store Trade. Takes in \$300.00.

Contains:

- 2—\$30.00 14k Solid Gold Ladies' Wrist Watches.
- 1—\$25.00 Genuine Elgin Heavy Gold-Filled Watch.
- 1—Pair French Imported Field Glasses.
- 1—Large Size Eastman Premo Folding Camera.
- 1—Gold Gillette Razor Set.
- 2—Gold and Sterling Silver Mounted Genuine Bakelite Pipes.
- 2—Gold Elgin Cigarette Cases.
- 2—Gold and Sterling Silver Mounted Cigarette Holders.
- 2—Dorine Enameled Vanity Cases.
- 2—Hand-Decorated Art Knives.
- 1—3,000-Hole Salesboard @ 10c per sale, arranged so it cleans up.

Order right from this ad and get a sample assortment at once if you want the best bargain ever offered. Price, \$75.00. 20% with order, balance C. O. D., or send full amount and we will pay express charges to any point in the United States. Order now by No. 88. Money back if not satisfied.

GROVE MANUFACTURING COMPANY

2562-64 Cottage Grove Avenue

Chicago, Illinois

(New 1921 Catalog Now Ready).

REFERENCE: Dun and Bradstreet's.

Silverware Wheel Concessionaires

SERVICE—QUALITY—LOW PRICES

Bogers 26-piece Silver Set, in box, complete, \$4.50 per outfit.

Sheffield Plate Chocolate Set, \$5.00 complete.

3-piece Toilet Set in box, \$3.75 per set.

Gold-plated Gillette Razor, \$5.50, with 1 doz. blades.

Whitehouse Clock, Ivory \$3.50 each.

Gents' Combination Outfit, Goldfilled, \$3.25, complete.

Gents' Ivory Tour-1st Set, \$3.50 per set.

Eastman Folding Camera, \$6.50 each.

17-piece DuBarry Manicure Set, \$2.50 each.

WRITE AT ONCE FOR OUR CONCESSIONAIRES' BULLETIN. THE ABOVE IS ONLY A FEW OF OUR LARGE ASSORTMENTS FOR THE WHEELS. NOTE TO OUR LAST SEASON'S CUSTOMERS—OUR PRICES HAVE BEEN GREATLY REDUCED. WE HAVE SUPPLIED SOME OF THE BIGGEST SHOWS ON THE ROAD LAST SEASON. A 25% Deposit is Required on All Orders.

G. B. W. Wayne Co., 1383 Broadway, New York, N. Y.

AMBERINE COMBS



- No. 1—Dressing Comb, C. & F. \$26.00
- No. 2—Dressing Comb, all coarse 28.00
- No. 3—Barber Comb, C. & F. 13.50
- No. 4—Barber Comb, C. & F. 16.50
- No. 5—Fine Comb 30.00
- No. 6—Fine Comb 15.00
- No. 7—Pocket Comb 6.75

Slides at \$2.50 Gross. Sample Assortment, \$1.25, postpaid. UNBREAKABLE COMB CO., 77 Lexington Ave., New York.

ATTENTION—SHOWMEN AND CONCESSIONERS

GREAT UNITED SHOWS

Opens in MADILL, OKLAHOMA, Saturday, March 19 to 26.

This Show will positively play CANADA this season, as we have contracted to play the MANITOBA string of FAIRS, which start FIRST WEEK IN JUNE, IN WINNIPEG, and will guarantee ten weeks of Fairs in NORTHWEST CANADA and some good Fairs in the STATES.

SHOWMEN—Want to book Shows with their own complete frame-up. Will give good proposition to Five or Ten-in-One, Mechanical Show, Dog and Pony Show.

CONCESSIONERS—Some Grind Stores open through misfortune. All WHEELS still open. Will book Cook House and Soft Drinks, exclusive. We own all our own Rides. Want to hear from Musicians to strengthen Band. Also Free Acts and People in all lines of the show business. All mail to JACK HERMAN, Manager, Madill, Oklahoma.

Retails two packages for 5c
Greatest Carnival Seller in
America.

Write for samples and prices.

UNIVERSAL GUM CORPORATION

Kansas City, Mo. Newark, N. J.



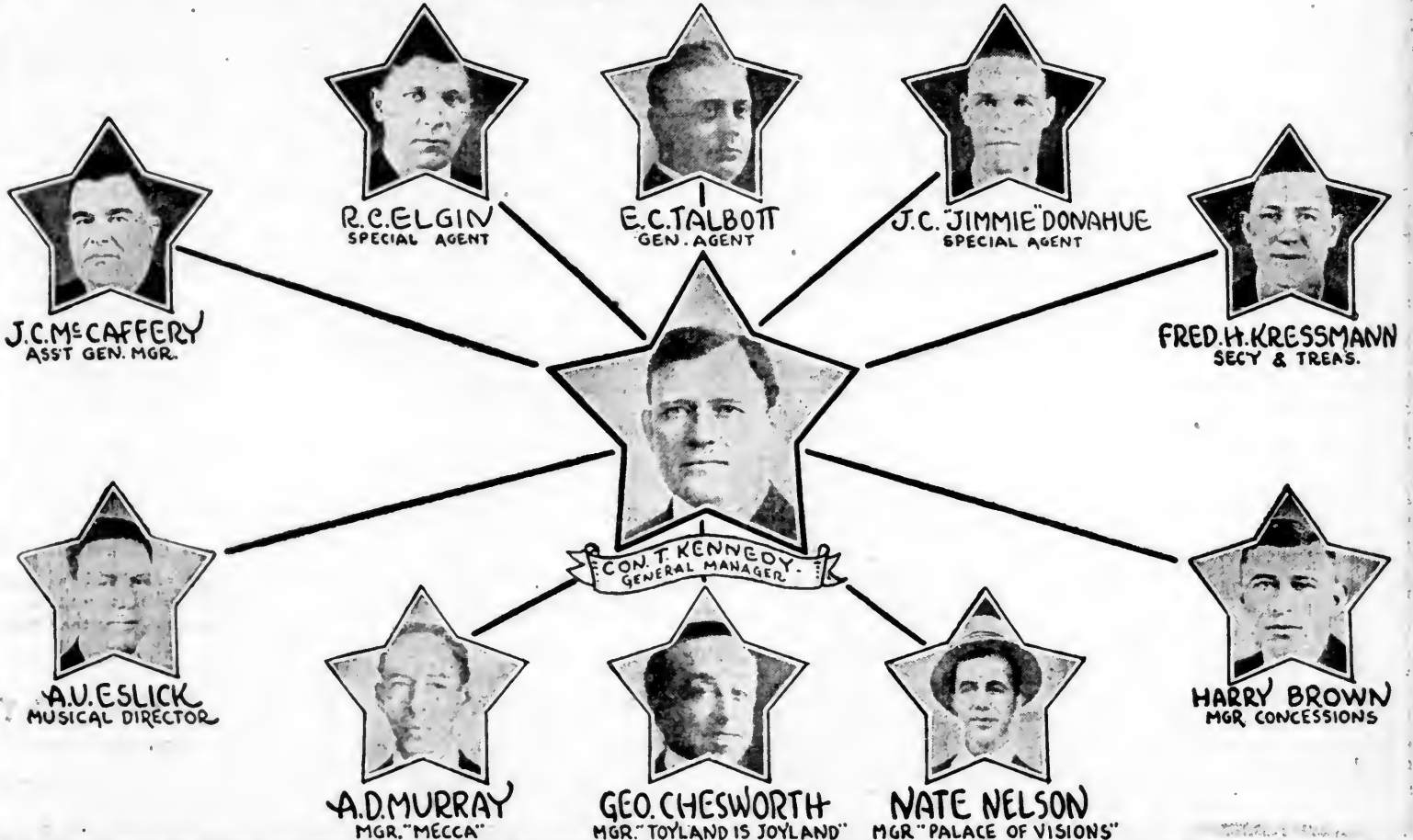
Bottineau County Fair-22-23-24

Three days' full program. Shows booked. The earliest dates on the "Grain Belt Circuit." Concessioners, write S. H. WILSON, Secretary, Bottineau, North Dakota.

C. B. ALLEN'S BIG LEAGUE SHOWS

CAN PLACE a few Grind Concessions. We want one more Show to feature. Will furnish complete outfit to reliable showman. James Lent, Wheel Concessionaire, wants a few good Agents, 25%. Want to hear from Electrician, Billposters and General Help. Address all mail and wires to C. B. ALLEN'S BIG LEAGUE SHOWS, Room 308 Gaiety Theatre Bldg., 1545 Broadway, New York City

THE CON T. KENNEDY SHOWS "AN OUTDOOR AMUSEMENT CLASSIC" PRESENTS ITS 1921 Major Constellation



A. P. BATEMAN, Supt. of Rides
A NEW \$15,000 CARRY-US-ALL
FERRIS WHEEL
MERRY-WIDOW

MRS. CON T. KENNEDY
—OFFERS—
"THE NEW GADABOUT"

MRS. BELLE MOSELY, Treas. of Rides
GIANT SEAPLANES
WHIP
FROLIC

WILD ANIMAL EXHIBITION
FEATURING
CAPT. DAN RILEY
FRANK BURNS
OFFERS
A NIGHT IN HAWAII
MAX KIMMERER
Presents ARTHUR M. ROSS'
Chinese Water Show
NATE NELSON
PRESENTS
THE PALACE OF VISIONS
MRS. A. D. MURRAY, Prop.
"OVER THE FALLS"
The World's Greatest Laughing Ride
"OVER THE FALLS"
MRS. WARJNOSKI
PRESENTS
3--ROYAL MIDGETS--3
THE SOUTH BEFORE THE WAR
Management JOS. N. CALLIS
A. U. ESLICK
OFFERS
CONEY ISLAND
THE SHOW THAT HAS WITHSTOOD THE TEST.

BILLY EDWARDS'
ATHLETIC ARENA
Will S. Badger
CAFE DE LUXE
NO SEASON OF KENNEDY SHOWS IS COMPLETE WITHOUT
Richard Scott
HEAD PORTER
THOMAS A. EDISON'S YOUNGEST BOY
Johnny M. Draughon
CHIEF ELECTRICIAN
FRONTIER DAYS and WILDWEST
WITH
JIM and MINNIE CAREY and CONGRESS OF RIDERS AND ROPERS
JOE DOBISH'S
AUTO-DROME
Featuring RUTH DOBISH, THE MILE-A-MINUTE GIRL
BUDD F. MENZEL'S
RELICS OF THE WORLD WAR
ARCH D. ("RED") MURRAY
PRESENTS
"MECCA"

SANFORD BILLINGS
Presents MYER MYERS'
Congress of Wonders and Oddities
DUKE MILLS Offers
ENOHR'S EUROPEAN MARVELS
Featuring EUGENE ARCEAU, French Giant; LOUIS FLEURY, Blind Mentalist; JNO. CHAMBERS, English Armless Wonder.
"In Old Mexico"
EDWARD TODD, Manager
MRS. CON T. KENNEDY Offers
THE-WHAT-IS-IT-OF-THE-SEASON
"The Kansas Cyclone"
L. O. ("JOE") REDDING
SUPT. OF TRANSPORTATION
FRANK J. McINTYRE
DINING CAR—SOFT DRINKS—CANDY STANDS
BILLY WEST
Manager F. J. McINTYRE'S DINING CAR
LYMAN MacFARLANE
MASTER MECHANIC

The Con T. Kennedy Shows are a business organization, founded on sound business principles, and are conducted along these lines by men of business.
If you have something new, don't write, WIRE, and if you are sure your proposition is new and worthy of our consideration, you may wire us collect, and rest assured you will get an answer. Address all communications to CON T. KENNEDY, National Hotel, Leavenworth, Kansas.

WANTED FOR LA GROU SHOWS SEASON 1921

WANTED—Live Showmen in all branches of the Show business for Ten-in-One, Athletic Show, Pit Show, Platform Show and Illusion Show. Want good Man to handle Allan Herschell Merry-Go-Round. Will furnish complete outfits to anyone that can deliver the goods. CONCESSIONS STILL OPEN—Ham and Bacon, Chinese Baskets, Blankets, Groceries and Poultry. Will sell the above on flat basis. Cook House, Juice, still open. Grind Stores may handle any kind of "flash" they wish. E. R. Wallace, wire me at once Address all mail, STEVE LA GROU, Hayward Hotel, Rochester, N. Y.

ATTENTION Concessionaires



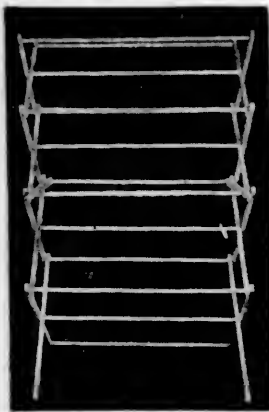
We are manufacturing two sizes of dolls (wood fibre), 14 and 16 inches, dressed very flashy, marabou-trimmed silk ribbon, head trimming, attractive colors. Our sample line consists of 15 styles in two sizes.

Send \$18.00 for fifteen samples. Packed one in a box, six dozen to a case. 1-3 deposit with order. Balance C. O. D. Prompt deliveries.

OUR SAMPLES ARE OUR CATALOGS AND OUR PRICES ARE RIGHT.

KRAUSS & LEVINE
25-27 WEST HOUSTON ST., NEW YORK

AGENTS WANTED
MAKE BIG MONEY
LEGITIMATE BUSINESS



Most complete Clothes Bar on the market. Just out. If you have to do is to demonstrate this Clothes Bar and it is a sure sale. Will give you exclusive territory if you mean business. Retail price, \$3.00. Price, \$20.00 a dozen. Send \$3.00 for a demonstrating Bar, then canvass your territory. When you send an order for a dozen or more deduct \$1.33 from your Demonstrating Bar.

MILFORD CLOTHES BAR CO., Milford, Mich.



LUCKY HORSESHOE RING

A WINNER FOR AGENTS.

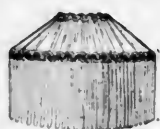
This unique and artistic design of a Horseshoe Ring has solid gold top, the nail is solid Sterling silver, set with a genuine garnet. This attractive combination makes a beautiful and striking effect. A ring everybody likes to have. Retail for \$5.00. Quantity Price, \$24.00 per Dozen.

Sample to Agents, \$2.50. Money may be sent when ordering or pay to postman when received. Money back if not satisfied. If you believe in luck, send size and order this Ring today. KOSMOS CO., Dent. K. 828 N. Clark St., Chicago.

THE ROSCOE'S-IMPERIAL SHOWS

WANT CONCESSIONS of all kinds. Very few exclusives sold. Cook-house open. Our rates include all after joining. Dad Nelson, write R. T. WADE, Mgr., Adrian, Mich.

THE FLASH OF THE MIDWAY



CONCESSIONERS TWO BABIES THAT WILL BRING HOME THE BACON

Sample complete, with Silk Shade. (Money refunded on sample if not satisfied.) Bank Reference: Century Trust & Savings Bank. SHADE IS MADE OF SILK, GOLD TRIMMINGS AND CHENILLE FRINGE.

NO CIRCULARS. SEEING IS BELIEVING. ORDER FROM SAMPLE.

25% with All Orders, Balance C. O. D.
\$37.50 - - - - 1 Doz. Lots
36.50 - - - - 3 Doz. Lots
35.50 - - - - 6 Doz. Lots
33.00 - - - - Gross Lots

Special Rate in Large Quantities. NOTE—Above prices include Lamp complete, in assorted colors, with silk shade. Lamps without Shades... \$26.00 per Doz. in Six-Dozen Lots...



APEX MFG. CO. Suite 1048, 127 North Dearborn St., CHICAGO, ILLINOIS

THE ROSCOE'S-IMPERIAL SHOWS

Will open April 16, 1921, in Detroit, Mich. All those that wish space at the opening must have their contracts in by April 1. R. T. WADE, Mgr., Adrian, Mich.

WANTED, McMAHON SHOWS

On account of disappointment want Pit Show. Will furnish A-No. 1 outfit. Also Midget and Hawaiian, or any Shows of merit. Can place a few more Concessions. Dare-Devil Scotty, write. FOR SALE—Monkey Speedway and Crazy House, one Pullman Stateroom Car, or will trade this car for Arms Palace or large Box Car. T. W. McMAHON, Mgr., McCook, Nebraska.

A NEW BALL FOR DEVIL'S BOWLING ALLEY

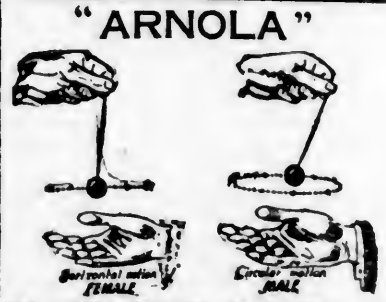
30 Dollars a Hundred.

Send 2 Dollars for 1/2 Dozen Samples.

JACK ADAMS, Ridgewood, N. J.

THE ROSCOE'S-IMPERIAL SHOWS

WANT BAND of Eight or Ten Pieces. Tell all in first letter. Want Shows that have something new in the way of entertainment. R. T. WADE, Mgr., Adrian, Mich.

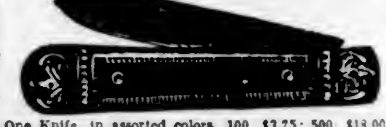


Instantly determines the sex of persons or animals, whether dead or alive. The minute it is placed above the hand it will start to move in a circular motion for male and always for female. Many marvelous feats can be performed. Be first in your locality to get one. Agents wanted in every town. Price, \$1.50. A. W. DOWNS, Marshall, Michigan.

PLASTER DOLLS, DOGS AND VASES

Dolls, Shiny Finish... \$25.00 per 100
With Wigs \$50.00 per 100
MIDDLE WEST STATUARY CO.,
509 West Seventh Street,
SIOUX CITY, IOWA.
GEO. PEASE, Prop.

Knife Rack Supplies



One Knife, in assorted colors, 100, \$3.75; 500, \$13.00; 1,000, \$35.00. Assortment of 10 other kinds, 100, \$6.75; 500, \$33.50; 1,000, \$65.00. Samples, 75c. Daggers, \$6.00, \$7.50, \$10.00 and \$12.00 per dozen. Four samples, \$3.25. One dozen assorted Brass Pegs, \$36.00. Rings, \$2.50 per 100. No catalog. Orders for \$10.00 or less, cash with order. One-half cash on all C. O. D. shipments. A. W. DOWNS, Marshall, Mich.

WE ARE THE LEADING MANUFACTURERS OF

MARABOU

FOR TRIMMING DOLLS' DRESSES
AMERICAN MARABOU COMPANY
67 Fifth Avenue, NEW YORK CITY.

DOLLS

9%, 12%, 14 and 18 inches high. Dressed and undressed.

DOLLS' DRESSES

Metal cloth, silks, satins, ribbon and novelty dresses, trimmed with ribbon or marabou.

BIM TOY CO., Newark, N. J.

SCREENED AND RE-CLEANED POP CORN

Shipped same day order is received. Send us your orders. AMERICAN POP CORN CO., Box 432, SIOUX CITY, IOWA.

COOK HOUSE COMPLETE FOR SALE

Cost \$1,000.00. Make me an offer. WM. A. WEST, 517 Hildreth Bldg., Lowell, Mass.

DO YOU KNOW A GOOD THING WHEN YOU SEE IT?

TWO GOOD THINGS TO MAKE REAL MONEY. EVERY HOME NEEDS IT AND WILL BUY IT FROM THE MAN SHOWING IT.

Storekeepers, Canvassers, Agents, get busy and get into the most wonderful proposition. 200% profit. Send in your order for the "Invisible Tea Strainer, combined with a Lid Protector." Fits every pot. Also for the "Patented Gas Lighter" in the shape of scissors, which lights automatically natural and artificial gas and lasts a lifetime. Each sample 25c.

CHASTERN, INC.,

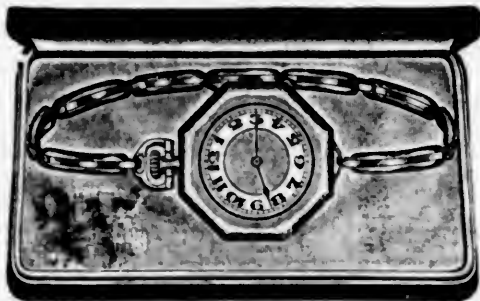
211 CENTRE STREET, NEW YORK CITY



NOW READY!

The Most Complete Carnival Line in the Market

A Few Illustrations shown below; also the
GENUINE ROSE O'NEILL KEWPIE



SEND FOR NEW ILLUSTRATED CATALOGUE

ALL WE ASK IS FOR YOU TO COMPARE OUR PRICES WITH OTHERS

OPERA CHOCOLATES Now Down to PRE-WAR PRICES 'NUF CED

Dolls
Kewpie Dolls
Electric Eyed Bears
Fruit and Grocery Baskets
Chinese Baskets
Beacon Blankets

Motor Robes
CANDY
Gillette Razors
Premo Cameras
Hollow Silverware
Toilet Sets

Men's Tourist Cases
Ladies' Bracelet Watch Sets
Men's Watch, Knife and Chain Sets
ALUMINUM WARE
Manicure Sets
Boudour Lamps

Clocks
Poodle Dogs
Percolators
26 Piece Silver Sets
Wheels
Series

Also a Big Assortment of Intermediates for Jewelry Wheels, and many other Wonderful Wheel Items too numerous to mention

THE FAIR AND CARNIVAL SUPPLY CO., Inc.

126 Fifth Avenue

New York City

BOCKUS & GREENE SHOWS

WILL OPEN THEIR NINETEEN-TWENTY-ONE SEASON AT
REVERE MASS., APRIL 16th.

SHOWS AND RIDES ALL CONTRACTED. ALL WHEELS SOLD.

WANTED EXPERIENCED HELP ON RIDES,

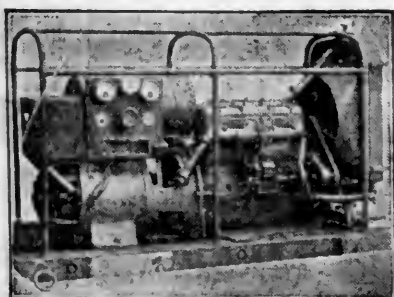
Address HAROLD DeBLAKER, 102 Birch St., Paterson, N. J. Capt. Jack Valley wants two more Diving Girls. Will buy two Tame Seals. Address CAPT. JACK VALLEY, 484 Revere St., Revere, Mass. Can place Tattoo Artist for Ten-in-One. Address FRANK W. BLASSER, 164 Willow St., Lawrence, Mass. Will buy three forty by sixty Tents.

HAVE OPENINGS FOR A FEW MORE GRIND STORES

Address C. L. BOCKUS, 70 Prospect St., Marblehead, Mass. Long Distance Phone: Marblehead, 462-M.

BOUGHT OF U. S. GOVERNMENT Gasoline 5 K. W. Generator Sets

Capacity, 250 20-Watt Lamps, with 'Dodge Bros.' Auto Engine.



**PORTABLE, STRONG
and FOOLPROOF**

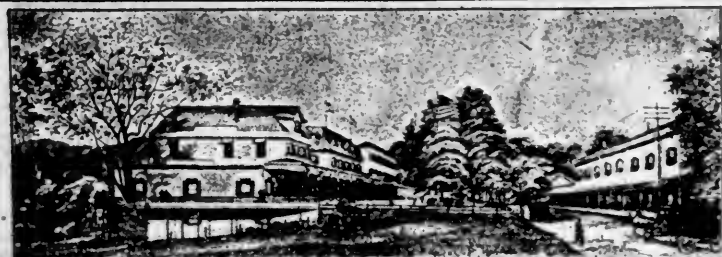
COST GOVERNMENT \$1,625.00

Our Price \$795.00

Complete with extra parts especially adapted for circus, carnivals, picture theatres, etc. Only 37 Sets left.

Wire, write or phone for details.

E. B. LEAF CO., . . 50 Church St., NEW YORK CITY



FOR SALE—This 70-room Hotel, completely furnished and ready to open. Above cut is an actual photo. Garage, barn, laundry house, two large dance halls, grill, sitting rooms, bar, lake and ice house; also 7-room private living apartment and farm of 110 acres. Situated 5 miles west of Catskill Village, on main mountain road. Glenwood Hotel, Catskill Mts., Catskill, N. Y. Price \$25,000. Address STEPHEN MILLS, Catskill, N. Y.

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.

FIRST CALL

Thirteenth Annual Tour

FIRST CALL

A. B. MILLER'S GREATER SHOWS

Fifteen Cars. Ten Shows. Four Rides. Band. Free Act.

OPENS HAGERSTOWN, MARYLAND, APRIL 9.

All people holding contracts for this show answer call by letter. Will book any Show of merit, with or without outfit. All Concessions open, except Cool-house, Juice, Chinese Baskets, Candy, Blankets, Fruit Wheel and High Sticker. WANT WORKMEN for Carousel, WHIP, Venetian Swings and Foreman for Ell Wheel. WANT SCENIC ARTIST and Painter. Season's work to right party. WANT Concession Agents for Chinese Baskets and other Concessions. CAN PLACE Useful People to all branches of the Carnival Business. Address A. B. MILLER, Manager, Office, Hotel Patterson, P. O. Box 332, Hagerstown, Md.

FRANK WEST,
Owner and Gen. Mgr.

WANTED FOR

GEO. S. MARR,
Business Mgr.

THE BRIGHT LIGHT SHOWS

OPENING

KINSTON, N. C., (Down Town) Saturday, March 26

2—SATURDAYS—2

Goldsboro, N. C. (downtown), auspices American Legion, to follow, and long season North, followed by a string of 16 Fairs, now contracted. 1 good 10-in-1 Show, 1 good Tent Show, 1 Platform Show, 1 good Walk-Around or Mechanical Show, 1 A-No. 1 Promoter or Second Man. Few more legitimate Concessions. Address FRANK WEST, Gen. Mgr., Kinston, N. C. N. B.—Mannie Morris, wire GEO. MARR quick.

NOTICE

BROWNSVILLE SNAKE FARM, Brownsville, Texas, Has Moved to 108 Elm Street, San Antonio, Texas. Ed. Metzner, Manager.

AT LIBERTY

HIGH PITCH WINDOW DEMONSTRATORS

Man and wife. Will demonstrate anything. I have my own Emulators, and will use them. Producers! Yes. H. J. SIMPSON, Burnet Hotel, 9th-Heimes St., Kansas City, Mo.

WANTED---CABARET DANCERS

For Oklahoma Oil Fields. Also a few Concession Agents, Piano Player and Drummer. All the old bunch wire or come on. Open March 21st. A. W. COZBY, care "Doc" Hall Show, Haskell, Oklahoma.

WHITE CITY SHOWS

WANTS MERRY-GO-ROUND—Account disappointment. Must be able to get up Monday. Exceptionally good terms for long season in best of territory. CONCESSIONS OPEN—Blankets, Baskets, Hoopla, Cigarette Gallery, High Striker, Ball Games, Long Range Gallery. RAY LABDYTEAUX, Box 355, St. Louis, Mo.

FOR REAL LIVE WIRES

**\$6.25 ALL \$6.25
PHOTO KNIVES**

14 large brass lined, 2-blade colored and fancy art photo handle knives, all high-class 1921 photos, on an 800-hole fool-proof board, when sold at 5c sale brings in \$40.00.

No. 508, all complete, each\$6.75
25 lots, each\$6.50
50 lots, each\$6.25

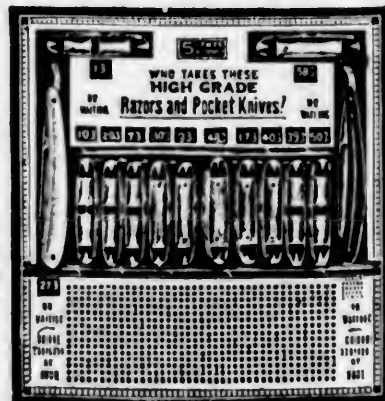
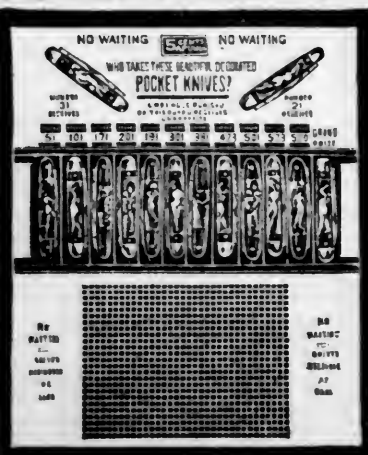
25% with order, balance C. O. D.

SEND FOR OUR NEW CIRCULARS

HECHT, COHEN & CO.
201-203-205 W. MADISON STREET,
CHICAGO, ILL.

12 fine high-grade Pocket Knives, stag, fancy, pyralin and photo handles, on a 600-Hole Salesboard, with two fine Razors, No. 106
When sold at 5c sale, brings in \$30.
No. 107—On an 800-Hole Board, \$6.50
When sold at 5c sale, brings in \$40.
No. 108—On a 1,000-Hole Board, \$6.75
When sold at 5c sale, brings in \$50.

\$6.25



CONCESSIONERS!

GET IN TOUCH WITH US AT ONCE

WE control the Latest, Biggest, most attractive Premiums for heels, Laydowns and other fast working games.

We carry a full line of Beacon Blankets, Esmond Blankets, Dolls, Candies, Chinese Baskets, Doll Lamps and Boudoir Lamp Shades.



Beacon Blankets.

IT will pay you to travel far to come to see us.
IF you are a live wire, you will see our winners.

We do not show our new item here but will be glad to show same to you on calling on us, or will mail sample on receipt of \$4.00.



Silk Dressed Electric Doll. \$48.00 PER DOZEN.



18-Inch Doll, Unbreakable, \$12.00 AND \$15.00 DOZEN.

WE HAVE BOOKED ORDERS WITH THE LARGEST CONCESSIONERS FOR THIS SEASON.
Bell Phone, Lombard 3965. **RUDOLPH TOY & NOVELTY CO., 508 Market St., PHILADELPHIA, PA.**

100,000,000

Buyers want these bags at the prices you can now sell them for. We are passing thru a period of business stagnation, but these prices will make your dead business come to life. Jobbers, Concessionaires, Premium, Salesboard Buyers, Auctioneers,

OPEN YOUR EYES

Black Cowhide Walrus Grain



Black Cowhide Bags, walrus grain, 16 in. or 18 in., five-piece model riveted frame, double stitched ends, sewed corners, water proof or plaid linings, brassed drop lock and claw catches. **PER DOZEN..... \$33.00**

SAMPLE, \$3.75

Cowhide Boston Bags



"The Bag for Every Man, Woman and Child." Very serviceable cowhide Bag, made of very flexible cowhide, sewed in steel frame, lined, double stitch end seams, cowhide straps, brass roller buckle fasteners, double handles, sizes, 13, 14, 15 in. **IN QUANTITY, PER DOZEN.... \$22.00**

SAMPLE, \$3.00

Cowhide Walrus Oxford Bag



Cowhide English Oxford Bags, made of black Cowhide, walrus grain leather, high cut, three-piece style, 18 in., leather covered, sewed in frame, brassed lock and claw catches, sewed on corners, full leather lined, inside pockets. Retail value, \$12.00 to \$18.00 each. **SPECIAL PRICE, PER DOZEN.... \$81.00**

SAMPLE, \$8.00

TERMS CASH WITH ORDER, MONEY ORDER OR CERTIFIED CHECK. F. O. B., NEWARK.

WHY we ask cash for our merchandise: Our capital would not permit us to do ten percent of our present turnover if we sold our goods on even seven days' time. We pay cash for all our raw material and sell for cash, thereby eliminating losses, which permits us to sell our bags at such low prices. Good concerns, well rated and entitled to credit, sometimes resent our cash terms, but we frankly state our position. We know that our prices, being 25% to 40% lower, are sufficiently attractive to warrant your paying us cash. C. D. orders sent on receipt of 20% of order.

GUSTAVE GOHD & COMPANY

Manufacturers of Boston and Traveling Bags.

116 Market St.,

SEND FOR CIRCULAR B.

NEWARK, N. J.

It Will Pay You



OUR NEW CATALOGUE

Is just off the press. We want every Salesboard Operator, Concessionaire and Premium Man to have one. If you desire to save money on your purchases write for our catalogue today and be convinced.

to read every line of this ad. Every indication points to big business this season, and we are ready to supply you with **RIGHT** merchandise at **RIGHT** prices. We now manufacture **SIX** numbers of Novelty Lamps, in addition to our line of Composition Dolls. Our leader, of course, is the **ORIGINAL CRYSTAL DOLL LAMP**, which has proven the biggest sensation in years. Look for the best flash and busiest booth on the Carnival lot this season and you will find the **CRYSTAL DOLL LAMP**. Salesboard and specialty men are cleaning up. 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 base, finished in gold bronze. The head is made of composition, with 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.

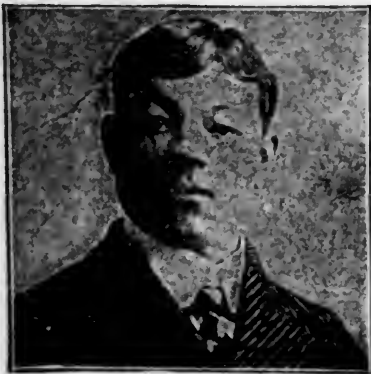
Sample, \$5.00. Dozen, \$42.00. One-Half Gross, \$3.25 Each. Gross, \$3.00 Each
THESE ARE DIRECT FACTORY PRICES

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. Orders for samples must be accompanied by **FULL RE-MITTANCE**. All Doll Lamps come packed in individual corrugated cartons. **WE GUARANTEE BREAKAGE LOSS.**

CRYSTAL NOVELTY CO., Manufacturers
208 N. Wabash Avenue, CHICAGO.
Telephone State 4347.

NOTE THESE PRICES:

- No. 20—Beach Vamp, \$7.50 doz.; \$57.00 per 100.
- No. 24—Mirror Doll, \$10.00 doz.; \$78.00 per 100.
- No. 21—Standing Wig Doll, \$6.00 doz.; \$45.00 per 100.
- No. 25—18-in. Standing Wig Doll, \$12.00 doz.; \$90.00 per 100.
- No. 27—13-in. Marabou Silk Hoop Dresses, best quality, \$5.00 doz.; \$38.00 per 100.



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The Man Who Brought Museums
Back to New York.

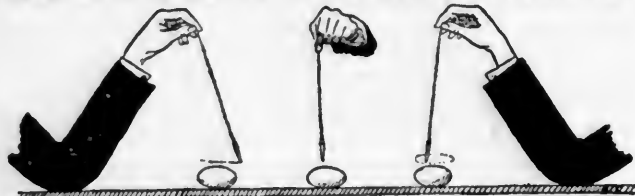
KODET'S HARLEM MUSEUM

150 to 156 East 125th Street, New York City

LONG DISTANCE TELEPHONE: HARLEM 6588

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. We are open the year 'round. **WANTED**—Novelty Acts, Jazz Bands, Vaudeville Acts, Living Freaks, Rare Curios and Artists of Ability at All Times. No Attraction too large. No price too high. We will buy and exchange curiosities of all descriptions.

WHAT IS IT GOING TO BE—A HEN OR A ROOSTER?



Have you seen this unusual magnetic instrument that has aroused so much comment? It has taken Europe by storm—over 600,000 are now in use abroad.

**EGG
TESTER**



**SEX
INDICATOR**

It will indicate the sex of any person or animal, or any part thereof (dead or alive), as eggs, fur, leather, meat, oysters, etc.

\$1.25 BY MAIL, PREPAID.

You can have a "barrel of fun" with KIKRIKI. It's a source of never ending pleasure and entertainment.

"KIKRIKI" is indispensable for poultry raisers.

ALFRED D. NEUSCHAEFER, Importer, 51 East 42d Street,
NEW YORK.

Live Wire Agents Wanted for Attractive Proposition.

Real Money Saving Ice Cream Cones



Discard Your 24 to Quart Size Dish.

Our Big Looking 5-Inch Cones require a 30 to Quart Size Dish. Difference Saves You Enough Ice Cream Per Gallon to Fill 20 Extra Cones.

No. 1—Bluebird Brand, Sugar Cones \$3.00 per 1,000
No. 7—Honey Brand, Real Cake 3.50 " "

Always crisp—no seconds. No. 7 stands refill on comebacks.

Order by number. Half cash on C. O. D. orders. With standing deposit you can wire order. Shipments always same day. Samples on request.

STERLING CONE CO., 226 Market St., ST. LOUIS, MO.



ALADDIN ART EMBROIDERY NEEDLE.

All Metal (In Individual Boxes). \$16.00 Per Gross. Sample, 25c. One-fourth Deposit.
LYNN SMITH COMPANY, Mfrs., BRISTOL, VA

MOVIES

Without Negatives

Finished in **3** Minutes with

The Glanett Direct Positive Motion Portrait Camera

Our new method enables you to photograph your subjects while in motion, registering all their expressions and moods, without effort.

YOU CANNOT AFFORD TO miss this opportunity TO MAKE MONEY.

WRITE NOW and you won't be regretting later.

MILLIONS are burning with a desire to see themselves in MOVIES.

NO EXPERIENCE NECESSARY

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CONCESSION AND CARNIVAL MEN ATTENTION!!



START THE SEASON RIGHT by sending for our circular and price list for 1921 season.

WE are the LARGEST PLASTER DOLL MANUFACTURERS IN UNITED STATES, fully equipped to handle any amount of business.

This is our fifth season, supplying the Concession and Carnival trade—which means you get

PROMPT SERVICE—BEST GOODS—LOWEST PRICES.

Expert packers—absolutely guarantee against breakage.

Send 50c for Sample.

AMERICAN DOLL TOY COMPANY (R. Cinquini, Mgr.) 1638 Clybourn Ave., Chicago, Illinois

BE A GOOD FELLOW—MENTION THE BILLBOARD TO OUR ADVERTISERS.

No More Agents Going South With the B. R. All Wheels Perfectly Balanced and Guaranteed To Run Average. We Present for Your Approval Our Leaders for This Season



FRENCH DE LUXE.

This new outfit will double your receipts of any other game on the market. You know many places where wheels don't go. French De Luxe will go anywhere and get the pay and money faster than any wheel. Price, \$75.00. We are the originators. Beware of imitations.



FRENCH WHEELS.

This is one of the handiest wheels on the road. Will stand more service than any others. Perfectly true. Price, \$18.00.



ONE MARBLE SHOOTER.

You can show a big prize any time. The best you ever saw. Will never miss. Price, \$40.00.



ROLL DOWN TABLE.

Finest made. Works with trap doors. Numbered from 1-2. Price, \$14.00.

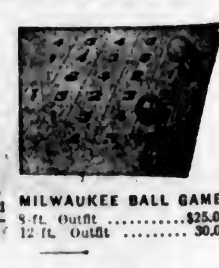


STRING GAME

POST OFFICE. Hanging hinges with trap doors. Numbered from 1-2. Price, \$25.00.



DART GAME, 4 games and 20 darts. Coin-plate. \$13.00.



MILWAUKEE BALL GAME. 8-ft. Outfit \$25.00
12-ft. Outfit 30.00

Deposit required with all orders.

WRITE FOR CATALOGUE.

FRENCH GAME & NOVELTY MFG. CO., 2311-2313 Chestnut St., MILWAUKEE, WIS. Long Distance Phone West 6026-J.

FLASHY COLORS, UNBREAKABLE 20 ASSORTED HEADS

A NEW ONE GOING BIG

I am a lucky duck you see,
So pause awhile and look at me;
I'm well bedecked in colors gay,
And funny as can be, they say;
'The fun is only part of me,
As other things I'm here to be.

When things go wrong and you are blue,
GOOD LUCK is what I'll bring to you;
I'll bring it soon, I'll make it fast,
I promise true that it will last;
And if old worries woes are due,
I'll chase them far away from you.

My feet are loose, my head I shake,
I promise you I will not break,
And if good fortune you would see,
Just take me home and trust in me.



LUCKY DUCKS

Large size, 5½ inches high,
\$7.50 per dozen, \$80.00 per gross. Small size, 4½ inches high, \$6.00 per dozen, \$65.00 per gross. Terms: 25% with order, balance C. O. D. We ship the same day we get the order.

Samples of both sent prepaid for \$1.50.

Manufactured By **PRIMO ART CO.**
74 N. Main St., PROVIDENCE, R. I.



REG. U. S. PATENT 55942.

Newest Carnival Sensation Chubby Kid Doll Lamp

A combination Doll and Doll Lamp.
Detachable Shade made in
four sizes to fit
on head of

9½—12—14—18 In. CHUBBY KIDS

Columbia Doll & Toy Co.

MANUFACTURERS

COLUMBIA DOLL BUILDING

Local and Long Distance Phone, Canal 1935

44 LISPENARD ST., NEW YORK CITY

(ONE BLOCK BELOW CANAL)

Carnival
Representative
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38th and Broadway
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CITY
Phone Fitzroy
6442



PATENT PENDING.

Conces- sionaires

Call at Hotel
Normandie
and look our
line over and
be convinced
before you
buy elsewhere



REG. U. S. PATENT 55942.

Our enlarged plant, occupying four floors in Columbia Doll Building, enables us to produce the **RIGHT** Doll at the **RIGHT** price and delivered to you at the **RIGHT** time.

Deposit of 25% required on all orders, or standing deposit.

KUR PRODUCTS CO.

1427 W. Mulberry St., BALTIMORE, MD.
DISTRIBUTORS

Decorations for Carnivals and Parades

One of the biggest summer seasons is just around the corner. Right now is the time to prepare to take advantage of the greatest era of money spending this world has ever known. Send for our catalogs and get busy.

Decorations We have an immense line of low priced floral decorations, CHRYSANTHEMUMS, FLORAL SHEETING, etc., for Auto Parades, Home Comings, Carnivals and every other kind of celebration. Send for our big free book on Floral Parades. It tells you all about how to decorate, etc.

Flower Baskets Our Flower Baskets make wonderful prizes for Concession men. We have them in a great variety and at all prices. They make a big hit wherever shown. Every woman wants one in her home.

Our prices are the lowest on decorations, carnival goods, palms, vines, confetti, serpentines, etc., etc.

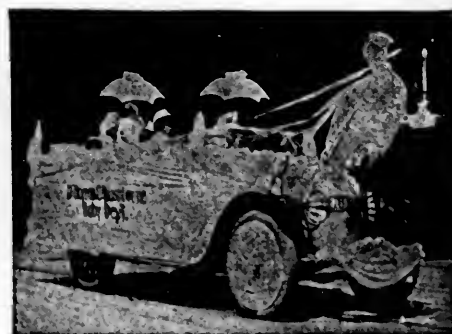
BOTANICAL DECORATING CO.

Manufacturers and Importers of Artificial Flowers and Decorations.

208 West Adams St., - - - CHICAGO



(As illustrated)
\$10.00 PER DOZ.
A Real Flash for Concessions.



Our FREE Book on Floral Parades gives you hundreds of clever ideas about decorations for autos, floats, etc. Write for it today.

Special Spring Offer of Chinese Baskets

FIVE IN A NEST—SINGLE RING AND SILK TASSEL DECORATION ON EVERY BASKET

\$4.²⁵

Per Nest, Lots of Ten or More

\$5.00 per Nest with two rings and two silk tassels on the two largest Baskets. One Nest each of the above sent prepaid for \$10.00.

TERMS:—F. O. B. San Francisco. 25% cash with order, balance C. O. D. Personal checks subject to delay for collection.

SHAW-LEAHY CO.

416 MARKET STREET,

SAN FRANCISCO, CALIF.

"THE HOUSE OF SERVICE"

BLUE GRASS FAIR

LEXINGTON, KY.

SEPT. 5-10

Shows and all Free Attractions (save one) booked. Open for High-Class, Sensational Free Attraction on Friday, September 9th.

SOME CONCESSIONS STILL OPEN

A. H. STEWART,
Amusements.

KEN WALKER,
Secretary.

LAMP DOLLS BEAUTIFUL!!!

The Original Rose O'Neil.

Took Top Money* at National Orange Show.

Going bigger all the time.

ONE ORDER WILL CALL FOR MORE!

Sample\$5.00

In Quantities\$4.50

Hand-made Silk Lamp Shades. Per Dozen, \$21.00

Hair Dolls, 50c. Marabou Hoop Dresses, 30c. Complete Doll and Dress, 75c. Hair Squats, 25c.

Novelties—Balloons, Whips, Balls, etc.

All orders well packed and promptly shipped.

25% deposit required, balance C. O. D.

IDEAL NOVELTY CO.

937 Market St.,

SAN FRANCISCO, CALIF.

April 21st to 30th Incl. WANTED Des Moines, Iowa.

KEOSAUQUA WAY EXPOSITION!!!

CELEBRATING THE OPENING OF DES MOINES WONDERFUL CROSSTOWN BOULEVARD.

SHOWS Clean, high-class Attractions with their own outfits.

RIDES Four, and can offer you all season's bookings, including ten good fairs.

CONCESSIONS No exclusives. Space is limited so there will be money for those that get in early. People playing this date can book balance of season with the CARNIVAL OF NICE All address S. H. FRASER, Box 1415, Des Moines, Iowa.

Big Industrial Exposition And SHORT-SHIP RACES

7 Days. Saginaw Fair Grounds. 7 Nights.

WM. J. MORGAN

SAGINAW, MICH.

Now Booking | Fair Secretaries ATTENTION | Now Booking
1921 Season | **DARE-DEVIL PAT AND WIFE** | 1921 Season
AEROPLANE AND BALLOON ACTS.

I have one of the largest hot-air balloons in U. S. A., which is a special built bag and carries myself and wife to great heights, making two separate parachute jumps each ascension. I make a specialty of night jumps, followed by a powerful searchlight. **AEROPLANE ACTS**, Parachute Jumping from Aeroplanes a specialty. Where I have more than one day, I make a different jump each day, such as from top wing, landing gear, rope ladder, while plane is looping, etc. I also do all kinds of wing walking, aerial acrobatics on rope ladder, swinging far below aeroplane. Write or wire for open time.
LEROY DAVIS, Roberts, Illinois.

REDWOOD COUNTY FAIR AND RACE MEET

AT REDWOOD FALLS, MINN., SEPTEMBER 26 TO 30, 1921.

Good Horses, clean Shows and Concessions wanted.

READING FAIR

READING, PA.

SEPTEMBER 13, 14, 15, 16, 17, 1921—5 DAYS, 4 NIGHTS

1920 Attendance Nearly 200,000

CHARLES W. SWOYER, Chairman, Midway Department

CONCESSIONISTS OF ALL KINDS WANTED EVER GREATER LEBANON FAIR

August 30-September 2. Day and night. Member of Central Pennsylvania Fair Circuit. Come and get a bank roll. Write CLARENCE D. BECKER, Supt. of Concessions, Lebanon, Pa.

HARRY N. ENDY, Owner and Manager.

MERRICK R. NUTTING, General Agent.

ENDY EXPOSITION SHOWS

INCREASING IN SIZE AND PRESTIGE EVERY YEAR. WILL CELEBRATE OUR NINTH BIRTHDAY BY OPENING THE

BIG SPRING FESTIVAL, NORRISTOWN, PA., APRIL 16th TO 30th, INCLUSIVE.

TWO WEEKS—THREE SATURDAYS—THIRTEEN DAYS.

AUSPICES

1200 MEMBERS — WOODMEN OF THE WORLD — 1200 BOOSTERS

WHAT WE HAVE!

This Show owns three Rides, an Allan Herschell Three-Abreast Merry-Go-Round, new 1921 No. 5 Eli Ferris Wheel and a new 1921 Model Smith & Smith Aeroplane Carouselle. We have five Shows, Captain Sigsbee's Trained Animal Arena, Sigsbee's Ten-in-One, Living Statuary, a Novelty Posing Show, and two of the best framed Platform Shows on the road today. All Wheels are sold to Girard & Kaufman. Cook House and Soft Drinks to William Alden.

Address H. N. ENDY, 228 High Street,

WHAT WE WANT!

One good Mechanical Show that can be gilled. All Grind Concessions open. Must work strictly for 10 cents. A Trainmaster who is capable of handling both Show Property and Help. A good Mechanic to take charge of our Aeroplane Carouselle. Experienced Help on Rides and Workingmen in all departments. Man who can play real music on a big Deagan Unafon.

POTTSTOWN, PA.

Moonlight Shows

Wish to announce that I will take out my own show the coming season. Have three Rides, Big Eli Ferris Wheel, Whip and Merry-Go-Round; also have my own Electric Light Plant.

Organizing for the season of 1921 in Frankfort, Ky., April 18. Can place any Show (except Plantation) capable of getting the money. Must have neat frame up. No '49 or girl shows. Concessions, come on. I have a line of the best fairs in Kentucky con-

tracted for the season. Want Band of 8 or 10 pieces. Good proposition to real band of musicians.

Show opens April 23. Address D. W. STANSELL, 207 E. 2d Street, Lexington, Ky., until April 18, then Frankfort, Ky.

P. S.—Want to hear from Girls for Posing Show, also Man and Wife; man to make Openings, wife for Show. Write C. Mullen, care Billboard, Cincinnati.

WANT PLANTATION PERFORMERS

of all kinds for the Moonlight Shows. Singles, Teams, Dancers, Novelty Acts. Best of treatment and salary, but you must be "real" performers or you go on canvas. State all in first letter. Also Musicians on all instruments. Those doubling given preference. Would like to hear from all of my old people, especially Fred Clarkson, Odel Robinson, Trice, Kelly, Rock, Turck, the "Gold Dust Twins"; in fact, will be glad to hear from any of the old "Dandy Dixie" bunch, even if you are not looking for a job. Rehearsals start April 15th. Also write Boss Canvasman to handle 50x110 top. Write (don't wire).

A. E. LANGE, (formerly owner Dandy Dixie Minstrels) 207 E. 2d St., Lexington, Ky.

WANTED FOR

Beardstown, Illinois, 31st Annual Free Fish Fry, Week of Aug. 15.

Good high-class Carnival Company of twenty to twenty-five Shows, with Whip, Wheel, Carrousal and at least one more Ride.

All Shows must be Clean and High Class.

Second largest Attraction in the State.

Everything located on Main Streets in heart of business district.

Wire us what you have. Will close contract within next ten days.

No Strong Joins. No Girl Shows. Address

SEC. FISH FRY COMMITTEE, Beardstown, Illinois.

LORMAN-ROBINSON FAMOUS SHOWS

All Wheels open. We can place Bowling Alley, String Games, Hoopla, Palmistry. Don't be afraid to write for Wheels. We have 3 Rides and 8 Shows. Could place an Eli Wheel, also good Wrestler to take charge of Athletic Show. All legitimate Concessions that Mr. Lorman spoke to this winter, come on. We will positively open Nashville, Tenn., April 2. All mail and telegrams to NASHVILLE, TENN., Gen. Del.

CANDY

Concession Men, when playing the West, write us for special prices on our

"HAND DIPPED CHOCOLATES"

Put up in attractive Pound and Half Pound Boxes. Prompt Service Guaranteed.

THE SAVAGE CANDY COMPANY, Denver, Colorado.

NOTICE! Wheel Agents and Doll Mfrs.

CAN USE Wheel Men for Dolls and Candy, Grind Store Agents and Man and Wife for Ball Games. Will be with SIEGRIST & SILBON SHOWS FOR SEASON. OPENING KANSAS CITY IN APRIL. DOLL MANUFACTURERS, AM READY TO CLOSE CONTRACT FOR DOLLS. AS HAVE ALL DOLL WHEEL ON SHOW. WHICH MEANS SOMETHING FOR PARTY THAT GETS CONTRACT, AS THIS IS A TWENTY-CAR SHOW. Address L. C. MARSHFIELD, Coates Hotel, Kansas City, Missouri.

SPECIAL ANNOUNCEMENT

TO THE CONCESSIONAIRE

Our line of Plaster Dolls and Doll Hair has given satisfaction in past years. This year we are carrying a complete line of the following:

DOLLS and DOLL LAMPS DOLL HAIR



UNBREAKABLE DOLLS

13 in. to 20. in. High. SILK AND CREPE PAPER, MARABOU TRIMMED DOLL DRESSES.

CHINESE BASKETS AND BEACON BLANKETS

Have just leased two additional stores, making four in all, and will therefore be always able to have on hand a big stock of above items for quick service. When in Chicago don't forget to visit our increased quarters, or phone us—Irving 9378. Send your name for our new spring Catalog. Now ready for mailing. IT'S FREE.

FOUR SPECIAL SAMPLE ASSORTMENT OFFERS

- No. 1—4 Doll Lamps, different styles and sizes, including shades and 7 ft. of cord\$10.00 prepaid
 - No. 2—4 Unbreakable Dolls, different styles and sizes, including wigs and silk dresses\$6.50 prepaid
 - No. 3—6 Plaster Dolls, different styles and sizes, all with wigs, some with silk dresses\$5.00 prepaid
 - No. 4—8 styles and sizes of Silk and Crepe Paper, Marabou Trimmed Dresses\$2.00 prepaid
- Money Refunded if Not Satisfactory.

\$75.00 Per 100. (As illustrated) Including Wigs and Silk Marabou Trimmed Dresses. Sample, \$1.50 Prepaid.

A. KOSS,

LEADING DOLL, HAIR AND CONCESSION SUPPLY HOUSE.

2819-2827 BELMONT AVENUE, CHICAGO, ILLINOIS.

BERNSTEIN, SHWARTZ & NOBLE

Carrying a Full Stock of

ESMOND INDIAN BLANKETS

FOR FAIR AND CARNIVAL TRADE

AT RIGHT PRICES

SEE US

825 Arch Street,

PHILADELPHIA, PA.

WANTED

TWO MORE FREE ACTS TO FEATURE

CAN PLACE a few Grind Stores, Refreshment and Checkroom Privilege, Fortune Teller (no Gypsies), Country Fair and Circus, auspices "National Defenders," Houston, Texas, Main Street Auditorium, April 11 to 16, inclusive. Ten thousand tickets already sold.

KENT HOSMER, Director-General, Milby Hotel, Houston, Texas.

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

LAST CALL - MORRIS & CASTLE SHOWS - LAST CALL

WE HAVE STARTLED THE SHOW FOLKS OF AMERICA WITH THE SIZE AND GRANDEUR OF OUR SHOW.

SHOWS--BAND--CONCESSIONS Open Shreveport, March 28th

If you don't know how big Shreveport is ask any one. We show BEAUMONT, in the heart of the city, under the auspices of the D. O. K. K. It is billed larger than a circus and will be the biggest event this spring.

WANTED, BAND—Only to a disappointment, want Uniformed Band. CAN PLACE one more Show of merit, also good Platform Show. Will furnish a new 18x18 Platform Wagon.

WANTED FOR PIT SHOW—Man to take charge of same. Entire new outfit this year. Attractions of all kinds for Pit Show. Those who wrote, write again.

Promoter who can handle Contests. HELP WANTED for Train and Rides. Man to take charge of Ferris Wheel. Harry Hart, write. Address all mail.

MORRIS & CASTLE SHOWS, Box 1100, Shreveport, Louisiana.

ELECTRIC PARK

ELECTRIC PARK

ELECTRIC PARK

ELECTRIC PARK

TWO CONCESSION SPACES OPEN

AT

Electric Park, Kansas City

WANTED!

Dog and Pony Show, Seven-in-One or Some New Attraction. Only High-Class Attraction need apply. Address JOHN T. McGUIRE, Mgr., ELECTRIC PARK AMUSEMENT CO., Kansas City, Mo.

ELECTRIC PARK

ELECTRIC PARK

ELECTRIC PARK

ELECTRIC PARK

AEROPLANE SWINGS

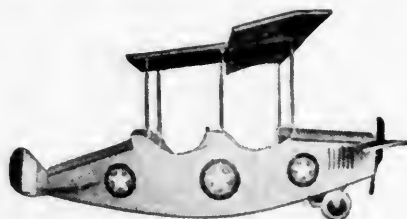
(Circle Swings with Aeroplane Cars)

FOR

AMUSEMENT PARKS

Seventeen years' experience in building and operating Circle Swings and Aeroplane Swings has taught us that if passengers on a ride are pleased, they often repeat; also, if customers are pleased with the machine and treatment which they receive, they often come back. AEROPLANE SWING PASSENGERS and AEROPLANE SWING PURCHASERS both are repeaters. Several customers who bought our Aeroplane Swings last year are ordering new machines for the coming season.

If you wish a Swing for the opening of the season, let us urge you to place your order without delay.



New Aeroplane Cars for your old Circle Swing.
Write for quotations.

Design Patent No. 56685 issued November 30, 1920.

J. W. ELY COMPANY, Inc.
White Plains, N. Y. Phone 2598
37 Minutes From Grand Central Station, New York City.



"THE WHIP" is a great money making ride. On account of its popularity by young and old it is a "repeat" ride of the first order. We can make prompt deliveries.

W. F. MANGELS CO., - Coney Island, New York

WANTED FOR SALE

Small Steel Rides of New Design or Proved Popularity on a Concession basis, or might buy outright if you will quote us satisfactory prices. Also want Walk-in Shows that are up-to-date and clean in character, for Concessions. WRITE TODAY.

One "FROLIC" Ride, thoroly overhauled, re-painted, etc. One "TIP-TOP" Ride, in good running order; looks new. One "CHINATOWN" Show with fine front and complete equipment. All in good condition and reasonably priced for quick sale.

Address GENERAL MANAGER, Denver Park and Amusement Co.

LAKESIDE PARK
DENVER, COLORADO

Colorado's Million-Dollar Summer Amusement Resort.

Mueller's Park

ST. LOUIS, MISSOURI

WANTS Novel Attractions and Concessions, Fun House, etc., and one of latest Riding Devices.

FOR SALE - Fun House Equipment

COLISEUM, IN DETROIT

All Mechanical Floors and Appliances used in the

LARGEST AND BEST FUN HOUSE EVER KNOWN.

Building was damaged by fire and will be used for other purposes.

WE OFFER THE FOLLOWING FOR SALE:

- 20 Motors, 220 V., 60 Cycle, from 5 to 25 H. P.
- One Shooting Gallery, complete.
- Moving Stairway (Escalator), 20 ft., 10 in. from floor to floor.
- About 1,400 Ladies' and Gent's Suits (rented to patrons).
- One large Cash Register for checking system.
- One Social Mixer, one Roulette Wheel, one Squeeze.

- One Ocean Wave, one House Upside Down.
 - Two Revolving Barrels, Rocking and Sliding Stairways.
 - Two Falling Floors, two Shaking Floors, Charlie Chaplin Walks.
 - Rocking Floors, Sliding Floors, Twisters, one Bicycle Track.
 - One Giant Swing, one Wiggle Woggle, one Razzle Dazzle, etc.
- EVERYTHING WELL BUILT.

If interested, come to Detroit, or communicate with

BELLE ISLE COLISEUM COMPANY, FREDERICK INGERSOLL, 7237 E. Jefferson Ave., DETROIT, MICH.
President

**PARK OWNERS
CONCESSIONAIRES
AMUSEMENT PEOPLE
BEACH PROPRIETORS**

Don't Overlook the Season's Best Bets

FOUR NEW NUMBERS

THRILL
Around the World
Aeroplane Game

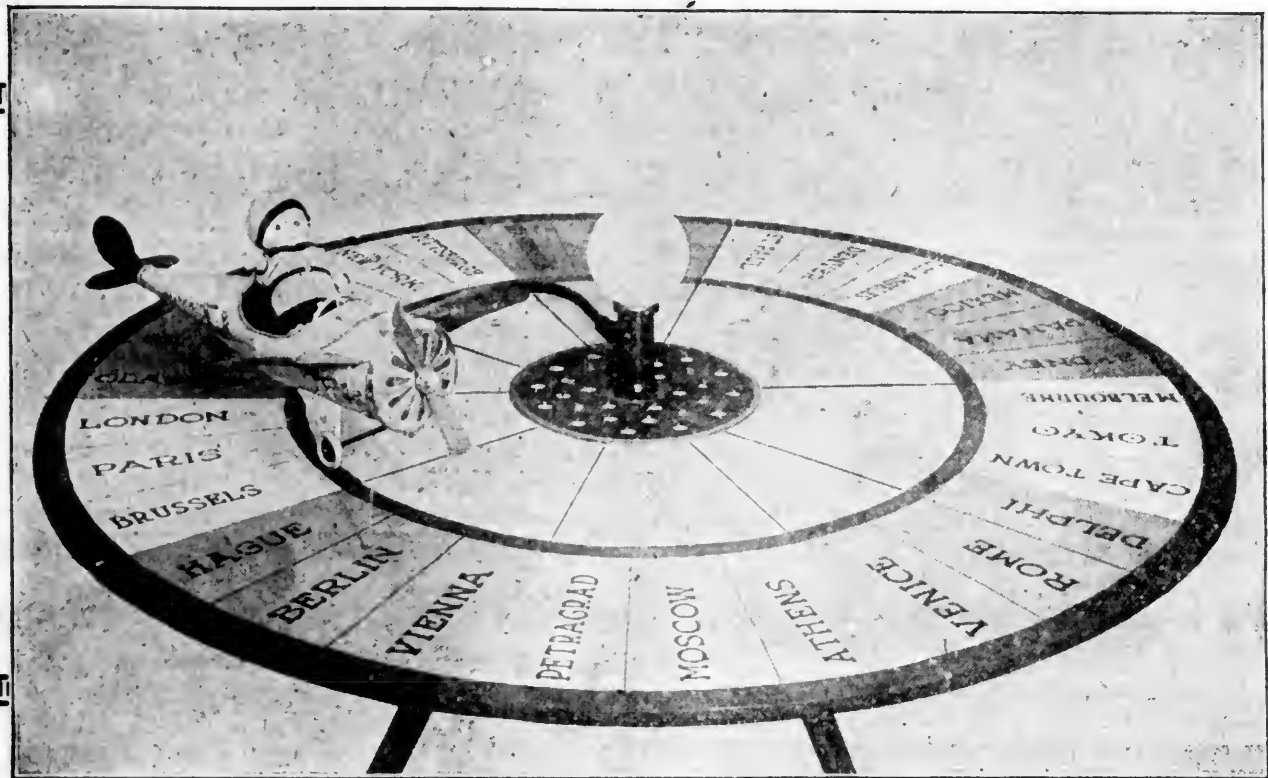
SKILL
Jazz Bank
Ball Game

PLEASURE
Floating
Bicycle

FLASH
Chubby Kid
Dolls

AROUND THE WORLD AEROPLANE GAME

ACTS
AS
ITS
OWN
BALLY-
HOO



ATTRACTS
AND
HOLDS
THE
CROWDS
—
NO
SPIELER
NECESSARY

COMBINES ALL THE NEWNESS AND UP-TO-THE-MINUTE FEATURES THAT ARE ESSENTIAL to a successful play. The hum of the Aeroplane Propeller will attract and hold the attention of the crowd better than ten talkers. People will stand and play this game for hours. For straight play or merchandise distributor it can't be beat. The outfit is handsomely finished in bright and flashy colors and in complete running order, and is so constructed that it can not get out of order. It can be taken down and set up again in less than half an hour. This number has to be seen to be appreciated. The Aeroplane is three feet long, substantially made, and is large enough to seat a doll or monkey. It is equipped with our special aluminum aeroplane motor and propeller drive. Can be used on direct or alternating current. The table is eight feet in diameter. Outfit weighs 200 pounds. Shipped in strong case, arranged to hold each section securely. Write for complete description and prices.

CHUBBY KID

Most attractive doll of the season. Right doll at the right price. New, flashy, unbreakable

20 Different Styles
Meets the Requirements of the Most Exacting Concessionaire
Orders Filled Same Day
Write for Description and Prices



FLOATING BICYCLE NEW BEACH SENSATION OF 1921

Most Pleasurable Form of Exercise Ever Invented

Delightfully refreshing is a swim taken on this aquatic bicycle, which has air chambers for buoying you up, a propeller for forward progress and a rudder for turning.

THE FLOATING BICYCLE SUPPLANTS ALL OTHER FORMS OF WATER PLEASURE

At the average bathing beach about all you can do is swim or paddle around in an old canoe. With the floating bicycle you can make as much as six or eight miles an hour, which is faster than swimming or rowing and is more fun and exercise than either.

On the floating bicycle most of the body is submerged, which gives you the full effect of the water's coolness on a hot day. The machine has two large air tanks which support it as well as the rider. There are pedals which drive a gear wheel and propeller. The rudder is in front and is operated by the handle bars of the bicycle. The sleigh-like runners support the frame and prevent injury to the propeller when the device is out of water. It can be ridden in the roughest water and is absolutely unsinkable.

This device appeals to those for whom ordinary swimming methods are too slow. The aquatic bicycle may make the fish join the birds in wondering where man's encroachments on other domains are to end.

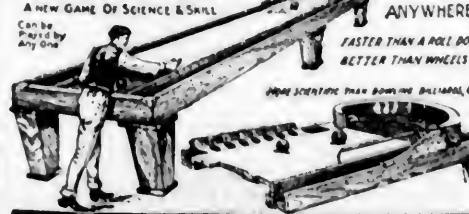
Single or tandem. Made to carry any weight desired. Agents wanted for all parts of the world. Beach proprietors write us for descriptive folder and prices.



DURABLE
SAFE
UNSYNKABLE
HEALTHFUL
EXCITING
SENSATIONAL
EASE IN OPERATION

FOR RECREATION PARLORS, FAIRS, CARNIVALS, HALLS AND STORES, THIS IS THE YEAR'S BEST MONEY MAKER

JAZZ BANK BALL GAME



Here's the latest Money Maker in Ball Games; and clean—it will hold the crowds for hours. The more they play the more the pleasure. Can be worked so much a game, or premium for scores. The tables are built to last; nothing to get out of order; no extras to buy. 4-inch balls are used on large tables and 2 1/4-inch balls on small sizes. 7 balls play on each size table. Made in many sizes. For Parks, 20 ft. by 3 ft. 3 in. For Halls, 8 ft. by 2 ft. For Concessions, 6 ft. by 20 in. Write for description and prices.

Demonstrations any day---any time.

WRITE FOR CATALOGUE.

Four Factories At Your Disposal.

Immediate deliveries. Satisfaction guaranteed. Complete line of merchandise of all descriptions.

THE EUREKA NOVELTY CO., Display Rooms, Suite 19, 1440 Broadway, **NEW YORK**
SOUTHERN REPRESENTATIVE
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AT LIBERTY AFTER MAY 16th

ZIMMIE

"The Half-Man Wonder"

He lives under water. The Greatest Living Attraction for Parks, Circuses, Carnivals or Side Shows. Carries own tank and banner.

CHAS. ZIMMIE (The Half-Man Wonder), 672 Eighth Avenue, **NEW YORK.**

CONCESSIONS

WANTED FOR

Casino Park MANSFIELD, OHIO

A natural picnic park and the only amusement and recreation spot in city. Special inducements offered to anything clean and appealing, especially Rides, Amusement Devices and Concessions.

DON'T WRITE UNLESS YOU MEAN BUSINESS

Best of Street Car Service. Seven-Day Park.
City Location. Address

THE CASINO PARK AMUSEMENT COMPANY

V. A. BATES, Secretary

MANSFIELD, OHIO

CAN PLACE

Blankets, Baskets, Silverware, Jap Roll-Down, Devil's Bowling Alley, Fish Pond and other good Concessions at

MIDWAY ELECTRIC PARK

7 DAYS—FREE GATE—300,000 PEOPLE.

Good propositions to reliable people. Write or wire

W. DONNESON, Mgr., 153 North St., Middletown, N. Y.

WANTED SCRAMBLER

Will give choice location and five-year lease.

Apply

The Boardwalk Park Company

OSCAR C. JURNEY, General Manager, Atlantic City, N. J.

SPECIAL INSURANCE

NEW PUBLIC LIABILITY INSURANCE IN STOCK COMPANY

Economical Plan, with FULL Coverage. State and County Fairs, Celebrations, Carnivals, Expositions, Parks, Piers, Beaches, Riding Devices of every kind. Write any kind of insurance. Special \$20.00 Travel Accident and Health Policies protect men and women in show business all over the world. CHAS. G. KILPATRICK, Rookery Bldg., Chicago, Ill.

WALDAMEER PARK, Erie, Pa.

Drawing population, 200,000 people. WANT TO LEASE—Fun House, equipped and ready to operate. A paying proposition and can be made a better proposition by a competent, intelligent and practical man. None others need apply. Address inquiries to

F. W. A. MOELLER, 537 West 8th St., Erie, Pa.

WANTED

Merry-Go-Round, Ferris Wheel and Other Rides at Rothschild Park

Located three miles from Wausau, on electric car line and main cement highway. Large Pine Grove, with Tourists' Camping Grounds, large Pavillion and Bathing Beach. Free gate. Low rate on power. Seven days a week. No competition within 75 miles. Write quick.

C. A. CHRISTIANSON, Manager, Box 243, - - - WAUSAU, WIS.

WANTED

HIGH STRIKER

An "Ansterburg" Park Machine took in nearly \$5,000 without a break and is still in use after taking in over \$10,000. I am offering these Machines now at \$80.00; ½ down, balance C. C. D. Other Strikers at reduced prices. Send for catalog and look over my line before you buy. It will pay.

M. W. ANSTERBURG, Mfg., Homer, Mich.

Partner Wanted

with several thousand dollars, in good Park. Investigation solicited. Address "Park," Box 12, Hurleyville, N. Y.

(WOODLAWN BEACH)

WITHIN SIX MILES OF BUFFALO, ON LAKE ERIE Easily reached by trolley or auto. Have new Roller Coaster, Merry-Go-Round, Roller Rink, Dance Pavilion, Kentucky Derby, Bathing Pavilion, WANTED—Wild, Ferris Wheel, Airplane Swing, The Dodger, The Frolic, Sker-Ball, Whirl-O-Ball. An ideal location for any new Ride or for Tent Shows or up-to-date Concessions, also Amusement Devices. Apply J. T. SHERLOCK, 33 Fourth Ave., Woodlawn Beach, Lackawanna, New York.

FOR SALE!

Two Wagons, 8x20 ft.; two Wagons, 6x20 ft.; one Wagon, 6x16 ft.; four Cages, one Tableau Wagon, one Band Wagon. BLANCK'S R. R. CAR STORAGE, 6344 Penn. Ave., Pittsburgh, Pennsylvania.

WORLD RENOWNED

100TH
CONSECUTIVE WEEK OF
THEIR 21ST YEAR
OF CONTINUED SUCCESS.

"KILTIES" BAND

100TH
CONSECUTIVE WEEK OF
THEIR 21ST YEAR
OF CONTINUED SUCCESS.

THE ONLY AND ORIGINAL

MR. MURDOCH J. MACDONALD, Conductor

With all their special features, Singers, Scottish Dancers, Bag Pipers, Soloists, etc. All appearing in full Kiltied regimentals, breaking records everywhere. Recently finished 24 weeks in vaudeville. Just finished GREAT SOUTHERN AUTO SHOW, ATLANTA, GA.

"KILTIES" WILL PLAY PARKS AND FAIRS THIS SUMMER.

Home Office:

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T. P. J. POWER, General Manager.

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511 MASONIC TEMPLE

The man who piloted the "KILTIES" around the world.

**PHILADELPHIA
TOBOGGAN CO.**

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**CARROUSELS
COASTERS
WATER RIDES**



MANUFACTURERS, BUILDERS
AND AMUSEMENT PARK
ENGINEERS

Latest Types of Rides
Sold Outright
Or Installed on Conces-
sion in Live Parks

EQUIPMENT FOR RIDES SOLD
SEPARATELY IF DESIRED



WEST SOO AMUSEMENT PARK SIOUX FALLS, S. DAK.

A new and growing Park, in a prosperous locality. Consists of 45 acres fine wooded land, with a mile of river running thru. Second season. 100,000 drawing population.

WANTED--Any Good Rides—Walk-Thru Shows—Shooting Gallery

Good location for ROLLER COASTER and AIRPLANE SWING. Liberal percentage. Flat rental or lease. Will book SENSATIONAL ATTRACTIONS. Send prices and open dates. Address B. W. PHILLIPS, Mgr., Sioux Falls, S. D.

AGENTS WANTED—Good, live Agents for Concessions. Have two Parks and independent spots to keep you busy. (Hicks, Tommy, write.) Independent Shows in this territory, write. Address **ANDREW MUELLER, Eleventh and Phillips, Sioux Falls, S. D.**

PARK CONCESSIONAIRES

We Have Something of Interest for Wheelmen and Concessionaires in Parks. It Will Be To Your Interest To Get in Touch With Us At Once.

ATLASTA MERCANTILE SUPPLY CO.

179 N. Wells Street, (Cor. Lake Street) Dept. B, CHICAGO

“ANNOUNCEMENT”

—WAUKESHA BEACH AMUSEMENT PARK—

Under New Management.

BOOKING VOCAL AND INSTRUMENTAL COMBINATIONS.

Open for new Amusement Devices, Games and Accessories.

Address **WAUKESHA BEACH AMUSEMENT CO., Inc.,**

725 Brumder Building.

Milwaukee, Wis.

MILLER & BAKER, 719 Liberty Bldg., Bridgeport, Conn.

DESIGNERS AND BUILDERS OF

High-Class Amusement Parks, Specializing in Modern Dance Pavilions, Old Mills, Mill Chutes, Miller's Patented Roller Coasters, etc.

**Aeroplane
Circle Swings**

Portable for Carnivals--Stationary for Parks

The portable Aeroplane has a 45-foot tower, six cars of Aeroplane type (biplane), with propellers, truck, fence, ticket booth, wiring for lighting, and engine with radiator, and fan for cooling, and clutch.

Can be “Set Up On The
Lot Without a Bolt”

If you visit our shop you will leave your order, because you will be pleased with what you can get for your money. You will not have to rebuild it nor bear the consequences of an accident.

**Beware of Infringers. We Have
The Circle Swing Patents**

We have a MARCH DELIVERY AVAILABLE.
We have three types of Circle Swing Cars.

We are still delivering.

Portable
for
CARNIVALS

Frolics

As well as
for
PARKS

The FROLIC got \$1053.20 on Labor Day 1920 at Minneapolis.
Uzell products lead them all and you get a SQUARE deal.

None can undersell
us with the same
quality of product

R. S. UZZELL CORP.
2 Rector St.,
New York City.

POINT BREEZE PARK

Philadelphia, Pa., Will Open in the Early Part of May

Offer special inducements to anything clean and appealing in the way of Shows, Amusement Devices and Concessions. Two million (2,000,000) people to draw from. Best car service. A sixth-of-a-mile Veledrome, one Racing Coaster and one Jack Rabbit Coaster, a Four-Abreast Jumping Carrousel, large Whip, Circle Swing, large Boating Lake, Shooting Gallery, Restaurant and Lunch Rooms, Popcorn and Crispette Stands and Ice Cream Parlors, Photograph Studio, Penny Arcade, Japanese Ball Game, Cigar Stands, Kentucky Derby, Steeple Chase Pavilion. Large Picnic Grove and Large Hotel and one of the largest Dance Halls in the State of Pennsylvania, with a floor space of fourteen thousand (14,000) square feet. An Old Mill, with a Water Chute, is now under construction. Have opening for large Eli Ferris Wheel. Have a building for rent, 40x100 ft., suitable for a Dodgem Ride or Over the Falls, or other Attractions. Also Fun House for Rent. Size of building, 100x290 ft. Address

Park Office Phone: Bell Dickerson 4400.

JOHN KOMIE, Lessee and General Manager.

TWOLIP

"IT GROWS in ASTORIA, L. I."



Patented.

Made of light wood fibre, stands 13 inches high, with assorted tulip colors. Packed six dozen to a case.

Plain \$10 per dozen
With Wig and Ribbon \$12 per doz.

25% deposit on all orders; balance C. O. D.
SEND \$2.50 FOR TWO SAMPLES

We also carry a large assortment of dressed and undressed composition dolls. Write for details.

The High Grade Toy Mfg. Co.
57-63 Jamaica Ave., Astoria, L. I., N. Y.

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HAD NOTHING ON

MACK'S FEARLESS FLYERS

FEATURING

POLLY McJOYANT
ESTELLE DeBAR

Death Defying, Hair-Raising Daredevils

Stunt Artists
Par Excellence

CONTRACTS TO ALL



GEO. L. WRIGHT
HELEN PERIL

Lady Plane Changers

Chute Jumpers

No Flight, No Pay

NOTE: Fair Secretaries and Celebration Committees

These daring Young Aeronauts do everything possible to do on an Airplane. They do trapeze work on the landing gear. Walk on the wings. Stand on top while Plane loops-the-loop. Change from one Airplane to another. Do single, double and triple Parachute Jumps, etc.

WE CAN ALSO FURNISH

Balloon Ascensions, Balloon Races, with lady riders or lady and gent rivals, who race each other to the ground by means of one, two or three consecutive parachute drops. This makes an ideal act for the smaller Fair Celebrations. These Acts guaranteed to produce more thrills, draw more people, please more people than any acts obtainable anywhere, anytime.

For Terms, etc., write D. McDANIEL, Permanent address, P. O. Box 1159, DETROIT, MICHIGAN,

EVERYTHING IN AMUSEMENT
ENTERTAINMENTS
EVERYWHERE - FOR EVERYBODY - ALL KIND
FRATERNITIES FAIRS LEGIONS CLUBS PARKS CHURCHES
THEATRES CHAUTAUQUAS SCHOOLS HOMES. CATALOG FREE
W.S. CLEVELAND "SHOWMAKER
FOR THE NATION"
116 MARKET ST. NEWARK, N. J. PHONE MARKET 65

WANTED CONCESSIONS AT WHITE CITY PARK, BOISE, IDAHO

G. W. HULL, President and Manager.
Any good Rides or Games that do not conflict. Terms very reasonable. Address G. W. HULL, Boise, Idaho.



THE Great Calvert

IN HIS LATEST AND SURPRISING AERIAL ROPE DISPLAY. NOW BOOKING.
The Great Calvert,
164 Averill Ave.,
Rochester, N. Y.

WANTED—Distributive Agency, Ohio territory, for Standard Carnival Novelties. Dolls, Pillows, Baskets, Chocolates and all Novelties. Will cover this territory. References and bond. WALLACE SEVERNS, Chestnut St., Mt. Vernon, Ohio.



Penny Arcade, Park and Show Men

The Champion Muscle Developer and The Mystigraph

You will find these machines in the most prominent positions in the largest Penny Arcades and Parks in the country. This includes nearly every State in the Union.

Athletic Machines and Fortune Tellers get more money than all the others together.

Every one of our customers is a booster for us and we want you to know more about our goods.

Send for a copy of our latest catalogues. We have one all ready for you.

CHARLES M. WEEKS CO., WALDEN, N. Y.



Park Owners, ATTENTION

A thoroughly experienced and financially able Concession Manager wishes to hear from live wire owner of a money making park, with a view of making business connections for Season 1921. Quick action requested. Address B. M., Billboard, Chicago.

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

LAKE IDLEWILD FOR SALE

Good Fishing, Boating and Bathing. For particulars write A. V. HALLIBURY, Kenton, Ohio.

"Shooting Gallery and High Striker"
Wanted to buy at reasonable price. Address JOB KOURY, 18 Woodbine St., Pawtucket, R. I.

SEE! SEE! SEE!

"RITA RILEY RIDE THE CLOUDS"

IN HER FEAT STUPENDOUS THAT COMBINES AND EXCEEDS IN IMMENSITY ANY AND ALL AERONAUTICAL PRODUCTIONS OF THE PAST OR PRESENT.

Just One of the Sensations of
"THE RILEYS"

The Girl Wonder Wizard of the Air!
The Act Tremendous!



RITA RILEY,
Famous for Her Daring.

IN THEIR NEW 1921
HITS SUPREME.
THE GREATEST,
MOST THRILLING,
MOST SPECTACU-
LAR ATTRAC-
TIONS OF THEIR
KIND.

GRIPPING,
FULL OF MYSTERY,
ACTION, SUS-
PENSE AND
INTEREST!
AMERICA'S MOST
FAMOUS FEMALE
AERONAUT!

"The Rileys" are America's
Greatest Aeronauts.

"The Rileys" are America's
Most Successful Aeronauts.



PRESENTING A PROGRAM THAT HAS NO EQUAL!

FOR DARING FEATS, GENUINE THRILLS AND INTENSE EXCITEMENT!

THE TRIPLE TORPEDO PARACHUTE DROP

REPRESENTS BUT ONE OF THE MANY AWE-INSPIRING PERFORMANCES OF THESE DEATH-DEFYING WIZARDS OF THE AIR! NO ATTRACTION COULD DRAW GREATER CROWDS!

ATTENTION!!

Fair and Park Managers. Book now by all means. Address
W. H. HASSETT, Publicity Manager
No. 5 Brooks Bldg., 407 E. Kearsley St.,
FLINT, MICH.

Open for
Southern
Bookings
October 1st.

We use our especially de-
signed Gas Inflator, as-
cending from parks or
lawns, with no injury to
the ground. Testimonials
on request. No flight—no
pay. Program made to
suit your wants. Write
us.

NOTE—SPECIAL TERMS FOR ONE
WEEK PARK ENGAGEMENTS.

Terms,
Literature,
Sent on
Request.

TWO BIG 1921 WINNERS

"LIFE TIME" ALUMINUM COOKING UTENSILS

DOUBLE BOILER



COFFEE PERCOLATOR



A LINE OF GOODS

Always in demand
everywhere. Placed
on your rack you will
have a continuous
audience, and watch
your sales increase.
Write for circular
and price list.

NEW ENGLAND FLAG & REGALIA COMPANY
Dolls, Bears, Candy, Wheels and Paddles. Dept. B. STAMFORD, CONN.

WANTED BY

LOOFF'S CARNIVAL CO.

ALBUQUERQUE, N. M.

Pit Show, Novelty Act or any
Working Attraction

Wire to N. L. WEST.

WANTED FOR TRI-STATE EXPOSITION SHOWS

Join by wire. Men to furnish Attractions for Pit Show, new outfit: Illusion Show, Athletic People or any good Grind Show. Will furnish tops and fronts. Concessions all open, no exclusives. Men to take charge of Parker Two-Abreast, new last season. Week of 14, Memphis, Panetec Hotel; week 21, Halls, Tenn. MAX MILLER, Mgr.

JOHNNY J. JONES EXPOSITION WANTS

Private Secretary. Must take shorthand and be able to handle filing system, so can get any contracts or correspondence on a minute's notice. This is year around proposition if you make good. State all in first letter and must give reference. Winter Quarters, Orlando, Florida.

WANTED GIRL TRAPEZE PERFORMER

to work in a Double Trapeze Act. Not over five feet in height and 115 to 120 weight. For the Ringling Bros. and Barnum & Bailey Circus. Write or wire quick to CHAS. A. SMITH, Hotel Courte, Broadway and 21st St., New York City. Show opens March 26

ATTENTION CONCESSIONAIRES! DOLLS DOLLS DOLLS

We Carry a Large Assortment of KEWPIE DOLLS.

"THE BELLE OF THE TOWN"

Ten inches high, with our new style wigs and six different shades of beautiful colors \$6.75 per dozen

MOVABLE ARM DOLLS

13 inches high, with wigs..... \$5.75 per dozen

We guarantee our packing safe from any breaking.

STANDING DOLLS

13 inches high, with assorted wigs \$5.75 per dozen

STANDING DOLLS

Plain finish \$4.60 per dozen

Prompt Shipments. 25% Deposit with order, balance C. O. D.

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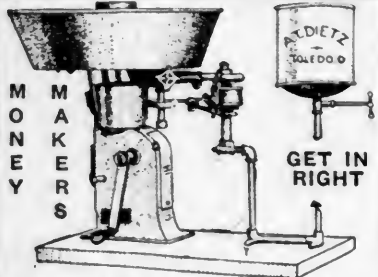


BELLE OF THE TOWN



STANDING DOLL

KOTTON KANDY AND EMPIRE FLOSS CANDY MACHINES!



KOTTON KANDY MACHINES
Hand power as shown, \$150.00. Electric, with Universal Motor, \$150.00. Combination hand power and electric, with Universal Motor, \$200.00. Terms: At least half cash with order, balance C. O. D.

GET THIS!
I have acquired by purchase the full title, good will and sole rights to manufacture and market
Empire Candy Floss Machines

and will continue making them, but in a greatly improved manner, which will embody all the strong features of these machines, with the weak features entirely eliminated, yet they will be distinctive from Kotton Kandy Machines, but made in hand power, electric and combination, at the same prices as shown in the column at the left

A CANDY MACHINE CLEARING HOUSE

I will buy, sell, trade, repair, remodel and rebuild any kind of Kotton Kandy or Floss Candy Machine, no matter what the vintage, condition or make. Owners of Empires, All-Electric Machines, etc. get help to this service and get set for this big season. I also have the following used machines for sale: Two Empires, three All-Electrics and one Bartelle, which I will sell as they stand, or rebuild to suit your requirements. Get to me—that's all!

What they say about the Candy Floss Business:

"Your machines attract most attention."—Williams, Baltimore.
"Much pleased with our Kotton Kandy Machine."—Armstrong, Indiana.
"Very much pleased with your machine."—Meyer, Tennessee.
"Haven't played a bloomer since we started using your machine."—Stipe, Ohio.
"My first 2 hours netted me \$18.75."—Ilendrex, Texas.
"\$10.00 an hour time and again."—Richards, Ohio.
"Your machine all and more than you claimed. Generator best I ever saw. Send another, for another machine I have."—Chambers, Texas.
"Sold \$500.00 worth Kotton Kandy first two weeks."—Takiuchi, Coney Island.
"Made \$267.00 at American Legion Carnival last week. Good for an indoor fair."—Slaby, Cleveland.
"Averaged from \$75.00 to \$128.00 per day for three weeks."—Wendel, Indiana.
"I have taken in \$411.00 on one barrel of sugar costing \$23.00."—Barton, Indiana.
"Are the above testimonials convincing? Well, then, listen to this—I am told that a man who had a concession at one fair made over \$5,000 in four days. If you do only a tenth part as well you'll still be making money."



A. T. DIETZ (Originator, Inventor, Manufacturer.), 27 SAYSO BUILDING, TOLEDO, OHIO.

GREATER LYNN FAIR

4TH ANNUAL
Lynn, Mass., Sept. 14, 15, 16, 17, 1921.
LIMITED MIDWAY.
The only FAIR this year.
In the center of 500,000 people.
GREATER LYNN FAIR ASSN.,
P. O. Box 299.

CHIEF BOW ARROW
ON A HIGH WIRE—A REAL FLASH AND A REAL CLEVER ACT



This act performed by one man, who does all sorts of clever tricks, as described above—Dancing, Waltzing, etc. This is not a little platform act, but a big street or grand stand act. Rigging stands 25 ft. high, 125 ft. end to end. The Indian teepees are beautifully spangled, beaded, and a real scene, flash and originality. I also perform another separate act, A-1 Hand-Balancing and Contortion Act on a platform, making two separate first-class acts for the price of one. Two or three engagements close by can secure acts very reasonable. Fairs, Street Fairs, Reunions and Picnics, get in touch with me. Permanent address, AL. BOSSARD, 71 Sycamore Street, St. Paul, Minn.
P. S.—Have State Fair reference; 84 others just as good.

Wanted, Independent Free Acts, Rides, Shows and Concessions.
CLARK COUNTY FAIR,
September 13, 14, 15, 16, 1921.
10,000 People Big Day 1920.
M. E. WILDING, Secretary,
Neillsville, Wis.

FAIRS Big Six Circuit MINNESOTA

Long Prairie, Aug. 23, 24, 25, 26; Sauk Center, Aug. 30, 31, Sept. 1, 2; Wadena, Sept. 13, 14, 15, 16; Breckenridge, Sept. 20, 21, 22, 23; Fergus Falls, Sept. 27, 28, 29, 30; Wahpeton, N. D., Oct. 4, 5, 6, 7, 8. R. E. SEATON, Fergus Falls, Minn., Secy. "Concessioners, Get Busy." Address Secretaries direct.

CHANUTE (Kansas) FAIR

SEPTEMBER 26 TO OCTOBER 1, 1920.
Full week. On THREE Largest Racing Circuits. No Carnival. Absolutely Independent Concessions. Last big fair in Kansas. GEO. K. BIDEAU, Secretary.

SAN SABA COUNTY (TEXAS) FAIR AND ENCAMPMENT.

Eighteenth Annual, August 16-19, 1921. J. E. BELL, Secretary.

THE 58th ANNUAL PLATTE COUNTY FAIR

Platte City, Mo., Aug. 30, 31 and Sept. 1-2, 1921. Two Big Night Shows.

WANTED AT ONCE

Man with good Merry-Go-Round, for opening of Renraw Park and to play the season at the park on percent. Address H. H. Warner, Owner, Chillicothe, Mo.

James B. O'Neill's Show

WANTED—A few more useful People in all lines. Has 15 a wagon show. Opening latter part April. Address Carlyle, Ill.

WANTED GEauga LAKE PARK

GEAUGA LAKE, OHIO
Opening Saturday Night, May 7th, 1921
NOW BOOKING FOR 1921 SEASON

WANTED—Rides and Concessions. What we have: 75 acres of Land, 60 acres of Water, Dance Hall, 200x125 feet; Picnic Grove, Ball Grounds. This is a seven-day park. Special inducements for Picnics. What we want: Whip or some other good Rides, Shooting Gallery, Candy Wheel, Jumping Horse Carousel, Baseball Pitching Machine, High Sticker, Lunch Counter, Dining Room. Would like to lease all, or what have you got? Get busy. For further information THE GEAUGA LAKE AMUSEMENT CO., INC. (We Own the Lake). W. J. KUHLMAN, 8514 Broadway, Cleveland, Ohio.

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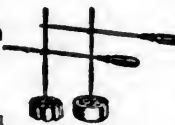
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All sizes, all shapes, made of smooth, fine iron and pure aluminum, as follows: Three-inch size, per pair, made of iron, \$1.00, postpaid. Made of aluminum, \$1.50, postpaid. Four-inch iron, hexagon or scalloped, \$1.25. Made of aluminum, \$2.50 each. Five-inch size, made of iron, hexagon or scalloped, \$1.50 each. Made of aluminum, \$3.00 each. These all have adjustable handles, but prices do not include postage. My book, Tid-Bits, teaches you everything.

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LAST CALL LAST CALL MOSS BROTHERS GREATER SHOWS

All people engaged and holding contracts answer this call by telegram. Show opens in Muskogee, Ok., Saturday, March 26th. Route furnished to those interested. Have Athletic Outfit complete. Will furnish same to reliable Wrestler. WANT Shows, with or without wagons. Concessions of all kinds, except WHEELS, COOKHOUSE, SOFT DRINKS and PALMISTRY. Show will leave Muskogee Sunday, April 3rd, as a fifteen-car show, routed EAST. WILL BOOK any Riding Device, except Carousel, Ferris Wheel or Seaplane. Have eleven Shows and three Rides booked. ADDRESS all communications and telegrams to

T. O. MOSS,

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Season Opens YORK, PA., Saturday, April 16

Best town in Pennsylvania for Outdoor Amusements.
Every industry working full time all winter.

Can place few more shows that don't conflict. Want to hear from Athletic Show with own outfit. Can place one more Ride, other than Ferris Wheel, Swings and Carrousal. Want help for these rides.

Can place few more non-conflicting concessions. Everybody address until April 1st: No. 1431 Broadway, Room 415, New York City.

After April 1st, address:
General Delivery, P. O.,
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WANT to hear from Chas. Sparkes, Ben Bloom, Nat Ehrsh, "Pickles," Dave Traugott, Chas. S. Boanoff, Justin McCarron, Sol Heyman and others. Write FINK & ENGELSON, same address.

WANTED COLEY'S GREATER SHOWS

Dog and Pony, Wild West, strong enough to feature. Must have own outfit. Illusion, Platform, Mechanical or any other Walk Thru Show. Have complete outfit for Athletic and Hawaiian Show to furnish reliable showmen.

RIDES—Ferris Wheel, Tango Swings, Whip, Helter Skelter or any Riding Device except Swing.

CONCESSIONS—Legitimate Concessions of all kinds, except Cookhouse and Juice

FREE ACT—Any good Act. No act too strong for this outfit.

HELP in All Departments of the Show Business. Girls for Cabaret Show. Plant Performers. Russell Maupins, Floyd Young, Jelly Roll, Charlie Gentry, Harris and Mines or any real Plant. Performers capable of earning salary wire or come on. Musicians—Piano Player, Clarinet and Trap Drummer for Cabaret. Slim Thorpe, Babe Thompson, come on home. Disorganizers save stamps and railroad fares, as I just got rid of a bunch. Good man for Merry-Go-Round who understands Foss Engine, \$40.00 a week.

BAND—Royal Italian Band of Eight or Ten Pieces. Teddy Carlo or any other reliable bandmaster, let me hear from you. Address all mail or wires to W. R. COLEY, Gen. Mgr. & Sole Owner, Andrews, N. C., week of March 14-19, under auspices of Fire Department on Main Streets of City.

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ONE MORE FEATURE SHOW

American Band of ten pieces, Colored Performers and Musicians, Concessions of all kinds. Tampa, week March 14th; Orlando, week March 21st. Write or wire

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Have opening for a first-class ten-in-one show. Must have a real center attraction. Will give a good ten-in-one exclusive for entire season and furnish two wagons to load in. Address

KRAUSE GREATER SHOWS, Winter Quarters, Sumter, S. C.

Wanted QUICK

Comedy juggler, entertaining freaks and working acts for ten-in-one. Two more ticket sellers. Wire, don't write. Carl Thorson, wire, can place you.

W. E. DeBARRIE, SMITH GREATER SHOWS, AUGUSTA, GA.

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Located at Rockford, Illinois, a city of 85,000, HOME OF CAMP GRANT, Demobilization Camp for 13 States, average number of soldiers in Camp now, 15,000, will be increased by SUMMER OFFICERS' TRAINING CAMP. 36 Cities within a radius of 25 miles. Total population of 350,000. Reached by 5 electric and good automobile roads. 450 factories of various industries, manufacturing 1,000 different articles, located here, most of which are running now, and all will be in another month. We have contracted for our big Hilde and will start work March 15th. Work on New Dance Hall now under way. We have enough applications for Rides and Games on hand now to fill Park, but would like to hear from more good Concessionaires before awarding contracts. Terms will be right to reliable people. Length of Lease depending upon investment. THIS IS A SEVEN-DAY PARK. A BIG GIRL REVUE WILL BE THE BIG FREE ATTRACTION. Owners of RIDES, PARK SHOWS and Legitimate Concessions WRITE QUICK before we award contracts.

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TEASER—Complete, including motor. Specially made cars. Flashy outfit. Big money-getter.

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WILL BUY WALK THROUGH SHOWS, such as **THRU THE FALLS**, **OVER THE FALLS**, **HAUNTED SWING**, **TRIP TO MARS**, first-class equipment for Crazy House. Also two first-class second-hand Derby Racing Machines. The above must be in first-class shape and cheap for CASH. **I BUY AND SELL Slot Machines** of all kinds, suitable for Penny Arcade.

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WANTED-MEDICAL PEOPLE FOR CA-NE REMEDY CO.

Singles, Doubles, Novelties, Musical Act Workers. Those doubling drums, organ or instruments preferred. Don't ask what we pay. What will you work for and what can do? Do not misrepresent. We know what we can use. Make salary low—it's sure and any time you want it. Platform show opens May 2nd. Chief Running **ELK**, writes.

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Med. work. Good Lead Singer, Magic and Dolls preferred. Top salary to good man. Tell me what you do.

WILSON HYDRA, Secy.-Treas. Bowling Green, Ky., two weeks.

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Sketch Team and Singles, that are up in acts and change for a week. Must read or fake piano. Open here early in May under canvas. Live on lot. Travel by truck. Money every night if you want it. State lowest salary and what you can and will do in first letter. Address **N. J. McGRUFF**, R. 3, Franklin, Pa.

WANT EXPERIENCED SHOWMAN-PARTNER—No angel. No actor considered. Want biz. man with \$1,000.00 to buy 5 teams horses and wagons for dramatic jip show, with my own play and special line of paper. I have \$3,500 tent outfit. Big cash. Nut will not exceed \$350.00 week. One-night stands. You handle the dough. If you want to go to the sticks for a 50-50 cut on an easy \$8,000 season write **W. X.**, care Holart's Theatrical Exchange, Neville Block, Omaha, Neb.

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for Orchestra, Vaudeville and Pictures. Six days. No grind. Salary \$30. Address **ARCADE THEATRE**, Paducah, Kentucky.

WANTED QUICK All Kinds of Med. Performers

for Med. Platform Show. Long season. Good salary right people. State all in first letter or wire. I pay my messages and you pay yours. **DR. J. H. SANZETTA**, 1314 Broad St., Columbus, Georgia.

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For well-known Comedy Bar Act. State full particulars first letter. Address **P. LEROY**, Billboard, Cincinnati.

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WANTED—USEFUL MEDICINE PEOPLE at all times. Long engagement for people that are willing to help the boss get the pancakes. Address **DR. J. A. WELCH**, Box 612, Buffalo, N. Y.



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Frosted Glass Bunnies and Bull Dog Pendant Charms in all popular colors. Gross	5.00
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Gent's Watch, 16-Size Thin Model. Gold finish at the remarkably low price. Each	1.15

We specialize in Seed Beads, Stone Sets, Needles and Trimmings for Head Workers; also Edgings with fiery Brilliants, Glass Tassels, etc., for Costume Designers.

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NELLIE KING, Una-Fon Soloist

Just finished six weeks' engagement thru Kentucky and Tennessee with L. C. McHenry's State right feature, "THE COUNTY FAIR."

Above picture was taken in front of the State Capitol at Nashville, Tenn., during the engagement of "THE COUNTY FAIR" at the "Knickerbocker Theatre," week of January 17, to capacity business. **MR. McHENRY** says: "Miss King is the best Una-Fon player I ever heard."

Managers of State Right Features or Carnivals or Circuses, wishing strong attraction and willing to pay top salary for my services, address care **The Billboard**, Cincinnati, Ohio.

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OPPORTUNITY

For one more show and a few Legitimate Concessions to get with the most successful established Show in the East. **WANT** experienced Help on all our own Rides.

NO Rides Open. **NO Wheels Open.** **NO More than one show open.** **NO Gambling Concessions allowed or open.**

TRAVER EXPOSITION SHOWS, 1547 Broadway, NEW YORK.

-ORGANIZED LADIES' ORCHESTRA—Seven pieces (more if desired), Violin, Piano, Flute, Clarinet, Cello, Cornet and Drums. Available for Hotel, Summer Resort, Pictures or any high-class engagements. Large and up-to-date library of classical and popular music. **MIDWEST WOMAN'S ORCHESTRA**, care Billboard, Chicago, Ill.

ATTENTION, THEATRE MANAGERS!
Competent Vaudeville Violin Leader with experience wishing contract with reliable house for coming season. Salary must be good and position permanent. Will consider change now if offer is for picture or vaudeville work and position is good for some time. Best references Standard library and co-operation on my part. All communications acknowledged. **A. B. X.**, care Billboard, Cincinnati.

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AMERICAN PREMIER WHISTLER
For Band or Orchestra. Powerful, melodious. **REV. CROSBY**, Terre Haute, Indiana.

AT LIBERTY APRIL 1
LUCILLE LOVE and CHAS. CORWIN
FEATURE VAUDEVILLE TEAM
Harmony singers, comedy, singing, talking, feature modeling. Change for week, a few small parts if necessary. State salary. Bartlesville, Ok., week March 14-19. Toby Players. Per. address, Carthage, Illinois. Equity contracts.

TROMBONIST (UNION) At Liberty
Schooled, experienced and capable of all high-class work. Want position in first-class theatre at once. Address **ROBERT CHASE**, 3224 University Ave., Des Moines, Iowa.

At Liberty—Three High Class Musicians
Violinist, Drummer, Tuba (Sousaphone Grand), Violinist. Leader with large standard library, latest jazz. Drummer, Xylophonist with complete outfit. Tuba doubles B and O. Will join single. **W. D. JIAN**, General Delivery, Camden, Ark.

At Liberty March 17th
BLANCHE BOWERS, Characters. Gen. Bus. Dialect parts a specialty. Real Mgrs quote your Top Salary. I have the essentials, and do not misrepresent. Address 1004 Stillwell Ave., Fremont O. Equity? Sure.

AT LIBERTY for next season. For Partner, Act or Engagement. A-1 Singer, Tenor; Irish Comedian and All-Round Man. Sings all kinds of songs, old and new. Comic and sentimental. Do some dancing. One of the old school. Answer by letter only. Age, 50; height, 5 ft., 8 in.; weight, 150 lbs. Per. Add. **CHAS. POWERS**, Middletown, Conn., or Billboard.

PIANIST—AT LIBERTY
MARCH 13TH
First-class theatre; concert orchestra. Address **PIANIST**, 41 Main St., Madison, New Jersey, care Thubkegel.

AT LIBERTY—Five or six-piece organized Orchestra, for theatre, resort, hotel or road engagement. Have excellent library for concert and dance work. Address all mail to **ORCHESTRA LEADER**, Hippodrome Theatre, Carthage, N. Y.

BARITONE AT LIBERTY
Desires to locate with a good Quartette. **L. DRABING**, care Carbon Fuel Co., Carbon (Kanawha Co.), West Virginia.

AT LIBERTY—EXPERIENCED CORNET
Can double Drums if necessary. Hare Bells. Traps. Location preferred. **GRANT HYLER**, 3683 Olive St., Apartment 101, St. Louis, Missouri.

AT LIBERTY—Cellist. Want to locate in town 10,000 to 40,000. Picture house preferred. State all. **CELLIST**, 315 22d St., Ashland, Ky.

WANTED Advance Agent for Feature Film Road Show. Must be able to book. State lowest in first letter or wire. **H. TUSON**, 316 W. 3d St., Dayton, Ohio.

ORCHESTRA AT LIBERTY—Mixed Orchestras—small or large. Theatre, Dance, Concert. **LEAH BITTEL**, care Hallett's Office, 1493 Broadway, Room 422, New York.

RALPH NOA, A.-Ns. 1 PIANIST—Travel or locate. At liberty after 21st. Address 2411 14th St., Tampa, Florida.

Wanted For K. G. Barkoot's Shows

New and novel Riding Devices, high-class Shows, Mechanical and Platform Shows, real money-getting Concessions, no Ex.; good Italian Band and all-round Carnival People in all branches of the business, Promoters, Train Men, Porters and experienced Ride Help. Show will open in Dayton, Ohio. Date furnished to those interested. We play nothing but big dates, including National Moose Convention at Toledo, Ohio. Address

K. G. BARKOOT, 1016 Detroit Savings Bank Building, Detroit, Mich.

The Billboard

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FRANK GILLMORE GETS OVATION IN CHICAGO

**Executive Secretary of Actors' Equity Association
Addresses Enthusiastic Meeting—Ap-
proximately Five Hundred Per-
formers in Attendance**

Chicago, March 12.—"There is no longer any doubt about what you want and no longer any doubt about what you will get," announced Frank Gillmore, executive secretary of the Actors' Equity Association, in announcing the result of the vote on Equity Shop, to a meeting of nearly five hundred performers, in Corinthian Hall, Masonic Temple, last night.

The audience, in its representative personnel and frankly exuberant spirit, must have brought satisfaction even to that veteran official, as Mr. Gillmore many times paused while awaiting for the hearty indorsement of his statements to subside.

John Stokes was chairman of the evening and opened the meeting. Frank Hare, Chicago representative of the Equity Association, preceded Mr. Gillmore, while he announced Equity's progress among the casts of Chicago theaters. The productions that were announced to be 100 per cent Equity were "Dulcy," "The Tavern," "Shavlegs," "The Bat," "Hearta of Erin," "Irene," "Woman to Woman," "Sistres of 1920," "Kissing Time." The standing of other casts playing in Chicago was stated to be as follows: "Mecca," about 80 per cent Equity; "Just Suppos," about 90 per cent; "East is West," 100 per cent, less two members; "Hitchy Koo," 90 per cent. The stocks in the National Theater, Imperial, Victoria and Warrington were given as 100 per cent and the State-Congress as 50 per cent Equity. Mr. Dare stated that many of the above casts had been made solidly Equity within the past few days. Representatives from several of the casts, only partially Equity, pledged themselves to make their companies solidly Equity within the next few days.

When Mrs. Thomas Whiffen, one of America's oldest actresses, and one of the best known, was escorted to a chair by Mr. Gillmore the audience rose and stood amid prolonged applause.

Mr. Gillmore, who was greeted with warmth when he arose to speak, said that John Emerson, president of Equity Association, had sent his regrets that he was unable to attend the meeting. The meeting last night was very different from the customary Chicago meeting, where Mr. Gillmore has been the principal speaker. Heretofore it has been a serious, militant and concise official that the Chicago actors have gone to hear. Last night Mr. Gillmore "let down" a bit, so to speak. He didn't make a typical Gillmore speech at all. Rather he "visited." Tho straight to the point as always, he shed some of the affable and genuine satisfaction he felt in victory to auditors accustomed to his own feelings. The occasion savored much of the old-fashioned ratification meeting, deemed essential in years gone by, after a victory gained thru suspense and strain.

"Equity Shop will go into effect with independent managers in New York next season," said Mr. Gillmore. "In the Chicago sector it is in effect now."

The speaker then read the full text of the agreement with The Shuberts, which drew forth the fullest collective indorsement from the audience.

The speaker unrolled a long document, reaching to the floor, showing signs of long habitation in a vault. It was a petition for practically a

closed shop, signed quite a while ago, and among the signers appeared the names of Howard Kyle and Henry Miller, to the sustained amusement of the assemblage. Ida Mulle, playing in "Mecca," was brought to the platform at the conclusion of the address and introduced as the first woman who went out in the actors' strike of a year ago.

Mr. Gillmore announced that in the future he will spend two days out of each month in the Chicago office, where he will be in close touch with the problems of the Chicago actors. He also predicted that three actors' associations on the Coast will soon join hands with Equity and come beneath the Equity banner.

Every seat in the hall was filled, and the crowd overflowed into the adjacent halls after all standing room had been taken.

TRI-STATE CIRCUIT BUYS EMPIRE THEATER

Frederick, Md., March 10.—By an agreement reached last night between the Empire Theater Company, of this city, owners of the Empire, and the Tri-State Theater Circuit, Inc., the playhouse on Market street was purchased by the latter company. The new owners get

absolute possession of the playhouse on April 1, and contemplate redecorating and remodeling it.

The Tri State Circuit also has the lease of the Opera House. Walter Decker, who has been managing both the Empire and Opera House, will continue to manage both playhouses.

DOCKSTADER & HILL MINSTREL DEAL OFF

Chicago, March 11.—Harry Armstrong was notified by Gus Hill yesterday that the contemplated minstrel amalgamation between Mr. Hill and Lew Dockstader has been slipped into the discard. Mr. Hill wrote that Mr. Dockstader has received a vaudeville offer for the coming season that could not easily be turned down by any performer and that the veteran minstrel king will continue to do one of his famous singles.

Mr. Hill wrote that he will go ahead with his own plans to get a New York theater for a long minstrel run, negotiations for which have been under way for some months.

NEW POUGHKEEPSIE HOUSE

Poughkeepsie, N. Y., March 10.—It has been announced that George Cohen, manager of the Rialto and Best theaters in this city and of a number of theaters in Newburgh and other places, will soon start the work of completing a motion picture house to be devoted to high-class pictures. The house was built during the war and because of unfavorable conditions was not completed. The interior is about 38 by 100 feet and it is Mr. Cohen's plan to put in first-class equipment.

TO AID STRUGGLING ACTORS

**Catholic Actors' Guild Opens Central Office To
Care for Out-of-Town Craftsmen—Organi-
zation Shows Wonderful Growth—
Annual Benefit April 3**

New York, March 12.—At a meeting of the Catholic Actors' Guild yesterday in the Hotel Astor, Brandon Tynan, president, announced that a central office had been opened at 229 West 42nd street to aid and care for actors of all denominations who arrive from outside cities and are not familiar with New York.

The meeting was in the nature of a Prosperity Festival, and it was announced that in the last three months the Guild had more than quadrupled its membership.

"We have a membership of more than 5,000 at the present time," Mr. Tynan said. "And with this number of influential actors behind us, we can accomplish something for the new actors who come to this city. If they are out of work and can give references, we will help them get positions and tide them over their financial misfortune."

The annual benefit will be held at the Cohan Theater on April 3. Victor Dowling will be chairman of the patrons, and Mrs. Henry Taft will be chairman of the patronesses. On the entertainment committee will be George M. Cohan, Brandon Tynan and Gene Buck. A plot for burying Catholic actors was donated to the Guild by Archbishop Hayes.

Chauncey Olcott was the star of the festival at the Hotel Astor. Other entertainers were Lillian Breton, of the Metropolitan Opera House; Sylvio Paglia, the Italian baritone; Florence Nelson, danseuse; Angela McCahill, reader; Lawrence Schautler, concert pianist; Miss May Fine at the piano, and Miss Janet Van Auken.

SECOND STORY THEATERS

May Be Outlawed in Chicago

Chicago, March 11.—Second story theaters of the type of the Shubert-Central will be done away with if the council adopts the new theatrical fire ordinance to be presented by the sub-committee which has been investigating conditions in Chicago playhouses.

Only straight aisles leading direct to exits are to be provided for and numerous changes in the seating arrangements are to be recommended.

The committee is also quoted as saying it is not satisfied with the manner in which the building department and the fire prevention bureau have enforced the present fire safety ordinance.

JOHN EMERSON

Answers Arguments of Managers Against Equity Shop

New York, March 12.—A contest has been waged in some of the newspapers this week over the "Equity Shop." Gus Hill, president of the Touring Managers' Association, and D. W. Griffith both battled against it and John Emerson, president of the Actors' Equity Association, replied with an effective.

Mr. Griffith's main argument was that "art must be free," and he opined that "Equity Shop" would have a blighting effect on the "art" of the movies. Gus Hill said the Equity Shop would keep "new blood" from the stage and that he "would much rather see the theaters of New York burned to the ground" than have the managers desert the Actors' Fidelity League. Mr. Hill also said:

"If you could only witness a rehearsal of professional actors once in your life you would quickly realize that the stage director must tell every one of them the proper intonation of every word they are expected to utter in playing a part.

"That being so of actors and actresses who have had previous training, it has always seemed to me just about as easy to teach somebody else who has had no experience whatsoever. The process with beginners usually requires only about four weeks.

"When the time comes we will let the Actors' Equity know they have no authority to dictate terms to the Touring Managers' Association.

To which John Emerson countered with the following statement:

"If Mr. Hill would be more moderate and conservative in his statements they would carry more weight. When Mr. Hill says new blood is needed in the theatrical profession, and implies that the Equity Shop will keep that new blood out, he is indulging in false and misleading propaganda. Mr. Hill knows that the Equity Shop policy will not bar one single drop of new blood from the stage, as under this policy any person engaged by a manager to speak even one line becomes eligible to Equity membership.

"Mr. Hill's extraordinary shift of ground is interesting. A week or so ago he made the statement that if the Equity Shop went thru he would employ no one but non-union actors next season. It was called to Mr. Hill's attention that in such a case he might find himself obliged to play only to non-union audiences. Apparently he has decided that it would not be the part of wisdom to antagonize 20,000,000 people in America, who are in the closest sympathy with the aims and objects of the American Federation of Labor, for in today's statement Mr. Hill says that in his companies there will be no discrimination whatsoever.

"Mr. Hill says, regarding the attractions controlled by the Touring Managers' Association: 'Our 116 shows will finish out the season of 1920-21, and continue till they put the "closed shop" on us, and then we will stop running altogether, if we feel so inclined.'

"The point is that they won't feel so inclined, as they will find that they will be just as prosperous and happy under the Equity Shop policy as they were before."

A good deal of discussion was heard on Broadway this week as to what action would be taken by the Equity council in enforcing the mandate of the members about the "Equity Shop." It was considered significant by many that the members were cautioned at last Sunday's meeting not to sign any contracts for next season

(Continued on page 25)

Last Week's Issue of The Billboard Contained 1,469 Classified Ads, Totaling 6,949 Lines, and 670 Display Ads, Totaling 23,826 Lines, 2,139 Ads, Occupying 30,775 Lines in All

The Edition of This Issue of The Billboard Is 90,000

Deadline On Advertising Drawn Friday Night, and Various Offices Notified Accordingly. Eleven Pages Received After That Time Crowded Out.

UNITED SCENIC ARTISTS HOLD FIRST ANNUAL BALL

Waldorf-Astoria Scene of Brilliant Festivities Attended by Hundreds—Grand Ball Led by James W. FitzPatrick and Mae Murray and Directed by Harry Mountford

The first annual ball of the United Scenic Artists was given on Wednesday night, March 9, at the Waldorf Astoria, New York. The association had taken the whole of the second floor of the Waldorf Astoria for its festivities.

The proceedings commenced with dancing about 10 o'clock followed by a high-class entertainment composed of professional artists and members of the union. At 1:30 when the entertainment concluded the grand march was called and was led by President James William FitzPatrick, of the American Artists' Federation, and Miss Mae Murray. The grand march was directed by Harry Mountford with his usual ingenuity, dramatic effect and precision.

President Williams, of the union, and Business Agent Darrell were extremely busy in seeing that everything was right and making every-

body feel at home. A very interesting exhibition of models and designs for scenery was held in one of the large ante-rooms on the second floor which was much enjoyed by the hundreds of guests.

It was announced during the entertainment by Mr. Mountford that the Fortieth Engineers, the Camouflage Division of the A. E. F., would hold their annual ball at the Biltmore on April 9 and that the Biltmore would be decorated by the Camouflage Division to represent a "Night at Versailles."

WANT CLEANER PICTURES

The National Catholic Welfare Council, from its headquarters in Washington, has launched a campaign for cleaner and better motion pictures. Charles A. McMahon, director of the council's motion picture bureau, states that the Catholic position, briefly put, favors reasonable and far-reaching reforms of a number of admitted abuses and disagreeable features connected with motion picture performances today. "These reforms," he says, "apply to the admitted indecencies of the films, such as unwholesome sex plays, indecent posters and advertising, suggestive situations, inciting dances and other fifth."

Continuing, Mr. McMahon says: "The Catholic position does not necessarily call for State or Federal censorship laws, at least not until the efforts of the better class of motion picture producers and exhibitors, to effect their own reforms, have been given an honest trial and have been proved to be inadequate."

NEW ENID HOUSE OPENS

Enid, Ok., March 10.—The new Billings Theater, built at a cost of \$200,000, opened recently and is showing first-class pictures. This theater, which is owned by Walter Billings, is one of the finest and best equipped in the Southwest, with every feature that could contribute to the comfort and convenience of patrons.

The theater seats 1,400 people. Stage and equipment are such that if Mr. Billings decides to change the policy of the house any sort of attractions may be played.

EYEING THE THEATERS

Chicago, March 10.—Alderman Kostner, of the council buildings committee and his associates are touring the theaters of Chicago to ascertain just how far fire ordinances are being observed. The committee reported conditions in the Shubert Central and Orchestra Hall to be generally good. Seats in front of the exit doors in the Princess will, according to the alderman, be responsible for the holding up of the theater's 1921 license until the seats are removed.

\$15,000 EXPECTED

Philadelphia, March 10.—Gus Hill's "Bring Up Father," playing the Metropolitan Opera House this week, is doing immense business. Every night and up to the Wednesday matinee every seat in the house has been sold. The best seats at afternoon shows are 25 and 50 cents. Manager John T. Pearsall states an extra Friday matinee will be given in order to accommodate the demand, and predicts that \$15,000 or over will be the record by Saturday night.

THE ALLEY THEATER

Chicago, March 11.—The Alley Theater, a 200-seat midget palace of amusement, is to be opened April 15, in the rear of 1160 North Dearborn street. The garage in the rear of the one-time John N. Jewett residence is being remodelled for show purposes by an architect. When finished the Lyceum Arts Conservatory, now in the Lyon & Healy building, will move into the twenty-two room Jewett residence with its music and dramatic school. It will use the Alley Theater for its students, but the playhouse also will be given over to public performances of various sorts.

Many of which are in the downtown section. An ordinance of the kind recommended will involve the expenditure of millions of dollars in case of its passage.

NEW BROWNSVILLE O. H.

Brownsville, Pa., March 12.—The Wright Amusement Co. is just completing an opera house here at a cost of \$200,000, which, when finished about May 15, will be one of the finest in Western Pennsylvania. The house will play road shows, vaudeville and motion pictures, it is announced. Tom Wright is to be manager.

PICTURE MEN IN CHICAGO

Chicago, March 9.—Dr. W. E. Shallenberger, president of the Arrow Film Co., Inc., of New York, was in Chicago this week on his way home from the Coast. Joe Engle, production manager for Metro, was also in Chicago on his way to New York. He will view the "Four Horsemen of the Apocalypse" in the metropolis.

ARRESTED FRENCH MOVIE MAGNATE

New York, March 10.—News from Paris states that Audre Himmel, who said he was the founder of the Franco-American Cinematograph

BELLE MURRY



Miss Murry is at present appearing with the Blaney Players, the favorite New York City Stock company. Miss Murry, who comes from a well-known theatrical family, her father being Jules Murry, the Messrs. Shubert's general booking manager, spent the past summer months as a member of Edward Robbins' notable stock organization at the Royal Alexandra Theater, Toronto. Her ability, striking personality and youth assures her of early Broadway success.

—Photo Underwood & Underwood, New York.

STILL ANOTHER FOR CLEVELAND

Cleveland, O., March 10.—A new motion picture theater for a thriving business center in the East End is planned by the Euclid-Superior Market Company, a new organization formed to promote the construction of a market house and theater building on a large triangular plot where two main thoroughfares of the city come together. The building will occupy land 150x200 feet, and is estimated to cost \$500,000. The policy of the theater will be announced later.

MAY STOP LOBBY DANCING

Chicago, March 10.—Those theaters that permit dancing in the lobbies of their theaters to retain waiting patrons until seats are vacated may find the feature stopped by the city, according to Alderman Pick, who is investigating the enforcement of fire prevention laws.

MAKE MOVIES SAFE

Chicago, March 8.—Rebuilding and modernizing of many theaters in Chicago to do away with fire traps and protect the lives of the patrons, was the recommendation made today to the council committee on buildings by J. C. McDonnell, chief of the fire prevention bureau. Alderman Kostner, chairman of the committee, said all of the theaters will be investigated,

Corporation, was arrested at Hastro as he was about to sail for New York on the liner Savoie and was taken to Paris. The charge against him was not revealed.

OPPOSE WOMEN USHERS

Chicago, March 11.—Eighty-five per cent of the fire marshals of different cities are opposed to women theater ushers, according to replies to queries sent out by Alderman Joseph Kostner, chairman of the council buildings committee.

ROB MOVIE HOUSE

Chicago, March 9.—Two armed men stepped up to Mrs. Nora Crowley, cashier of the New Regent Theater, a movie house, 6848 South Halsted street, last night and compelled her to hand over \$150, all the money in the cage. They also took a roll of tickets.

LIEN ON TOMBSTONE

New York, March 14.—Mrs. Oscar Hammerstein has been served with a court order establishing a lien on the tombstone over the grave of her late husband, Oscar Hammerstein, grand opera impresario. The lien was issued in behalf of E. H. Stone and Company, builders of the monument, who allege that \$1,500 of the cost still is unpaid.

NATION-WIDE CAMPAIGN

To Establish "American Sunday" Will Be Launched at Once

A nation-wide campaign to establish the "American Sunday" is to be started at once by the Anti Blue Law League of America. This was decided last Thursday in New York City at a meeting of the National Council of the Organization, held at the Hotel Biltmore, and attended by President Crawford H. Ellis, of New Orleans; Vice-Presidents J. A. Culbertson of Cincinnati, and Emilie Sweeney of St. Louis; Secretary F. C. Dailey and Treasurer Andrew G. Smith, both of Pittsburgh.

The "American Sunday" is to be designated by the three "R's"—Rest, Recreation and Religion. The league will work for local State and national legislation to uphold these principles, believing the American public is entitled to one or all of these three diversions on Sunday.

Plans were also made at the meeting of the league's officers for the first annual national convention of the league to be held at Washington, D. C., June 27 and 28.

The button and poster designs recently issued by William L. Mann of 130 West 46th street, New York, were accepted by the league and the Anti Blue Button and Foster Association conducted by Mr. Mann and Robert F. Ellis McClellan, now become a part of the Anti Blue Law League of America.

Frank W. Darling, vice-president of the National Association of Amusement Parks attended the league's meeting and announced that his organization had pledged itself to secure 50,000 members for the league before July 1 throughout the United States.

The Anti Blue Law League of America originated in Cincinnati, O., January 1. It is not soliciting or accepting cash contributions and is being built up solely on its individual membership. Headquarters are at 803 Penn Building, Pittsburgh, Pa. District offices are soon to be established in New York City, Chicago, Los Angeles and New Orleans.

TOWANDA THEATER DEAL

Towanda, Pa., March 11.—The Towanda Amusement Co., a \$80,000 concern, has been organized and will control and operate the rebuilt Keystone and Wayne theaters here. The new corporation, with R. N. Merrill, president; Wm. Wooden, treasurer, and Mr. Comerford of Scranton, secretary, is affiliated with the Comerford theatrical and photoplay circuit of Scranton, which controls and operates 60 theaters, and the Stanley Corporation of Philadelphia. The Towanda Amusement Co. will carry out plans of Mr. and Mrs. Wm. Wooden for the erection of a new theater here on the site of the Keystone Opera House. Work on the new theater will start April 1. The house will seat 1,100.

NOT IN THE "STICKS"

Regarding an item which appeared in The Billboard recently Charles E. Bloomer writes: "There was an article in The Billboard of February 19 saying 'A Man of the People' was to be produced as a vaudeville sketch, or words to that effect. The article reads that last season the play was toured in the 'sticks.' That is a lie. It was rehearsed four weeks at the 39th Street Theater, New York City, was tried out at Stamford, Conn., then went to the Princess Theater, Chicago, where it played for five weeks; then the Davidson in Milwaukee for a week, and from there to New York City where it played two weeks and closed."

CONTRACT AWARDED FOR CINTI BURLESQUE HOUSE

The George A. Fuller Company of New York City has been awarded the general contract for the new theater the Columbia Amusement Company is to build in Cincinnati at the southeast corner of Seventh and St. Clair streets, Cincinnati, O. The approximate cost of the theater will be \$600,000. A two-story, fireproof building is to be erected. It will be 78 by 118 feet, with a seating capacity of 2,500 persons and an ornamental exterior of brick and terra cotta. A. McElfritck drew the plans.

LANSING CO. ELECTS OFFICERS

Lansing, Mich., March 10.—The Lansing Theater Company has elected officers as follows: President, J. C. McCullough; vice-president, Roy Brown; secretary, Frank A. Wall; treasurer, John S. Wilson. Plans for the construction of an office building and the Blackstone moving picture theater are held up pending a decision in the ejection case.

MILES PLANS NEW HOUSE

Detroit, March 10.—Charles H. Miles, who controls three theaters in this city, with houses in Cleveland, Akron and Scranton, plans to build a \$600,000 theater in Wilkes-Barre, Pa., work on same to begin early in May. The new house will be devoted to vaudeville and pictures.

IN UNMARKED GRAVE

Lies Actress Mother of Edgar Allan Poe—Equity Raising Fund To Mark Spot

The body of the mother of America's great poet and short story writer, Edgar Allan Poe, who was Elizabeth Arnold, an actress of rare attainments, lies in an obscure corner in St. John's churchyard in Richmond, Va., her grave unmarked and almost forgotten.

The Actors' Equity Association, upon the suggestion of Miss Leah Wilson, has started to raise a fund with which to repair the grave-stone and place on it a suitable inscription to the gifted woman who gave life to America's tragic poet.

DOYLE TO VISIT AMERICA

Stuart F. Doyle, general manager of Union Theaters, Ltd., owning and controlling 80 picture theaters thruout Australia, many of which are situated in the six capital cities of the commonwealth, left Australia by the Niagara on February 10 in company with W. A. Gibson, his colleague and co-director, who is general director of Australasian Films, Ltd. It is the intention of Mr. Doyle to inspect the various modern methods of picture presentation thruout America for the purpose of applying the latest American ideas to the new big theaters being erected by his company in Sydney and Melbourne.

SCENERY BURNS

And Otis Skinner Show Takes Half Week Vacation

Louisville, Ky., March 11.—Fire broke out in a car containing scenery of the Otis Skinner play, "At the Villa Rose," early yesterday morning and burned scenery, costumes and stage property to the value of several thousand dollars.

Mr. Skinner and his company appeared at the Mocauley Theater here on Wednesday night. They were to have played Lexington, Huntington, W. Va., and Lima, O., the three remaining nights of this week, but were compelled to cancel these dates. The show will open in Milwaukee Monday.

MOVIE MAN HELD

New York, March 11.—Max Schwartz, one of the proprietors of the Catharine street motion picture theater, where six children lost their lives last year in a panic caused by a smoky furnace, was held in \$200 bail this week in Tombs Court for trial in special session, on a charge of permitting a minor to enter the theater unaccompanied by a guardian. Complaint was preferred by an agent of the Children's Society.

FAAS' GOLDEN WEDDING

New York, March 7.—Charlie Edwards, general manager of the Harry Hastings' Burlesque Attractions, returned this morning after participating in the golden wedding anniversary of his parents, Anthony J. and Mary M. Faas. Mr. Faas is a well known poster artist of the old school in Philadelphia.

The happy event took place at the residence of his daughter, Mrs. S. D. Conwell, 5638 Spruce street, where many of the oldtime theatrical favorites renewed acquaintances.

BAIL IS REDUCED

Wilkes-Barre, Pa., March 11.—Edward C. Hartman, former manager of the Nesbitt Theater, committed to the Luzerne county jail several days ago on a charge of embezzlement and held in \$12,000 bail, has had bail reduced to \$5,000 when Sidney Hirsch, attorney for the Blaney Producing Company, owner of the theater, testified that the amount involved in the alleged shortage was \$9,120.46.

CHARGED WITH FRAUD

Baltimore, Md., March 8.—Wanted for alleged swindling of merchants of this city of sums aggregating many thousands of dollars, B. M. Morgan, erstwhile local head of the American Producing Co., of New York, St. Paul and Pittsburgh, with offices at 1425 E. Baltimore street and 512 Light street, is sought by the police of all large cities at the request of headquarters here.

NEW "SPEC" LAW EFFECTIVE

New York, March 12.—In West Side court this week George Betts, charged with speculating in theater tickets, was held in \$500 bail for special sessions. He is the first defendant to be held for a higher court by a city magistrate since the new anti-spec laws became effective.

WILLIAMS A VISITOR

Ralph R. Williams, manager of the Grand Opera House, Bellefontaine, O., was in Cincinnati last week to book films for his house

and while in the city paid the offices of The Billboard a visit. Mr. Williams' house plays first-class pictures and road shows. He has had some of the best shows on the road at his house during the present season and more to come.

Mr. Williams states that a big new theater is nearing completion at Sidney, O., and will be ready to open about April 1. Samuel DeWeese will manage the house.

ACTRESS SECRET BRIDE

New York, March 12.—Judith Vasselli, appearing in "Ladies' Night," has corroborated a dispatch from Philadelphia announcing her marriage some time ago to John E. Floyd, a wealthy lumberman of that city. Just when or where the marriage took place she refused to tell.

Miss Vasselli during the past four years has played many vampire parts on the New York stage and also in pictures.

ONCE FAMOUS SINGER ILL

South Norwalk, Conn., March 11.—Annie Louise Cary, once famous American concert singer is seriously ill at her home here. Because of her age—eighty years—there is little hope held out for her recovery.

STAR THEATER SOLD

Chicago, March 10.—Purchase of the Star movie theater, 68 West Madison street, was an-

ounced this week by Jones, Linick & Schaefer. The purchase price is said to have been \$40,000 for the four-story building and leasehold. The assessor's valuation on the ground is \$214,000.

MAY BUILD IN NEW BRITAIN

New Britain, Conn., may have a new \$1,000,000 theater if the plans of the William Fox Corporation are completed. The corporation has secured a two months' option on a site on Main street. The proposed theater will have a seating capacity of from 3,000 to 3,500.

QUIT SHOW BUSINESS

Chicago, March 11.—The Oakley Theater, 2320 West Chicago avenue, has been sold by the Flower & Meyer Amusement Company to Salo Auerbach, for a reported \$75,000, subject to \$50,000. The sellers are quitting the show business.

ROSEWOOD SOLD

Chicago, March 12.—The Rosewood, one of Lincoln street's best known movie houses, has been sold by Arthur S. Schwartz to Alec G. Lurie. The site is improved with a fifteen-apartment building in addition to the theater, seating 1,000, which is leased to Aacher Bros.

IOWA THEATERS

Taken Over by Augustus Pitou

Davenport, Ia., March 12.—Charles Kindt, manager of the Burtis Theater, announces that Augustus Pitou will take over the Burtis in

ZIEGFELD TOWED TO SEA BY HUGE DEVIL-FISH

New York, March 11.—According to advices received here from Palm Beach, Florenz Ziegfeld, Jr., and six fishermen, fighting from two boats, were towed 17 miles out to sea by a huge devil-fish yesterday and did not find their way back until nearly midnight, after friends had gone in search of them.

Altho the devil-fish was harpooned four times and shot with an army rifle eight times, it escaped.

The devil-fish is a giant member of the "ray" family—not an octopus as popularly supposed and not at all fierce or dangerous. It is quite a feat to capture one, however, because of its tremendous strength and vitality. —The editors).

BEATTY HEROIC FIREMAN

New York, March 10.—Phil Dalton, the burlesque insurance broker, was highly elated this morning due to the fact that he adjusted the fire loss claim of E. Thos. Beatty for \$4,000

GOVERNOR MILLER EFFECTS ON DEMAND WHAT THE BILLBOARD FOUGHT SEVEN YEARS TO BRING ABOUT

Early in 1914, in the belief that the methods and practices then obtaining in film production would inevitably lead to censorship, The Billboard commenced its endeavor to save the producer from himself by launching its campaign against the oversexed, the unduly lurid and the "lemon" films.

All we succeeded in doing was to offend producers and drive their advertising out of our columns.

But Governor Miller packs a bigger club, as witness the following, given out in New York last week:

EXAGGERATED SEX PLAYS AND CRIME AND VICE THEMES TO BE ELIMINATED

Pending action on Governor Miller's demand for a moving picture censorship in this State, the members of the National Association of the Moving Picture Industry announced yesterday that they had agreed upon "a definite and concrete plan, which will insure against the production of questionable films and will prevent also the exploitation of pictures in a manner offensive to good taste."

By unanimous vote the members of the association, representing about 90 per cent of the motion picture production, adopted resolutions calling upon all members to uphold the authorities and assist in the prosecution of all members who failed to comply with the aim of the association to make the screen "clean and wholesome."

Under the ban of the industry are exaggerated sex plays, white slavery and commercialized vice, themes that make virtue odious and vice attractive, plays that would make drunkenness, gambling, drugs or other vices attractive; themes that tend to weaken the authority of the law, stories that might offend any person's religious beliefs, and "stories and scenes which may instruct the morally feeble in methods of committing crime or by cumulative processes emphasize crime and the commission of crime."

It was decided that "this association record its intention to aid and assist the properly constituted authorities in the criminal prosecution of any producer, distributor or exhibitor of motion pictures who shall produce, distribute or exhibit any obscene, salacious or immoral motion picture in violation of the law, to the end that the recognized public good accomplished by the motion picture shall be preserved and advanced."

"Any member of this association willfully refusing to carry into effect these resolutions shall be subject to expulsion as a member of the association. All exhibitors, producers and distributors of motion pictures, not members of this association, shall be urged to co-operate to carry into full effect these resolutions.

"This action is expected to prove most effectual in keeping the screen entirely free from questionable matter."

within 48 hours after the fire that caused much interior damage to the Beatty \$85,000 mansion at New Rochelle.

According to Phil the fire was of accidental origin by lace curtains catching fire and communicating to the Oriental tapestry and rugs that have cost Connoisseur E. Thos. many thousands of dollars.

Phil says that the loss would have been much greater were it not for the fact that Mr. Beatty is on the "water wagon" and had an unusually large supply of "siphon seltzers" at hand which in the hands of the Beatty family headed by E. Thos., kept a continuous stream on the blazing furnishings until the arrival of the fire department when E. Thos. was acclaimed a hero by those present. Phil, some jester, remarked that it takes a hero to handle seltzer these days.

GREIDO BANKRUPT

Utica, N. Y., March 10.—Samuel Greido, motion picture operator, here in Federal Court filed a petition in bankruptcy, giving total liabilities as \$1,439.60 with assets at \$252. Greido goes by name of Sam Gray.

JOHN EMERSON

(Continued from page 23)

without consulting the Equity officials. The significance seen in this is the implication that "Equity Shop" would go into effect against all independent managers by the opening of next season. To effect this it would probably be necessary to scan all contracts and have a definite ruling on what they may contain before rehearsals start in the early summer.

THEATRICAL MUTUAL ASSOCIATION

Kansas City Lodge, No. 13, celebrated its 15th anniversary at the regular meeting February 18, it being one of the biggest meetings in the history of the lodge. So big was it that the regular hall wasn't near large enough, the celebration being held at musicians' headquarters. A class of forty-eight candidates was initiated, a gain of nearly 50 per cent, which is some record. After the initiation Brother Sohberg, who was the first president of the lodge, was called upon to address the meeting. His talk was very interesting, dealing with the early days in the theatrical business in Kansas City, and the work of organizing and maintaining a lodge of the T. M. A., and added that it was a pleasure to see their efforts rewarded by such a splendid organization as Local No. 13 now is. At this point there was a knock on the door, and Sergeant-at-Arms Moots announced a telegram for the president, which he delivered to the Chair. President Moody opened the envelope, read the telegram, and without a word passed it to Brother Sohberg, who, after a moment's pause, said: "Well, this is on the same subject on which I am speaking. Will Past President Hudson please come forward? Brothers, I arose, thinking it might be a telegram of greetings from Brother Hollenkamp and wondering why Brother Sohberg didn't read it to the meeting without calling on me. Arriving at the president's station I was, without warning, presented with a beautiful 21-jeweled Hamilton Watch, with the following engraved on the case: 'Presented to Virgil G. Hudson by the Kansas City Lodge, No. 13, T. M. A., in appreciation of ten years of faithful service as an officer of the lodge, Feb. 18, 1921.' I might add that the telegram was just part of the frame-up to take me by surprise, and it certainly succeeded."

There was an outburst of applause which must have been heard all over Missouri, and I soared into the air and didn't get back to earth until the meeting was nearly over. I tried to express my thanks and appreciation the best I could, under the circumstances, but I don't think there are words in our language that could fully express my feelings. I will only do my best, by words and actions, to prove worthy of the esteem and confidence as expressed in the presentation of that beautiful present. Several of our new brothers addressed the meeting with well-chosen remarks, which were well received, after which the regular meeting closed in regular and due form. An excellent luncheon was then served by the committee of Brothers Smouse, Stewart, Mayer, Franano and Roberts, and everyone thoroughly enjoyed it. After the cigars had been passed around an interesting film was shown, provided by our brothers of the picture machine operators. It was a travelog showing beautiful scenes around the Royal Gorge and other points of interest. The following visiting brothers were present: Pat J. Kearney, Cincinnati, No. 33; F. F. Rosa, Pittsburgh, No. 37, and Edwin H. Hedderich, Buffalo, No. 18. They assisted with the initiation, and all spoke highly of the way in which we pull on our meetings, without the aid of a ritual, all the work being memorized. The account of this meeting would not be complete without mentioning the fact that a large part of the success of this celebration is due our chaplain, Bro. Paul W. McCullough, who is untiring in his efforts in promoting the principles of our order. Brothers, if you are on the road, or just passing thru, don't fail to visit us. Hospitality is our middle name. Glad to see you any time. Just inquire at any theater.—COLONEL HUDSON.

Boston Lodge, 2, T. M. A. at its last regular meeting installed William Gallagher, past president, and James Duffy, secretary. At the regular installation held last month these two officers had to leave early on account of the theaters opening early on Sunday. George Arnold, the new president, is receiving the full support of the membership and is out to make the coming year a most prosperous one for Boston Lodge. Plans are under way for an outing to be held next summer and a campaign is to be started for new members. Too much praise cannot be accorded to the past president, William Gallagher; the two years while "Billy" was in the chair were most strenuous. The influenza epidemic and the closing of banks where the lodge had money on deposit only added to the troubles of the president, but he pulled the lodge thru. Every sick member received the benefits and all bills were paid, so that today he steps down from the chair leaving Boston Lodge in a good financial condition. It took hard work and brains to pull thru those trying years, but those two essentials were the chief make-up of Mr. Gallagher.

MAGGIE TEYTE MARRIES

New York, March 14.—Maggie Teyte, the singer, was married in London, Saturday, to W. S. Cottingham, formerly of Cleveland.



VAUDEVILLE

The Latest News and This Week's Reviews This Week



CRUSADE STARTED

To Rid Broadway of Theatrical Employment Agents Who Charge Exorbitant Commissions— Arrest of John J. Livingston First Step— Case of Far-Reaching Importance

New York, March 14.—Theatrical employment agents whose practice it has been to exact commissions in excess of that allowed by the law are under investigation by the License Bureau. Charges of flagrant violations of the statutes of the State have led to this action. It is expected that, as a result, Broadway will be freed of the parasite agency. Co-operating with Commissioner of Licenses John F. Giehrst in this crusade against excessive commissions, is the law firm of Lyman Hess and Charles L. Kahn, who for the past several months have been proceeding quietly in the collection of evidence necessary to warrant the arrest and conviction of a number of such agents.

Marking the initial step in the campaign to oust the "ten-percenter," John J. Livingston, who conducts a theatrical employment agency at 1440 Broadway, was hauled into Jefferson Market Court on Friday of last week and held in \$200 bail by City Magistrate McQuade for further hearing in Special Sessions. The nominal plaintiffs in this action are the people of the city of New York. The complaining witnesses were William J. Gill, deputy from the license commissioner's office, and Harry McRae Webster, a motion picture director. Livingston, who was arrested the week before by officials from the License Bureau, was charged with operating without a license and with exacting excessive commissions.

"The outcome of this case will have a direct bearing upon thousands of professional people who are forced to turn to agents for the purpose of securing employment, and who are charged commissions, which in some instances amount to more than half of their salary," said Charles L. Kahn, attorney for the plaintiff, when interviewed by a Billboard reporter. "This is the initial step," he continued, "towards the ultimate destruction of the viceroy which is supposed to separate a theatrical employment agent from a personal representative or self-styled artist's manager. The License Bureau has joined with us for the purpose of continuing this campaign to oust the parasite agency from its position of security while directly violating the law."

Following the enactment of the present theatrical employment agency law in 1910, which restricted theatrical agents to a commission of not more than five per cent, for a period of not more than ten weeks, practically all such agents gave up their licenses and straightway set themselves up in business as "personal representatives," or "artist's managers," according to Mr. Kahn. The impelling motive behind this coup on the part of the theatrical agency, it was learned, was to hold themselves out as something other than an employment agent and thereby demand commissions in excess of that allowed by the law.

"On the trial of the aforementioned action before Magistrate McQuade the complaining witness proved his case by stating that Livingston was not a licensed agent," said Mr. Kahn. "The corroborating evidence showed that the defendant was conducting a regular office for the purpose of securing employment for actors and actresses that he demanded and received a commission in excess of that allowed by the law, and that he performed no services other than those necessary for the securing of employment. The court was satisfied that the name and style of personal representative and manager was merely a subterfuge to circumvent the law."

"The defendant in this case, as I am informed, is the sole agent for the United States Photoplay Corporation, which corporation has been given a deal of publicity due to the disappearance of its President, Capt. F. S. Stoll, and its inability to complete a picture in which public funds to the extent of \$700,000 have been invested. It is reasonable to believe that of this \$700,000 at least half, or approximately \$350,000, was paid in salaries to employees, and Livingston having acted in the capacity of the sole employment agent received a ten per cent commission, making approximately \$35,000 received

by him in commissions from one picture alone. Such a state of affairs justifies an investigation."

"AND NOW IT CAN BE TOLD"

Last week the New York Evening World expressed editorially a sentiment long entertained by professional people; viz.,

"The rest of the country has the laugh on New York when four college freshmen 'riding the goat' in a fraternity initiation tie up traffic on Fifth avenue and require energetic police action."

"Chicago, Omaha, Gopher Prairie and points West will read this story and come to the

HAVE THE SHUBERTS RECOGNIZED THE EQUITY SHOP?

That they have practically done so as a preliminary step in a decision to take the labor end (A. A. F. as against the N. V. A.) in their forthcoming vaudeville war with the Keith interests is the contention of many thoughtful vaudeartists, who base their belief on the following instructions recently voluntarily issued by the Messrs. Shubert to their subsidiary company and house coporation managers, viz.:

We hereby inform you that our firm wishes and intends to live in harmony and co-operate in every way with the Actors' Equity Association and the Chorus Equity Association.

Please note, therefore, the following instructions: Equity members are not to be discriminated against in any manner, and managers responsible for discrimination will be immediately dismissed.

Equity members claiming discrimination or making any other claim requiring adjustment will report same to the Equity Association, which will bring the matter to our attention for adjustment.

Equity members making claim shall not be dismissed pending settlement, nor after settlement, without good and sufficient reason being shown.

If you intend giving notice to any Equity member of the company notify us before doing so, in order that we may notify the Equity and give it an opportunity to investigate if it wishes.

Permit Equity representatives to attend rehearsals or go behind scenes before or after performances.

Permit deputy reports to be placed on the call boards. Make no objection to Equity representatives recruiting in your company so long as it does not interfere with performances.

It is our wish and intention to live up to all our agreements with the Equity Associations in spirit as well as in letter, and you are expected to do your part.

We have today sent a letter identical with this to each of our theater managers, with instructions to have same framed and hung in a prominent position near the call board.—(Signed) L. S. and J. J. SHUBERT.

unanimous conclusion that "New York is the biggest hick town in the country."

"In a way, such a conclusion is correct. New York is the biggest hick town in the country."

"But this is true, not because New Yorkers are different from Chicagoans or Gopher Prairies, but rather because people are so much alike everywhere. Gopher Prairie would take the same kind and degree of interest in a public initiation staged on Main street—but it wouldn't block traffic."

"Gopher Prairie licks and New York hicks differ only according to their opportunities. New York is the biggest hick town in the country—with emphasis on the biggest."

The editorial should have been captioned "What Every Player Knows."

DUFFY AND SWEENEY SPLIT

The well-known team of Duffy and Sweeney has dissolved partnership and the partners will henceforth work with new associates. Mr. Sweeney announces that he has formed a new three act in which he will be assisted by Calahan Brothers. Mr. Duffy has not yet announced his plans.

BLOSSOM SEELEY IS WED FOR THIRD TIME

New York, March 11.—Blossom Seeley has entered upon her third matrimonial venture, according to announcement from St. Paul. She became the bride of Benjamin E. Gelsenfeld, her dancing partner, in that city on Tuesday. Her

first husband was Joseph Kane, manager of the baseball skit, "The Nineteenth Straight," in which Mies Seeley appeared with Rube Marquard, the major league pitcher. Kane divorced the actress in January of 1913, and the following March she was married to Marquard. She was granted a divorce from Marquard, in Chicago recently, on the grounds of desertion. Miss Seeley is now touring the orpheum Circuit.

SINGER BUYS MIDGET ELEPHANT

San Francisco, March 10.—Leo Singer, proprietor of Singer's Midgets, has purchased the three-foot-high baby elephant recently brought to this port from the Congo country by Frank Buck with a large shipment of other denizens of the jungle. The price is reported to have been \$5,000. The sum was paid to Ansel W. Robinson, local animal man, who bought the elephant from Buck as soon as it was landed.

WELCOME SOPHIE TUCKER BACK TO REISENWEBER'S

New York, March 9.—Sophie Tucker and her "Five Kings of Syncopation," were welcomed back to Reisenweber's last night at a reception attended by five hundred invited guests numbering many high lights in the theatrical profession. Among them were Jefferson Liv-

SHUBERTS AFTER MIMIC

Negotiations Reported Under Way To Book Cissy Loftus for New Circuit

New York, March 11.—It has become known that negotiations are under way to bring Cecilia "Cissy" Loftus, the famous English mimic, to this country to appear over the new Shubert Advanced Vaudeville Circuit. Miss Loftus, who is appearing at the Coliseum, London, has not been in this country in two years. At that time she appeared at the Palace, New York, and is said to have received \$3,000 a week salary.

KIDS MAY PERFORM

Chicago Judge Hands Out Hint to People Using Technicalities

Chicago, March 10.—Judge Joseph La Bny yesterday discharged seven children employed in "The Rising Generation Act," in Ascher Bros' Chateau Theater, who had been brought into the Juvenile Court at the instance of the Juvenile Protective Court on a charge of violating the child labor act. The court is quoted as having hinted that people who allow technicalities to overrule common sense may drive good talent out of Illinois. He also said that he was in favor of repealing that section of the child labor law that prevents children of such unusual talent from pursuing what appears to be their life work.

ARRANGING FOR NEW "PAN" HOUSE IN NEW ORLEANS

New Orleans, March 10.—Alex. Pantages, accompanied by his official family, is in the city, the guest of A. B. Leopold, resident manager of the Louisiana. Arrangements have been made for the erection of a six-story building, which can be raised to twelve or more stories if necessary, and work of clearing the grounds on Canal street, near Elk Place will begin May 1.

The new house will have a seating capacity of 3,000 people, and when completed will be under the personal management of Mr. Leopold. Cost of the building will be \$1,000,000. Work will start June 1.

WILL SHAVE LOEW AGENTS

New York, March 11.—Henry, chief assistant tonorial artist to Sully, erstwhile Putman Building barber, announces that he will open his own establishment in the new Loew Annex on Forty-sixth street when the Loew agents move to that building on or about April 15. Henry's press agent assures Broadway that his boss will shave agents and artists alike without cutting them, and that there will be no extra charge for shearing musicians' hair. Henry's new place of business will be known as "Henry's State Theater Barber Shop."

PANTAGES LOOKS FOR NEW YORK HOUSE

New York, March 14.—The well grounded report that Alexander Pantages plans to invade Broadway next season was strengthened considerably last week by the fact that the Western vaudeville magnate had been in town for several days looking over likely sites. He was accompanied by his builder.

It is understood that an option on a site in the Times Square section has already been secured.

ADAMS' BROTHER INJURED

George Adams, who some time ago placed an "At Liberty" ad in The Billboard, writes that soon after placing the ad he received a telegram stating his brother was seriously injured and was in a New York hospital. Adams went to New York to give what assistance he could, and as a consequence some of the mail in answer to his ad never reached him. He therefore asks those who wrote at that time to write him again, care The Billboard, Cincinnati, O.

JULIAN ROSE RETURNS

New York, March 12.—Julian Rose, the vaudeville comedian, returned from England aboard the imperator this week, with contracts covering a five-year foreign tour in his pocket. He will return to London in time to appear at the Palladium on July 25. The tour, which has been arranged by William Morris, includes England, Ireland, Scotland and South America. He will play the Moss Empire and Sir Oswald Stall tours.

PORTLAND HIPPODROME BOUGHT BY PANTAGES

Seattle, Wash., March 13.—Edgar Milne, northwest general manager of the Pantages Circuit, yesterday announced the purchase of the Hippodrome Theater, Portland, Ore., by Alexander Pantages for half a million dollars. This makes the twenty-second house owned by Pantages exclusive of twenty affiliated theaters.

The Hippodrome was built by Sullivan and Considine, seats 2,000 and is a five-story building at Yamhill and Broadway, two blocks south of the present Pan house in Portland.

DYING OF CANCER

Bob McGinley writes from his home, 5036 Grove street, Oakland, Cal., that the old vaudeville team of Bob and Eva McGinley will soon be a name of the past, as Mrs. McGinley, who is suffering from cancer, has been given up by her physician and is not expected to live long.

Palace, Chicago

(Reviewed Monday Matinee, March 14)

Today's bill is classy and well balanced. The new style of printed program still leaves room enough to briefly list the acts among the advertising.

Ruth Howell Duo, a combination of bar and rope work with a raft of surprises and things done in an unusual way. Three curtains in this early spot; seven fast minutes.

Billie Burke's "Tango Shoes." Bert Cole is the splotter. Introduces elderly people who do some spectacular stepping and clogging, and the comedy is great. Held the crowd alert throughout eighteen minutes; four curtains. A clean-up.

Bob Murphy and Elmore White. Song singers and writers. The boys opened slow, but worked up to a good finish. They work prohibition gags to a finish, which takes them down, but the melody and laugh's put them over. Twenty-one minutes, in one; three bows; encore.

Mijares and Company, tight and slack wire artists par excellence. The back somersault on the tight wire and the back somersault break-away from the slack wire swinging left the audience breathless. Twelve minutes; four curtains.

Mary Haynes, with Bobby Roth at the piano, singing exclusive songs. Has a bizarre style, sings intimate type of songs, does some imitations and closes with a bit of good singing. Her act could stand a little more straight singing. Seventeen minutes; three bows.

Jimmy Lucas, assisted by Francene. Seventeen minutes of peppy fun and some good lines. The girl dances a little and talks as well, and Jimmy does everything in the catalog and some things out. He wrote some song hits which are hits. Five bows.

Julian Hinge had a cold today, but we didn't care. He needs nothing but his wonderful form and makeup and his smashing finish where he takes off his wig and shows he is a real man. Crowds stormed the Palace today to see him, and six bows, a speech and stopping the show testified to the approval. Nineteen minutes.

Bob Hall, good years ago and constantly getting better. He has them all backed up for extemporaneous stuff and holds the crowd great for about fifteen minutes. In a late spot twenty minutes is too long. Sings some straight songs, keeps away from rough stuff and works the laughs.

Wayne Beeman and Alma Grace do a line of novelty musical instrument playing, some dancing, all cleverly done and just teasing the crowd along for their whirlwind roller skate stunt, which is one of the best exhibitions in vaudeville. Ten minutes; three curtains.—LOUIS O. RUNNER.

Keith's, Cincinnati

(Reviewed Monday Matinee, March 14)

This afternoon's audience allowed the new bill to reach the fifth spot before an indication of real appreciation was registered. From then on spirited applause was accorded.

Kinograms were followed by La Toy and Vesta, two men, who offered a mixture of horn blowing, patter and gymnastics, opening in one and finishing in bachelor apartment scene, laid in three. Fourteen minutes, three curtains.

Programmed as "A Smiling Smattering of Song and Dance," Harry and Grace Ellsworth showed in one, for ten minutes. The former proved himself a squat-kick dancer of the first-class, while his sister displayed a pretty back and rolled a pair of big eyes thru a pair of numbers. Three bows.

The Russian Cathedral Singers, "Moscow's Famous Male Quartet," essayed harmony in foreign and American tongue, with "My Old Kentucky Home" as a finish. Opened in one, changed to three, amid curtains depicting native color. Eleven minutes, three curtains.

Bill Dooley, minus his partner, Helen Storey, thru sickness, did a bit of monologing, singing, soft shoe stepping and work with a lariat. Thirteen minutes, in one; two bows.

The pleasing voice and appearance of Lella McIntyre and the cleverness of John Hyams won high honor in their playlet "Maybloom," wherein engagement vows culminate a series of somewhat ticklish circumstances occurring in an artist's studio. A "kid" song by Miss McIntyre had to be repeated before play of the sketch was resumed. Twenty-five minutes, special setting in three; three curtains, hearty hand-clapping.

Margaret Young showed that she possesses what it takes and knows to put over a blues and character number. Not only did she keep 'em sitting up, but she had her auditors holding on in the delivery of "A Disappointed Chorus Girl," and "A Disappointed Colored Gai." Twenty-two minutes, in one; two encores, many bows.

The rapid fire talk of Kate Elmore and Sam Williams, dealing with timely issues, captured an abundance of laughter. Changing from one to two, and with the aid of a piano, Williams pleased in song before the pair closed with

B. F. KEITH'S PALACE NEW YORK

AMERICA'S FOREMOST THEATER DEVOTED TO VAUDEVILLE

(Reviewed Monday Matinee, March 14)

It is with a certain satisfaction that we note the acceptance of ours, the other fellow's and Mr. Albee's advice as to the proper courtesy that should be extended a closing act by those in the audience. Last week we treated upon this subject at some length, with the result that at this afternoon's performance those out front were politely informed that if they did not care for the last act, to either leave before it took the boards, or else remain seated until it had finished. Here at least is a victory won. We are sure that both performers and a large portion of the audience share views similar to ours as to the worthiness of this innovation. It now remains for the Palace management to further increase the standards of that house by the installation of an instrumental group of sufficient quality and size to make the musical portion of program a worth while feature. This has been done in other houses with gratifying results. We are sure that "the powers that are" in the Keith Circuit are not entirely tone deaf. They must realize the short-coming of the present orchestra as such. Perhaps some fine Monday we shall have the pleasant surprise of listening to a real honest-to-goodness musical aggregation at the Palace. Kismet.

This week's bill, taken all in all, is up to the average. There are several points of interest, including the Four Marx Brothers, in a much-needed new act, and Kitty Gordon, with a talented supporting company. Whiting and Burt were the outstanding hit of the bill. Out of the usual program of nine acts five ventured curtain speeches, which, in several instances, were entirely uncalled for and retarded the running time of the performance to no small degree.

The Four Ortons started the show off at a snappy pace with a rather diverting routine of wire stunts. They execute intricate steps and do a number of other interesting stunts with apparent ease. The laughable antics of the comic were well received. This act can hold its own with any such turn on the big or any other time.

Lou and Paul Murdock, who bill themselves "Bootleggers With a Song and Dance Highball," followed, and, despite the handicap of a half-filled house, managed to roll up a neat hand. These two self-styled "bootleggers" are not very strong on the "song," but their "highball of dance" proved quite acceptable. They are nimble steppers of the eccentric variety. There's plenty of kick in their "highball," and we wouldn't mind another nip.

Yvette, with fiddle and bow, and with the assistance of a jazz saxophone player and pianist, managed to scrape thru in third position to the tune of a good hand. Yvette is not a marvelous violinist, and she knows it. However, she sells her music to good advantage, throwing in plenty of theatrics for good measure. A vaudeville audience always likes a theatrical violinist, especially if she is petite and pretty. The supporting musicians are of the ordinary jazz band type.

We have heard of several youths of Jewish persuasion who, with some degree of success, have become blackface comedians, but it is quite startling to hear a blackface comedian speak with a Bronx dialect. However, this is the case in the Kramer and Boyle act that followed. They scored a good hand.

Whiting and Burt had little difficulty in scoring the outstanding hit of the afternoon. Both are artists of the first water. They have a method of selling their material that is sure-fire. One never tires of Whiting and Burt.

The Four Marx Brothers, in "The Mezzanine Floor," have an act that in some respects resembles their older and recently discarded vehicle. It's hokum, a few tunes, a few girls and more hokum. Such stuff is hardly worthy of mention.

Kitty Gordon, resplendent in dazzling costumes, followed. In addition to wearing gowns she also sings. The outstanding feature of the act was the dancing phenomenon marvel.

Jack Wilson, assisted by Frank Griffith, Vera Beresford and Miss Gordon, came next, and scored with a few laughs.

Amelia Genoa, with her "Seven Wonderful Athletes," closed the show.—EDWARD HAFTEL.

additional mirth evoking lines. Eighteen minutes; four bows.

On for five minutes, the Bellis Duo, young and snappy appearing duo, pleased with feats on the rings.—JOE KOLLING.

SEEKING E. WILLIAMS

Chicago, March 11.—Mrs. Dollie Eason, R. F. D. 6, DeQueen, Ark., has written The Billboard in an effort to locate her brother, whose name she says is E. Williams, and who was with the E. D. L. Heinze Show, in Macon, Mo., June 4, 1920, and went from there to Berry, Ill., since which time she has not heard from him.

PROPOSE AMUSEMENT TAX

Nashville, Tenn., March 12.—Senator Candler has introduced a bill entitled "An Act to Provide Revenue for the State, County and Municipalities of Tennessee." According to the author's claims, the measure, if passed, will bring in annually in revenue the sum of \$2,500,000. The tax proposed would include amusements and soft drinks.

LOEW'S NEW SALT LAKE HOUSE READY ABOUT APRIL 1

Salt Lake City, March 12.—A ten-year lease has been negotiated with Eveline Auerbach, owner of the Colonial Theater, until recently occupied by Pantages. Remodeling and redecorating will be completed about April 1, and vaudeville road shows now playing Loew's Casino Theater will be transferred to the new

house, which will be known as Loew's State. The Casino will then be turned over to the decorators, to be transformed into a beautiful motion picture house, also to be controlled and booked by the Loew Circuit.

The new State Theater will be under the management of Grant Pemberton, present manager of Loew's Casino. New seats are being installed, making the total capacity 1,800.

WILLIAM OWEN IN SHAKESPEAREAN REP.

Chicago, March 9.—Rehearsals are now under way by Burdick & Larson, who are putting William Owen out in Shakespearean repertoire. The show will open March 26, in Morrison, Ill. Rita Douglas has been engaged for leading business, together with a strong cast.

Mr. Larson is also connected with the Universal Scenic Studios. The production will be an elaborate one and colleges and college towns will be principally played under guarantee.

NINA GILBERT AT FRISCO

Seattle, March 8.—Nina Gilbert, formerly with several local stock organizations here, and with the Princess Stock Company, Tacoma, is now playing ingenue roles with the Alcazar Players in San Francisco.

FINE LENTEN BUSINESS

Chicago, March 9.—Warren Wade reports that his stock in Lafayette, Ind., is doing an excellent Lenten business. Mr. Wade and Lillian Desmond are playing the leads.

Majestic, Chicago

(Reviewed Monday Matinee, March 14)

The Majestic Theater opened to a rather light house, and following the Kinograms and Topics of the Day appeared a bill of more than customary merit.

The Three Bobs, with their crow and bulldog, opened the bill and set a hard pace for the rest in swift cleverness. Some of the best Indian club work seen in months, some good comedy and some good work by the bird and bulldog. Eight minutes, in half stage; two bows.

The Great Harmon appeared where Charlie Wilson was billed. A violinist of exceptional parts. "Love's Salute" and several numbers were given with style and beauty. Nine minutes, in two; two bows.

Florenz Ames and Adelaide Winthrop in "Alice in Wonderland." Full stage and attractive settings. The two are good actors and gave some old-fashioned songs and dances in costume. Also some fairly good comedy. Eighteen minutes; two bows.

Maud Lambert, with Ernest R. Ball at the piano. Hard telling who is featured. Both are so good it makes no difference. Miss Lambert grows handsomer and sings as well as ever. Their opening song was "Down the Trail to Home, Sweet Home," which was a hit. A bigger hit was "Let the Rest of the World Go By." A medley of Mr. Lambert's songs followed. Fifteen minutes, in two; one encore and four bows.

Miss Letzel, long a dainty sprite of the tan-bark and the white tops. An aerial act given as only Miss Letzel gives it. She is a diminutive bit of biceps and auburn curls, with a smile that wins and an act that most of the world has seen to its advantage. Eleven minutes, full stage; three bows.

Sidney Phillips in monolog. Mr. Phillips mimics Al Jolson and Barney Bernard among other things, and sings a bit. An entertaining act. Twelve minutes, in two; three bows.

Adelaide and Hughes, with Dan Caslar at the piano. They are dancers of excellent attainments and unusual versatility. Mr. Caslar is equally an artist at the piano. They have some good comedy, too. Might be called a strong trio. Fourteen minutes, in full stage; three bows.

Olsen and Johnson, with piano and songs. The comedy, which is fast enough, would be improved if the gentleman at the piano would curb himself a bit and give the other one more time to work. Twelve minutes, in two; two bows.

The bill closed with Karl Emmy and his pets. A pretty act, prettily staged and rapid and neat of action. Nine minutes; three bows.—FRED HOLLMAN.

Orpheum, San Francisco

(Reviewed Sunday Matinee, March 13)

Page and Green's knockabout comedy scored big as an opener for the Orpheum Bill.

Roy Conlin, ventriloquist, did not create any noticeable stir.

The dog impersonation by Alfred Latell was a big hit. Children gurgled in glee and parents lost themselves watching Latell's antics.

Valeska Suratt, in her second week with the same playlet, wore San Francisco gowns, which she announces by means of the program she will wear in Paris this summer to show the designers over there what America can turn out.

Character songs by Bessie Browning were voted acceptable.

The sumptuous display of scenery, girls and the presence of a real plot conveyed Arman Kaliz to a hit. Kaliz himself was liked until he told the audience he was sick. Instead of creating favor for him the announcement stirred dislike that he should flaunt his troubles after doing so creditable a performance.

Gene Greene came back after a year, and went well until he wore out the audience. Thirty minutes was too long for a monologist of Greene's caliber.

A good portion of the audience stayed to see Emerson and Baldwin.—STUART B. DUNBAR.

HORWITZ BUSY

Charles Horwitz is busy, as usual, writing acts for many headliners. During his career Mr. Horwitz has written successful plays, songs, sketches and other material for Nat Goodwin, Sol Smith Russell, Henry E. Dixey, Ben Welch, Al H. Wilson, Fred Bowers, Sam Sildman, Hans Roberts & Co., Bert Wilcox & Co., Henry First and Co., Walter Le Roy, Lella Davis & Co., Leonard & Whitney and hundreds of others.

NEW LOCAL PUBLICATION

Syracuse, N. Y., March 10.—A new theatrical publication, "The Weekly Syracuse Film and Stage Review," has made its bow here. The new weekly is edited and published by Francis P. Martin, former manager of the Wletting and Empire theaters here.

IN SWEET CHARITY'S NAME

By THOMAS PATRICK

Good afternoon Italy! Sounds familiar, eh? Have you heard the news? Well, here it is: The Equity or some other organization has refused to appear for Charity. Tough, eh? Well, I don't think so.

I will tell you why. Equity or any other organization is absolutely correct in refusing to appear for charity, unless it's a 100 per cent charity benefit. Got that? You remember all the charity affairs you, the artist appeared at, don't you? Well, who gave these performances gratis? Why, the actor. The musicians got theirs. The stage crew got theirs. The ushers got theirs. The managers got theirs. In fact, every one connected with the alleged benefit got theirs but the actor. And he is the fellow the audience paid their dough to see. Funny, isn't it?

Don't you recall the night you, the artist played a benefit, and ran over from the theater to the place where the benefit was being held, taking a chance of catching a cold and being laid up for weeks, then back to the theater, and the next morning you would read in the papers where Mr. So and So gave a benefit for charity? No, no, not a word about the artist, Mr. So and So gave the benefit. Isn't that a knockout?

Then can you blame Equity or any other organization for refusing to play any benefit that is not 100 per cent Equity? I mean charity. Gee, I remember playing a Sunday night concert once for a benefit. Now, get this. The beneficiary received just five per cent of the gross receipts. Immense, isn't it? You don't hear of any musicians volunteering their services, do you? Do the managers give their theaters gratis? No.

Say, get this: I think I can prove right here that the artist should not volunteer his services unless it's a 100 per cent charity benefit. A short time ago Anne Morgan gave a benefit in Madison Square Garden for devastated France. Benny Leonard, the lightweight champ, said: "I'll volunteer my services for FORTY THOUSAND DOLLARS." Ritchie Mitchell said: "I'll volunteer for TWENTY THOUSAND." And that benefit made money. France received in the neighborhood of SEVENTY THOUSAND DOLLARS. Leonard was absolutely correct. So was Mitchell.

Charity begins at home. So why should the actor be the only one asked to perform gratis, while every other branch, both back and front of theater receive their DOUGH? One reason I know of is this: The guy the audience, yes, the public pays to see, is not properly organized. That's why. Equity has the right idea. But the vaudeville game, oh boy!

FORSAKES STAGE

New York, March 11.—Major Johnson, well-known vaudeville performer and former member of the Johnson, Davenport and Lorella act, has forsaken the footlights for the work bench. He is in the cabinet and carpenter work business in New York, under the firm name of Major and Charlie.

STEALS SOCKS—GOES TO JAIL

New York, March 12.—Harold LaStance, a vaudeville actor, was sentenced in special session this week to serve six months to two years in the penitentiary for stealing fifteen pairs of socks from a department store.

ACTRESS FIRES AT BURGLARS

New York, March 11.—When two men sought to enter her apartment at the Hotel De France last night, Eunice Harrison, vaudeville actress, fired several shots at them. Noise of the shooting attracted the police, who arrested the pair.

FIVE-PIECE ORCHESTRAS

Must Be Placed in Two Seattle Theaters, According to Demands of Musicians' Union

Seattle, Wash., March 13.—The musicians' union yesterday voted to force the Winter Garden and the Class A theater here to put five-

CABLES FROM LONDON TOWN

Billboard Office, 18 Charing Cross Road, W. C. 2

MARCH 12

By "WESTCENT"

CHARLOT PROPOSES INNOVATION

There is some talk that Charlott is thinking of a daring innovation, running twice nightly a revue at the Vaudeville Theater after Easter, but the news carriers forget that his fence contains restrictive clauses against admission prices going under present figures, and a twice-nightly revue at \$2.50 stalls would spell failure for first-class houses, as society would not think of amusements before dinner, which in Britain is of a sacramental nature.

JOHN T. BENSON A CALLER

John T. Benson was a Billboard caller March 9, and was wondering as to the successful transshipment of the gorilla named "John Daniel," which has been a good news story for the last three days. Both are now safe on board the old North Star, March 10.

JANIS TO FILL PARIS ENGAGEMENT

Elsie Janis is tearfully upset at having to quit the Queen's Theater on March 19, thus closing "It's All Wrong" so that Percy Hutchinson and Alfred Butt, her landlords, can produce "Nightly Night" there on or about March 26 or 28. Miss Janis will fulfill her Paris engagement.

RUTH BUDD SCORES—LAUDER STILL GETTING PUBLICITY

Ruth Budd, "the girl with the smile," arrived on the Aquitania on March 6, and opened very good with the Lauder show at the Palace Theater on the 7th, her first performance being witnessed by the King and Queen. Nelson and Kharun also received royal approval on the same program. Miss Budd is booked solid here until July 9, when she will return to America to fulfill engagements.

Sir Harry Lauder spread himself in recognition of the royal favor, and, taking advantage of the German diplomatic situation, he interpolated a line of talk midway in his act about the world thirsting for friendship; that all should be friends, and that the greater friendship they had for one another the more enthusiasm they had for their country and greater respect for their sovereigns, thus pulling the applause stuff. Sir Harry sang the national anthem as a solo. He and Morris are certainly some publicity getters. King George and Queen Mary sent for Sir Harry, thanking him for his kind words.

JUSTIFIES "BLUE MAZURKA"

"I Promise" Hicks is still attempting justification of his bilinging Franz Lehar's "Blue Mazurka" to London, as Lehar is now a Czecho-Slovak. Hicks is evidently too interested in pounds, shillings and pence to remember his former patriotic (?) stunt.

ILLNESS POSTPONES DIVORCE ACTION

Meggie Albanesi's illness has postponed a bill of divorce at St. Martin's until March 14.

"EN CASSEROLE" BELOW PAR

Robey's "En Casserole," produced at the Alhambra Theater on March 7, was very much below par, and, like some cutlery, clean, but very dull.

"THE MUDDLERS" IS AMATEURISH

"The Muddlers," a comedy, by A. M. Dale and Elliott Stannard, superseded "The Daughters of Monsieur Dupont" at the Gaiety matinees on March 7, with Charles Windermere as the country rector muddler. The play is a good vehicle for amateurs, but certainly not suitable for the West End.

"HER HUSBAND'S WIFE" RECEIVED FAVORABLY

Marie Lohr's revival of "Her Husband's Wife" at the Globe Theater on March 8 was received most favorably, probably breaking her run of bad luck. Miss Lohr, as the hypochondriacal wife, was at her best, with Ellis Jeffries a good foil. Roberts, Farren Soutar and Spencer Trevor lent ample support.

McKINNELL MAKES DEBUT AS ACTOR-MANAGER

Norman McKinnell made good in his debut as actor-manager at the Comedy Theater on March 9 with "The Ninth Hour," a heart-throb conflict of crude emotions. Jessie Winter was excellently natural, with Mabel Terry and Lewis and James Lindsay equally meritorious.

ACTORS' ASSOCIATION INVOKES BOYCOTT

The Actors' Association is boycotting all touring managers not using the Actors' Association standard contract after March 21, with the probable expulsion of members accepting the non-standard form. The Actors' Association has a tough proposition ahead, but the boycott was long overdue and is now forced on the Actors' Association by the Association of Touring Managers, who refuse to discuss the revision of said contract, which is absolutely pro-managerial, until the Actors' Association proves its steel by making it universal on every touring manager in Great Britain. The Actors' Association has levied its members \$3.25 to provide a war chest. Naturally the association has the moral support of the Variety Artists' Federation, so perhaps something is happening in the right direction.

"BLUE LAGOON" TO SUCCEED "TEMPEST"

"The Tempest" closes at the Aldwych on March 19, "The Blue Lagoon" opening there March 26, from the Palace Theater.

DUBLIN SITUATION CLOSES THEATERS

The Dublin situation and curfew orders have closed the Empire and the Tivoli. Everybody must be indoors by nine. The Hippodrome is running one performance only, starting at 6.25 and finishing at 8, while the Gaiety Theater starts at 5.45 and finishes at 8.

BAN ON SHAW'S PLAY WITHDRAWN

Bernard Shaw's "The Showing Up of Bianco Fosnet" will be publicly performed at the Everyman Theater, Hampstead, on March 16, the censor having withdrawn his ban.

MANY AMERICANS PLAYING LONDON

Americans playing Britain, beginning week of March 14 will include De Biere, at the Hippodrome, Leeds; Rice and Werner, Hippodrome, Sheffield; Sam Mann and Company, who have not been the success anticipated, at the Hippodrome, Portsmouth; Maud Allan, Hippodrome, Wolverhampton; De Alma, Empire, Birmingham; Nelson and Nelson, Grand Birmingham; Jean and Jacques, William Utteridge, with the Act Beautiful, and Knapp and Cornalia, Empire, Gateshead; Nal D. Ayer, Empire, Edinburgh; St. Juste and Higgins, and Sam Barton, Alhambra, Glasgow; Ruth Budd and Melba and Laport, Empire, Leeds; Daly and Healey, Empire, Liverpool; Hoxly La Rocca, Olympia, Liverpool; Bob Anderson and Kharun, Empire, Newcastle; Alexander Carr and Company, Empire, Sheffield; Anant Brothers, Empire, Sunderland; Scott and Whaley, Tucker and Cornalia, and Eddie Victoria, Palace.

TRYING OUT NEW VERSION

Myrom Gilday's surviving partner will try out a new version of the team of Gilday and Fox at the Metropolitan Theater on March 14.

MARTINEZ TROUPE SAILS

The Martinez Troupe sailed on the Olympic on March 9, opening with the Ringlings at Madison Square Garden, New York, about Easter. George Morton sailed on the same boat.

"REBEL MAID" PRODUCED AT EMPIRE

The chief merit of "The Rebel Maid," produced at the Empire last night, is its thoroughly English atmosphere, English music and English characterization. It is a costume melodrama set to music, the scene being Devonshire in 1688, with Orange and Jacobite plot and counterplot. Clara Butterworth is noticeably successful as the heroine, Mary, likewise Thorpe Bates as the lover, Betty Chester and Walter Passmore supply the comedy with songs and dances. Hayden Collin plays the Jacobite Lord Lieutenant, Ada Blanche, Madeline Spicer, Charles Chalmer and Leslie Carter all score. In this play Robert Courtneidge should have a winner.

piece orchestras in each house. The Winter Garden was formerly owned by James Clemmer and the concert orchestra in the Glemmer Theater employed sufficient men to exempt the Winter Garden. The latter house is now controlled by the Universal Film Corporation. The William Winder Orchestra, now at the Hotel Washington, will get the job at the Winter Garden. The Class A Theater, owned and controlled by union labor organizations, claimed that its patronage was insufficient to warrant retaining an orchestra there, so the orchestra was discon-

tinued a short time ago. Some official of that theater early in the week made a statement in The Union Record, a daily union newspaper, that the theater is earning ten per cent dividends, hence the action of the musicians in forcing an orchestra back in the Class A. Bertha La Motte was orchestra director at the Class A before and will direct again there after next Monday. Horace Smythe, of the Huton Smythe Music Co., is organist at this house, and Irma Falvey presides at the organ at the Winter Garden.

DIVORCES

Mrs. Emily McLeod, widely known and clever equestrienne, was granted a decree of divorce from A. D. (Tex) McLeod, the fancy rider, by Judge Rootlinger in the Court of Domestic Relations, Cincinnati, March 11. She was also given the custody of a three-year son, Clyde. Mrs. McLeod is the daughter of Mr. and Mrs. Robert Stuckney, Sr., of the recognized family of circus riders by that name. Mr. McLeod is at present appearing in London, England.

Walter S. Butterfield, who operates a string of vaudeville and picture houses in Michigan, has filed a new divorce bill against his wife, Caroline McCord Butterfield. Mr. Butterfield alleges that since his wife met Captain Davies, morale officer at Camp Custer, she has caused him financial embarrassment, thru extravagance, and that she refuses to live with him at his permanent place of residence. The hearings on the new bill will be held in Battle Creek, Mr. Butterfield's home town.

Fritz Scheff was granted a divorce at Waterbury, Conn., on March 11 from her husband, George Anderson, actor and theatrical manager. Anderson is the third husband that the singer has divorced.

TANGUAY GOES TO SHUBERTS

Keith People Lose Star Act—Headliner Appears at Shubert Concerts

New York, March 14.—Eva Tanguay, heralded as the greatest box-office attraction in vaudeville, has quit the Keith Circuit to appear under the management of the Shuberts. Announcement of this fact, has set all Broadway agog with excitement. It is said that Tanguay left the Keith people in a huff, because the booking office persisted in jumping her about against her will. It is understood that so far she has signed no contracts with the Shuberts, altho she told a Billboard reporter this week that she had been offered forty weeks over the Advanced Vaudeville Time. She is appearing at the Shubert Sunday concerts for the present.

JOE KALVIN NEEDS HELP

Art (Buddie) Rooney has written The Billboard asking that the aid of the profession be enlisted in helping Joe Kalvin, formerly a well-known actor, but now a cripple, paralyzed in arms and legs from the effects of an injury received four years ago while playing a part on the stage. Calvin receives \$5 a week from the Actors' Fund, but this is not sufficient even to pay his room rent, so the profession is appealed to for aid. Frank Dill of the Chicago office of Equity, and Frank Gilmore, who was in Chicago at the time The Billboard was making inquiries into Kalvin's case, say the man is worthy, and Mr. Dill is buying himself to do what he can. Anyone wishing to contribute to Kalvin's relief can address him as follows: Joe Kalvin, 635 N. Clark street, care Clarendon Hotel, Chicago.

NEW SEATTLE HOUSES

Seattle, Wash., March 13.—W. F. Code yesterday let a contract for a concrete motion picture theater building to seat 575 persons and costing \$35,000. It will be located at 2115 N. 45th street, in the university district.

The Stadium Theater Corporation of this city begin work tomorrow on the new Stadium Theater, 4523 University Way. This house will seat 750 persons and will cost \$40,000. It is to be a concrete building, with balcony, rest rooms and all modern appointments.

"PAY DAY" DRAWING STUNT

"Pay Day" is the title given an advertising-drawing feature employed at the Rialto Theater (motion picture) at Hamilton, O. Every Friday an envelope is given each ticket purchaser containing money, ranging in denomination from one cent to five dollars. Fifty dollars, in all, is given away on such occasions and names of people "drawing" the fifty cent, dollar and five dollar "prizes" are carried in the theater's ad.

TEMPLIN GOES TO MAINE

Alliance, O., March 12.—Forrest Templin has resigned as directing manager for the Smith Amusement Company, operators of the Columbia Theater here, and has gone to Lewiston, Me., where he will become associated as director of advertising with the New England Amusement Company, operating fourteen theaters in Maine, Vermont, New Hampshire and Massachusetts.

WELDON WILLIAMS & LICK
TWO COLOR
TICKETS
FORT SMITH, ARK.

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AND BOOKLET

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FOR THE STAGE FOR THE BOUDOIR
MAKE-UP

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NOSE IMPERFECTIONS CORRECTED

By DR. PRATT'S Immediate Method SEE WHAT A BIG DIFFERENCE A LITTLE DIFFERENCE MAKES NOSE Elevations—Depressions—Irregularities—Lumps—Bumps—Hollows—Reduced.

Nose made to conform with the rest of the face. Long, Curved or Hook Nose Corrected. Nostrils reduced and reshaped. Shallow or Saddleback Noses Corrected Immediately

BY Dr. Pratt

For 25 years the foremost Institution of its kind in America

40 W. 34th St NEW YORK

Call, Write or Telephone 25 Pennsylvania for appointment.

Go Through Life With a Good Nose. SEND FOR BOOKLET.



VAUDEVILLE NOTES

Florence Gerald will quit the "Ladies of the Jury" sketch, at the Lyric Theater, Lynn, Mass., March 16.

Florence and Jack Belgrave have been handed a 40-week route over the Loew Time, in their new sketch, "3-G-M."

John Moran, of the Pat Casey Agency, is in the Presbyterian Hospital, New York, suffering from internal trouble.

Mrs. M. Crawford is practicing her old iron-jaw act at her home in Washington, D. C., and expects to work in vaudeville again.

Joseph Hart, the New York vaudeville agent, will sail for Europe next month. He will be accompanied by his wife, Carrie De Marr.

"Snowball" Jack Owens writes from El Paso, Tex., that he is very low and does not expect to live much longer, as he is getting weaker every day.

Beginning March 21 the New Orleans Orpheum program will be augmented to eight acts, according to announcement by Ben Piazza, resident manager.

Doris Dagmar, late of the Orpheum Circuit, is resting at her home in New Orleans, the result of the closing of the act, "The Flattering World," in Chicago.

Master Gabriel, booked for Keith's Syracuse, N. Y., last week, was taken ill with pneumonia at Akron, O., and forced to cancel. Jean Adair and company were substituted.

The Schlitz Palm Garden, mecca of tourists and visitors to Milwaukee, Wis., for more than 25 years, has closed its doors and the building will be remodeled, possibly into a motion picture house.

The Kincaid Kitties, in their big Scotch and Irish revue, introducing songs and dances and Scottish bard music, are meeting with success on the Poli Time. They are booked to May.

The Smilette Sisters, who recently returned from a two years' tour of South America, England and Africa, have opened on the Poli Time and their wire and contortion act is scoring a big hit.

Following the dedicatory exercises for the new vocational building at the State hospital, Jacksonville, Ill., the inmates gave a vaudeville entertainment made up of novelty acts and singing numbers.

Joe Cunning, formerly of the team of Inman & Cunningham, has joined Jack Russell & Co. Russell's act is known as "Who's Who" and is booked solid over the W. V. M. A. Cuning is doing straight in the act.

Rex, the Mental Wizard, made a great record at the Strand Theater, Nashville, Tenn. So popular was he during his first week's engagement, February 28-March 5, that he was engaged for an additional week.

An artist's name in the route list of The Billboard is worth more to him than an ad in all the "gyp papers." Certainly it is worth the two-cent stamp it costs when he thinks of it in time, or the telegraph tolls when he does not.

R. H. Sarsfield, known as "New Zealand's Singing Soldier," will tour the United States. It was announced, featuring his New Zealand Song Scenes. He will show slides of New Zealand scenes, give explanatory lectures and sing special numbers.

A three-line paragraph, hidden away under the heading of Theatrical Notes, in several New York daily papers, electrified Broadway. It merely stated that Eva Tanguay would appear at the Sunday night concerts at the Century Roof and Central Theater.

Thos. R. Vaughn, field manager for the Brennan interests in New Orleans, announces that Prof. Tom Collins and his kangaroo act, which has been playing dates in the South, has signed contracts for a two-year engagement in South America, sailing on March 15.

"Said Mr. Albee to me the other day in his elaborate offices in the Palace Theater Building: 'If every employer would accept the Great Master's teachings, namely "Be kindly to one another," and have consideration for those less fortunate than themselves, be they in their employ or out of it, and be unselfish and not

keep it all for themselves, but remember those who contribute to their success by their daily toil—these precepts, if followed, would be the death of bolshevism or any other dangerous "ism" and would solidify the foundation of these United States so that no power could shake it.'"—B. F. Holtzman, in "The Evening Mail.

Nina Plunkett, who last season appeared with Ralph Dunbar's "Robin Hood" Company, is now with the Maryland Singers, a Dunbar act playing small time in the Central States. The act last week appeared at the Grand Theater, Hamilton, O., going from there to Richmond, Ind., and then to Detroit.

May Yohe (formerly Lady Francis Hope), musical comedy star, and once owner of the famous Hope Diamond, appeared at the Winter Garden Theater, Seattle, last week in a sketch which gives her an opportunity to wear the latest Parisian creations, the act being a fashion show in itself.

Fox and Ward, veteran minstrel and vaudeville team, made a comeback record of 38 years at the old Howard Theater, Boston, Mass., recently. They first played there for Rich & Harris in 1883. These "young fellows" are at present resting in Philadelphia, with the U. B. O. Time to follow.

Eddy Milo, of the Royal Walkie act, is rehearsing two new acts for summer attractions; one for the Rubin & Cherry Shows and the other for seaside hotels and parks. The original act with E. Milo, will appear on the Redpath (Chautauqua) Circuit, opening in May, and presenting instrumental and dancing numbers from the South Sea Islands.

Eva Tanguay, announced as her first appearance in cabaret, is to offer an engagement of eight nights at the Blackstone Cafe, Atlantic City beginning Palm Sunday night and ending Easter Sunday night. Miss Tanguay, especially requesting announcement of her salary of \$2,500 per week, claims that she can play cabaret just as successfully as vaudeville.

STAATS BROS' SHOWS

Newark, N. J., Mar. 10.—Staats Bros' Shows, built on new lines, will open early in May in Western Pennsylvania. Latest motion pictures and vaudeville will be presented, and a fifteen-piece band is to be carried. The show will move on its own trucks. Earl E. Staats, as heretofore, will be in advance. W. H. Stevens, formerly of Stevens Bros' Model Exposition, who has a wide experience in the vaudeville-picture game, will direct the destinies of the enterprise.

JUDGE DISMISSES DANCERS

New York, March 11.—In Yorkville Court this week Magistrate Bernard J. Douras dismissed the complaint against three actresses and two men arrested last week on charges of giving a questionable theatrical performance, after he had witnessed an exhibition of the dances that led to the arrest. The defendants described themselves as Jean Acosta, Mary Mills, Matilda Mullen, Robert Shmitz and George Knobbs.

N. V. A. DAY

Chicago, March 10.—The Majestic, Palace, State-Lake, Rialto, Hippodrome, American and Lincoln theaters will hold benefit performances April 8, in the form of special matinees, the proceeds to be donated to the National Vaudeville Artists' Insurance fund.

TO VISIT PARENTS IN ITALY

New York, March 12.—After an absence of ten years P. Alonzo, general manager of the Poli Circuit, will return to Italy to visit his parents. He has booked passage for June 18.

TOTO A PAPA

New York, March 11.—Toto, the clown, appearing at the Palace this week, has received word from Chicago that he is the father of a baby daughter.

RALPH WHITEHEAD

HEADLINING

LOEW CIRCUIT

ACTS WANTED

Why pay high prices for Photos? We give special rates. Our motto is to please.

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INDIANAPOLIS, IND.

WANTED, SHOWBOAT AMERICA

People doing Vaudeville Specialties and parts in drama, Single or Team, doubling Piano. Long season, April 1 to Nov. 1. Six shows a week, two bills a season. Easiest thing in show business. State all and lowest in first letter. NICOL & REYNOLDS, Pittsburgh, Pa.

Advertisement for diamonds with images of rings and text: 'FREE For 10 Days Wear Like a REAL Diamond'.

ULYSSES THE GREAT

AMERICA'S NOTED CHURCH, SCHOOL AND UNIVERSITY MYSTIFIER. Insoluble Crystal Science De Luxe! Promoters, Booking Agents, Managers, Acts, etc., write U. S. JONES, Box 829, Bluefield, W. Va.

SECOND-HAND ARMY TRUNKS

Sizes, 38 length, 20 width, 14 height; price \$6.00. Sizes, 30 length, 17 width, 13 height; price \$5.00. Wooden, canvas Commercial Trunks, regular sizes; price, \$8.00. Commercial and Theatrical Fibre Trunks, second-hand, all makes. No lists. State exactly what you want. Have new and second-hand Wardrobe Trunks. Cash with order. J. COHEN, 50 Chrystie Street, New York City.

QUALITY PHOTO REPRODUCTIONS

8x10 DOUBLE WEIGHT 12, \$2.35; 25, \$3.00; 50, \$5.00; 100, \$8.50; 1,000, \$70.00. Price of larger sizes in proportion. Forty-eight-hour service. MOTION PICTURE PRODUCTS, 3238 Harrison, Chicago.

Toomey's Jazz Band

A-1 Cornet Player. Good job; union wages. Money twice a week. J. W. TOOMEY, 1108 Charlotte St., Kansas City, Mo.

FOR SALE—"Uncle Tom" Pictorial Printing

Litho and Wood Cut, 16-12-9 and 8-sheet stands; 3-1-1/2-1/2 sheets. A bargain! Two very large Black and White Great Danes, trained; cheap. Address PECK AND JENNINGS, Columbia Theatre Bldg., New York City.

NEW, NEW, A BIG DRAMA VAUDEVILLE SKETCH

for 8 or 9 people. Nothing like it! A real novelty. Will lease or sell. Also have a real Afterpiece (Smokeville Fingers). A real uproar. Send \$2.00 and get the best line of talk for Blackface and Straight, including "Brudder Jones Hush Pan," a real black-face monologue, full of witty sayings. Everything new. Eugene Edwards, 428 S. 6th St., Louisville, Ky.

IF YOU ARE A VICTIM OF NERVOUSNESS,

fear, worry, "tough luck"; if you lack self-confidence, if you do not attract friends easily, then I believe I can help you. Write me. C. BOMMARIT, Box 229, Saginaw, E. S., Michigan.

INFORMATION WANTED

Can anyone please give me any information as to the whereabouts of Harry Guy? Please write me, his brother, EARL SCHOOLEY, Corvallis, Mich.

SONGWRITERS—Beautiful Piano Arrangement to your Poem, \$3.00; with Orchestra included, \$5.00.

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AT LIBERTY For Musical Comedy or Vaudeville

Minor Parts. Height, 5 ft. Weight, 118 lbs. Address JERRY GERARD, 121 No. Fitzhugh St., Rochester, New York.

IF YOU SEE IT IN THE BILLBOARD, TELL THEM SO.

Advertisement for SARDOU'S MARVEL COLD CREAM, 'YOU ARE USING THE BEST WHEN YOU USE SARDOU'S MARVEL COLD CREAM'.

Advertisement for GOTHAM BOOK MART, 'BOOKS OF INTEREST TO THE THEATRICAL PROFESSION'.

Advertisement for STAGE CAREER AGENCY, 'Personal Management of Young Professional Actors, Singers, Musicians'.

Advertisement for CLIFFORD & BENSON, 'AT LIBERTY for Tabloid, Tent and Boat Show'.

Advertisement for ACTS SKETCHES, ETC., WRITTEN, 'ACTS SKETCHES, ETC., WRITTEN. CARL NIESSE, Author'.

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—> **"Foremost Creator of Fashions for the Footlights"** <—
gives his personal attention to all customers and assists in working out their ideas or furnishing original designs.
Costumes — Gowns — Theatrical Novelties
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OSTRICH FEATHER MANUFACTURERS
DYERS AND CLEANERS

Ostrich Feather Fans Cleaned, Dyed and Made to Order.
1318 Stevens Building,
17 N. State St.—Bet. Madison and Washington—16 N. Wabash
Ave., CHICAGO, ILL.
Algrettes and Paradise Cleaned, Dyed and Rebranched.

BACK FROM AUSTRALIA

Nat and Jackie Farnum Report Enjoyable Tour, But Glad To Be Back in U. S. A.

San Francisco, March 12.—After spending six months in Australia and New Zealand, where they played an extensive vaudeville engagement on the Ben and John Fuller Time, Nat and Jackie Farnum are once more in America, having arrived here two weeks ago on the Union Steamship Co.'s liner Tabiti.

Mr. and Mrs. Farnum were met at the dock by a score or more of showfolk friends, and were tendered an ovation. As a sort of homecoming gift the couple were presented with an attractive vaudeville contract, which had awaited them since the news of their intended return reached here, and on March 5 they started out on their route.

Because of prior arrangements the Farnums were unable to accept the full time of the contract. They will soon be seen here with their own musical show, which is now being organized and will include a clever aggregation of burlesque and tab. players. They will open in a recently renovated and refurnished Broadway house and big things are looked for from them.

Both Mr. and Mrs. Farnum are the picture of health, after their long sea voyage. They told of a thoroughly enjoyable time in Australia, where they met numerous American show folk during their tour.

"The best thing about Australia and New Zealand, however," Mr. Farnum said, "is the steamer for the United States, and it will be a long time before we decide to leave here again.

"The Antipodes are all right in their way, but the American performer is a whole lot better off in his own land. The people do not appreciate American jokes and gags, and much of our stuff goes clear over their heads.

"Talking acts are not nearly so well received over there as are dumb acts, for an Australian audience will have to stop and study over each gag before the point finally sinks in and the laugh comes.

"The country has not yet fully recovered from the effects of the war, and prices are still very high. For instance, ham and eggs, at a railway lunch counter, cost 75 cents, and other food-stuffs are charged for in proportion."

Mr. Farnum spoke highly of the Fuller organization and of the courtesies extended him and his wife by it.



HARRY HOLMAN

One of vaudeville's cleverest comedians. Booked solid, Keith, Orpheum and Interstate Time until June. Mr Holman sails for Europe early in July.

1,000 One-Sheets \$35
ON NEWS PRINT.

\$40 per 1,000 on extra heavy light-proof, paste-proof stock. Prices in proportion on other paper. Brand new printing plant throughout. Handles anything, from a herald to 24-sheet stand, type printed, at prices nobody can beat. Also four-sheet dates, window and tack cards, etc. No pictorial paper. Guaranteed prompt shipments.

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NEW YORK CITY.

Very desirable rooms, with running water, \$13 a week up; with private bath, \$20 a week up.

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We cater to the Profession.

ACTS PLAYS, SKETCHES,
SONGS
WRITTEN TO ORDER
Call or write for my terms.

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FREE JAZZ

Anybody can play this wonderful Jazz instrument. Given ABSOLUTELY FREE with each copy of our big song-for-trot hit, **MANYANA**, for only 25c postpaid, to introduce our big new catalog.
JACK MILLS, Inc., 152 W. 45th St., New York

AT LIBERTY

Trombones, A. P. of M. Double B. & O. Travel or locate. Can join on receipt of ticket. Address **FRANK WEINZAPFEL**, 620 6th Ave., Dayton, Ky.

WANTED — ORCHESTRA PIANIST

Pictures and two acts vaudeville. Salary, \$10, seven days, four and one-half hours daily. Must be A F of M. Year round engagement. **MUSICAL DIRECTOR**, Electric Theatre, Joplin, Missouri.

WANTED MED. PERFORMERS

B. F. Musical Art, Sketch Team, Piano Players. State lowest salary. Chas Klasinger, wire, **INDIAN MEDICINE CO.**, Versailles, Ohio.

100 Dainty Evening Gowns for Sale.

Good as new. Send \$12 money order, also color preferred. Money refunded if unsatisfactory. **KELLY**, Costumer, 138 Mulberry St., Newark, N. J.

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Used trunks and shopworn samples of all standard makes; Hartman, Indistructo, Belber, Oshkosh, Taylor, Murphy, Neverbreak, Bal, etc., Always on Hand.

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WANTED MIDGETS

Midgets Wanted

For Kusell's Midget Musical Follies ---- Midgets and

Miliputians who do specialties and play small parts. Also CHORUS GIRLS, DANCING TEAM, woman doubling chorus; SISTER TEAM, doubling chorus, musical act; HARMONY SINGING TRIO or QUARTETTE, doubling parts or chorus; STRAIGHT MAN with specialty, to handle stage; Piano Player. Long season, open in the East APRIL 10 on Hyatt Time. Only show of its kind in America. Carrot Dodson, Louie and Isabella Stoeffler, Thelma Delmar, Queen Mab and Casper Weis, Lillian Wickham, Lola Cox, Le Belle Rogers and Family, George and Ida Chesworth, Hans and Gretel, Anna Bibby, Martha Weis, Lottie Greyeth, Speck Brothers, write. Tickets advanced to responsible people. Rehearsals start March 28th. Name lowest salary. Address

MATT KUSELL, Mgr. Midget Musical Follies Co.; Mgr. Majestic Theater, El Paso, Texas.

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Beautiful Drops, painted or plain, in Satena, Velvets and Plushes. Unique in color and design. Economically priced. Bargains in slightly used Drops.

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IMPORTANT NOTICE TO COLORED PERFORMERS

A good Leading Tenor Singer, as well as other Singers and Dancers, can find a home, with good salary and treatment, with the

Harvey Greater Minstrels

Can also use a Tuba Player and other good, sober Musicians. Might make room for an A-1 Act for the Olio, either a Feature, Single or Team. Would like a Sister Team. Those who have written before, please write again. Trenton, N. J., March 17; Reading, Pa., 18 and 19; Bloomsburg, Pa., 22; Mahanoy City, Pa., 23.

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AUSTRALIAN VAUDEVILLE TOUR
ALSO MELODRAMA STOCK.

Always ready to negotiate Attractions. American Representative

A. BEN FULLER, Room 408, Deiger Bldg., 1005 Market St., San Francisco, Calif.

WANTED QUICK

TWO CORNETS (one to lead Band), TROMBONE, BASS and ALTO. RUBB BAND. For production "COUNTY FAIR." Address
S. & T. FILM COMPANY, Doria Theatre Building, 908 Walnut St., Kansas City, Mo.

PRODUCERS, MANAGERS, AGENTS OF Standard Vaudeville Acts

Now—at Liberty—now. Union Carpenter, Manager, A-1 on Press. Neat, competent, reliable. Reference. **WALTER RECHTIN**, Billboard, Crilly Bldg., Chicago.

BOOKS SKATING SHOW

New York, March 11.—A. E. Johnson, member of the firm of Wirth-Blumenfeld & Co., has consummated a deal for the installation of a big skating show at the Ice Palace, Philadelphia. Three acts, Harry and Elsie Paulsen, Margot and The Mullers, are now appearing at the Quaker City rink. Six other acts are to be added within the next few weeks, among them being Baptie and Lamo, Kathie Schmidt, Chas. L. Larson, James J. Bourke and Miss Blue, and a chorus of six. The show will be continued throught the summer months.

SEEKS DAUGHTER OF A. FEIL

Albert Feil, better known as "Alberts, the Violinist," died at Dr. Shaw's Hospital, Elko, Nev., on February 28, after being operated on for tumor of the throat. He is survived by a daughter, and E. S. Fox, a friend of the deceased, is anxious to locate the daughter. Her name is unknown, but she is in some branch of the show business. If this notice should come to her attention, or anyone knowing her whereabouts, kindly communicate with E. S. Fox, care The Billboard, Cincinnati, O.

WM. KENT'S FATHER DIES

New York, March 11.—William Kent, the comedian, has withdrawn from the cast of Charles B. Maddock's "Bubblea" act. The comedian left the Murdock act last week following the news of his father's death in St. Paul, as the result of an elevator accident. Kent is succeeded by William Lynn.

EVELYN NESBIT IN AGAIN

New York, March 14.—Evelyn Nesbit, who quit the legitimate last season because the critics in the "fifties" panned her, is to return to vaudeville as an Orpheum office act, with Fletcher Norton as her partner.

N. V. A. HEAD SUED

New York, March 14.—Edwards Davis, president of the N. V. A., has been named defendant in an action for \$10,000 damages brought by Frances Starr in the Supreme Court. No complaint has been filed by the plaintiff.

THE CYCLONIC WESTERN FOX-TROT SONG HIT

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A SONG YOU'LL LOVE TO SING

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PROF. COPIES TO RECOGNIZED PERFORMERS

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ORCH. OR BAND 25 CENTS EACH

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Positively No Failures.
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BUCK DANCING TAUGHT RAPIDLY
See Prof. Ridge and Save Time and Money.

STAGE ACTS.
BUCK, JIG,
SKIRT, CHORUS
DANCING,
SISTER ACTS,
BLACKFACE
ACTS, BOY AND
GIRL ACTS,
VAUDEVILLE
ACTS, ETC.



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Waltz, Two-Step,
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Medals awarded.

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BE more than a mere "WAGE EARNER"
if you are considering means of self-support
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teach Dancing. WE guarantee to make a
good teacher of anyone.

PROF. P. J. RIDGE
Address 866 Cass St., Chicago, Ill.
NOTICE—Stamp for reply, etc.

AGAINST CENSORSHIP BILL

San Francisco, March 9.—"Motion pictures today are clean, educating and elevating—they are an enormous factor in the onward march of civilization.

"They have reached their present high standard solely because the producers have learned that the public is quick to condemn any attempt to foist upon it anything that savors of indecency or immorality, or that will tend to break down the standards to which we are aiming."

This was the statement of A. W. Scott, Jr., prominent San Francisco business man and former director of the Panama-Pacific Exposition, in a protest against the movement now on foot to impose an arbitrary censorship upon the motion picture industry here in California.

Scott declared that he is entirely out of sympathy with the bill now pending before the State Legislature, creating a movie and vaudeville censorship board, which would subject the theater interests to a needless supervision.

Other prominent Californians are lining up against the censorship bill, which, it is pointed out, would if passed force the theater patrons to pay the cost of upholding the law and at the same time cause, with the red-taped supervision involved, an intolerable condition in California.

FATE OF HIPPODROME STILL IN THE BALANCE

Cleveland, O., March 12.—Fate of the Hippodrome Theater still is in the balance, following the actual starting of work on the new Keith's theater building here, and the indecision of theatrical enterprises to take on this big house. Rumor still is unconfirmed that the Subberts will take the Hippodrome, the negotiations still are said to be under way. High rental demanded by the building owners is said to be the stumbling block in settlement of the disposition of the theater. Meanwhile the unexpired lease still is controlled by Walter Reil and Frank A. Storrs, of New York City, who held it until July, 1922. The latter are said to be arranging to turn the theater into a high grade motion picture establishment in the event the Subberts do not take it over.

MANAGES MADISON HOUSE

Madison, Wis., March 10.—Louis St. Pierre has been appointed resident manager of the new Majestic Theater by F. W. Fischer, owner of the Fischer theaters. Mr. St. Pierre comes from St. Paul. He has been connected with some of the largest producing and amusement concerns and has designed the settings for many productions. Mr. Fischer, it is announced, will bring to Madison a new industry, with which Mr. St. Pierre will be identified. The plan is to make Madison the base for the manufacture of scenery, picture screens and property supplies for the entire Fischer circuit of theaters, of which there are now nine.

BEBAN IN PERSON

Chicago, March 9.—George Beban, formerly well known in vaudeville and musical comedies and now a motion picture star, is appearing in person in the Riviera Theater this week, to supplement the showing of a photoplay in which he is seen. The playlet is called "The Sign of the Rose."

RUNNING EIGHT-ACT BILLS

Seattle, Wash., March 13.—Loew shows discontinued playing Mercy's State Theater, Yakima, this week and as a result the Palace Hippodrome Theater is running eight-act bills at the regular price of admission.

The Liberty Theater, Walla Walla, the stand between Spokane and Yakima, still utilizes the Loew shows three days a week.

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DRAMATIC STOCK



Communications to Our Cincinnati Offices

STOCK

Comes Into Its Own

Bernard Steele Makes It a Paying Proposition at Colonial Theater, Lawrence, Mass.

Lawrence, Mass., March 10.—This city has had a stock company every season for about a dozen years, but in all that time only two seasons that have stood out prominently; that of 1917-'18, and the present one. And the same man has been responsible for the successes of both.

The man is Bernard Steele. He came here in August, 1917, as director of the Emerson Players and the season ran until the middle of the following May. This year Mr. Steele is managing director of the Colonial Theater, the house in which he scored his former success, and he is doing bigger things now than he did his first visit.

This week the biggest success of the entire season is being made with a remarkable presentation of "The Sign of the Cross." Richard Buhler has been especially engaged for the week, and, his acting together with that of Mart Kent, Frank Camp, Ben Haddfield, Frank Lyon, Jerry Kennedy, Mary Ann Dentler, Maud Blair, Edna Leslie and others, in conjunction with the scenic splendor of the production, stamps the play as better than anything that has even been dreamed of in stock in this city.

And the end is not yet. There are still several weeks before summer and there are big plans for those weeks. When the final curtain falls, some Saturday night, it will be written (or, at least it should be written) somewhere in the records of the house: "This has been Lawrence's greatest stock year—thanks to Bernard Steele."

HAWKINS CLAIMS NO KNOWLEDGE OF AWARD

Chicago, March 11.—Frank Hawkins, of the Hawkins-Webb Stock Company, has written The Billboard about an article appearing in a recent issue, in which it was stated that Albert Patterson was awarded \$150 for two weeks' salary in arbitration proceedings in Chicago in a claim of Patterson against the Hawkins-Webb interests.

Mr. Hawkins protests that he knows of no arbitration being had and wrote that he had not been advised by the Actors' Equity Association that any award had been made against his company.

Frank Dare, Chicago representative of the Equity Association, today showed a representative of The Billboard the findings of the arbitrator, Judge Lee W. Carrier, in which John F. Fulton appeared in behalf of the Hawkins-Webb organization. He also showed the correspondence between the Equity office and Leslie E. Webb, of the Hawkins-Webb show prior to the holding of the arbitration proceedings and bearing specifically on that particular subject.

"If Mr. Hawkins has not been apprised of the finding of the arbitrator in this case," said Mr. Dare, "it must be due to the fact that Mr. Wade, who was familiar with all of the circumstances, and Mr. Fulton, who represented the Hawkins-Webb Show in the arbitration proceedings, have not apprised him of the fact."

The case in question was arbitrated in Butte, Mont., about a year ago, according to the Chicago office of Equity. The result was practically the same as the decision of Judge Carrier. The case was reopened at the request of Mr. Hawkins, according to Mr. Dare, with the above result.

MANY LEASING PLAYS

Managers Seeking Good Material for Spring and Summer Campaign

Chicago, March 9.—A. Milo Bennett has leased plays recently as follows: "The Rosary" to George Roberson, for a tent season; "The Good for Nothing Husband" to Newton & Livingston, for a tent show in Ohio; "Which One Shall I Marry" to the Glen Beveridge Players; "Peaceful Valley" to the Warren Wade stock, Lafayette, Ind.; "Mary's Ankle" to the Edward Mitchell stock, Astoria, Ore., also "The Road to Happiness" to the same company;

"Mary's Ankle" to the Plaza Theater stock, Superior, Wis.; "Cheating Cheaters" to the stock in Lafayette, Ind.; "The Other Man's Wife" and "The Frameup" to the Howard Foster stock, Everett, Wash.; "Which One Shall I Marry" to the Del Lawrence Players, Everett, Wash.

SAM LEIBERT WEDS HIS LEADING WOMAN

Syracuse, N. Y., March 10.—Sam Leibert of the Sam Leibert Company playing at the Keith Theater last week, and Marie Lawrence, his leading woman, were married here last Saturday by Police Justice Shove. Accompanied by Jay Herman, Eddie Kane and Bert Folkert, all of the Leibert Company, the bride and groom went in a taxi to the home of Rabbi Moses J. Braude, 184 Renwick avenue, to have the ceremony performed, but the rabbi was away. Telephone inquiry to several other rabbis failed to locate them and finally the party went to the home of Justice Shove where the knot was tied.

PAULINE MacLEAN PLAYERS

In "Civilian Clothes"—Engagement To Cease Late in May

Akron, O., March 11.—"Civilian Clothes" is being offered this week by the Pauline MacLean Players. Francis H. Sayles and Nancy Duncan have the lead roles. "Marry the Poor Girl" was very successful and drew large crowds last week. Other recent plays released for stock are now in preparation by the MacLean Players. The Akron engagement of this company will conclude late in May and the company will again go to Celeron Park, Jamestown, N. Y., where they will play a summer engagement. There have been only few changes in the cast since the company opened its engagement here last Labor Day.

HERALD HOLSTEIN'S PLAYERS

Toledo, O., March 10.—The clever farce comedy, "Here Comes the Bride," is the offering of the Toledo Theater Stock Company for this week and was exceptionally well played and enthusiastically received by the regular first nighters on Monday evening. An extraordinary coincidence added much emphasis to the title at the opening performance; with numerous stage brides in the farce and a real honest-

to-goodness bride in a box, the accustomed strains of Mendelssohn could not have added further emphasis. It all came about in this way. Managing Director Herald Holstein stole away from the city last week and after a three-day sojourn in New York returned to Toledo Sunday with his school-day sweetheart as his bride. The bride was formerly Esther Pollock, daughter of Mr. and Mrs. Sigmond Pollock of New York City. The ceremony took place on March 2 at the Hotel Maraiselles, New York. Mr. Holstein's clever stock company continues to gain in favor with each new production. In the east, which is well balanced throughout, are included two leading women of exceptional ability. Spring Byington and Ruth Rose, opposite types, which is a great advantage in casting the various comedies and dramas "Be Calm Camilla" is announced for next week.

FOSTER STOCK COMPANY

Make Hit in "The Naughty Wife"

Everett, Wash., March 8.—The Foster Stock Company created quite a hit at the Rose Theater last week with their opening bill, "The Naughty Wife," in which Patti McKinley took the leading role. Adelaide Rundle (Mrs. Howard Foster) and Tom Sullivan, one of the best character men on the Coast, were prominent in the cast. The special sets painted by Fred Cobb, the Everett scenic artist, were very attractive. Mr. Cobb has equipped several Washington theaters with scenery, including the Mission at Mt. Vernon, and the Ideal at Stanwood.

The offering this week is "The Heart of Wetona," in which Miss McKinley is again seen in the lead.

OLGA WORTH

Takes First Rest in Over Two Years

Miami, Fla., March 11.—The Gene Lewis-Olga Worth Stock Company opened Sunday with "Friendly Enemies." Olga Worth was missing from the cast, as she is taking her first week off in over two years. It was announced that she would appear next week in the leading role of "Up in Mabel's Room." "Civilian Clothes" last week proved to be the biggest success of the season. At the conclusion of their Miami engagement the players will jump direct to Mr. Lewis' new theater at Dallas, Tex.

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WANTED TO JOIN ON WIRE

A-1 Juvenile Man and Ingenue Leading Woman, single or double, with Specialties preferred. Permanent Stock. Must have all essentials, including youth, study and wardrobe, and be able to create a following. Wire or write quick. Immediate opening. Other people write, as we are going to enlarge Show soon. ROBT. B. HANCOCK, Opera House, Poplar Bluff, Mo.

GORDINIER BROS. STOCK CO. WANTS

Rep. People in all lines, with Specialties. Six weeks in Stock, then Rep. under canvas. Rehearsals April 3d, open 10th. State all first letter. No wires. Address CLYDE H. GORDINIER, Crystal Theatre, Anderson, Ind.

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Some Juveniles. One Bill Week. Equity Contract. Wire MARIE GLADKE STOCK, Imperial Theatre, Kitchener, Ontario. Others write. MGR. MARIE GLADKE STOCK CO.

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A-1 Director, General Business, Best of plays, Heavies, General Business, Stage Manager, Juveniles, Light Comedy, General Business Lady, General Business, double Violin. Furnish two specialties a night. Best of experience and reference. THE 4 WRIGHTS, General Delivery, Omaha, Nebraska.

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for Heavies, Characters and Gen. Bus. account Curtia Shankland Show closing March 19th. John on wire. Need ticket. Address JACK HAMILTON, Gen. Del., Carlville, Ill. After March 20th address Room 7 K. of E. Bldg., Columbus, Indiana.

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for Dramatic Stock Co. Address PHIL MAHER, 507 Columbus Ave., Boston, Massachusetts.

JACK DOTY

Seen to Good Advantage in "Bought and Paid For"—Corse-Payton Co. Does Capacity Business Opening Week

Binghamton, N. Y., March 11.—The Corse-Payton Stock Company, which opened at the Armory Theater last week for a ten weeks' engagement, is offering "Within the Law" as the current bill. Capacity business is reported for the opening week. "Bought and Paid For," the initial offering, proved to be one of the best pieces of stock work ever seen in Binghamton. Mr. Payton appeared in the comedy role and showed that he has lost none of his oldtime zest and vigor. He divided honors with Eda Ann Luke, leading woman, and Jack Doty, leading man. Miss Luke is very pretty to look at, wears beautiful clothea and is a splendid actress. The performance of Mr. Doty would be creditable to many a leading man seen here in an original New York production. If Mr. Doty does not make a confirmed matinee "fan" out of most of the unmarried women and many of the married ones, it will be a wonder.—G. A.

BUSINESS VERY GOOD

For Broadway Players, Now in Twentieth Week at Oak Park, Ill.

Oak Park, Ill., March 11.—The popularity of the Broadway Players now in their twentieth week at the Warrington Theater, is remarkable, and business continues very good regardless of the Lenten season, the readjustment period, hail storms and other obstacles. The selection of plays, such as "The House of Glass," "Nothing But Lies" and "Daddy Long-Legs," has secured the best kind of co-operation from the patrons of this vicinity, and several hundred season reservations assures this company of an indefinite engagement, closing for only a few weeks during the extreme warm weather. Harry Bodie is the capable business manager. Will H. Gregory, the director, presents the productions in a timely manner. The cast includes Isabel Randolph and Frank Dufrene, leads; Mary Hubbard, Majorie Garrett, Diana Desha, Helen Menken, Frank Jones, Arthur Kohl, Will Gregory, Walter Wilson, Robert Stevens, Robert Burton and Louis Hoffinger.

A SPLENDID RUN

Chicago, March 9.—The Morrissey Players in Fort William, Ont., report a remarkably successful run at a \$1.50 top. J. L. Morrissey, the owner, wrote Chicago friends that he has been offered every house on the Trans-Canada Circuit, including Winnipeg, Toronto and Montreal. Lola May and Wilmer Walter are playing the leads in the company. The cast was organized by Ethel Bennett.

PHOEBE HUNT

Accepts Limited Stock Engagement

Phoebe Hunt, for three years leading woman with the Wilkes Players at the Wilkes Theater, Seattle, and later leading woman for Robert Hilliard at George M. Cohan's Theater in New York, has accepted a limited engagement with the Wilkes Players at the Majestic Theater, Los Angeles.

COMPANY PLAYS REPEATER

"Very Good, Eddie" Proves Play of Strong Appeal—Prospect Players in "Daddies" Next Week

Cleveland, O., March 11.—"Very Good Eddie," the Prospect Players' second bill under the management of Mrs. Elizabeth O. T. Miller, proved so popular with Prospect Theater patrons last week that the piece is being repeated this week. The players are better set in their lines than a week ago, and the performances this week have more snap and punch than previously. Indeed, it is one of the best entertainments seen

(Continued on page 34)



IN REPERTOIRE



Communications to Our Cincinnati Offices

MINNELLI BROS.

About Ready for 1921 Campaign

F. P. Minnelli To Be Active After Lengthy Absence—Coming Back With New Ideas

Minnelli Bros. are about ready to begin their 1921 campaign with their dramatic company, one of the oldest attractions in the Middle West. The U. S. Tent and Awning Company is building a 60x110 top; Gustave Schell will furnish a complete set of scenery and the Donaldson Lithographing Company will be responsible for many new and original advertising ideas. A 20x25 marquee will give a "big show" effect to the outfit. Minnelli Bros. were among the first to originate the canvas stock idea and for thirteen years have successfully played practically the same territory. The "rep." this summer will be very strong, all bills being modern except one costume piece which will be featured. F. P. Minnelli, who has been unable thru illness to be with the show for two seasons, is fully recovered and will be on the job full of pep and new ideas. Mr. Minnelli is a man thoroughly at home in theatricals, and is familiar with every detail of the business. When a boy he joined Howard Wall's "Carrie Louis Stock Co." Next he appeared with the Sullivan Stock Company in the South. Soon afterward he assumed the management of Chas. Mortimer and made the star and company the sensation of Eastern "rep." attractions. He managed W. E. Eby's Famous Oriental Comedy Company, being one of the first to introduce a big troupe of Japs in this country. He then managed Wilson Day in a coast-to-coast tour in "The Devil's Web." He afterward became business manager of C. W. Parks, S. M. Curtis, Chas. A. Loder, and Gus Sun's Chillicothe, O., Theater; Sun's New Theater, Springfield; the Schubert Theater, Des Moines, Ia.; the Elks' Theater, Phoenix, Ariz., where he became an Elk. He was one of the first to originate the tab. show idea. He was appointed manager of one of the government films and later was appointed by the Italian government as manager of all outdoor benefits for the war orphans' fund. As a composer, F. P. was a success. His "Gee But You're a Thorough Little Girl" was a hit. As a playwright his version of "Rebecca of Sunnybrook Farm," "The Coast of Maine," "A Girl There Was" and "The Bargain Counter" were successfully produced. Mr. Minnelli was business manager of the Parkinson and Roth Stock Company when the Bradley Theater, Richmond, Ind., was destroyed by fire.

ETHEL SHOREY TO OPEN FIRST WEEK IN APRIL

Ethel May Shorey and her company of dramatic players are rehearsing at 474 Broadway, Lynn, Mass., Miss Shorey's home, preparatory to opening their seventh annual season at Jewett City, Conn., the first week in April. The show is routed thru the New England States. The same people that were with the company six years ago are with it again this season. They include: Ethel May Shorey, leading lady; Fred S. Campbell, leading man; Dorothy Egglestrom, Mabel Clark, Frank Dowling, Harry Downs, Edward Slocum, Roy Melanson and C. R. Shorey. It is said that Miss Shorey writes and produces her own plays and her list includes thirty-seven three and four-act dramas. This year's repertoire will include "The Hamptons of Tennessee," "The Kid," "The Actor-Detective," "Dots and Dashes," "To the Highest Bidder" and "The Grouch." Special scenery is carried for each production.

EARL YOUNG

To Launch His Own Show April 1—Cecile Elliott, Formerly of Al H. Woods' Forces, Engaged as Leading Woman

Earl Young, the singing comedian, imparts the news that he will conduct and manage the affairs of his own organization this season. His company will include a personnel of fifteen A. E. A. people and a full I. A. T. S. E. stage crew and will take to the road April 1. Mr. Young has secured several late Broadway successes for presentation this season. Vaudeville specialties will be offered between acts. May

Warren, who has been in vaudeville for a number of years, will do specialties. Additional strength has been infused in the signing of Cecile Elliott, who will be seen in the leading feminine role. Miss Elliott comes to this company with a reputation gained in A. H. Woods' "Business Before Pleasure" last season, previous to which she headed several big productions. Complete new scenic equipment and lighting effects will be carried. The scenery will be of exclusive design. A special silk drop will also be used. The company has a long route booked thru Michigan, Minnesota and Wisconsin. The roster of the company includes Earl Young, proprietor and manager; C. L. Goode, business manager and publicity; Cecile Elliott, May Warren, Kathleen Hall, Patricia Dunphy, Thomas Pawley, Geo. Haldenby, Jack King Davis, Eddie C. Walkup, Jess Morgan and Walter Brown. Mr. Pawley, who is the director, has been appointed as A. E. A. deputy.

HIS THIRD SEASON

Chris. Massaker, leading man, has been re-engaged for his third season with the Phelps

Players. The Phelps organization is said to be very popular thru the Middle West. The company will present high-class royalty bills.

TO OPEN MAY 1

Brownie's Comedians, under the management of Paul Brown, will open their season under canvas May 1 in Southern Ohio. High-class dramatic bills and vaudeville specialties will be offered.

BUSINESS KEEPS UP

There is no diminution in patronage at the Kemper Theater, Little Rock, Ark., where the Hawkins-Webb Stock Company has been holding forth for about the past seven weeks.

MORGAN GETS MONEY

Business with J. Doug Morgan No. 1 Show in Texas is very good. Judging from reports Mr. Morgan has a show deserving of large patronage.

Have you looked thru the Letter List in this issue? There may be a letter advertised for you.



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Reliable, Competent Repertoire People

all lines. Write fully. State age, height, weight, salary, specialties. Send photos. Will be returned.

LADY MUSICIANS—Cornet, Clarinet and Slide Trombone, for Orchestra. Particularly those who play more than one instrument, or offer specialties or voices. Show opens Saturday, March 26.

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75-foot Round Top, with 30 and 40 Middle, Marquee, Poles, Rigging, new Piano, Staging, Lights, Railings, twenty-two lengths Blues, 600 Chairs, all complete. May be seen on lot here with Moose Minstrel benefit, week of March 21. \$2,000 takes it if bought on lot. Address F. L. MADDOCKS, Majestic Theatre, Birmingham, Ala.

Wanted Quick, for COPELAND BROS. STOCK Co.

General Business Actors who double instruments for Jazz Orchestra, Saxophone, Trombone, Drums. No parades, long engagement. Baseball Players preferred. State lowest salary. Elgin, Texas, until March 19th, then Taylor.

WANTED CLARINET, ALTO TO DOUBLE STAGE OR TICKETS

People to double Stage. Marks, St. Clair and Harris (no women), to report for rehearsal April 25, at River Sioux, Iowa. Our 34th year. A Two-Car Show. One show a day. DICKEY & TERRY, Mgrs., Lock Box 165, Little Sioux, Iowa.

HILLMAN'S IDEAL STOCK CO. WANTS

A-1 Piano Player to double Stage (man preferred), Young Character Woman, Heavy Man, three General Business Actors. Preference given to those doing Specialties. Not a Canvas Show. Open in Nebraska April 15. Address F. P. HILLMAN, McPherson, Kansas.

WANTED QUICK FOR PAUL ENGLISH PLAYERS UNDER CANVAS

Team, man for general business, woman characters and heels. Man must double Baritone in Band. Those doing Specialties given preference. Wire quick. PAUL ENGLISH PLAYERS, Lumberton, Miss.

At Liberty--Blondie and Blanche Marten

Characters, Comedy, Gen. Business. We always deliver. Name your best salary. Specialties, Numbers and Wardrobe. Wire BLONDIE MARTEN, Broadway Theatre, Tulsa, Okla. Carl Armstrong communicate, Equity.

WANTED FOR DuVELL, THE GIFT KING

Sketch Team, Comedian and Novelty Man. Must change strong for week and positively make good. Address GRANT DuVELL, week March 14, Lawrenceburg, Indiana.

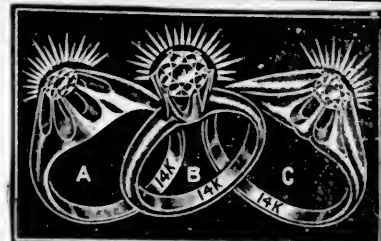
WANTED for MORAN & BLACKALLER DRAMATIC TENT SHOW

Ingenu Leading Woman, Juvenile Woman, General Business Man. All must do Specialties. Also Piano Player (man), to double two small parts. State salary and full particulars. Address BOX 35, Van Buren, Arkansas.

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A Chink by the name of Ching Ling, Fell off a street car, bing-bing. The car turned his head, to the passengers said—"The car's lost a washer, ding ding."

Clipping service consisting of more than 100 pertinent wit/cisms culled from daily newspapers of the world will be sent every week for \$5 a month. Batch of 50 for \$1.00. Clippings from national publications immediately become common property, but the daily newspaper joke has only a local circulation and is comparatively exclusive. Let a newspaper man with vaudeville and dramatic experience write your special material. Terms on request.

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Arizona Republican, Phoenix, Arizona.

PARTNER WANTED

Have complete Dramatic Outfit, except tent. Canvas Benches and Blues to seat 500. Stage, frame, scenery, props, tables, chairs, tool and prop boxes, make-up tables, piano. Electric wiring, globes, fixtures, switchboard, Jacks, stakes, stake puller, poles, rigging, ropes, tackle, battens, box office, marquee, proscenium, dressing room walls. Everything complete for dramatic outfit except top. Reputation established in good territory, Illinois. Paying business certain. Partner to furnish top and side wall, not less than 50x80. Open first of May. JIM WIGHT, General Del., Omaha, Nebraska.

THE PELHAMS

Want for No. 2 Company

Opening under canvas May 30th. People in all lines with Specialties for Rep. Can place immediately. Young Gen. Bus. Man for No. 1 Co. Gus Riddinger, where are you? Platea (Eric Co.), Pa.

AT LIBERTY—DEL SMITH, JACK ROSE

ROSE—Leads and Light Comedy. Age, 26. Height, 5 ft., 8 in. Weight, 150. Good line of short cast scripts. Can put up same, but details are essential. Baritone in Band. SMITH—Bts. Trombone B. and O. Can join at once. Address DEL SMITH, Benton, Ill.

At Liberty STRONG CORNET AND VIOLIN

Leader, B. & O. Nice library. Years of experience. JOE BULLINGER, Chattahoochee, Florida. F. S. H.

CORNELL-PRICE PLAYERS WANTS

For spring and summer season, opening Easter week. A good Character Woman with specialties. Other useful people write. Have five weeks in house, then under canvas for summer. Rehearsals March 21st. Address W. E. CORNELL, Mgr., Hotel Wyannee, Cor. 18th St. and Indiana Ave., Chicago, Illinois.

WANTED CHORUS GIRLS

Can place at once TWO experienced Girls. State all WHITE & FEINS, week March 14, Hippodrome, Parkersburg, West Virginia.

MR. & MRS. BILLIE BOYER, Straight Man, 5 ft., 7 in.; weight, 150; age, 29. Al Wardrobe. Wife, Paris. Produce Chorus or Chorus. 5 ft., 2 in.; weight, 110; age, 23. Both lead numbers. Go anywhere. GENERAL DELIVERY, Columbus, Georgia.

WANT TRAINED DOGS IN ALL LINES

Write what you have at lowest price. TAYLOR'S DOG SHOWS, Danielson, Conn.

CURTIS-SHANKLAND CO.

To Close March 19 for Fortnight—Show Will Open Under Canvas April 11

Since closing their tent theater December 4, the Curtis-Shankland Company has been doing a very satisfactory business thru central and Western Illinois. During the past few weeks the show has been playing return dates entirely. The company will close March 19 for a two-week layoff and will reopen April 11 under canvas. The opening town has not been announced as yet. During the winter months the players have polished off new bills for their summer repertoire, obviating the necessity of a rehearsing period. One of new plays, "A Poor Rich Man," written by Director Norman V. Gray, met with instant success and will be used as a feature bill. Harry V. Darr, in charge of the vanguard, is out scouting for suitable tent territory. Heretofore the organization crossed the Mason-Dixon line for several weeks, but this year will center its activities in Southern Illinois. Several of the ladies with the show have made trips to St. Louis replenishing their wardrobe. The personnel will remain unchanged with the exception of Jack Hamilton and John Dalzell. Mr. Hamilton will troupe with a one-nighter and the latter will join the

(Continued on page 34)

COMPANY PLAYS REPEATER

(Continued from page 32)

at this house since George B. Leffingwell and his associates undertook their season there.

Mr. Leffingwell, as the hotel clerk, and Helen Travers, as Madam Matroppo, carry the bulk of the comedy. They offer it in excellent vein. Mary Murphy as Elsie Lilly; Derby Holmes as Eddie; Evelyn Duncan as Elsie Darling; Herbert Brown as the oscillating Frenchman; Teris Loring and Ralph Leffingwell—who is Dan Hunter in private life—each deserves a word of commendation.

When "Daddies" is done next week, several new members will be seen in the cast, since the play requires the services of several children.

CHARLES GEORGE

Completes New Play for Emma Myrkie

Charles George has completed a play written especially for Emma Myrkie in which W. H. Harder will present her next season. The play is entitled "Straight Is the Road" and will be released for stock in territory not conflicting with the Myrkie Harder Stock Company.

ROBERT ATHON PLAYERS

The Robert Athon Players are filling an indefinite engagement at the Liberty Theater, Wenatchee, Wash. The Athon organization played a solid year in dramatic tableaux at the Old Grand Opera House on Cherry street, Seattle.

WARD WITH ALBEE STOCK

Henry Ward, former member of the "Better Ole" Company and recently with Thurston Hall and his Associate Players at the Shubert Theater, Pittsburgh, Pa., is now with the Albee Stock Company, Providence, R. I.

JOE REED ILL

Quincy, Ill., March 10.—Manager Joe Reed, of the Hawkins-Webb Stock Company, is confined to his apartments, threatened with pneumonia.

NORTH BROS.' STOCK CO.

North Bros.' Stock Company was to have opened at the Fairbanks Theater, Springfield, O., for an indefinite run. The company will be under the direction of Hal Hoyt. Karl Way and Virginia Goodwin will play the leading roles. North Bros. last season held the boards at the Sun Theater, Springfield, for thirty-eight weeks.

GAVE BIRTHDAY PARTY

Alice N. Melvin, a member of the King Edward Stock Company playing in Canada, gave a birthday party February 25. She was the recipient of many handsome presents from her associates. Manager E. Leonard presented Miss Melvin with a beautiful basket of flowers.

NEW PEOPLE LIKED

In the three weeks in which they have appeared, Laura Arnold and Joseph McMenus, the new leading players of the Wilkes Stock Company, Seattle, Wash., have created a most favorable impression among the Wilkes patrons.

HOUSE MANAGERS

PLAYING STOCK GET
IN TOUCH WITH US

Jack Alfred's Joy Girls
MILLARD HOTEL, OMAHA, NEBRASKA

Hal Curtis Says:

I'm beginning to think of Season 1921, and will be pleased to hear from ALL my oldtime people. Better include others also (only real ones, however). In the event that the oldtimes have other affiliations. This is the name of refined medicine shows. You may address me at my home, 428 So. Verdugo Road, Glendale, Calif. I may decide to work the coast this season.

WANTED FOR ROZELL'S WORLD'S GREATEST MINSTRELS. Colored Trombone, Clarinet and Cornetist. State lowest, as you get candy on car. Be able to join on wire. Prepay same, as I do. ROZELL'S MINSTRELS, North Little Rock, Arkansas.

Wanted and For Sale

WANT good Boss Canvasman, also Agent. Both must be workers and know their business. Tent rep. Week stands. HAVE FOR SALE—15 lengths 7-tier, 15 lengths 10-tier Blues; 3 lengths 10-tier Turtle Backs, 5 lengths Grand Stand Seats, Marquee, 10x14 ft. Stuff is A-1; used 12 weeks. J. C. TRACY, Corbin, Kentucky.

WANTED—For Gilmore's Orchestra, dance work, C Melody Saxophone, Drummer with Bells and Xylophone. Must be able to step. W. FRANK GILMORE, Page, Neb., March 19; Foster, 22. Permanent address, Airmont, Nebraska.

AT LIBERTY Irish and Blackface Comedian and Banjo Player Change for one week. Put on Acts. Ticket? Yes. JACK WHITE, Lewis, Iowa.

Phil York's Theatrical and Railroad Guide

Eastern Section of the United States and Canada (West Pocket Edition), 290 pages. It is the only "Theatrical and Railroad Guide" in existence. Contains a complete list of Theatrical, Musical and Dramatic Theatres playing traveling organizations, etc.; Booking Agents, Railroads, Populations, and over 4,000 towns, giving the distance in miles from one town to another, and other valuable information. Price, 50c, postpaid.

LINDNER PUBLISHING COMPANY.

Columbia Theatre Bldg., Broadway and 47th Street,

NEW YORK CITY

JULIUS CAHN

GUS HILL

Theatrical Guide and
Moving Picture Directory

PRICE, THREE DOLLARS—JUST OUT

Outside of full particulars of all theatres playing traveling companies and vaudeville, there are 19,566 Moving Picture Theatres fully listed

WHAT A MAILING LIST FOR THREE DOLLARS!

Publication Office, Room 621 Longacre Bldg., New York City

Wanted For Mary Brown's Tropical Maids

Organizing New Show. First Class Producing Comedian, Prima Donna, Soubrette, Chorus Girls, Specialty Teams, Musical Acts. Must deliver and not misrepresent. Pay your wires, I pay mine. Week March 14, Liberty Theatre, Burkburnett, Tex. Week March 21, American Theatre, Abilene, Texas.

THE GRAHAM STOCK COMPANY WANTS

Repertoire People in all lines for summer and regular season. Leading Man, Ingenue Leading Woman, General Business Man and Woman, Character Man and Character Woman, also Man to direct. Other useful Repertoire People doing Specialties write. State all first letter with lowest salary for summer and regular season. Send photos, which will be returned. Rehearsals April 6. (This is not a tent show.) Address FRANK N. GRAHAM, Uadilla, New York.

WANTED--INGENUE WITH DRAMATIC EXPERIENCE
STRONG ENOUGH TO FEATURE

Youth, appearance, ability essential. Must do Specialties and join on wire. Also want Character Man and General Business. In writing send photos; wiring tell all; name salary. You get it for season of forty weeks.

ORIGINAL WILLIAMS STOCK CO., INC., Moultrie, Ga.

Wanted--Good Singing and Dancing Specialty Team

Two Chorus Girls at once. State age, heights, salary. Pay your wires, I'll pay mine. MALL'S PANAMA GIRLS, Strand Theatre, SALISBURY, NORTH CAROLINA.

WANTED QUICK--EXPERIENCED CHORUS GIRLS

(Good money to GOOD GIRLS) Also AGENT who is a Biller and is sober at all times. Other good Musical Comedy People write. Work year 'round in the East. Address W. S. BATES, Mgr. "Oh, Helea" Co., Lawville, N. Y.

WANTED, PAUL ZALLEE'S KENTUCKY BELLES

Six Chorus Girls. People in all lines. May Shaw, wire quick. Address PAUL ZALLEE, Manager, Pekin, Illinois, March 17th, 18th, 19th; Shelbyville, Illinois, March 21st, 22d, 23d. PAUL ZALLEE.

WANTED---PRINCESS FLOATING THEATRE

General Business Team, Man to do Blackface, Blackface Comedian, Character Team, Ingenue, Soubrette, Piano Player, double Calliope. All must do specialties. Novelty Act. I pay all after joining. Address L. E. KINSER, Point Pleasant, W. Va.

BEN WILKES' BIG TENT SHOW WANTS

for coming season, opening April 30 at Abilene, Ill. Rehearsals 10 days earlier. Capable Repertoire People in all lines, doubling Band or Specialties. Week stand. Pay own. Salaries consistent with the times. Boss Canvasman who can work men and keep swell outfit in repair. Other working men write. State lowest salary. Experienced Director (have own scripts), Piano Player (male or female), doubling Band or Stage. BOX 122, Abilene, Illinois.

SENIOR STOCK WANTS (Under Canvas)

Tall Juvenile Man, General Business Woman, General Business Man. All must do specialties. State salary, age, height, weight, full particulars, first letter. Other useful people write. Join April 17. Long address R. G. KINGSTON, 722 West Broadway, Princeton, Ind. All other W. C. (BILLY) SENIOR, Arcola Theatre, Arcola, Illinois.

WANTED--COLORED PERFORMERS

for Lee's Creole Belles, under canvas, playing week stands, Advance Man, Musicians, three Chorus Girls and two Comedians. State lowest salary in first letter. Those who have written write again. We are now playing houses. Will open under canvas April 11. Address 1510 Ninth St., Alexandria, Louisiana.

LEON McREYNOLDS--A-1 VERSATILE ACTOR

Prefer Characters, Leads. Excellent wardrobe. Quick and positive study. Years of experience in most artistic environment. My plan of compensation. Get all I can and earn all I get. Address General Delivery, Treaton, Neb., March 17 to 19; Indianola, Neb., March 20 to 23.

CURTIS-SHANKLAND CO.

(Continued from page 23)

Ringling Bros.-Barnum & Bailey Circus at Madison Square Garden, N. Y. They will be replaced by James Walker and A. A. Davis, both former members of the Curtis-Shankland Company. Norman V. Gray and Frank Smith were initiated into the Elks Lodge at Litchfield, Ill., recently.

LIKED KELL'S COMEDIANS

"I have been a reader of The Billboard for years, but this is my first attempt to send in

a report on a show that has played my house," writes J. L. Baker, manager of the Hurley Opera House, Hurley, Mo. "I believe in giving credit where credit is due and I wish to say that Leslie E. Kell's Comedians which finished a week's engagement at my house February 28 is the best show that has ever played Hurley Opera House or under canvas. This was the opening week for the show and to judge from the way the plays went over one would think the company had been together for years. Their show is clean. They have special scenery for each bill and their specialties are all first-class.

They are all ladies and gentlemen, and G. L. Keenan, the manager, is a real fellow to deal with. Leslie E. Kell's Comedians played to S. R. O. three nights during the week. Come again, Leslie; you are always welcome."

FRED P. McCORD

Looks Forward To Busy Season

Frederick P. McCord, former carnival proprietor, is calculating on a busy season with the McCord Players this year. Mr. McCord just returned to Belvidere, Neb., the home of the McCord Players, from Fremont, Neb., where he placed an order for circus folding chairs and flip backs for his canvas theater. The opening date has not been announced.

BERNARD HERBERT WEDS

Bernard Herbert, a member of Russel Bros.' Paramount Players, was married to Hazel Skinner, non-professional, at Elcox, Miss., March 3.

TERRY'S U. T. C. CO.

To Start Thirty-Fourth Annual Tour at Little Sioux, Ia., April 30

The opening of the thirty-fourth annual tour of Terry's Uncle Tom's Cabin Company will take place at Little Sioux, Ia., April 30. The players will start rehearsing in the Iowa city April 25. The following people have been engaged: Bert Taylor, general agent; Mrs. Bert Taylor, press agent; Mrs. E. C. Jones, Mrs. F. L. House and Mrs. R. Hubbard; Jess Hartman, boss billposter with two assistants; Fred Bennett, bandmaster; F. L. House, orchestra leader; Geo. Mack, stage manager; Guy Repass, E. C. Jones, A. B. Crosswait, cornet; Geo. Wilson, Jas O'Brien, A. Child, clarinet; Paul Bear, baritone; A. Cripps, eb bass; Carl Monroe, tassa; R. D. Hubbard, John Caldwell, trombone; Walter Nickles, B. Child, John Carey, alto; Hugh B. Reigle, drummer; G. Wilson, electrician, C. Thompson, boss canvasman; Dick Thompson, boss hostler; Geo. Miller, J. W. Beecher, Adams and Adams, W. Johnson and Jasper Walker. W. G. Dickey and E. D. Terry are proprietors and managers. E. C. Jones is assistant manager.

FRED ELZOR OPTIMISTIC

Former Circus Man To Try "Tom" Game

Fred Elzor, of Garland, Pa., is contemplating on a successful 1921 campaign with his "Tom" (truck) Show, which will be operated under the title of Mason's "Uncle Tom's Cabin" Company. Jack Moore is in charge of preparatory work at Little Rock, Ark., and according to reports has things well under way. Harry Busenbark has arrived in Little Rock to take charge of the advance work. He will have the assistance of four men. Doc L. L. Leon will be the announcer and a Mr. Stols secretary. Elzor is an oldtimer in the circus business, but it is said this is his first whack at the "Tom" game.

BENNER SHOW CLOSES

Mr. and Mrs. Chas. Benner are enjoying home life at Canal Winchester, O., after a long and successful season with their Peck show.

Bert Brown will probably again be seen in the role of "Uncle Tom" with Stowe's Uncle Tom's Cabin Co. the coming summer.

WANTED--CELLIST

Union. Capable of playing Tell, Morning, Noon, Night, etc. Salary, \$45. 3 1/2 hours daily; seven days; year 'round engagement. F. G. WOODRUFF, Empire Theatre, Montgomery, Ala.

At Liberty--GEORGE ADKINS

Piano leader Arrange, transpose. Wife A-1 Chorus Girl. Salary your limit. Join on wire. Address 1018 Monroe, Ft. Worth, Texas.

Musicians Wanted--All Instruments

Birth and transportation furnished. With reliable company. Bandmaster, 1333 Jefferson, Kansas City, Mo.

BAR PERFORMERS WANTED

Straight and Comedy. 28 consecutive weeks, 2 shows daily. Opening April 9th. Good salary. Address STEINER BROS., 1219 N. Clark St., Westminister Hotel, Chicago Ill.

Wanted Quick, All Around Medicine Performers

Sketch Team, must be able to do antics and doubles, for two-week stands, either one to double piano. Also a Single Man must be up in medicine business. Address DR. JAMES, General Delivery, West Frankfort, Illinois.

MUSICIANS WANTED

Piano Player, to double Band, also Solo Cornetist. Open Independence, Kan., March 28. Wire or write 1153 Sedwick St., Chicago, until March 20; after that, Independence, Kan. THOS. SACCO.

FRANK C. QUEEN'S Encyclopaedia of Comedy "SURE-FIRE" No. 1

An enormous, up-to-date, rip-roaring, bright, snappy, bright collection of "SURE-FIRE" material, which is the funniest in the land of fun.

"SURE-FIRE"

Is published especially to meet your demand for SURE-FIRE material. The first gun of the season has been fired. Have you plenty of good "SURE-FIRE" comedy material to bombard your audience with?

"SURE-FIRE"

contains Monologues, Vaudeville Acts, Toasts, Jokes, Cross-Fire Gags, Conundrums, Comic Songs, Parodies, Musical Comedy and Burlesque "Bits," Trivia, Wit, Humor, and one BIG COMEDY MUSICAL COMEDY, entitled "LEAVE IT TO ME," the funniest 45-minute "tab." for three males and two females on the market today.

"SURE-FIRE"

contains special directions and helpful advice for staging all acts, etc. Anyone can produce.

"SURE-FIRE"

contains \$1,000.00 worth of "SURE-FIRE" comedy material. Grab it while it's hot. Written by a man who knows what "SURE-FIRE" material must be, and who knows it will fill a long-felt want.

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contains "hokem" and "high-brow" material. "SURE-FIRE" material is ready to be presented on any stage or shown to any manager or agent, as soon as rehearsed. No cutting or padding is necessary. The comedy is fast and furious. A number of vehicles that will prove a find to many in search of "SURE-FIRE" material. A barrel of "SURE-FIRE" material with a kick.

Order Today "SURE-FIRE" Don't Delay
Price \$5.00 Price \$5.00

Any single Specialty, Act, Parody or Musical Comedy in "SURE-FIRE" is worth twenty times \$5.00. Good material comes high, but good "SURE-FIRE" material sets you the money. Eventually you are going to order "SURE-FIRE." Why not be the first to use it? Order today, and pay that thru life every penny you lay out will bring the same big return as "SURE-FIRE." Send orders to

FRANK C. QUEEN

1901 Cona Street, TOLEDO, OHIO.
P. S.—Send for new printed list of 250 "Hokem Songs."

The Pelhams With Their No. 1 Company



will open March 28, playing theatres until May 30, when the two shows will go under canvas. March 28 marks the thirty-fifth year for this organization. Claude D. Pelham was its founder, and since his death fifteen years ago the company has been under the control of his wife, Kittle Pelham, and daughter, Mabel, with Russ Irving as acting manager. The younger daughter, Una, has been very successful in vaudeville for the past five years, and it is doubtful if she will again return to dramatic work. Mabel and Una are talented and ambitious young women and owe their success to the training received from their clever father and mother. The Pelhams extend hearty greetings to all who have worked under the Pelham banner and wish the profession at large a most successful season, not forgetting "Rillyboy."

WOODBINE THEATRE, HOMER, LA.

Can guarantee shows of merit. Must be Script Bills. Write in your open time.

Wanted Pianists and Organists

with picture experience. Good salary. Steady positions. **HARTOLA MUSICAL INSTRUMENT CO.** 314 Mallers Building, Chicago.

WANTED—PEOPLE, ALL LINES

Permanent Stock One bill per week Best city in South P. L. McAllister, wire address, BOX 222, Jacksonville, Florida.

WANTED—Partner, with or without dramatic tent. Must have six or seven hundred dollars. I have entire outfit, except tent. Established reputation and territory. Don't answer unless you mean business, as this is a bona-fide, sure-shot proposition. Address A. care Billboard Pub. Co., Cincinnati, Ohio.

AT LIBERTY—Experienced Operator, Billposter and Stage Carpenter. 17 years. Best of references. **CLARENCE RUTLEDGE**, 312 Johnson St., Moberly, Mo.

MARCH 28

Is Opening Date of Paramount Players —Russell Bros. To Have New Equipment—Cast Is An- nounced

Russell Bros.' Paramount Players are now in rehearsal and will open their 1921 campaign in Central Tennessee March 28. The Fulton Hag & Cotton Mill of Atlanta has built a new tent for the attraction. Gustave Schnell, of Columbus, O., is painting a new scenic outfit, and Eddie James has been at work for several weeks on an electric equipment. The repertoire will include dramatizations of two popular novels, one an original comedy and the other a drama written around the life of Abraham Lincoln, both from the pen of Lawrence Russell. Most of the territory where this attraction is well and favorably known will be played, but as has been its custom a certain amount of new territory will be broken in. Russell Bros. have always had clever people, but it is said that this year's cast will be even stronger than any previous season. Among the names of "those present" are Emma Marie Davis, C. Jack Davis, Jake Dougan, Audrey Jackson, Mary Theresa Russell, Louis Soeker, Josie Sacker, Jack C. Verner, John M. Myladye, Eddie James, Emory Tittle, Ralph Herbert, John B. Litesey, Reba Hart, Bernard Herbert, Ethel Donegan, Jaqueline Ann Davis, Willis Maxwell, Vestal Roblson, H. A. Grant, Hazel Herbert, Baby June Herbert and Harry Parker.

Ed C. Nutt and several of his leading players were visitors March 13, motoring over from Mobile, where Mr. Nutt's No. 2 show is playing on all winter's engagement to splendid business. They say that Ed has cleaned up a nice little fortune in the last two years and there is not a manager in the tent game more deserving of success.

LESLIE KELL'S COMEDIANS

Guests of Business Men's Club at Purdy, Mo.—Thriving Business Reported

Leslie F. Kell's Comedians did a thriving business in Purdy, Mo., the week of February 28. After one of the evening's performances members of the company adjourned to the commodious I. O. O. F. Hall, where they were guests of the Business Men's Club of Purdy and where they tripped the "light fantastic" to their heart's content. Some renewed the old-fashioned "hoe down." Light refreshments were also served. Mr. Kell was present for the occasion with his healthy smile. "Business is fine," says Mr. Kell, "so why not smile?" The Harmony Four entertained at the social function with several numbers, accompanied by the Purdy orchestra.

BUSINESS GOOD WITH OWEN-DOUGLAS PLAYERS

Harry Owen reports that business has been very good with the Owen-Douglas Players since the first of the year. The organization is playing week stands thru Illinois. The roster remains undisturbed since the opening, with the exception of Mabel Hill, piano player, who has been replaced by Alda Bertenn. Miss Bertenn was secured thru the O. H. Johnstone office. Mr. Owen recently purchased a new piano and a two-ton truck, and is about to close a deal for a new top. The company will travel overland in three touring cars, with a tractor to move the show paraphernalia. Illinois and Indiana territory is picked for the spring and summer tour.

PHIL MAHER STOCK COMPANY

The plays that are to be used by the Phil Maher Stock Company are "The Arms of the Weak," "The House Divided," "The Village Grange," "The Home Guard," "Thorns and Orange Blossoms" (Maher's diversion), "Home-stead on the Hillside," "Etiylsna's Mistake," "The Under Current," "The Trouble Maker," "Beyond Pardon" and "A Yankee Abroad." The company will play New England and some old territory in New York, under the management of Augustus Arkins.

THE BLAKES VISIT

Bert Blake and wife (Dottie Debeau), who made many friends over the footlights with Howell and Bryan's "Palm Beach Girls," which is playing rotary stock in Cincinnati and neighboring houses, left the "Queen City" last week to join Jas. Adams' Floating Theater at Oxford, Md. Bert will do general business and a blackface specialty, and his wife ingenue and general business. They are both capable of doing big things and show boat patrons will enjoy their work.

RICE TO MANAGE EMERSON'S SHOW BOAT

Harry W. Rice left Chicago, where he has been visiting his brother, last week for Paducah, Ky., to join Ralph Emerson's "Golden Rod." Mr. Rice will manage the show boat.



THE SIX BROWN BROTHERS of Chin-Chin and Jack-o-Lantern fame. The highest paid musical act of today. Nearly every member of the Six Brown Brothers, Tommie Brown's Clown Band, Tommie Brown's Musical Review and Tommie Brown's Highlanders USE BUESCHER INSTRUMENTS. ASK THEM.

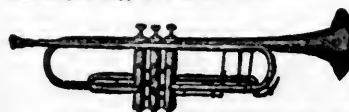
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EASY TO PLAY—EASY TO PAY

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.

STORY OF THE SAXOPHONE—SENT FREE

"THE ORIGIN OF THE SAXOPHONE" is the most complete booklet of information and history of the Saxophone ever published. 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. It tells you how to transpose from orchestra parts and familiarizes you with many facts that you would like to know, whether you are a beginner, amateur or professional. It illustrates and fully describes the virtues of each model of the Saxophone Family from Bb and Eb Soprano Saxophone to Contra Bass Saxophone. Ask for your copy of Book No. 12.



Buescher-Grand Trumpet
An entirely new model, with improved taper bore and new proportions. Meets the requirements of those who desire extremely brilliant snappy, peppy, trilling tones. It will meet every demand, from the martial flourish to the tender love song.

You can order any Buescher instrument and try it six days without obligation. If perfectly satisfied, pay for it on easy payments to suit your convenience. Mention the instrument interested in and a complete catalog will be mailed free.

BUESCHER BAND INSTRUMENT COMPANY

Makers of Everything in Band and Orchestra Instruments. ELKHART, INDIANA.
1227 BUESCHER BLOCK.

THE SUTHERLAND STOCK COMPANY WANTS

Young Woman for leads that can put over Specialties with Pep. 2 General Business Men, specialties preferred. Piano Player. Show opens Easter Monday for tour in houses, then under the Tent, May 15th. All Wisconsin. Address **MAXWELL SUTHERLAND**, Portage, Wis.

WANTED—PEOPLE IN ALL LINES.

WANT QUICK—Several young Ingenue Women, Juvenile Leading Men, 30 General Business Men, 10 General Business Women. All must have youth, ability and wardrobe. Those doing specialties can offer immediate engagement. Also want 2 Hawaiian Orchestras, 5 Jazz Orchestras, 2 Lady Orchestras. Band and Orchestra Actors, doubling stage for five shows. Now have orders for some fifteen shows for immediate rehearsals, so tell all in first letter: **WANTED—MUSICAL COMEDY PEOPLE IN ALL LINES**, also Piano Players, Chorus Girls and Sister Teams. Murry and Gardner, Pauline Favre and Husband, write me quick. No squeezing and stalling with YOUR money. A square deal and prompt service has made this the ONLY DRAMATIC AND MUSICAL EXCHANGE IN KANSAS CITY. The Kaiser tow has time to sit in deep meditation and pull his mustache. I haven't. My office hours are from 8 a.m. to 6 p.m. SUNDAYS INCLUDED. NIGHT PHONE CALLS OR WIRES TO GLADSTONE HOTEL will get quick action. LONDON THEATRICAL EXCHANGE (Ed. F. Feist, Manager), Ozark Bldg., Kansas City, Missouri.

Wanted Stock Location

ORGANIZED WORKING COMPANY, UP IN LARGE NUMBER LATE RELEASES. Young, money-getting cast. Best business-building attraction. No proposition too big for summer. Just resurrected a dead one and doing biggest business ever known in this city. Consider all offers. Write or wire, **L. RUFUS HILL**, Orpheum, McKeesport, Pa.

WANTED WILLIAMS BIG DRAMATIC TENT THEATER

People in all lines. Those doubling Brass or Specialties given preference. Rehearsals April 18. Show opens May 2. All old friends, write. **DR. J. F. WILLIAMS**, Box 66, SPRINGFIELD, ILL.

WANTED—For THE MACY AND BAIRD COMEDIANS

Heavy Man, Leading Man and Character Woman. Must have good wardrobe and ability. Rehearsals Eugene, Oregon, April 11. We stand half fare. Will advance ticket if we know you. Work year round for good people. Theatre in winter, under canvas in summer. Address **JOE BAIRD**, Marshfield, Oregon, until April 4.

AT LIBERTY

John A. Burns

General Business and Character, for Repertoire or Stock. Age, 29; weight, 185; height, 5 ft., 11 in. Can open immediately. **JOHN A. BURNS**, 420 E. Gaston St., Savannah, Georgia.

WANTED—INGENUOUS LEADING WOMEN—Still want twenty good, fast, right sized, youthful, classy Ingenue Leading Women. INGENUES—Still need eighteen Ingenues. Those with Specialties preferred. Can't be too good. JUVENILE LEADING MEN—Want twenty good ones yet. Specialties? Yes. COMEDIANS—A dozen good ones with Specialties that go. NAME YOUR SALARY. IT IS NOT TOO MUCH IF YOU ARE WORTH IT. This territory pays more and demands more than Eastern Shows. Let me hear from all you thoroughly experienced repertoire people. Shows opening during April and May. State when you can come. **AL MAKINSON**, Gayety Theatre Bldg., Kansas City, Mo.

OUTFIT WANTED—Will buy Complete Dramatic Outfit

If price is right for cash. WANTED—Dramatic People, in all lines. Piano Player, to double stage, for tent season. Open in May. **HARRY OWENS**, 36 W. Randolph, Room 202, Chicago, Ill.

IN ANSWERING AN AD BEGIN YOUR LETTER WITH "I SAW YOUR AD IN THE BILLBOARD."



OFF THE RECORD

By Patterson James



LADIES and Gentlemen! Permit me to present my friend, The Dinosaur, called Dino for short. He is six feet, four tall; weighs 290 pounds, and speaks the street slang of a dozen nations. He has been everywhere, from Siberia to South Africa, from Nome to Cape Horn. He has done everything from dealing faro bank in frozen Alaska and peddling perfume to Negro stevedores in New Orleans to hawking Waterbury watches up and down the Malay Peninsula the year of the Boxer rebellion. He has been an actor, a playwright, an associate and friend of the really great of the theater, a dynamite expert for a lost cause in a bloody African war, a scorned of display in the palaces of kings, and a champion of aristocracy in the slums of Marseilles. He has lectured on the habits of the oyster to a herd of rubes at Coney Island, and he has been double-crossed by the Grand Vizier of the Ottoman Empire. He has the memory of an elephant, a fierce and bitter contempt for pretense, crookedness and injustice. He owns a sense of humor as vast as his waist lines and as ribald as his appetite. He flavors his speech with strange phrases and he never speaks out of his turn. He has two bad feet, due to a dum-dum bullet sluicing thru them. He would walk from the Battery to the Bronx to do a friend a service, but he would not wiggle his little toe for a job from a plutocrat or a nod from a celebrant if it entailed the sacrifice of an instant's ease or an atom of independence. He has a manner of speech as racy as strong sea air, and if he mangles the laws of pronunciation at times you can always understand what he means. When he talks in argot it is a supreme compliment he pays your intelligence. He never wastes his sweetness on the desert air. He is an Extinct Species. He is *Sui Generis*! He is the Original Hammer Thrower. He is my friend, the consolation of my listless hours. Ladies and Gentlemen, the Dino!

WE were leaving the theater a fortnight ago and walking slowly for two reasons: The eleven o'clock hordes on Broadway and Dino's feet. "How did you enjoy the opening?" I began. Suddenly, above the roar of the traffic, the rattle of the street cars and the underground rumblings of the subway, I heard the peculiarly cavernous growlings which always serve as a preliminary warning that the Dino is about to speak. "I never saw so many furs outside the fair at Novgorod or off the Williamsburg Bridge in my life," he began. "What do they do? Wait for a premiere to announce a sale of sables? Did you get the plucked eyebrows, and the overture make-ups, and the knees of the squaws? I haven't been to an opening in years. When I belonged to the soup and fish set the people at first nights used to be men and women who knew something about the theater, or wrote, or painted—pictures I mean. They were a hard-boiled lot, but their criticism meant something. The verdict of the Death Watch was an honest one, even if it might mean curtains for the show. This mob looks like a push of shillabars for a big grift outfit. They're all boosters. Everyone who came on got a hand, and one actor got one every time he came on or went off. That bird knew where to spend his money. Talk about the European claque! The clappers in there tonight make the gallery rooters in the Scala Opera House look like a lot of one-arm soldiers. And everybody comes in so nice and early. They must all wait in the lobby until the curtain is ready to go up and then try to beat the

barrier. They have better manners at a pogrom. They walk all over you when they do get in and never open their traps to say "Move, you big bum," or anything else. They talk all thru the show, and, if you get up to go out for a drag of a cigaret between spasms, you got to be a Rocky Mountain goat or a Swiss chamois to hop over the women's feet. Do they ever get up to let anyone either in or out? I suppose this is all old stuff to you, but, Bo, I'm groggy yet from some of it. The men's smoking room was a riot. Guys standing five deep selling shirts and socks and telling how great the show is. Your little playmates, the critics, grubbing cigarets, and all looking as if they were just going to break out with the rabies. Funny thing, tho. I saw one guy I used to know in Nome. He was a look-out in a gambling joint. He tells me he's got a piece of that show. He'll have it all before he's thru if they don't put a cash register in his pants pocket. What is it he told me he was now? Oh, yes. He says he is an "artist's representative." That must be a new name for a stick-up man! How can you get the real low-down on a show in an atmosphere like that? Women all dressed up like a sore finger, male lizards ritzing up and down the aisles, the place cackling like a barnyard all the time. What do they come for? To see the show or to mix flesh with the bloods or see who is there or what? What's the idea?"

"I don't know why they come. I know why I do and that is all that interests me!" I answered, stepping up from the gutter into which a commuter, rushing for the 11:35, had shoved me.

"How much are tickets?" rumbled the Dino.

"Five fifty tonight! For girl shows more. Why?"

"I'm on. These peacocks think because it's the first night everyone who knows anything or is anything will be there. The managers are hep, so they boost the price, and that drags down the pot. Give people the idea that they got to do something in order to be considered somebody, and charge 'em twice as much for doing it as you would if they had any brains, and you can make 'em loosen up every time. That's why these snobs want to be first nighters. They don't know whether its hamburger steak or chow mien, and they don't care."

"What are you going to do about it?" I asked wearily. It was the fifth opening that week and my nerves were ragged.

"Who? Me? Nothin'. Not a thing in the world, buddy. It's up to you fountain pen kings. Don't write up the first nights at all and you'll drive out the tuft hunters, the snobs and the profiteers and bring down the price of seats for that night so that people who love the game will get a chance to sit in. I was exiled from a mining camp in Colorado in the old days in company with three other undersirable citizens; a lady who had nicked the chief of police for his roll, a dame who wore a souvenir spoon with 'Welcome to Denver' engraved on it for a breast pin and who had knocked off an unpopular gent for getting too fresh, and a heathen bamboo, whose laundry had a pill cooking department in the rear of the wash-house. That outfit knew just as much about the drama as your mob tonight and cared a lot more. So long! I got a conference on with a bootlegger and he gets awful impatient if I keep him waiting."

I WAS still thinking over what the Dino had said when the following

noon I ran into Alfred Jingle, Jr. He was smiling broadly, smoking a fat cigar, and in a high state of interior peace, due to something or other.

"What are you grinning like a Cheshire cat for?" I sputtered testily.

"Great day—God's in His Heaven—all's well with the world—al fresco—feast—lunch—cocktails—wine—flowers—music—most expensive hotel New York—tightwad manager—loves actors—loves authors—loves world—hates money—despises it—scorns it—loathes mention of it—liberal fellow—met me—hungry—starved—famished—come along—eat—started for Childs—manager insulted—tut-tut—my treat—great hotel—went—sky limit—order anything—check eighteen dollars—waiter—two-dollar-tip—manager paid with smile—happy—joyful—high spirits—couldn't figure it out then—can't yet—something seriously wrong—very."

I left him in disgust. Two blocks further along I ran into a friend who writes plays. I spread the glad tidings of Jingle's free feed joyously and mentioned the manager's name. I thought my friend would have apoplexy. He frothed at the mouth. His eyes bulged. The veins in his neck swelled. He dug his fingernails into the palms of his hands when he clenched his fists. He gritted his teeth. Then he swore. How he swore! The Johnstown flood was a trickling rivulet compared to his flow of profanity. A woman passed and overheard what he was saying. She might have heard it if she had been in the next county. She spoke to a traffic policeman and he started in our direction. I steered my friend into a ticket broker's hallway, where his language would be nothing unusual, and demanded an explanation.

"He took Jingle to lunch, did he?" came the roar. "The dirty thief! I took Jingle to lunch. It was my money he was spending. I took him a play last summer when I was on my uppers. A blind man could see I was broke, and he isn't blind. He read the piece, stalled me off a month, then said he'd take it. But there would have to be some changes made in it. 'All right,' I said, 'I'll make them.' 'Oh, no,' he said, 'I'll make them.' 'I don't care as long as I know what they are. Five, seven and a half and ten royalty, of course,' I said. He rubbed his nose and then what do you think?"

"I don't know."

"He told me that for making changes in the play, changes which naturally would be made at rehearsal anyway, he had to have half my royalty or he wouldn't take the piece at all. What could I do? I had to accept. But I prayed harder than I ever did in my life that the piece would be a failure just to beat him. It is the biggest hit he ever had! All the changes that were made happened when the stage director altered some exits and entrances in rehearsal, and now, in addition to his profits as the producer and his profits as the part owner of the theater where it is playing, he is dragging down half of my royalty every week and taking Jingle out to dinner lunch on my money to prove he is a regular human being."

I was telling the story to the Sentimental Cynic. He yawned in my face. "I thought you were to tell me something new," he said. "My boy, that is the regular thing!"

STAR SPANGLES FROM THE BANNER

"Don't give up the ship!"—Lawrence.
 "I have not yet begun to fight."—John Paul Jones.
 "Put none but Americans on guard tonight."—George Washington.
 "I regret I have but one life to give to my country."—Nathan Hale.
 "I Am Glad an American Won Out!"—Mr. Cohan.

EVERYONE knows that it is the fast life of actors and actresses that carries them off in the prime of youth. Last week I saw at a vaudeville show an actor who used to croak forth from the stage of Pastor's Theater long before Hammerstein's Victoria came into being the joke, "Every time I kiss my wife I have to shut my eyes and think of Lillian Russell." "Pop" Ward confesses to being over seventy. He is still acting, singing, cutting up, and finishes his turn with AN APACHE DANCE with a dead fall for the curtain. Verily, it is the pace that kills!

APROPOS of long-lived actors, a gentleman who plays in London and reads The Billboard sends me a note about Charles Macklin, who died at the age of one hundred and seven. The clipping says that

"Macklin was buried in the vault under the Communion Table in St. Paul's, Covent Garden, with a tablet to his memory in the church. It was of Macklin, whose real name was MacLaughlin, that Quin exclaimed: 'If God writes a legible hand, that fellow's a villain,' a remark which was contempt of court, for Macklin at the time was on his trial for killing a fellow-actor in a quarrel. Quin himself was an actor and had killed an actor. Actors were evidently more quarrelsome in those days than they are in these, when in the Temple of Thesps all is peace and joy and love."

The note enquires politely at the finish: "Surely you remember Macklin." As Macklin—McLaughlin—died in 1797, I am sorry to say I do not recall him with the vividness I should.

IN a review of Willard Mack's "Smooth as Silk" I said that John Sparks, "according to the speech of people," to use a legal phrase, had been barred from Broadway for some years because he was under a managerial ban. Mr. Sparks writes that I was misinformed, that he was playing in vaudeville in the Far West all the time he was missing from New York, and that he was resting from the rigors of that experience until he joined "Smooth as Silk." I present my apologies and congratulations and the wish that the Far West will not keep Mr. Sparks away so long again.

IN this morning's mail:

Paterson, N. J., March 4, 1921.

Dear Sir—I have been reading your criticisms for quite a while now, and I want to tell you that I do not like your references to women. I knew a man once who talked just the way you write. He was a bald-headed, sour-faced grouch and every one in our town knew he was bitter because a girl threw him down in his youth, and he never got over it. Some girl must have given you an awful toss when you were young or you would not write the way you do. It is too bad, because for a man you appear to have some sense. Don't blame all the filthy shows on women. Don't blame women because all the leading men act like leading ladies, and don't blame women because they wear expensive clothes when they are supposed in the play to be poor. It is not our fault if actors perform like ladies. I like to see a man act like a man on and off the stage. If I had hold of your ear for about ten minutes I would teach you something about women you do not know, wise as you think you are. Just because some woman treated you badly that does not give you the right to abuse all of us every time you get the chance or wake up with a headache. You are too fresh.

Respectful yours,
 ANNA McINTOSH.

NEW PLAYS

THE PROVINCETOWN PLAYERS

Under the Direction of George Cram Cook and James Light

THE FOURTH BILL

"LOVE"

A Play in Three Acts by Evelyn Scott

THE CAST

Claude MayfieldMarilyn Brown
Mrs. Mayfield, his mother.....Virginia Chauvenet
Carroll Lamont, his second wife.....Ida Raab
Robert Mayfield, his son by a former marriageWilliam Rainey
Katie, the maidBertha Kent
Setting designed by Don Corley and executed by Harry Gottlieb and Takashi Ohta.
Directed by Rollo Lloyd.

When Sir Isaac Newton got hit on the head by an apple the historic result was the discovery of the law of gravitation. When James Watt sat watching the family tea kettle singling over the fire the steam engine was born. When I went down to Greenwich Village last Sunday night to see "Love" I had no more real idea what caused the human foot to go to sleep than you have. I, like many other victims of scientific imposition, believed that it was suspended blood circulation in the pedal extremity which caused that member to doze off into slumber. I thought that it was the released blood flowing into the veins, arteries and capillaries of the aroused foot which gave it that pins-and-needles sensation. All wrong! I know what it is now, and "Love" it was that showed the way.

Husband Mayfield never had a chance from the day he was christened Claude. And if he did it disappeared with the opening of the curtains on Evelyn Scott's three-act tragedy, "Love." From the instant the poor man got between the hen pecks of his mother, who was moving out, and his second wife, who was moving in (and that took place one minute, sixty seconds after the first word was spoken), a runaway horse could tell what Claude was going to have done to him. His mother was one of those "You-will-never-leave-me-till-I'm-gone" ladies. His wife belonged to the "Why-didn't-you-tell-me-everything-you-did-before-I-married-you" school of torture experts. Claude had a son by his first wife. She ran away and left him before the play began. What his first wife, the second wife and his jealous mother did not do to him his darling son finished.

There was no reason why all these women should have been crazy over him unless it was the fact he was a man of very few words. He may have had a lot to say, but he never got the chance to unload because he was too busy remarking, "Hush" to his mother and "Silence" to his wife, Carroll. "Silence," to really show what he could do as a conversationalist. And how well mother and Carroll got along!!!!

"Shut the door, I'm cold!" said Mother Mayfield.
"Open the door, I'm stifling!" gasped Carroll.

"Shut the window, there's a draught on my back," orders Mother.

"Open the window, there isn't a breath of air in here!" complains Carroll.

Between the two of them Claude was as busy as the conductor of a Fifth avenue bus trying to suit the ventilation cranks on a Riverside Drive run.

Then Carroll went after Claude on her own account. There was not much said, but I gathered that Carroll was convinced that Claude had kept back a large slice of his misspent past when they confessed to each other in the early delirium of their marriage.

Up to this time Robert, Claude's

son by the first Mrs. Claude, was cracking jokes all over the sitting room and trying to make everyone feel happy. He was a very good boy, Robert was, and all he wanted to do was watch the surf from the front yard and have Carroll watch it with him. But Mother Mayfield's eagle eye took in the seashore party, which was quite harmless until she gummied it up. She turned on Carroll. Carroll turned on her. They both turned on Claude. Claude did not know which way to turn. Suddenly out of a clear sky Carroll starts in to make things uncomfortable for Young Robert.

"You remind me of St. John!" she whispers to him for no reason at all. The boy had given her no encouragement.

"What St. John?" says Robert, being up neither on the map of New Brunswick nor Bible history.

"You remind me of St. John the Baptist, confronted by Salami!" breathes Carroll. (You won't believe this, but it is true.—P. J.) "You know I was seduced at sixteen. The wells are all poisoned, but one must drink!"

So saying, she grabbed him and pressed a burning salute somewhere in the vicinity of his neck. Robert was battling so hard for his honor at that minute I could not tell where Carroll's kiss landed, but the general direction was as stated. With that Mother Mayfield lets out a war-whoop. Carroll lets out another Robert is too dumbfounded to let anything out. Claude having left his last war whoop out some years before he met Carroll (which fact he had concealed from her and was thereby guilty of gross deception), had nothing left to do but let himself into the library with his latch key. Silence! Ssh! Ssh!

"Bloody! Blooey!" sounds from the library.

"Leave me in, Claude," screams Carroll.

"My son," bawls Mother Mayfield.

"I think it is father, Katie!" moans Robert to the maid.

"Ooooooooooooooooooh!" moans Carroll.

Then everyone knew father had given the Dutch out to his troubles.

What has all this to do with the scientific reason of sleeping feet? Listen!

In front of me sat a young man and his girl. At least I hope she was his girl. Certainly no one would act the way he did to a perfect stranger. Neither would a perfect, imperfect, nor pluperfect stranger permit such actions. Before the curtain parted on the first act he fixed his gaze on the girl's right ear. He looked not in her ear but on her ear. It was more the look laudatory than the look explanatory, and it lasted thruout the show. Whether there was anything hypnotic in his gaze or not I do not presume to say, but this much I do aver. Slowly the girl raised her right arm until her elbow crooked sharply and provocatively right under the gentleman's hawklike nose. Without the slightest hesitancy (and this is what makes me think they may not have been strangers) the young man dropped his head, opened his mouth and fastened his teeth firmly on the dimpled joint.

There was nothing amorous in the action. It was almost absentminded. Perhaps not that so much as—. Contemplative? No! Ruminative? More like it, but still not exactly that—and yet—broodingly! That is it. Mayhap I am doing the boy an injustice to say that he fastened his teeth broodingly in the succulent elbow. I think "fas-

tened" is too harsh a phrase. He did not nibble like a trout flirting with a fly. He did not bite like a dog at a passerby's offensive calf; nor did he use the playful nip of a puppy playing with a dress shoe. He munched! Gravely and steadily and continuously he munched on his loved one's wing from the end of the first act straight thru the tragedy. He was munching when "Blooey! Blooey!" went off in the library. Then the girl turned and looked at him sweetly at first. With a cry of pain she jumped up.

"Harold, what in the world are you doing!" she exclaimed in her embarrassment. LEAVE GO! MY FOOT IS ASLEEP.

Is any deduction possible from the experiment, carried on under my own and another's eyes, other than that circulation of the blood has nothing at all to do with drowsiness of the foot? If you want to stay awake it is no longer necessary to watch your step. Keep your eye on and your teeth off the elbow!—PATTERSON JAMES.

PRESS COMMENT

Thumbs down on play and players!

SAM H. HARRIS Presents

FRANCINE LARRIMORE

—IN—

"NICE PEOPLE"

By RACHEL CROTHERS

THE CAST

(In the order in which they appear)

Hattie Livingston.....Tallulah Bankhead
Eileen Baxter-Jones.....Katharine Cornell
Trevor Leeds.....Edwin Hensley
Theodora Gloucester.....Francine Larrimore
Oliver Comstock.....Guy Milham
Scottie Wilbur.....Hugh Huntley
Margaret Rainsford.....Merle Maddern
Hubert Gloucester.....Frederick Perry
(By arrangement with L. Lawrence Weber)
Billy Wade.....Robert Ames
M. Heyfer.....Frederick Maynard

Francine Larrimore made a hit last season in a preposterous play of "high life," called "Scandal." It had neither art, drama, common sense nor a conspicuous amount of decency. But it did have a scene wherein an angry man ripped the waist off a reluctant girl, ordered her to bed without her supper, and left her with a cutting remark about being safe with him on a desert island. It fed the prurient minded so naturally it made money. It could not expect to last as long as "Lightnin'," or "Pen Hur" or "The Old Homestead." Miss Larrimore, who had been the girl in the ripped waist and who had acquired a following, had to have another play. So Rachel Crothers wrote an even smarter drama of far higher life and called it "Nice People." It opened the new, pretty, comfortable Klaw Theater last week. In it are a lot of debutantes who drink until they get tipsy, smoke like smelter chimneys, talk like gangsters and act like the "pierreuse," the expressive Parisian argot for street walkers. When they sit they show their knees, when they walk they wiggle and when they get out from under the parental roof the blue, blue sky is the limit.

Theodora Gloucester's father allows her \$25,000 and "expenses" a year, which includes the privilege of doing as she likes. That means staying out all night at dances, eating breakfast at Childs and saucing him for buying pearls for his "ladifren." Teddy is as tough a little rat as you will meet in an afternoon's round of the dancers, and when father tells her she cannot go out one night she goes just the same. She takes a youth named "Scottie" with her and they wind up at the Gloucester country place the evening of the next day. "Scottie" gets too many doses out of the decanter he has unlimbered from his hip and does the rough house bit from "Scandal," with variations and the stage lights out. It rains and it rains and it rains. So Teddy and "Scottie" can

not return to New York. "Scottie" falls asleep and Teddy is in a fair way to be compromised forever when a strange young man, who is also caught in the rain, appears and does picket duty for Miss Gloucester's reputation the rest of the night.

When the story leaks out and "Teddy" declares there was another man in the house all the time, her friends, knowing her, refuse to believe the yarn. There is nothing for the poor girl to do but go farming with Billy Wade, the deus ex machina (Dodge). The fresh life, the fresh air, the fresh eggs, the fresh milk, are supposed to take a lot of the freshness out of Theodora, but they do not even take the rustle out of her French frocks. Of course, in the end, father has to be brought to heel on the subject of letting Billy marry his little "gal," but that is done with a third act celerity, and everyone is still nice people. There are any number of flip lines, which pass for wit, and the play is just the sort of thing to run as long as there is a smart dinner from which the guests can come late to see it and leave early to go on to a dance at The Village Sink. But if it ran a lifetime it would never make me believe that Theodora could ever be anything but a very unladylike tramp.

Miss Crothers has proposed a problem, worked out one of the formulas and then filled the blackboard up with a lot of pictures of garden truck. There is no moral in the last act to excuse the first two, and there is no excuse for the first two acts without a moral in the third, so there you are.

Why Miss Larimore should be starred is an inscrutable mystery. She may have press agenting cult, which means business at the box-office, but she can neither talk plainly, walk properly, sing, dance, tumble or act a little bit. Her sole equipment is a shock of unruly, fiery hair, and a mass of insufferable elocutionary mannerisms, which are terrifying. But in the last particular she is no worse than all the other members of the cast. With the exception of Robert Ames, who looks and carries himself like a real youth, no one attempts to talk intelligibly or act naturally. Frederick Perry is old enough in the business to know better than to gobble his words, and Merle Maddern, who plays Theodora's aunt, with a boy dead in Flander's Fields, dresses like a Fox vamp. She has large gobs of earrings, a rope of what looks like lumps of coal or some other semi-precious stone around her neck, and a large ring on her forefinger. No woman dressed up like that can hope to preach simplicity to the rising generation and not be sirphillpgibbsed. No wonder Theodora paid no attention to her.

Miss Crothers doubtless was inspired with a high ideal in writing the play. She, perhaps, wanted to point a moral to the young of both sexes, who are sure to see it. She gets all ready to do it, but changes her mind. As "Nice People" stands now, it is merely an explanation of the number of lady and gentleman drunks in evening clothes one encounters in the flapjack palaces in the cold grey of a Columbus Circle dawn, or down in the sawdust of a West Side delicatessen store.—PATTERSON JAMES.

PRESS COMMENT

The jury is out yet!

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THE DRAMATIC STAGE

A DEPARTMENT OF NEWS AND OPINIONS

(All communications, Patterson James, Billboard, 1493 Broadway, New York, N. Y.)



BIRTHDAY

For Professional Woman's League

The celebration of the twenty-eighth birthday of the Professional Woman's League brought out a large assemblage of members and friends at the McAlpin, New York, on February 28. The president, Mrs. Helen Whitman, Bitchie, and first vice-president, Mrs. Russell Bassett, received the guests with Mrs. J. H. T. Stempel, who was in charge of the affair. A pleasing musical program was presented by Mrs. Elsie Brownell, and dancing was enjoyed until a late hour.

The monthly matinee card party of the league, with Mrs. Helen Hanning in charge, will be given at the Waldorf-Astoria on Thursday afternoon, March 17. There will be a prize for each table, as well as a door prize and one for non-players.

A reception and luncheon for the treasurer, Mrs. S. Marcus Harris, is announced for March 18.

BIGELOW BACK FROM COAST

Chicago, March 9.—A familiar face showed up in The Billboard office today when Errett Bigelow, veteran showman, returned from a trip to the Coast. Mr. Bigelow, for a year booking manager of the Chicago office of the Actors' Equity Association, took his first vacation in fifteen years. Returning, he stopped a week in Oklahoma.

"The show business on the Coast is dull," said Mr. Bigelow. "In fact, it is dull all over the West. I gained 15 pounds, and that means something. I saw a lot of show folks on the Coast whom I knew, and coming back thru Tulsa, Ok., met Frank Dobson and his Thirteen Sirens. I also met up with Margaret Minton, who created the part of Pete in "The Shepherd of the Hills." She is now Mrs. Webber, of Washington, D. C., and travels with her husband, who is a commercial man."

While in Sapulpa, Ok., the center of the oil industry, Mr. Bigelow addressed a meeting of the Commercial Club, where he was a guest. He has made no definite plans for the future, but will probably be heard from in Chicago in the near future.

BUYS FIRST BENEFIT BOX

Chicago, March 10.—Lillian Walker, movie star, bought the first box for the benefit at the Colonial Theater, to be held for the American Theatrical Hospital, Sunday afternoon, May 29. After accompanying Judge Joseph Sabath, president of the hospital association, to the institution recently and being shown thru, Miss Walker laid down her check for \$100 for a box, which will be turned over to six convalescing performers who will be selected from among the hospital patients.

A NEW LEMON CREAM

The need for the proper sort of cream to remove makeup has long been felt by the professional. Now comes forward a Frenchman, Louis Philippe by name, who has discovered just such a cream. Mr. Philippe, who formerly was in vaudeville, playing Loew's Circuit in 1910 and 1912 with a musical act, has succeeded in concentrating within a jar of this cream the efficacy of the lemon—the bottling of the gent, so to speak.

"BATTING" AVERAGE BIG

Chicago, March 8.—Impressive figures have been given out following the one hundredth performance of "The Bat," at the Princess Theater last week. The play has been seen by 97,400 playgoers who have paid \$210,000 for that privilege. The New York company has grossed \$304,000, therefore the two companies have collected \$704,000 so far this season. The figures have been given out by Patterson Nutt, manager.

PROVINCE TOWN PLAYERS

If "Love" had a little more continuity, a little more coherence, a little more fusing, a little more sequence, a little more clarity, a new title and a better presentation, it would be a great play—maybe.

AUTHORS GIVE READINGS

New York, March 12.—Zona Gale, Holbrook Blinn, Thomas Augustus Daly, Edwin Markham, Fannie Hurst, Edna Ferber, Will Irwin, Cosmo Hamilton, Amy Lowell and Margaret Wildemer Schaeffer gave a series of readings from their latest works this afternoon at the

home of Mrs. Vincent Astor, at 840 Fifth avenue, for the benefit of the Goodhue Home for Convalescent Children on Staten Island.

THREE NEW PLAYS

Chicago, March 11.—Ralph T. Ketterling has announced three new plays by himself. "Six and Kable" will have presentation in Los Angeles, at the Morosco Theater, with Bertha Mann as star, at an early date. "My Husband's Better Half" will star Lillian Walker, the movie star. "Dan of My Dreams" will introduce to America Gerald Griffin, the Australian singing star.

NEW PRODUCTION

Chicago, March 10.—Joseph L. Withers has written The Billboard that he has been engaged by Mile. Bourdeon to write and produce the next vehicle for her daughter, Camille Bourdeon, soon to be seen in this country.

"THE GOOD OLD DAYS"

Chicago, March 10.—Having joined George C. Tyler in bringing "Dulcy" to the stage, Harry H. Frazee will produce here during the summer a comedy, entitled "The Good Old Days." It is by Caesar Dunn.

NOTES FROM THE ORIENT

Myles McCarthy Writes Letter From Japan

Myles McCarthy, globe-trotting actor of note, sends the following notes from Yokohama, Japan:

Dear Editor—Just left Yokohama (Kobe, Japan, follows). Yokohama, from a theatrical standpoint, is merely a stepping stone to further effort along the line of the Orient. One theater, the Gaiety, capacity about 700, prices from 5 yen downward. (A yen is fifty cents of our money.) Tokyo, a fifty-minute ride from Yokohama, would seem to offer better returns,

but it only seems as the Japanese will not patronize white shows (anything not Japanese or Chinese in this country is white).

Two—or at best, three nights will conclude an engagement of any foreign sort in Yokohama. Kobe, one night; and then you are liable to lose money.

Japanese politeness is the most marked item of note to an American. Every word uttered is accompanied with a deeply profound bow and a lifted hat. The hat comes from the head and the bow from the hip line. There is not a symptom of anti-Americanism evident on the surface aside from the fact that the Japs will not attend American performances. If the Japs hate Americans (as I have been constantly reminded) I failed to note any evidence of it.

Shanghai next. Due there on the S. S. China, February 3. We do not stop at Nagasaki.

TALLULAH BANKHEAD

Heard in the lobby of the Klaw Theater first cigaret addlet: "Doesn't that Miss Bankhead play a cat for your life?"

Second addlet: "The cattiest cat ever—positively."

GRANT STEWART

Grant Stewart, Corresponding Secretary of the Actors' Equity Association, playwright, actor and craftsman, has an important role in "The Survival of the Fittest" now in rehearsal.

OPENS ROAD TOUR

Hartford, Conn., March 11.—Wm. A. Brady has sent "Opportunity" on tour, opening in this city, with James Crane and Dorothy Donnelly playing leads.

WHAT RACHEL CROTHERS SAYS IN "NICE PEOPLE"

I love the saving touch of truthful artistry, but—oh, you royalty checks.

ACTORS' EQUITY ASSOCIATION NEWS

115 WEST FORTY-SEVENTH STREET, NEW YORK CITY.

NEW CANDIDATES:

REGULAR MEMBERS—Madeline Armstead, Miss Billie Baer, Mable Bardine, Myrtle Betz, Florence Burton, Steve Burton, Jane Dara, Bob Deming, Mrs. Robert Derling, Miss Dolores, Albert George Eifer, George I. Geste, Richard Henry, Harry Howitt, Maud T. Howell, Wm. W. Jefferson, Beth Kinsey, Kathryn Kidder Kinsey, Paul La Varre, Walter E. La Varre, Adrian Billy Lee, Artie Leeming, Blanche Le Roy, Alice McCarthy, Mary McCarthy, Glenn S. MacArty, Mine McGill, Billy Mason, Dorothy Mitchell, Dickson, Morgan, Nellie Miller, Tom O'Hare, Mile. Phebe, Arthur Rutledge, Edith Slack, J. Basil Smith, Vahrah Hambury, Mildred Whitney.

MEMBERS WITHOUT VOTE (Junior Members)—Clara Lawrence, Aline MacElshon.

CHICAGO OFFICE:

REGULAR MEMBERS—Lizzie Hudson Collier, C. Jack Davis, Jane Gifford, Greta Gosold, Robert Hanzlik, Eric Irwin, Andrew Jackson, Edward Kimmey, Flora Mackay, Violet Manning, George E. Mantell, Arthur Olin, Frank C. Sherrburne.

MOTION PICTURE SECTION

REGULAR MEMBERS—Peggy Cleary, Mrs. Becky Farber, Felise Freddini, Julia Swayne Gordon, Chief Yellow Hawk, Marguerite Marsh, Ruth M. Sullivan.

MEMBERS WITHOUT VOTE (Junior Members)—C. Lawrence Johnson, Kathryn H. Perkins.

THE EQUITY SHOP VOTE

The sweeping character of the vote on the "Equity Shop"—3398 to 115—which was announced by the tellers at the special meeting held at the Astor Hotel on Sunday, March 6, should be most gratifying to everyone. There is no longer any question as to the desire of the members—a 60-40 result or even a 70-30 might have raised a doubt but thirty to one is overwhelming. For the sake of the minority let us bear in mind that it is the privilege of all to declare their opinion, indeed, it is their duty to do so. We don't doubt that those 115 who were against the "Equity Shop" were absolutely sincere, and now that they know the number of their fellow members who desire it, will be as ardent in its enforcement as the great majority which passed it.

Richard Bennett's motion to put the definition of the "Equity Shop" into the Constitution and thereby make it a part of our organic law was enthusiastically received, not only by the mem-

bers present, but the officers and Council. This action should remove the last vestige of criticism which contended that after getting the "Equity Shop" we would go further and demand a closed shop.

Until the Council has decided the classes of companies to be affected next season our members should sign no contracts (other than with members of the P. M. A.) without first consulting this office.

The "Members' Agreement," which was made in 1914, and which as soon as 500 names had been received bound the signers to decline to play in companies unless they were 100 per cent Equity, is today in effect, since the full number of signatures required was duly secured at the meeting. Therefore, Henry Miller, Howard Kyle, Mr. Coburn and several others prominent in the Fidelity League, will find themselves in the position of being, at least theoretically, compelled to endorse our policy.

MORE POWER TO THEM

We received the following letter from San Francisco:

Seven weeks ago, when the Majestic Stock closed for the season, we, the players, formed a company that is known as the Mission Co-operative Stock Company, and took over the Valencia Theater for the purpose of producing for the people of San Francisco the very best plays obtainable at the lowest admission price possible. Tomorrow will start our eighth week and, altho we have made no money thus far, we have been able to break even, which, considering the Lenten season and the fact that we have been unable to advertise very extensively, we feel is not at all bad. The greatest thing of all is the fact that we are 100 per cent Equity and every actor who works for us must be an Equity member. The theater is union through, stage hands, musicians, janitors, bill-posters and managers, for we, the players, are the managers. Every member of the cast has an executive position in the front of the house, as well as his place back stage. The staff is as follows: Victor Donald, general manager; Kathryn Wayne, treasurer; James G. Edwards, secretary; Albert Van Antwerp, publicity manager; Billy J. Mack, house manager; Frank S. Stevens, program manager; Bert Van Cleave, stage manager; Evelyn Hamby and Martha Bichie, technical directors. Joseph Kreiling is our scenic artist. The papers have spoken very highly of our plays and productions, and I may say that this is the happiest and most contented little stock company in the country today.

Sincerely yours,

THE MISSION CO-OPERATIVE STOCK CO.

Per A. Van Antwerp.

"FORTUNES OF WAR"

It is too bad about "Ben-Hur" in the autumn the company rehearsed about three weeks, but

the production was abandoned and Mr. Erlanger paid everyone two weeks' salary. Mr. Klaw then decided to put out the piece, but again it was abandoned, this time before the tenth day of rehearsal, so Mr. Klaw paid everyone a week's salary. All this was strictly according to the terms of the Actor's Equity contract and there is no grievance, but it does seem hard on the actors, after thinking everything was settled, to lose part of a season's work.

THE FASHION SHOW

We had been informed that Frank Talbot, who produced on the Pennsylvania Hotel roof, New York, a "Fashion Show," in which manikins displayed the latest modes in dress, had been issuing Equity contracts. Upon investigation we found this report to be untrue, but to prevent misunderstanding, we left word with Mr. Talbot that his particular form of "show" did not come under Equity's jurisdiction, and, therefore, our contracts must not be used. Since writing the above we learn that the manikins were not paid on Saturday night and had refused to finish the evening's entertainment. We shall, naturally, do our best to secure satisfaction for those who are members of the Chorus Equity Association.

ARBITRATION FAIR TO BOTH SIDES

It will be remembered that Thomas Dixon's Company consented to a cut in salaries upon being guaranteed six weeks' further employment. The company closed in four weeks, and the A. E. A., not desiring to be hard on a manager who had lost a good deal of money, decided that, if he made good the difference between the original salary and the cut, it would recommend its members to accept the same. The total would have amounted to three-fourths of a week's salary, but Mr. Dixon positively declined to pay this and demanded arbitration. The award must have been a surprise to him, for the Board ordered that he pay his company two weeks' salary in full. This would have been hard for him to do in view of pressing financial matters, so he offered one week's salary, and the members of the company, upon being asked, gladly consented to accept what was a quarter week more than the original decision.

NOT OUR JOB, BUT—

Thru the efforts of the Chicago office a chorus member has received \$30 in cash and \$35 in lieu of rent from a hotel as compensation for certain articles which had been stolen from her room. Such cases as these are not really within the province of the association, but at the same time we are always glad to do our little best for our members.

CHIVALRY AND MR. PEMBERTON

Brook Pemberton's widely advertised decision to decline free admission to all members of the dramatic profession on the grounds that he does not expect his tailor to give him a pair of trousers free seems to us rather discourteous. We notice he refers to the "soiled visiting card" of the actor. Surely, a remark of that nature was quite unnecessary. If a visiting card be soiled it indicates that the possessor is not overrich in this world's goods, and maybe thru no fault of his own, and to sneer at this is not exactly chivalrous. Mr. Pemberton happens to have a success and he has our congratulations on this, but we are bound to express our disapproval of his present stand. His arguments have been met and riddled to pieces by more clever pens than ours, so we will not go into them, but when Mr. Pemberton states that in his earlier days of management he received a salary less than that earned by a stage hand today, we could retort by saying that we, ourselves, remember the time when our salary was only \$4.50 a week, and there were others in the company receiving even less than that. The value of money changes, and what was a good salary a decade or two ago is too little for the sustenance of a hearty man today. Economics, Mr. Pemberton, with a dash of ethics!

AN EMBARRASSING POSITION

There are many reasons why the Equity should be strong, but none is more forceful than in the case of a player who is suing his manager and calls upon his fellow players as witnesses. Think of the embarrassing position in which he places them—the witness forced to face, in answering questions, a man who is giving him his bread and butter, and on the other hand, the defendant, who is a fellow member of the A. E. A. It is a hard position at best, and the transcript of the proceedings referred to will show the silly answers and contradictions of a mind that finds itself confronted by this dilemma. We partly quote from the letter of a member, which states that the deputy of the company, realizing all his, refused to appear unless he was forced by a subpoena, when, of course, he would have to give evidence without fear or favor.—FRANK GILLMORE, Executive Secretary.

The "Cradle Song" is the most different dramatic production ever seen on the New York stage, with the exception of a very few dramatic curiosities and freak shows. Also, it has a few spots and asplashes of rare loveliness, but for all that one cannot but ask—why? Why all the thought, all the labor, all the money and all the loving care on something that is foredoomed to show to empty benches?

DRAMATIC NOTES

Brock Pemberton has taken to lecturing.

A. E. Anson gathers new honors in "Romance" and earns them, of course.

H. H. Frazee will produce a new play by Caesar Dunn, called "The Good Old Days."

Zona Gisle, author of "Miss Lulu Bett," went to Washington to cover the inauguration for a newspaper syndicate.

Francine Larrimore is very convincing in the early scenes of "Nice People," but utterly spurious in the latter ones.

Alma Chester is the new mother to "The Meanest Man in the World," at the Hudson Theater, New York.

Richard Bennett has abandoned the spoken drama and Broadway, of both of which he has long been a conspicuous ornament, in favor of the pictures and Hollywood.

"While the theater is primarily a place of amusement it has always been regarded as an educational factor of the highest importance." —DAVID BELASCO.

Dick Lonsdale, Swedish comedian, who played at the old Tivoli Theater, Seattle, for several seasons with his own company, is now playing at the Rose Theater, Everett, Wash., to capacity business.

Little theaters of small consequence? Don't you believe it! They may fall down—hard—on a production now and then, but the good they do is immense. Look at what the commercial theater owes the Provincetown Players.

Isabel Withers, now cast as the Governor's daughter in "The Tavern" at Cohan's Grand, Chicago, played the lead in Cohan's "A Tailor-Made Man" on tour, and then succeeded—Marion Oakley, with Tom Wise and William Courtney, in "Cappy Ricks."

Eveta Knudsen, now playing the part of Nellie Ross in "Opportunity," was the guest of friends at Hartford, Conn., when the show played that city. Miss Knudsen was formerly a popular member of the Poli Players at Hartford.

After thirty-five years on the stage Harry Beresford became a star last Wednesday night in Chicago, when his name was put up in electric light at Powers' Theater. Mr. Beresford has signed a long-term contract with Henry W. Savage.

One hears much favorable comment on Ruth Gillmore's work along Broadway. Most of it, of course, is of the "she's got it" order, but frequently the remarks betoken close and careful observation, and these, too, are invariably complimentary.

Eric Leighton, an English actor, is to make his American debut in Augustus Thomas' new play "Nemesis," to be produced by George Cohan. Leighton, who was recently the leading man at Daly's, London, in "The Happy Day," was presented with the Distinguished Service Cross in the war.

Clare Eames, niece of Mme. Emma Eames, who has been playing Princess Elizabeth in "The Prince and the Pauper," now at the Selwyn Theater, New York is to play the lead in "Mary Queen of Scots," the new historical play by John Drinkwater, which William Harris, Jr., will open shortly.

The annual entertainment of the A. O. H. will be given at the Lyceum Auditorium, Camden, N. J., on March 17, when Jos. D. Dillon will present "Ireland First," "Shane O'Neil" and "The Singer," with vaudeville features between the acts. The productions will be under the personal direction of Jules E. Meredith, director of the Meredith Studio of Dramatic Art.

Augustin Duncan's rendition of the verses constituting the interlude or l'entre act in the

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"Cradle Song" is (or by the time this sees print, possibly, was) a treat worth going far and away down deep in his heart he has a fellow feeling for all actors and artists.

But how many persons are there in this day that would even cross the street to hear verse well read?

WANT AN AMERICAN BALLET

A movement for a national American ballet was launched last week in New York at a mass meeting in the Town Hall with a demonstration sponsored by distinguished society and stage patronage, with Mme. Desiree Lubovska as the principal artist. Among the others who took part were Alexis Kosloff, Marie Le Gruu, late of Paris; William Payne, formerly of the Pavlova company; Grace Robinson, Ann Arnowitz, Janet McClure and Thalia Zanou. It is expected also that a theater devoted exclusively to Terpsichore will be built in the Rialto district. This will be directed by Louis H. Chalif.

Among the sponsors of the new movement are Mrs. Douglas Robinson, Mrs. Hamilton Fish Armstrong, Mrs. Irene Castle Treman, Walter Damrosch, Daniel Frohman, Morris Crawford, Hugo Riesenfeld, Mrs. Langdon Geer, Mrs. John W. Alexander, Grace R. Henry, Mrs. Hildborne L. Roosevelt, Maud Ellinger and Mrs. Fritz Achelis.

GOLDEN COMEDIES ON BROADWAY

Three decided comedy successes on Broadway this season are John Golden productions—"Dear Me," "Lightnin'" and "The First Year." A new comedy, "Happy New Year," will be opened in Atlantic City on March 28. Every one was written by an American author.

IOWA THEATER BURNS

Clearfield, Ia., March 8.—The new Princess Theater, built a year ago by L. A. Tope & Son at a cost of \$25,000, was entirely destroyed recently by fire of undetermined origin.

VOTE WHICH OF THE DICTIONARIES

Frank Gillmore started something when he sicked us on phonetics. Evidently we are in for a lively and interesting fest of rag-chewing. The first crack out of the box is an assertion from an actor of high standing that the only outcome of the scheme will be the transformation of the players into a lot of orthoepic Pharisees and snobs. Another denies all need of a "standard dialect—AMERICAN." A third suggests that the best thing American actors can do for English is to keep their hands off it. The only optimist heard from so far sends us his views in the shape of a headline, clipped from a daily paper, which reads: "BETTER AN END WITH HORROR THAN HORROR WITHOUT END." Yes, there is promise of an animated debate—prospects of much disagreement on this subject of agreement. So, on with the vote. Players, producers, directors, platform speakers and artists are invited to cut out, fill out and sign the voting coupon printed below, and mail it to The Billboard, 1493 Broadway, New York. Mark "Dictionary Vote" on the envelope:

My choice of dictionaries is indicated by the X set opposite same

Table with 2 columns: Dictionary Name, Choice (X). Rows: CENTURY DICTIONARY, STANDARD DICTIONARY, WEBSTER'S DICTIONARY.

Signed

NOTE—To make their choice clear and unmistakable, they may, if they wish, scratch out the names of the two works they do not approve. NOTE—Those who do not want to mutilate their paper may write us a letter indicating their choice.

"GERTIE'S GARTER" SHOW

Boston, March 9.—"Gertie's Garter," the new A. H. Woods farce which opened at the Plymouth Theater Monday, is drawing fairly well—with the men. The piece, originally titled "Getting Gertie's Garter," then changed to "Up in the Haymow," was finally cut back to "Gertie's Garter." By the time the show reaches New York it may be called something else, but it will never be called clean. The story is full of complicated woe around several couples.

It is a great masculine show, but if the average woman has her way it will be sent to the storehouse. Boston's leading female dramatic critic, Katherine Lyons, of The Boston Traveler, said: "In the 1,400 persons present there were only half a dozen women, who must have blushed and felt embarrassed at the many risqué lines and situations."

THE CAST—Pattie Walrick, Dorothy Mackaye, Billy Felton, Lorin Baker, Nanette Adele Holland, Gertie Darling, Hazel Dawu; Allen, Walter Jones; Ken Walrick, Donald MacDonald; Teddy Darling, Louis Kimball; Barbara Felton, Eleanor Dawn; Algy Riggs, Raymond Walburn.

NEGRO GETS DAMAGES

Buffalo, N. Y., March 8.—Edmund McAden, Negro, of 1400 Michigan avenue, Buffalo, has been awarded a verdict of \$200 against the Olympic Amusement Company here by a jury. McAden charged that he was excluded from the Olympic Theater when he was told that he could not occupy a seat on the ground floor but must go into the balcony.

OPENS NEW YORK OFFICE

Lew Nathan, theatrical and concert agent, with offices at 21 Lisle street, London, England, has opened a branch in New York City at 47 West 42nd street in order to co-operate with his head office in the booking and organizing of theatrical and concert productions.

SHEA SEEKING SITE

Niagara Falls, N. Y., March 8.—Announcement has been made that agents of the Shea Amusement Co. of Buffalo are negotiating with the owner of the International Hotel site here at Falls and Main streets with a view of erecting a moving picture theater with capacity of 3,400.

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BOOK REVIEWS

FOG HORN CLANCY'S OFFICIAL 1921 ROUND-UP, STAMPEDE AND COWBOY SPORTS GUIDE. Published annually by Fog Horn Clancy, Coliseum Bldg., Fort Worth, Tex. Price 25 cents.

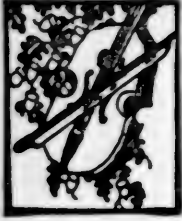
This little eighty-page booklet is crammed full of interesting "dope"—rules and regulations governing roundup and stampede contests, results and other official data of contests staged during 1920, and a fund of miscellaneous information that will prove invaluable to every one interested in frontier contests and similar events.

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BOOKS

ON PEDIGREES, GENEALOGY AND HERALDRY. CHAS. A. O'CONNOR, 21 Spruce St., New York.



THE AMERICAN CONCERT FIELD

and American Endeavor in Grand Opera, Symphony and Chamber Music
and Classic Dancing

BY IZETTA MAY MCHENRY



MUNICIPAL CONCERTS

Have Proven Important Asset in Many Cities— Free Concerts Are of Immeasurable Value in Any Community—Many Cities Increase Music Appropriation

A bit of investigation concerning municipal concerts, their cost and, what is most important, the interest manifest in them and the attendance has brought information which we believe will prove very interesting. The field is so large that we will touch only the municipal music activities in the cities of New York, Chicago, St. Louis, Kansas City, Boston, St. Petersburg, Fla., and a few wherein excellent work in the cause of music is being done.

In St. Petersburg, Fla., the Chamber of Commerce subscribed \$18,000 for free band concerts and during the winter season the attendance has surpassed that of any preceding year. Kansas City appreciates so keenly the influence and good resultant from free concerts in parks and various districts of the city that the music appropriation is one of the first to be decided upon at the beginning of each fiscal year. To a Billboard representative Mr. T. C. Harrington, secretary of the Park Board, stated it was the opinion of all members of the board that under no condition was the music appropriation to be lessened even though other appropriations might have to be decreased. The free concerts in Kansas City usually begin July 4 at Swope Park, one of the large city parks, and continue throughout the months of July and August. In addition to these concerts there are given in the twenty-six parks or plazas—open places in which the citizens gather nightly—concerts by a band specially engaged for this purpose, which band is assigned to some one of these plazas each night in the week. The programs at all concerts are made up of classical as well as popular music and huge crowds are in attendance every night.

In San Francisco many, many free concerts are given during the summer months. The city has a special supervisor's committee clothed with full power to select the parks and squares in which the municipal band shall give concerts every Sunday afternoon. No charge whatever is made and the attendance varies from three hundred to one thousand, according to the section of the city in which the concert is given. Independent of these concerts there is given in Golden Gate Park every Sunday afternoon, under the direction of the Board of Park Commissioners, a concert by a band specially engaged for this purpose and whose salaries are paid for out of the park appropriation and the attendance here is never less than three thousand and usually far exceeds that number. In addition there are to be heard organ recitals in the Civic Auditorium for which a nominal charge of ten cents is made. Supervisor J. Emmet Hayden, who is chairman of the special committee in charge of the musical affairs of the city, states that San Francisco spends annually over \$30,000 for the purpose of supplying her citizens with opportunity to hear good music.

At Long Beach so great is the interest and the citizens are so appreciative of the good to be enjoyed thru the presentation of good music that the city, with a population of not much over 50,000 has appropriated \$40,000 for band concerts during the 1921 season.

In Boston our inquiry brought forth the information that the city last year spent almost \$15,000 for free band concerts and of this amount all but \$400 represents salaries paid to the musicians. The largest number of the concerts were given on Boston Common on Sunday afternoon and evening and always a huge audience was in attendance. A new feature was tried last summer by the Boston Music Commission, namely, at noon on Tuesday of every week a concert was given on the Common from 12 to 2 o'clock. These concerts proved exceedingly popular and always drew several thousand people from the down town section who spent their noon hour listening to the music. Another popular series of free concerts was that given in Marine Park, South Boston, where every Sunday afternoon several thousand listened to the music and enjoyed the cool ocean breezes. So many requests were

received from the various sections of the Hub city that it became necessary to employ several bands to take care of the Sunday concerts and the excellent work of the Music Committee received much commendation. The committee should be given an increased appropriation for the concerts during the coming summer and thus be enabled to broaden the good influence exerted thru music last season.

that any city would willingly spend such a sum of money for any purpose from which they could not expect to receive in dollars and cents an equal, if not a larger amount! And an important factor in bringing this about is the good work which has been done by the National Bureau for the Advancement of Music of which C. M. Tremaine is the secretary.

In New York City huge sums of money are spent annually in the cause of good music and many, many concerts are given for which either no charge is made or the admission is low enough to come within the reach of the masses. During the summer from June until September concerts are given every night in the beautiful Lewisohn Stadium by a large orchestra under the direction of either a resident conductor or a guest conductor from another city. Last season Walter Rothwell, conductor of the Los Angeles Symphony Orchestra, was in charge of the stadium concerts and presented throughout the season most interesting programs and had as soloists many famous artists. A large section of the stadium is reserved and the seats therein

which has been manifested this year in the grand opera offerings of the Metropolitan and the Chicago Opera companies.

Thru its excellent municipal opera St. Louis has sprung into much prominence musically as in three years the Municipal Music Commission of St. Louis has achieved a remarkable success in offering a series of light operas at a price well within the reach of everyone. The Municipal Theater of St. Louis is a natural open air theater at Forest Park which is beautiful beyond description. The background is formed by beautiful trees and shrubberies and the seating arrangement is such that 10,000 people can be accommodated. Every night during the season there are sixteen hundred free seats set aside for those who cannot afford to pay and twice a week tickets for two hundred seats are distributed to various philanthropic organizations so that the children and the old children, the sick and the infirm who love music may have a chance to enjoy it free of any expense. The municipal opera movement is educational as well as recreational and opportunity for actual experience is afforded local singers thru the employment for the chorus of as many singers of St. Louis as can qualify for the work. For the principal roles many famous artists have appeared during the four seasons in which the operas have been given. Both last season and this season when the subscription blanks were issued for the guarantee fund, which is \$50,000, the fund was over-subscribed in a very few days, thus showing that St. Louisians are fully aware of the advantages enjoyed from the municipal opera. Not satisfied with this splendid work, however, there is given in the city of St. Louis open air concerts in the various parks and playgrounds at which excellent musical programs are offered, each program being arranged to suit the district in which it is given, that is, the folk song music characteristic of the foreigners in the various localities is used together with American music. During the season of 1920, 77 of these concerts were given and the attendance was over 375,000. The concerts cost the city \$12,500, which amount is paid out of the appropriation given the park and recreation committee. Each year the St. Louis Pageant Choral Association gives one concert which is always a brilliant affair and attracts much attention. The Civic Music Association is quite active in promoting interest in music and last year gave a Memorial Day concert in the Municipal Theater for which no charge whatsoever was made. The program presented was participated in by the Apollo Club and the St. Louis Pageant Chorus, also the Concordia Seminary Students' Chorus and Orchestra and the Morning Choral Society, and despite the enormous seating capacity of the Municipal Theater it was almost impossible to take care of the crowds that attended this concert.

The result of our investigation thus proves that from California to New England and from New York to the Middle West music is becoming more and more an important factor in the life of the nation. The appropriations assigned for the use of music commissions range from small amounts to over \$70,000, and show that once a city has a music committee and an appropriation it is rarely, if ever, that the work of the commission is abandoned or the appropriation eliminated from the city's budget. No community or city need be without a municipal or civic music committee because they are unaware of how to proceed with the work as there are avenues open to them where full information can be had. Every co-operation will be given by the National Bureau for the Advancement of Music whose headquarters are in New York City and C. M. Tremaine, secretary, is most willing to give all the aid possible. Then, too, Mr. Kenneth Clark of the Community Service, No. 1 Madison Square, New York City, is most ready to render valuable help to any one or any committee desiring to inaugurate a series of community sings or concerts in their city. As a nation we have made much progress in the last two or three years but we must not be content as there is still much work to be done to bring music, good music, within the reach of the general public. Everyone can help by co-operating with the local music commission and by aiding in the work of the music clubs. Make your city or community a musical one. Music was used to uphold the morale of the army for which purpose it was most successful and if properly presented and kept within the reach of the masses can do immeasurable good for us as a nation.

ST. LOUIS MUNICIPAL OPERA PRINCIPALS



Top row, left to right: Rhoda Nickells, Charles Galagher (photo by Gerard Sisters, St. Louis), Katherine Galloway. Bottom row: Frank Moulan, James Stevens, Harry Hermsen, Mildred Rogers. The St. Louis Municipal Opera Company has completed its selection of the singers to appear in the principal roles of the operas to be given this season and this group of pictures represents almost the entire cast. Katherine Galloway will sing the prima donna roles, Mildred Rogers will again be the leading contralto (and this will make her third season with the organization) and Rhoda Nickells will be the ingenue. Jas. Stevens will take care of the baritone parts and the tenor will be J. H. Duffy. Frank Moulan, the efficient comedian, together with Harry Hermsen, will look after the comedy, and Charles Galagher, basso, will again be a valued member of the company, and this will be his third season in St. Louis.

In Chicago a large sum of money is spent annually for free concerts and for the training of young musicians. One example of the interest in good music and its influences is that of the activities of the Civic Music Association of Chicago which last year spent \$19,000 on concerts and for the expenses of teachers of singing in children's and adults' classes in the outlying sections of the city where the major part of the work of the association is carried on. Thru the Civic Orchestra many young musicians have been given opportunity to continue their studies and also gain practical experience as a result of which several have obtained positions with the Chicago Symphony Orchestra, the Minneapolis Symphony Orchestra and the Cleveland Symphony Orchestra. Throughout the summer concerts are given in the various parks and open plazas in the city. Chicago also enjoys an excellent series of operatic performances at Ravinia Park where some of the world's most celebrated singers are to be heard.

The people of Baltimore have for several years been enjoying concerts under the direction of a municipal music committee and so great is the appreciation of the general public in the good resultant from these concerts that from year to year the music appropriation has been increased to make possible the widening of this influence until for the year 1921 the appropriation for municipal music is \$71,000. Who would have thought a few years ago

are entirely free of charge, while for the remaining seats the small charge of twenty-five cents is made, and that the general public is appreciative of the opportunity afforded them to hear these concerts in the open air is proven by the fact that during the summer of 1921, the third year of the stadium, the attendance was over 350,000. Another series of concerts, absolutely free of charge and known as the Columbia University Concerts, was given on the green of the university by the Goldman Concert Band under the direction of Edwin Franko Goldman, and were attended by large audiences. In Central Park concerts are given every Sunday afternoon; and also in various other parks and open spaces musical programs are provided for the entertainment of the citizens, but in the metropolitan musical activities are even greater during the winter months than in the summer. Free concerts are given on Saturday evenings in the Metropolitan Art Museum and thru the tireless efforts of Chas. D. Isaacson, founder and director of the Globe concerts, excellent musical programs are presented in various schools and auditoriums throughout the city for which the attendance runs into several thousands. That the work of Mr. Isaacson, Mr. Tremaine and the various organizations whose chief purpose is to arouse greater interest in good music is bearing fruit is evidenced by the increased demand for symphony tickets, for tickets for the concerts at the Hippodrome and the astonishing interest

HISTORICAL CONCERT

With John Powell as Soloist, Fills Carnegie Hall With Capacity Audience

New York, March 10.—With John Powell, the American pianist, as soloist, the eleventh of the series of historical concerts of the New York Symphony orchestras, embodying an all-American program, was heard this afternoon by an audience that packed Carnegie Hall to a seat. This program was perhaps one of the most colorful and ingratiating of the Damrosch cycle.

In masterly style the orchestra started with G. W. Chadwick's "Sinfonietta in D," a scholarly bit of orchestration composed in 1904 and first performed at a concert of Chadwick compositions in Boston that year under the direction of the composer. Edward MacDowell was represented by two movements from his Indian Suite, composed in 1891-1892—"Dirge" and "Village Festival." The themes of this suite are purely original and partly founded upon specimens of Indian music.

Three movements from John Aiden Carpenter's "Perambulator Suite"—"En Voitre," "The Policeman" and "The Hurdy Gurdy," all excellent bits of modern program writing, were well received, as was Charles Martin Loeffler's "The Devil's Villanelle," a colorful bit of orchestration founded on a poem of the macabre type of the same name by Maurice Rollinat, the French poet and disciple of Baudelaire.

"The White Peacock," a delightful tone picture by Charles Tomlinson Griffes, inspired by a poem of William Sharp; the Damrosch incidental music for "Electra," composed for the Margaret Anglin production of Sophocles' drama several years ago in the same hall, and Richard Brockwell's descriptive fantasy for piano-forte and orchestra, concluded the program. In the latter piece John Powell won new laurels as a concert pianist par excellent.

Richard Wagner will be the subject of the finale of the concert of the historical cycle at Carnegie Hall on March 17 and 18. Florence Easton will be the soloist. Mr. Damrosch will include in the program The Mastersingers; two excerpts from the Flying Dutchman, the Overture and Senta's Ballad, sung by Mme. Easton; Procession of the Gods into Valhalla from Rheingold; The Ride of the Valkyries and Fire Music from Valkyrie, and two selections from The Ring of the Gods, Siegfried's Funeral Music, and Brunhilde's Immolation sung by Mme. Easton.

ANNA PAVLOWA

Dances to Huge Audience at Opening Performance of Farewell Appearance in New York This Season

New York, March 11.—Manhattan Opera House was taxed to its capacity last evening to take care of those who wanted to see Anna Pavlova, the famous dancer, present for the first time her Mexican dances, three in number. These were each given an excellent interpretation and Madame Pavlova and her assistants were compelled to take many curtain calls. The music for the three dances was gay and tuneful. Pavlova appeared again in "Autumn Leaves," which was given here last fall, and again was given an ovation at its conclusion.

In "Amarilla" the famous dancer was at her best and time and again was greeted with a storm of applause and at the conclusion of this number she had to take many, many curtain calls and received many floral offerings. The ensemble in this dance was exceedingly good and showed much improvement over the last presentation of this number.

Throughout the evening the dancing of Alexander Volinine was worthy of the highest praise and as the "Autumn Wind" in the dance "Autumn Leaves" Herbert Stowits was most excellent.

HAROLD BAUER

To Give Master Class in Piano at New York Institute of Musical Art

Of much interest to piano students in New York City is the announcement that Harold Bauer will conduct a series of classes for piano study at the Institute of Musical Art in the city of New York. Mr. Bauer will give a series of ten classes for piano study during a period of five weeks, beginning May 11.

COAST TO COAST TOUR

Of New York Philharmonic To Start Soon

New York, March 14.—The Philharmonic Orchestra of New York started on an eight-day tour of the Middle West today and will return to New York for the regular concert at Carnegie Hall the evening of March 24. On March 28 the orchestra will leave on a tour which will extend from Coast to Coast and will visit seventy cities in the United States and Canada.

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Messrs. Stransky and Hadley will conduct in their respective capacities at all the concerts, and Mr. Hadley will direct the performances of his own composition.

MARY GARDEN SIGNS SCHIPA

Chicago, March 9.—Director General Mary Garden's aggressive and discerning tactics were again revealed this week with the official announcement that Tito Schipa, lyric tenor and chum of Alfonso XIII, king of Spain, has been signed to sing with the Chicago Opera Company all of next season.

Lucien Muratore, greatest of French tenors, has signed for next season, while Charles Marshall, whose Othello was the season's sensation, and Edward Johnson, world famous tenor, are considered as good as signed.

MABEL DUNNING

To Give Concert in Aeolian Hall

The concert to be given in Aeolian Hall, March 21, by Mabel Dunning is an interesting musical circle in New York City. Miss Dunning in private life is Mrs. Hugo Riesenfeld and was at one time a member of the Manhattan Opera Company. She toured this country, winning much success in both the opera and recital field.

MANA ZUCCA

To Give Composition Recital in New York City

Mana Zucca, composer-pianist, who is known internationally as a musician, will appear in a composition recital in Aeolian Hall, New York City, the evening of April 14. She will be assisted by several eminent artists, the names of whom will be announced later.

FLONZALEY'S FINAL CONCERT

The Outstanding Feature of Quartet's Season

New York, March 9.—Last evening before an audience which taxed the capacity of Aeolian Hall the Flonzaley Quartet gave its final concert of the 1921 season. The first number, Haydn's D Major Opus 64, No. 5, was given with a beauty of tone and a delicacy in shading that brought sheer delight to the hearers, and the second number, Beethoven's C Sharp Minor, Opus 131, demonstrated to the fullest extent the artistry and excellent en-

semble of these four musicians. The final number, however, Brahms's F Minor Quintet, given with the assistance of Giomar Novaes, proved a fitting climax to an evening of exquisite music such as is rarely heard. Miss Novaes again evidenced that she is an artist of the first rank.

THE CHICAGO BAND

Chicago, March 14.—Just how to raise \$125,000 for the Chicago Band was a subject discussed by the new directors at their first meeting in the Hotel La Salle. It was decided to conduct a tenth anniversary jubilee campaign during the week beginning April 19. A benefit will be held in the auditorium, concerts will be held in the high schools, and benefit card parties, dances and other entertainments will be given by various clubs and societies.

The program for the year consists of from ten to twenty Sunday band concerts during the winter months and concerts in Grant Park during the summer. Trips to other cities are also proposed. Officers for the new year were elected as follows: President, Ward S. Perry; vice-presidents, Markham B. Orde, Samuel C. Osborne, Edward S. La Bart and Mrs. Charles E. Frankenthal; secretary, Frank E. Scott; treasurer, John W. Thomas.

THREE-DAY MUSICAL FESTIVAL

To Be Held in Cincinnati by the Ohio Federation of Music Clubs

Under the auspices of the Ohio Federation of Music Clubs a three-day festival to be known as the Cincinnati Festival of Ohio Music will be held in Cincinnati commencing March 30. The president of the National Federation of Music Clubs, Mrs. Frank A. Selberling, will be in charge and the contestants in the piano and violin and voice contests will come from all parts of the States. All those in attendance at the festival will be the guests of Mrs. Chas. P. Taft at the Friday afternoon concert. April 1, of the Cincinnati Symphony Orchestra and a special concert will be given by Madame Marguerite Melville Liszewska, Polish pianist, and Jean Verd, pianist.

Lucille Oliver, a pupil of Legnaka, will give her first New York recital in Aeolian Hall the afternoon of Thursday, March 31.

INTERESTING MUSICAL EVENTS FOR BOSTON

The latter part of March and the early weeks of April will bring to Boston several noted singers and musicians. On March 20 a concert will be given by Renno Moiselwitch, the pianist, and Easter Sunday, March 27, the Handel and Haydn Society will present Horatio Parker's "Hora Novissima," for which the soloists will be Caroline Hudson Alexander, Sophie Braslan, Triville Harold and Fred Patten. Julia Culp will give her only concert of the season Sunday afternoon, April 3, in Symphony Hall. Gnomar Novaes, Brazilian pianist, will give a recital in Jordan Hall, Saturday afternoon, April 2.

MOTION PICTURE MUSIC

The Allen Theater, the new moving picture theater of Cleveland will be opened very soon. Messrs. Jule and J. J. Allen, who are to manage the new house, announce that they will have a symphony orchestra of thirty-five players and that a feature of all the musical programs will be the organ music, as the Allen Theater has a \$40,000 pipe organ.

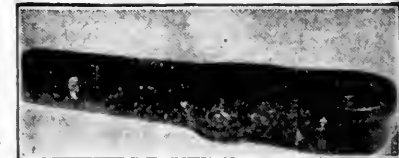
Mary Jordan, noted American contralto, was presented as the soloist at the California Theater, San Francisco, recently. Musical Director Herman Hellar thus added another one to his list of famous singers who have appeared at the Sunday concerts given under his direction at San Francisco's most beautiful movie theater.

Grace Hoffman, soprano, who has been singing with much success at the Rivoli and Rialto theater in New York City, has been engaged as the soloist for the opening of the Albemarle Theater on Albemarle Road, Long Island, which theater opened this week.

Endworth Frazier, well-known soloist at the Capitol Theater, New York City, is singing this week at the new Tivoli Theater, in Chicago. Walter Pontius is also appearing in that theater this week.

George Dufrenoy, who has become well known to movie audiences in New York City, is this week appearing as soloist at the Imperial Theater in Montreal, Can.

A fashion show is being put on this week at the Alhambra Theater in Milwaukee and thru the offices of Mrs. A. R. Bendix, of New York City, six Broadway show girls were engaged to display the many handsome costumes.



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BURLESQUE

CIRCUIT AND STOCK SHOWS

Conducted By ALFRED NELSON

COMMUNICATIONS TO NEW YORK OFFICE.



COLUMBIA CIRCUIT

Keeping Up With the Times With Published and Pictorial Publicity.

New York, March 8.—That times are changing is an indisputable fact and one that the Columbia Amusement Co. has taken cognizance of as it affects attractions en tour, over the circuit.

For weeks past there have been rumors and reports circulated that the executives were planning something different in the way of advance advertising that would prove profitable to the shows. With the ever-increasing rent of store property it has caused the tenants to utilize every available inch of space to display their goods, which has caused the loss of many windows heretofore used by local theaters for lithograph display.

The property owner has not stopped at store, but raised the ante on billboard stands as well, with the result that the billing of shows has increased in cost beyond endurance and the billing curtailed in cities throughout the country.

The elimination of billing for burlesque has been under investigation and careful consideration for some time past and, be it to the credit of the Columbia Amusement Co. and the American Burlesque Association, the executives have made every effort to lift the burden of oppression from the shoulders of showmen by cutting down expenses wherever possible.

Sometime ago the C. A. C. called on their show printers for a special pictorial stand that could be utilized by all houses on the circuit to bill their suburban routes, and they finally succeeded in having one printed that gives a pictorial view of the various characterizations to be found in the majority of shows. This stand is three-sheet high, allowing for a streamer across the top for name of house, title of show and date.

By having this stand printed in large quantities it will reduce the cost to the individual house and show to a minimum and yet give them the maximum results in billing in districts where no other form of advertising is practical.

The Columbia Theater, under the management of Fred M. McCloy, has clearly demonstrated that newspaper advertising is essential to burlesque and where the house or show employs a competent man to handle the ads and press work it is a paying investment. Manager McCloy also demonstrated to the satisfaction of the C. A. C. that patrons of burlesque were influenced to a great extent by photos in the lobby and especially lifesize pictorial paintings of the individuals that he has had on display in front of the Columbia Theater off and on since the opening of the season. That Manager McCloy's success has impressed the C. A. C. is further demonstrated by a letter sent to house managers on the Columbia Circuit, viz.

Dear Sir—We are sending you under separate cover a picture which is a reproduction of the front of the Columbia Theater, New York City.

It is our intention to fix up the fronts of all our houses in this manner, and we would like you to look over your entrance and see what you can do.

We also intend having frames in all our lobbies. They will be arranged in such a manner that the photos of the company will be placed in each week; as we believe the public is more interested in 'photos' than in printing.

Yours very truly,
COLUMBIA AMUSEMENT CO.,
Sam Scribner, Gen. Mgr.

COMMENT

We hold no brief for Fred M. McCloy, manager of the Columbia Theater, which is substantiated by the fact that we do not go there to review Columbia Circuit attractions, nevertheless we are sufficiently broad-minded to concede the fact that he has done much to promote the future welfare of burlesque in general and especially on the Columbia Circuit, for each and every show on the circuit is personally reviewed by him at the Monday matinee and if it isn't up to the standard set by the C. A. C. the offending or negligent producing or company manager is requested to take his place on the carpet on floor six and while there become chastened, with the result that the show, from then on, becomes better burlesque.

In addition to that Manager McCloy has experimented along various lines of advertising to obtain the desired results in increased patronage and the Columbia has been a financial treat to

more than one show with its capacity audiences, and the example set by Manager McCloy is one that other house managers can copy with benefit to themselves and the company that plays their house.

More power to any and everyone who in any manner assists in making burlesque a popular and paying form of amusement.—NELSE.

BURLESQUE CLUB MEETING

New York, March 7.—A regular meeting of the Burlesque Club was held at the club house, 161 W. 44th street, yesterday, with a large attendance of members. President I. H. Herk called the meeting to order. Secretary Harry Rudder read the minutes. Treasurer B. F. Kahn reported the club to be on a substantial financial basis that guaranteed its future maintenance. Motions were made, accepted and acted on for the welfare of the club.

Secretary Rudder made a motion that certain monies in the bank account be transferred to the sinking fund in order to draw interest thereby and as no one present appeared sufficiently interested to discuss or debate the proposition President Herk handed out a heart-to-heart talk on the duties of each and every member present to inquire into and take an active part in the workings of the club. He made it clear to everyone that he did not intend the club to become a one-man affair, for the affairs of the club concern every member in it, and it was up to each and everyone to express an opinion, make a motion and otherwise conduct themselves as active members, ready and willing to assume responsibilities for the proper conducting of the club.

President Herk also called upon the house committee to arrange a monthly "get-together" night so that members not holding of-

fice would gather and become better acquainted for the good of the club.

The Board of Governors, after making its report, announced that William K. Wells, of the James E. Cooper Attractions, would write the "book" and Sam (Song Writer) Lewis the lyrics and music for the forthcoming Jamboree, the date of which has not as yet been set. It was also announced from the Chair that the Columbia Amusement Co. has arranged to donate the Columbia Theater for the annual Jamboree.

AMERICAN CIRCUIT

New York, March 8.—George W. Gallagher, general manager of the American Burlesque Association, announces that "Cute Cuties" will be the last American Circuit show to play Erie, Pa., as that city will be eliminated March 15, as the business does not warrant a continuance of booking.

The A. B. A. is now booking New Castle and Uniontown, Pa., for one night each, and the other four nights are open to independent booking by producing or company managers en tour.

COLUMBIA AMUSEMENT CO.

New York, March 10.—The regular quarterly meeting of the Columbia Amusement Co. was held this morning, but no news for publication was given out.

GOES WITH WHITE BROS.

Chicago, March 10.—Frank P. Prescott, who has closed the season as business manager of "The Gumps" Company, was in Chicago this week. Mr. Prescott has signed as general agent of White Bros.' Shows this season and will open with that organization in Spartanburg, S. C.

BURLESQUE REVIEWS

"SNAPPY SNAPS"—With Charlie Howard. Presented by Dave Merion. A Columbia Circuit attraction at the Casino Theatre, Brooklyn, New York, week of March 7.

CAST—Chas. Howard, Miss Frankie Niblo, Art Harris, May Marvin, Tom O'Brien, Alberta Fowler, Helen McMahon, James J. Collins, James Oliver, Harold Boyd, Wm. Cathcart, Harry O'Day.

REVIEW

Into a stage set railroad station an ensemble of eighteen choristers of many and varied attractions set the pace for "Snappy Snaps" in a manner apropos to the title. They were then

strengthened by the "Runaway Four," a quartet of clean-cut juvenile masculine vocalists.

James J. Collins, a man's man in personal appearance, modestly admitted that he was the greatest detective in the world seeking a pair of crooks, which led the audience to anticipate a deep and sinister plot which was quickly dispelled by the funny activities of Detective Collins, who, like a real detective, got his crooks mixed up with a couple of honeymooners, thereby causing confusing, laughter and applause.

Alberta Fowler, a slender brunet ingenue, and Frankie Niblo, a pleasingly plump leading lady of the ever smiling, vivacious type, started

off the feminine song numbers in a pleasing manner. A cop gun bit with "That man there" worked by the juveniles got its quota of laughs.

When Art Harris, the co-comic, made his appearance in neat attire and a clean face, if we except a faint mustache, we accepted him as a natty little juvenile until he started to talk, and that Hebrew talk quickly convinced us that he was a comic and then some. Why he isn't given more opportunity to demonstrate his comeliness in the first part is beyond our understanding, for the show can stand much more comedy of the Hebrew Harris handling.

Detective Collins with the assistance of three juveniles and a ship hawser brought to view Charlie Howard, a diminutive, neatly clad, red faced, semi-baldheaded chap as a modified reeling drunk, a characterization that he maintained throughout the first part. Half reeling to the footlights he sang snatches and parodies of old-time songs that carried us back to the days of Herrigan and Hart, and after declaring himself a whirlwind wrestler demonstrated that fact with a half-nelson on himself that resulted in numerous funny falls of himself all over the stage. This was sufficiently new to Casinotea to merit their approval in continuous applause. A pictorial saloon transferred to drug store drop in one introduced Harry O'Day, a fast working, clear dictioned straight, and Helen McMahon, an ingenue soubret, in a funny prohibition bit with lolly pop suckling comic (Bevo bound) Howard.

A modiste shop with Co-Comic Harris as proprietor, and Comic Howard as the supposed-to-be proprietor aidestepping sundry bill collectors, and a street scene with Ingenue Fowler, Justa Flirt and Straight O'Day as the bearers of Comic Howard in etiquette was made funny by their discourse to an invisible dog.

A ballroom somewhere with a table scene was made funny by Leading Lady Niblo, Co-Comic Harris and Detective Collins, who wouldn't pay their check. Comic Howard in feminine attire posing as an expected aunt of Leading Lady Niblo, was the recipient of secrets from Miss Niblo and three choristers as la experience, which was made funnier than usual by the lines and actions of Miss Niblo.

Detective Collins' reading of agreement, party of the first and second part, to Co-Comic Harris and the latter's repartee was along original and laugh evoking lines. Miss Marvin in a singing specialty proved herself a vocalist of exceptional versatility for burlesque. Miss Niblo's "Broadway Vest" was well received and for an encore she brought on a Bowery boy and girl for an out of the ordinary burlesque which was recalled even after the drop in one had come down for the next act of Straight O'Day



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and Comic Howard with an imaginary woman. William Cathart vocalized "Don't Take Away Those Blues" and followed with an acrobatic dance par excellence.

Straight O'Day and Ingenue Fowler in Colonial clothes singing "An Old-Fashioned Garden" was encored sufficiently to ring in the musical director, who, spotlighted in the pit facing the audience, caught their fancy with his falsetto vocalism. The runaway four for a specialty opened with a song, then followed with a funny dance and whirlwind acrobatics that led up to a great flash and fitting finale to part one.

Part two opened in a foreign land, Guess-where, with an elaborate stage setting that included two windmills with vari-colored electric lighted arms that made an artistic background for the opening ensemble of singing and dancing girls. Co-Comic Harris as a substitute doctor, examining patient, Ingenue Fowler, assisted by Soubret Nurse McMahon, was funny, but far funnier while operating on patient Juvenile Hoyt to the laughter and applause of the audience.

In front of a drop in one Miss Niblo presented a Creole characterization that proved her extraordinary art in makeup, for if one had not previously seen her they would have accepted her as a simon pure New Orleans Creole of ante-bellum days. Verily Miss Niblo is an artist, personally and vocally.

A Field Hand where introduced a scarecrow with arms entwined to a wooden cross while the "Runaway Four" followed by seven females in masculine attire as scarecrows did a dance that was well received until the original scarecrow came to life in the person of Comic Howard, who, selecting one of the feminine scarecrows, handled her in a manner to cause the audience to doubt his or her humanity until she revealed herself in the person of Soubret McMahon, an acrobatic artist seldom equaled.

COMMENT

The scenery, gowns and costumes up to the standard. The presentation was new, novel and unique for burlesque and those who have demanded something different can find it in "Snappy Snaps."—NEISE.

"NAUGHTY NAUGHTY"—Presented by Irons & Clamsie, an American Circuit attraction, at the Olympic Theater, week of March 7.

THE CAST—Sam Mitchell, Jimmie (Bevo) Barrett, Eddie Miller, Ernie Johnson, Harold Blodgett, Tony Diluca, Betty Moore, May Hamilton and Louise Stewart.

THE CHORISTS—Misses, Flo Marquette, Anna LaVine, Mildred Griffin, Vivian Kelly, Nina McDonald, Ettie Hauser, Vera Nelson, Mable Yohe, Jennie LaRose, Margaret Mesaler, Elsie Gray, Floetta Roney, Helen Goldman, Ethel Brown, Lois Wilkinson and Lorraine Barry.

REVIEW

On board the good ship B. V. D., an ensemble of feminine passengers in ingenue gowns, harmonized personally and vocally. Ernie Johnson, or maybe it was Eddie Miller, personally likeable juvenile straight, and May Hamilton, a vivacious, pretty blond soubret, and Louise Stewart, a slender, shapely ingenue, injected sufficient speed into their shimmy song opening to predict a fast show, and the example set by them and the reception accorded them encouraged the others to do likewise with pleasing effect.

Ernie Johnson, Eddie Miller, Harold Blodgett and Tony Diluca, in neat, black attire, harmonized vocally as a quartet. Sam Mitchell, a darky dialect tramp comic, with a grotesque facial make-up and a vari-colored big-check plaid overfitting suit of clothes, looking and acting funny, was accompanied by Co-Comic Jimmie (Bevo) Barrett, a roly-poly fellow with a joey facial make-up, who clowning thruout the show in a likeable manner.

Comic Mitchell's book on love was confusing and amusing to Co-Comic Barrett and Ingenue Stewart, owing to its mixed metaphors. Betty Moore, as the prima donna, was personally pleasing with her slender symmetrical form, graceful movements, dimpled cheeks and dreamy eyes, supplemented by a good singing voice. Co-Comic Barrett impersonating a lord, with ancestors, to Soubret May, and his fall for "No, I haven't" to Comic Mitchell's "I have heard that before," was funny.

Maurice LaVine, a former comic, was programmed to sing "Bamboo Isle," but was substituted by a jovial brunet chorister with a well

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WHERE THE LAZY MISSISSIPPI FLOWS (Lazy Mississippi)

Words by ALEXIS FFRENCH SONG Music by ROLLO DE FREYNE

Tempo di Valse

Nights I'm al ways dream-ing, Dreams of
Ban jos gen tly strum-min' Drift ing

far a way, Times when I was hap-py
through the trees Dark-nes soft-ly hum-min

All the live-long day Some-times
O'er the scent-ed breeze Some-day

In the twi-ght Vole-es seem to call,
I'm re- turn-ing To my home once more

When de stars am shin-in' And de
Where the palm-trees sway-in' Whis-per

shad-cus fall: Where the la-zy Mis-sis-
sippi Flows in-to the sea, There my li-l'

cur-ly-head-ed ba-by waits for me. And tho' I'm
far a-way from my old home, My thoughts will ev-er be

Where the la-zy Mis-sis-sip-pi Flows in-to the
sea.

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developed form, smiling face and flirty eye, and she sure did make good. Winnie Phillips, a newcomer, and an attractive Titian-haired one at that, as the somnambulistic vamp, worked the comics for the diamond pin, "Give it to me," bit in an exceptionally clean and clever manner.

It may have been Ernie Johnson or Eddie Miller who staged the imaginary movies for the comics. In any event it was well worked.

Soubret May, in her "Wait Till You Get Them Up in the Air" put pep into her work with an avalanche of acrobatic dancing that included splits, cartwheels, shoulder shimmying with head on stage, limbs erect, reached the pinnacle of her success with a shoulder dance, a la Etta Pillard that won a riot of applause from the pleased Olympics.

Soubret May and Ingenue Stewart, vamping the comics until arrival of their Scotch hold-up husbands, was all to the good. A mixed patter between Straight Miller or Johnson and Co-Comic Barrett was worked somewhat different from usual. Prima Moore demonstrated versatility in a dainty dance with two of the choristers, followed by Co-Comic Barrett and two girls that led up to a fast and funny line-up.

A state-room drop, with the comics night-dressed a la Paul McCollough, thence to a raft on prop ocean, with Comic Mitchell's "Long story and when I do" to Co-Comic Barrett had an amusing burlesque ending. On the Island of Jazz disclosed a scene of splendor with the comics captured to make merriment for the Maradin. Comic Mitchell, as the Mystic, worked the sword sticking, pistol shooting into cabinet, with Co-Comic Barrett as the invulnerable victim. The working of hat from plant in audience and the breaking of egg into it was worked for much laughter and applause for the finale.

Part Two opened with an elaborate cabaret scene, introducing numerous specialties by the principals and choristers alike. The pleasing, plump brunette chorister put over "Marion" to encores Ingenue Stewart, accompanied by Miss Marquette, did an eccentric dance that was a classic. Soubret May, in her "Dangerous Eyes" numbers was encored sufficiently for her to introduce the girls in individual dances to her whistling accompaniment, thereby stopping the show again and again, due to the continuous applause.

Vinnie Phillips and Co-Comic Barrett, as the posing for pictures, bride and groom, put over a funny session made laughable by Vinnie's rough-housing of Barrett and his funny falls. A dancing contest between Straight Miller or Johnson and Co-Comic Barrett was made fast and funny by the straight's artistry in steps and Barrett's shimmying.

If there is any Irish colleen more personally attractive than Ingenue Stewart, while singing "Irish Blues," we have never seen her. The girls in costumes apropos the Emerald Isle made a harmonizing picture of sentimentality. A table bit, with feminine vamps and wine-buying comics to the laughing jaglet of Ingenue Stewart, which denoted real acting ability on the part of Miss Stewart, was well burlesqued by the comics. The eccentric dance of Comic Mitchell was well received. A line-up of the principals for burlesque opera was well done.

An Oriental studio introduced the girls as various types and the honors, judged by their reception, went to Music, Intoxication and Truth and if the latter could deliver lines and sing as vivaciously as she danced thruout the show she would be eligible for an ingenue-soubret role.

COMMENT

The scenic equipment, gowling and costuming superior to many American Circuit shows. The trio of feminine principals, as personally attractive as any, and far more so than many on either circuit. The masculine principals, clean and clever comedian workers of antiquated bits that have been man-handled by every stock and circuit show for years yet handled by this company in a manner sufficiently satisfactory to keep the Olympics laughing and applauding on Monday afternoon, and any company that accomplishes that is going some and then. The choristers a fast-stepping bevy of earnest workers. All-round, laughing show.—NEISE.

New York, March 11.—The Billboard is in receipt of a communication from L. Weiblinger, of Pittsburg, stating that he was the husband of Bonnie Woodward, the chorister of Irons & Clamsie's "All Jazz Review," who committed suicide in New York City, the report of which appeared in our last week's issue.

Mr. Weiblinger says that he is mystified by his wife's act, as she was of a jovial disposition up to the time she left him last year to enter the theatrical profession along with Bessie Lees of Pittsburg, who left the show February 28, and returned home to Pittsburg, where she now resides.

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MUSICAL COMEDY

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How "The Black Crook" Made New York Sit Up in 1866

By JAMES L. FORD

EDITOR'S NOTE)—The following interesting account of the most spectacular success of its day is reproduced from The New York Evening Post. Mr. Ford is the author of several works of fiction and a keen observer of men and things. "The Black Crook" was the forerunner of the modern spectacle and its production caused a veritable sensation.—G. W.

Those elderly citizens who are sneeringly said to "live in the past"—and to many of them that past is dearer and perhaps nearer than the present—are accustomed to note with regret the severance of each of the human ties that bind them to the New York of other days. To such as these the recent death of Marie Bonfanti serves as a theme for extended comment whenever two or three of them are gathered together for purposes of reminiscence.

There was once magic in that name for members of the city's jeunesse dorée, of whom but few survivors remain to tell the story of that famous dancer, an exquisite star of grace and beauty in the constellation that under the name of "The Black Crook" literally dazzled the town.

The production of this piece was due to one of those unexpected combinations of circumstances that so often shape the course of history. The first of these was the burning of the Academy of Music, a disaster which completely unsettled the affairs of that well-known firm of theatrical entrepreneurs, Messrs. Jarrett and Palmer, for they had brought to this country at great expense a large ballet, with a complete set of costumes and accessories, under contract with Max Maretzek, the Academy's manager.

There was in New York at this time a needy dramatist named Charles M. Barras, who for some time had been vainly endeavoring to persuade some manager to produce a gloomy melodrama of the classic German type which now lives in the annals of the stage. On learning of Jarrett and Palmer's predicament Barras hastened to knock for about the thirteenth time at their door and, having gained reluctant admittance, thus addressed them: "I've got an idea right now that's worth something to you. Do you remember that fine play of mine that you've rejected I don't know how many times? Well, suppose we turn it into a big spectacle—I can do it in a week—and use it as a vehicle for your ballet!"

THRILLER TRANSFORMED IN A WEEK

The managers brooded over this scheme for some days and finally offered the dramatist \$1,500 cash for his play during the continuance of its run, no matter how long it might occupy the stage. Their offer was accepted

and Barras retired to his attic to make the necessary changes, while the other parties to the bargain arranged with William Wheatley for the production of the piece at Niblo's Garden, which was then under his management.

Other causes besides those that I have named contributed to the sensational success achieved by the play from the very first. The period was that sometimes described as the "Flash Age of New York," which began with the surrender of Lee at Appomattox and continued until

(Continued on page 47)

WILL PRODUCE COLORED SHOW

New York, March 11.—Adolph Klauber, husband of Jane Cowl, who has presented Charles Gilpin in "The Emperor Jones" in Broadway houses with great success, has arranged to produce a musical comedy, entitled "Nobody Knows," with a cast of thirty colored artists.

Edith Ellis, writer of "Sonia," "White Villa" and other well-received books, is the writer of the book, from a story by Henry Creamer, Creamer and Layton, who wrote the music for "Three Showers" and a number of popular songs, among them being "Strut, Miss Lizzie," are the composers of the music, and will be in the cast. The show goes into rehearsal about March 15.

ENGAGES FAIRBANKS TWINS

New York, March 11.—A. L. Erlanger has engaged the Fairbanks Twins—Marion and Madeline—to head the cast of "Two Little Girls in Blue," the new musical comedy by Fred Jackson, now in preparation for production out of town early next month.

Other principals in the company will be Virginia Earle, Julia Kelety, Olin Howland, Frederick Santley, the Tomson Twins, Edward Begley and Richard Dore. Vanda Hoff, who has been a member of the "Follies" and Evelyn Law, a protegee of Sir Thomas Lipton, are to be the principal dancers.

"WHIRL OF TOWN" OPENS

Washington, March 9.—"The Whirl of the Town," the new Century Promenade revue, was given its premiere here at Poll's Theater this week, prior to moving into the big New York playhouse. The book and lyrics are by Harold

Atteridge, and the music by Jean Schwartz. Additional lyrics were supplied by Alfred Bryant, and additional music by Lew Pollack. The scenes were staged by Sam Morris and the dance numbers by Jack Mason. The more important male members of the cast are: Jimmy Hussey, Georgie Price, Clarence Nordstrom, William Moran, Clarence Harvey, Albert Wiser, Jack Strouse, Arthur Boylan, Lew Edwards, Frank Orth, Eddie Hickey and Paul O'Neil. The leading feminine members of the cast are: Mlle. Anna Codee, Mae West, Marguerite Farrell, Beth Stanley, Vera Roehm, Rose Boylan, Maudie Moore, Helen Morgan, Olive Clark, Ethel Morgan, Marjorie Clayton, Betty Clifton and Genevieve Barnett.

PRETTY KENTUCKY GIRL ATTRACTING ATTENTION

Philadelphia, March 10.—Billie Bright, a member of the Gus Hill "Bringing Up Father" show, playing the Metropolitan Opera House this week with big success, is attracting much comment for her appearance, singing and dancing ability. She is understudy for the role of "Kitty" in the show.

Miss Billie is a real Kentucky girl, and her real name, Gladys Perry. She hails from Covington, Ky. Showing marked ability in her line, this beautiful girl, with blue-blood running thru her veins, will, ere long, be playing some leading roles in the show world, say her friends.

OLDTIMER BACK

New York, March 11.—May Denly, who was in the ensemble of the first Winter Garden production, "La Belle L'Arce," and was an understudy for principal roles, returned this week to the Winter Garden after an absence of several years, and joined the ensemble of "The Passing Show of 1919," in order to take part in the performance of March 20, which marks the celebration of the Winter Garden's tenth anniversary.

LOUISE BLAND SAILING

New York, March 11.—Louise Bland, who played the role of the High Priestess, in "Aphrodite," and who posed for the posters for that production, will sail for England on March 22 aboard the Aquitania. It is understood that Miss Bland will be featured in a C. Cochran production in London this summer. She will return to the United States in September.

CORA SANBORN HAPPY

Chicago, March 10.—Cora Sanborn, an actress in the "Follies," witnessed the remarriage of her father and mother this week, the couple having been divorced for eleven years. Miss Sanborn is said to have brought her father and mother together at a dance last June.

Chorus Equity Association of America

BLANCHE RING, President.

DOROTHY BRYANT, Executive Secretary.

Twenty-six new members joined the Chorus Equity in the past week.

At the meeting of the Actors' Equity Association on Sunday, March 6, at the Hotel Astor, a meeting, to which all members of the Chorus Equity Association were invited, the announcement was made that the Equity Shop has been won by so overwhelming a majority that the vote was almost unanimous. This means that every company in which an Equity member plays must be one hundred per cent Equity. It means that those persons who were willing to work side by side with you and get the benefits for which you had worked and fought, but who are not willing to join your association, then which you had won these better conditions, must either join your association and show that they are with you or get out of the company.

Some time ago the question of the members of the chorus dissolving their association and becoming a part of the Actors' Equity Association was discussed. And, after much discussion, it was feared that if you did this you would lose your contract and your basic agreement and would have to arbitrate your disputes and you can strike if it appears that your cause justified striking. The fact that you can strike without arbitration has been of great benefit to you on many occasions. It is like carrying a loaded gun. Just so long as people know you have it, and can use it, you will have no cause to show them how it is done. It is because of this contract and basic agreement that you were not made a legal part of the Actors' Equity at that time, and it is because of you maintaining your

independence to the extent of holding your own basic agreement that you cannot legally vote on matters pertaining to the Actors' Equity.

But the Actors' Equity Council is your council—and it has passed a resolution adopting the Equity Shop. The Chorus is now to have a vote on the Equity Shop. Within a short time you will receive a ballot and literature on the matter. We know that the general feeling of the Chorus is one of intense enthusiasm for this measure, and we are looking forward to a general expression of approval of the resolution adopted by your Council.

As has been explained many times, prior to the Actors' Equity vote the Equity Shop will not apply to members of the Producing Managers' Association, with whom you have a basic agreement that has not yet run out. It will, however apply to independent managers. Your Council and your executives, who necessarily are in closer touch with general conditions than the rank and file of the membership can possibly be, feel that this measure is essential to your organization. It is the only way by which the fly-by-night manager, who takes \$35-a-week chorus girls thousands of miles from New York and strands them, the only way we can control the man who refused you your Equity contract and all that that gives you. Don't let the manager frighten you by telling you what he will do if you vote for it. No manager who is on the level with you and intends treating you fairly will fear it.—DOROTHY BRYANT, Executive Secretary.

MUSICAL COMEDY NOTES

"Aphrodite" will leave Boston for a return engagement in Chicago, opening March 22.

"It's Up to You," now playing at the Globe Theater, Boston, will go to Chicago for a spring and summer engagement.

H. D. Collins, manager of "The Smarter Set," headed by Salem Tutt Whitney and J. Homer Tutt, has signed contracts with the Uniform Ranks Knights of Pythias, for the appearance of "The Smarter Set" in "Bamboula," under K. of P. auspices in the City Auditorium, Atlanta, Ga., March 23, matinee and night.

Work has been started on the elaborate production of "Listen to Me," the new musical extravaganza that LeComte & Fleisher will present on tour next season. Book, lyrics and music are by Charles George, who will also stage the piece. Billy Moore, the popular comedienne now with Mr. George's "My Soldier Girl," will be featured in "Listen to Me," in a part which is being written to fit his peculiar style of comedy.

During the engagement of the "Century Midnight Whirl" in Nashville, Tenn., recently, Charles Winninger and Blanche Hing, his wife, were entertained by Maria Thompson Davies, well-known writer, and other Nashville friends.

The complete cast of "Love Birds," which opens in Atlantic City this week, in addition to the stars, Pat Rooney and Marion Bent, comprises Elizabeth Murray, Eva Davenport, Elizabeth Hines, Emille Lea, Evelyn Cavanaugh, Grace Ellsworth, Tom Dingle, Harry Mayo, Richard Bold, James E. Sullivan, Barrett Greenwood, Dorothy Quinette, Sylvia Ford and Vincent Lopez.

Nan Halperin, well known in vaudeville and musical comedy, is to be seen as star of a legitimate comedy shortly.

Grace Hall, of "Ziegfeld Follies" fame, is doing a picture.

Marilynn Miller and Leon Erroll will give their 100th performance in "Sally" at the New Amsterdam Theater, New York, on St. Patrick's Day.

"Campus Days," a big musical offering, was given by the students of the Michigan Agricultural College of East Lansing, Mich., at the Gladmer Theater, Lansing, for two performances last week, before crowded houses. It was also presented in Owosso and Grand Rapids with good success. The production was an original one and was in charge of Henry T. DeHart of Lansing.

"SOME GIRL"

Chicago, March 10.—P. McWilliams, a 77-year-old retired showman, of Raleigh, N. C., remembers The Billboard with a communication every now and then. This week he went to see LeComte & Fleisher's "Some Girl" Company, and said it is a good show. This firm is a Chicago institution. In the cast are Gilbert Tosiek, Gudrun Walberg, Allan Carter, Leana Stater, Leslie Jones, Tom Crowley, Bessie Delmore, George Lundine, Richard Haupt and the Imperial Four Quartet, composed of William Isham and Charles Grose, besides Messrs. Haupt and Lundine.

Book and lyrics are by Howard McKee Barnes and Whitney Collins, of Chicago; music by Henry Alford and Anna Rutherford, Chicago's woman producer, arranged the acts. Among the choristers are Lottie Proctor, Stella LeChat, Bobbie White, Vera Jacobs, Bernice Peters, Jane Talmage, Caroline Adams, Irene Kornman, Eleanor Bolt, Pauline Haller, Merlyn Murray and Violette Aifree.

Captain McWilliams presented Miss Walberg with a handsome bouquet of flowers at the close of the performance.

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TABLOIDS

BILLY FENTON and wife are touring the Sunny South with Bert. Hence's "Hello, Girls."

BUD PALEN is doing general business with George Kane's "Vampire Girls" in Detroit. This marks his return to the tabloid field after quite an absence.

LEW HERSHEY is offering three distinct novelty specialties with Letty Osborne's "Oh, My Lady," Company. Hershey is signed for the balance of this season and next.

JOHN LENARD and John Lancaster, comedians, have joined the cast of Wait Myers' "Brighton Beach Girls." This show of mirth and melody is as popular as ever, they say.

G. CLIFFORD GREEN has succeeded Elmer Jerome as booking manager of the Hyatt Exchange. Mr. Green has for some time been known in the booking field and writing circles of Chicago.

CLOUD PAT and Kathleen Brown closed a six months' engagement with Jack Bast's La Salle Musical Comedy Company at Tallahassee, Ala., March 5. They enjoyed their connection very much, they say.

CRYSTAL BELL recently joined the Laura Duhal Musical Comedy Company, now playing the Sun Time. Miss Bell, who is a soubrette, was formerly with Martin's "Metropolitan Revue" on the Barbour Wheel.

LAWRENCE P. WALL'S "Vampire Girls" Company has settled down for a long engagement at the Sherman Theater, Moosejaw, Can., judging from the reception the show received at the opening performance, February 28.

MRS. H. D. ZARROW'S "Yip, Yip, Yanks," are having a successful season on the V. C. M. C. Time. Ida Roberts, of the "Yanks" chorus, was married to Watson Gibbs, non-professional, in Greensboro, N. C., February 26, by Rev. Clay Turner. They will reside in Asheville, N. C.

GOOD REPORTS are being received about the American Beauty Quartet, a feature with the "American Beauties" Company. The quartet includes Vivian Kett, tenor; Louise LaRue, baritone; Chic Williams, bass, and Ethel Ingram, soprano.

THE JACK LORD MUSICAL COMEDY Company, which closed a 20-week engagement at the Sherman Theater, Moosejaw, Can., February 26, opened for an indefinite run at the Model Theater, Sioux City, Ia., March 6. Jack Williams, the human fly, and wife, joined at Sioux City.

HAZEL HESTON'S "Ginger Girls" opened on the Sun Time at Muncie, Ind., March 6. Joe

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KATHRYN SWAN HAMMOND, 315 Kansas City Life Building, KANSAS CITY, MO.

Kirby, Buddy Bryan and Alice Jensen have joined Miss Heston's forces. Miss Jensen they say is a clever toe dancer. The "Ginger Girls," prior to the Muncie engagement, were in stock at Sioux Falls and Sioux City, Ia. Irish Ed Lucas is directing the bills.

A **LETTER OF COMMENDATION** regarding the work of Don Lanning, comedian with Jimmy Hodge's "Pretty Baby" Company, has been received from P. H. Buford, a theatergoer of Flint, Mich. Mr. Buford, who claims that he had never seen or heard of the comedian previous to the latter's appearance in the Michigan City, agrees that Lanning is one of the very best in his line.

JAMES Y. LEWIS, who is as well-known in tabloid as Wrigley's Spearmint is known universally, was a billboard visitor last week. Mr. Lewis, formerly producer and manager of Billy Wehle's International Revue, was in Cincinnati in the interest of Hal Hoyt, with whose forces he is now connected. Mr. Lewis will produce and manage one of Hoyt's three organizations, which is booked over the Sun Circuit.

JACK LA PEARL, who just closed as principal comic with the Colonial Theater Musical Stock, Toledo, O., was in Cincinnati last week en route to Samson, Ala., to join the Campbell Bally-Hutchinson Circus. La Pearl was accompanied by Oliver Knight, who just closed with Charles W. Reuner's "Peck's Bad Boy" Company. "Fifteen years of one-night stands is a long time," remarked Knight, "and I am going to be unemployed for a while."

CHAS. SOLADAR and his "Brinkley Girls" are headed for Monroe, Mich., for a two-week engagement, with Sandusky, O., to follow. Critics commend the show very highly. The roster includes Charles Soladar, owner and producing comedian; Leo Francis, second comic and dancing specialties; May Ward, prima donna; George Myers, straight; Babe Beatty, soubrette, and Elsie LaCombe, ingenue. The choristers are Claire Spaulding, Eleanor Baird, Lillian Smith, Dot Baker, June Minnett, Mary Wilson, Frances Bester and Mazie Barclay.

FLO ROCKWOOD (Princess Flozari) it seems will soon have to stop booking too far ahead, judging from the great number of requests for her services that are pouring into her headquarters at Cleveland. On March 1 she entertained the students of Western Reserve University at the Gillys Hotel, Youngstown, O. On March 11 she worked the Empire Theater, Youngstown, O., as an added attraction with the "Cute Cuties" for the Knights of Malta and their ladies. This was her second appearance before the latter organization. March 12 she entertained with her Flo Rockwood Entertainers in the Pompeian Room at the Hotel Cleveland. Perhaps—ahem! The secret of her deserved suc-

cess lies in her consistent "Billyboy" advertising.

JOHNNY KEENAN, Irish comedian, who recently joined Morton's "Kentucky Belles," after a three years' absence, seems to have lost none of his prestige, according to reports. The "Kentucky Belles" Company is using nothing but script bills, written by Mr. Morton personally. The Gibson Sisters, a strong feature with the show, are a big drawing card. The balance of the company includes Lepper and Stoddard, club jugglers and hoop rollers; Jimmy Foster, novelty entertainer; Eddie Trout, buck and eccentric dancer, and a chorus of six. The show is still on the V. C. M. C. Circuit with a long route ahead.

"**THE STAGE OF THE BROADWAY THEATER**, Breckenridge, Tex., was flooded with a deep purple calcium light and to the weird Oriental strains of "Buddah," an Oriental dancer, was executing the intricate routine of the Oriental dance, "Dance de Incensi," when out from the wings on each side stepped two rangers (Texas State police) and took the dancer into custody for performing an immoral dance in the theater. After being taken to jail the dancer proved to be a clever female impersonator. The remainder of the week the S. R. O. sign was displayed and the company held over for another week." The foregoing is taken from The Breckenridge Times, Breckenridge, Tex. The female impersonator in question was Claire Illington (Mlle. Aresta), the Oriental dancer with the Billings Booth Musical Comedy Company, playing the Barbour Circuit. The dance used was one created by Flo Rockwood (Princess Flozari).

JACK CRAWFORD'S SHOW, with Bert Humphrey, is still attracting full houses at the Lyric Theater, Cedar Rapids, Ia. The roster includes Art Selby, principal comedian; Larry Mack, second comedy; Cal LeVance, just off Crawford's No. 3 show, which is playing in stock at the Palm Theater, Omaha, Neb., straight; Gene Selby, ingenue; Bert Humphrey, prima donna and characters, and a fast-stepping chorus of six. Thiffie Stock, of Toledo, O., joined the chorus last week. Crawford's "Bon Ton Revue" opened at the Virginia Theater, Boone, Ia., last week and met with instant favor. The personnel includes Jack Crawford, owner and manager; Bert Vallee, Irish comic and producer; Doc Dorman, comedian; Jaque Wilson, soubrette; Peggy Reed, prima donna; Jimmie Elliott, straight; Pete Reed, juvenile, and Jack Lloyd, characters. The choristers are Mabel Campbell, Lee Travis, Margie Cavanaugh, Esther Dorman, Dot Ring, Claire Elliott, Hazel Dennis, Kattie Lyons and little Margie Reed.

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AND THE SHOW WORLD.

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It also deals briefly with Drama, Circuses, Fairs, Parks and Racing. Advertising rates on application to The Billboard, All communications to

BRENNAN & KERR, 250 Pitt St., Sydney, Australia.

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THE AUBURN COMPANY, 64 North Main St., Providence, R. I.

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STEIN'S HAIR COLOR
For the eyebrows and eyelashes
Complete with mirror and brush, 75c.
Stein Cosmetic Co., New York
Manufacturers of
STEIN'S MAKE-UP
For the boudoir—For the stage.
Booklet Upon Request.

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\$79.00 ONE DAY AT HOME LEARN 2 HOURS
We'll start you in Oil Painting Portrait Studio. Learn the lessons Make Paintings, Portraits for Theatrical People. Big money. No experience or capital necessary. Free Booklet.
TANGLEY CO., 112 Main, Muscatine, Iowa.

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Want to buy a Velvet Drop and Dye Scenery.
NAJAVE MAJODEH,
936 66th Street, Overbrook, Pa.

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All colors in Stage Pumps. Specialists in Ballet and Toe Dancing Slippers. Mail orders promptly filled.
CHICAGO THEATRICAL SHOE CO.
339 S. Wabash Ave., CHICAGO.



MELODY MART THE POPULAR SONG BOURSE



COMMUNICATIONS TO OUR NEW YORK OFFICES

"ALGIERS" BY YOUNG

Columbus, O., Publishers Making Big Headway With Their Numbers

"Algiers," the oriental fox-trot being played the country over is in the catalog of the Young Music Publishing Co., Columbus, O. This number is a present present dance hit in Kansas City where it is being plucked by H. J. La France, formerly with A. G. Field's Minstrels, who is K. C. manager for the Young enterprise. In addition to being on several of the rolls "Algiers" will soon be offered by one of the leading record companies.

Other pieces being pushed by the Young company are "Back to the Sweet Long Ago,"

melodious waltz ballad; "He Picked a Wall Flower," comedy one-step, and the wonderful-harmony number, "Ireland, My Ireland."

In the past few months some 300 leaders in theaters throught the country have programed these selections. The list includes the Empire, Orpheum and Greenpoint houses in New York City, Pantages Theater, Minneapolis; Scollay Square, Boston, and Orpheum, San Francisco.

Professional leaders and singers may obtain free copies of these by writing the Young Music Publishing Co.

NAT CONNEY'S NEW LINE

Nat Conney of Ripon, Wis., has discontinued as head of the Mutual Song Writers' Society which he helped to organize, and is busy helping writers in need of service.

He and his staff offer low priced and efficient work in composing, arranging, revising, lyrics and writing special songs.

Conney writes lyrics and has some clever new songs with a host of other composers.

His "Queen of Dreamland," just out in a new edition, is going good, being offered, among other places, at Heisenweber's, New York, where "Would You?", one of his new ones, with Cal De Voll, is also being used.

"Out of the Moon," a newly finished ballad by Conney, Jack Richards and Ed Fitch, will be heard from shortly. Richards is saxophone soloist at the Stratford Theater, Chicago, where Walter Blaufuss, well-known composer of hits, has charge of the orchestra. Fitch is organist at the same house. All who have heard the song declare it is "there."

'AIN'T GIVIN' NOTHIN' AWAY"

Louisville, Ky., March 10.—Louis E. Zoeller, head of the music publishing house here that bears his name, has refused several offers for the song hit of his own composition, "I Ain't Givin' Nothin' Away." This number is readily accepted by musical acts playing the local Keith houses, and proved a knockout by Mamie Smith and Her Jazz Hounds during their local appearance at the Armory last week. The Q. R. S. Roll and Columbia record companies will offer the piece next month. Mr. Zoeller, it is said, will soon journey to New York to enter vanderbilt and personally increase the popularity of this "different than the rest" song.

"AZILA NIGHTS"

"Azila Nights," oriental fox-trot used by several acts is on the market and, judging from the way copies are going in the Canadian cities, the popularity will soon spread to the States. Mr. Stafford, the writer, who has offered his numbers in Edmonton and other towns of the Dominion, will put out but one or two pieces this season.

PAIR OF "SONG FORTUNES"

Eugene Fortunato, Philadelphia Publisher, Gets Great Sale on New Numbers

Philadelphia, March 10.—Eugene Fortunato, well-known song hit publisher of 9 South Fifth

street, this city, is receiving many orders for his latest compositions from "hittland."

"Ever Since Lou Told Me You Cared," a fine novelty singing fox trot catches right on when once heard and makes a dandy dance number with a fine swinging melody that seemingly carries one along the floor.

"The Song That the Breezes Sing to Me" is a wonderful ballad waltz with a dreamy melody and beautiful words containing just the right waltz rhythm that makes for a fine dancing novelty. Both selections are being used by well known vocal artists and in many dancing acts proving sure fire hits.

SOUTHERN PUBLISHER RISING

J. B. Holland of Meridian, Miss., who already has earned the title of "the greatest lyceum booster in that state," is fast coming to the front in the song publishing field. At present he is offering two numbers, "Will You Love Me In The Winter Time of Life," and "Goodbye," on which a tremendous sale is being enjoyed. This pair of compositions contain real sound and appeal to the classes. Additional songs of merit will soon be "put over" by him.

EDGAR RAY BUSY ON LYRICS

Edgar Ray, Kansas City, Mo., song writer, is giving his entire attention to the revising and writing of complete lyrics. Mr. Ray is wrapped up in his profession and is grateful for letters he receives voicing praise and approval of his efforts. He is author of many pleasing late songs, among them "From Our Town," "Oh, What a Girl I Have Found," and "If I Were the Sunshine and You Were a Rose."

NEW FOX-TROT

Chicago, March 10.—An announcement mailed The Billboard from Des Moines, Ia., says that the new fox-trot, "Sighing Just for You," written by Cal De Voll, Jack Frost and F. Henri, is showing good prospects. The writers say the number is becoming popular in New York and Chicago.

PRAISES SMITH NUMBER

Chicago, March 10.—"In Candy Land With You," a number of the music house of E. D. Smith, Inc., is praised by M. John Cerio, musical director, of Syracuse, N. Y., who wrote Mrs. Smith that he is featuring the piece nightly with success.

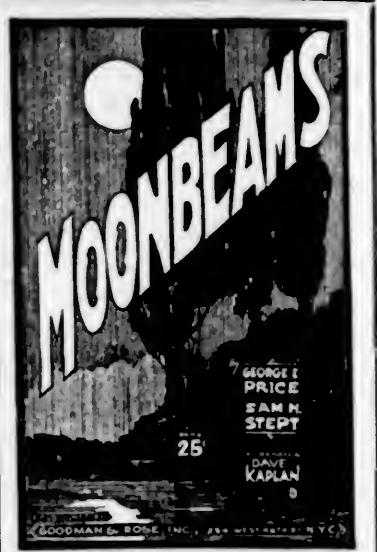
GETS TWO-YEAR CONTRACT

New York, March 9.—D. D. H., the monologist, who made his first appearance at the Palace this week, and who, because of his odd billing, has caused considerable interest along Broadway, has been handed a two years' contract over the Keith Time.

MISS WEBSTER MOVES

New York, March 10.—Minnie Elizabeth Webster, play-broker, has moved to the offices of Joseph Shea, theatrical manager, in the Strand Building, at 47th street and Broadway.

Have you looked thru the Letter List in this issue? There may be a letter advertised for you.



A MELODY FOX-TROT THAT WILL BE A POSITIVE SENSATION

A BEAUTIFUL BALLAD

Professional Copies and Orchestrations Ready.

By special arrangement with the exclusive selling agents, the Edw. B. Marks Music Co., for "Moonbeams," we are enabled to offer the Dance Orchestration of this number free if you join our **ORCHESTRA CLUB FOR ONE YEAR.**

Send us \$1.00 and we will mail you all our dance numbers for a year.

Goodman & Rose, Inc.
234 W. 46th St., NEW YORK CITY

\$100.00—I will pay one hundred dollars to any man or woman who will write a suitable and satisfactory Melody to the Words of a Song that I now have if you can write music or think you can write music, here is the chance of a lifetime. Send samples of your work and stamp for a reply. Don't answer unless you can produce. BOX 45, Canton, Ill.

GET THE LATE BIG WALTZ SONG HIT, "Pretty Water Lillies"

A musical gem that will never grow old. Different from all others. Words and music by Fannie Beaumont. Sent postpaid on receipt of 30 cts. F. BEAUMONT PUB., Oswego (Toga Co.), New York.

SONG WRITERS—Send me your Guaranteed Proposition and have your IDEAS completed for BIG PUBLISHERS. CASPER NATHAN, former Music Editor The Billboard, 81 W. Randolph St., Chicago.

"AZILA NIGHTS"

Oriental Fox-Trot. Try it, that's all we ask. A. STAFFORD, Music Publisher, 514 Muttart Bldg., Edmonton, Alta.

I WANT A GOOD, BIG-HEARTED MAN—A good song, snappy music, 15 cents per copy. Orchestration, 25 cents. ENGLEWOOD MUSIC HOUSE, 516 Englewood Ave., Chicago, Illinois.

If you see it in The Billboard, tell them so.



I LIKE YOU
(BECAUSE YOU HAVE SUCH LOVIN' WAYS)

NOT A BALLAD!
NOT A BLUES!

JUST A CORKING GOOD SONG!!!



Send for it today



JOIN OUR ORCHESTRA CLUB, \$1.50 A YEAR

Pace & Handy Music Co., Inc.

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NEW YORK CITY

.... PROFESSIONAL SINGERS, ATTENTION
OUR LATEST FOX-TROT SONG SENSATION

"GYPSY-LADY"

WILL WIN YOU MANY ENCORES. QUARTETTE ARG. AND PROF. COPIES NOW READY
WALTER C. AHLHEIM MUSIC CO., DECATUR, ILL.

HERE THEY ARE, AT LAST

Four sure enough hits from the pen of Eddie Green, writer of "A Good Man Is Hard To Find."

You Can Read My Letters, But You Sure Can't Read My Mind

A Blue sensation with plenty catch lines.

You've Got What I Like!

A wonderful fox-trot melody, and a peach of a song for you or for you and the partner.

SUN-DOWN!

The song beautiful. The kind of melody that you like to sing.

THE WORLD'S ALL WRONG!

ANOTHER GOOD MAN IS HARD TO FIND

The song that touches them in the right spot and takes encores for you. A line to me brings them to you.

EDDIE GREEN, Music Publisher,

131 W. 135th St., NEW YORK, N. Y.

JACK MILLS, INC., NOTES

"Strut, Miss Lizzie," Creamer and Layton's latest blues fox trot hit, is meeting with extraordinary success with minstrel shows thru the country, including such companies as Schneider's "Dixie Moon," Huntington's "Mighty," Coburn's and Tadmore Minstrels.

Billy James, formerly with Bobby Heath and Company, in vaudeville, and composer of "On Your Knee," "Ding, Ding, Ding" and "Honolulu Lullaby," has been promoted to position of professional manager for this company.

Jack Mills, president of the firm, is on a trip thru New England States in the interest of the firm's catalog.

Bob Schafer, formerly with the McKinley Music Co., and at present travelling on the Keith Circuit with Eva Shirley, singing "My Mammy's Tears," his own number, which is making a hit, has joined the Mills professional staff.

"Bobbie," the enchanting fox trot ballad, with lyric by Sid Caine and music by Jay Faggen, is being exploited big thru the press. "Love," and "The Sidewalk" are the latest compositions by Byron Gay, who has placed them with Mills.

STORK'S BIG "KID" NUMBER

New York, March 10.—"We had been looking for a long while for a new 'kid' number, when along comes this wonderful one, by Jos. Capute," was the word handed out here today at the office of the Stork Music Pub. Co., 1547 Broadway, on "No One Ever Plays With Me." An appealing story and beautiful waltz melody caused the Stork people to grab this piece and, that they made no mistake is evidenced by the many big-time acts putting it over. Another number which gives much promise is "Pablo," by Dick Sanford. It is being spread over the country rapidly, especially thru the South, the story being written around Pablo Beach, Fla. "Ireland Is Calling to You" and "When I Return" are still going strong with the Stork enterprise.

HOW "THE BLACK CROOK" MADE NEW YORK SIT UP IN 1866

(Continued from page 44)

the panic of 1873. Those intervening years were marked by such vulgar ostentation and extravagance, such decadence of public morality, and such crimes of plunder as the town had never known before. And let it be said that the theater was one of the few public institutions

MADAME EMMA TRENTINI, Opera Star

SINGS

"MOONLIGHT IN VENICE"

The Big Song Hit. A charming Venetian Waltz Song.

"TELL ME WHY YOU WENT AWAY"

Ballad. Easy to remember. Hard to forget.

"MY SWEET MIAMI GIRL"

A real novelty Fox-Trot Ballad. Featured by all Stars. "AURORA BOREALIS." Instrumental March. Piano Copy, 20c. Professional Copies and Orchestration now ready. Join our Orchestra Club, \$1.00 six months.

CIRCLE MUSIC PUB. CO., 240 W. 46th, New York.

"No One Ever Plays With Me." BY JOS. CAPUTE

The greatest "kid" song in the last decade.

Performers, don't miss this wonder. We have orchestrations and professionals in your key.

STORK MUSIC PUB. CO., 1547 Broadway, NEW YORK.

ANOTHER HIT BY HOWARD C. WASHINGTON, WRITER OF RAILROAD BLUES,

LOUISIANA BLUES

Professional Copies and Orchestration ready. Dance Orchestration, 25c. A BEAUTIFUL, MELODIOUS WALTZ BALLAD.

DON'T SAY GOODBYE

Professionals Copies and Orchestration ready.

JAMES S. WHITE COMPANY, 224 Tremont St., BOSTON 10, MASS. IF IT'S MUSIC, WE DO IT.

in the city that had managed to retain something of its oldtime dignity and self-respect. Such players as Ristori, Edwin Booth and Charlotte Cushman had made theatre art honored when, on the evening of September 12, 1866, "The Black Crook" startled the town with its transformation scene, its gorgeous costumes, and its revelations, previously unknown on our stage, of feminine limbs.

It is recorded that the first performance began at 8 o'clock and that scarcely a single seat in the auditorium was vacated before the final fall of the curtain, a little before 2 in the morning. And thru all this splendid display of scenery and mechanical contrivances there floated a lovely vision of twinkling toes and gracious smiles in the form of a very young girl—the same Marie Bonfanti who died a few days ago at the reputed age of seventy.

So completely submerged under its gorgeous trappings was the melodrama that Barras had long vainly offered that its many absurdities do

not seem to have awakened the laughter they deserved, possibly because the theater was regarded more seriously then than today and the public did not look on the stage for a literal translation of life. The hero of the piece was a village usurer and the text was rich in such lines as "How stands the record of the dying year?" and "There's blood on the moon! Our queen's in danger! But stay, the danger's past!"—the latter uttered by a character arising suddenly from a trap door.

In the original cast the Black Crook was played by an English actor, Arthur Matthison, the uncle of Edith Wynne Matthison; Count Wolfenstein by J. W. Blaisdell, and Rodotone by George C. Boniface, whose daughter was in later years an attractive member of Wallack's stock company. The original Stalacta was Annie Kemp Bowler, but it was her successor, Pauline Markham, with whom the part is always identified in the popular mind and in the memories of those who saw her.

To a generation accustomed to the frank revelations of feminine charms incident to comic opera and burlesque, the sensational success of the "Crook" during its run of 475 performances seems incredible. No play in the annals of our stage has been more talked about or has received more free advertising from press, pulpit, and moralists. At no stage door has there been such persistent attendance of jennesse and even vieillisse doree. Never have so many gifts of flowers and jewels and invitations to supper been passed thru stage doors and across footlights. Every bouquet was instantly torn asunder to see what it might contain of value.

All this is now merely a part of town history, but it still lives in the memory of more than one oldtimer, not one of whom, it is safe to say, has forgotten Marie Bonfanti and Pauline Markham, whose "lost arms of the Venus of Milo" and "voice of vocal velvet" Richard Grant White celebrated in the pages of the Galaxy. Miss Markham died less than two years ago in humble lodgings where she had been known as Mrs. Grant to neighbors who little dreamed of the glory of tights and tinsel that had been hers in other days.

"LOVE BLUES"

FOX TROT SONG

AND

"LET'S TAKE A TRIP TO LOVELAND"

A REAL WALTZ HIT

Words and Music by Robert Schmeling.

Professional Copies Free.

Orchestrations 25c.

These Numbers are being featured with great success by hundreds of Orchestras throughout the country.

"LET'S GO" March for Piano

Professional Copies Ready.

METROPOLITAN MUSIC CO.
2605 Hughitt Ave., SUPERIOR, WIS.

L-I-G-H-T-N-I-N-G!!!

OVER WITH A CRASH!!!

DOCTOR JAZZES

RAZ-MA-TAZ

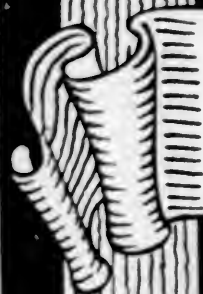
A song entirely different, a real patter, lots of catch lines, good harmony, plenty of pep. Orchestration and professionals now ready. Wire, write or call Dan Cammy, Prof. Mgr. Watch for our next big winner.

"OUT OF THE NIGHT"—a Real Fox-Trot

CRITERION MUSIC COMPANY,

232 West 46th Street, New York City

(Opposite N. V. A. Club)



EXCEPTIONAL!

It Is Not A Submarine—
But Al Jolson's and Eddie Cantor's Big Song Hit

GRIEVING-4-U

For Singles—Great—And Some Nifty Doubles Of All Kinds—Cinch This Cinch
By Joe Ribaud Joe Gold Joe Gibson

Makes Good Easy—Just Sing This One And See How Soft
It Is To Put It Over

Feather Your Nest

All Sorts of Versions
By James Kendis, James Brockman
and Howard Johnson

YOU CAN'T GO WRONG
WITH A FEIST SONG

Willie and Eugene
Howard's Sky Rocket
Hit in the
Passing Show of 1921

Underneath Hawaiian Skies

BY
FRED ROSE and
ERNIE ERDMAN

FOR SINGLES,
DOUBLES AND
ALL HARMONY
COMBINATIONS



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SAN FRANCISCO
Pantagon Theatre Building

PHILADELPHIA
Globe Theatre Building

KANSAS CITY
Gayby Theatre Building

SENSATIONAL!



RIGHT OUT OF THE
CRADLE

NESTLE IN YOUR DADDY'S ARMS

A LULLABY FOX-TROT
OF UNUSUAL APPEAL--
CUTE--SINGLE and DOU-
BLE VERSIONS
BOTH MALE AND FEMALE

BY
LOU HERSCHER
and JOE BURKE

They
Speak For Themselves

Two Sweet Lips

By Milton Ager
A Regular Hit by a Regular Writer for Regular Singers
A FOX TROT Tempo—Irresistible

A Two Way Hit—Singers Are Dancing It—And Dancers Are Singing It

I NEVER KNEW

(I Could Love Anybody Like I'm Loving You)
Great for Ballad or Jazz Singers

By Paul Whiteman-Tom Pitts-Ray
Eagan and Roy K. Marsh

SING A FEIST SONG
BE A STAGE HIT

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MINNEAPOLIS
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Gayety Theatre Building



FORSTER'S BIG FOUR

"O-H-I-O"

Words by JACK YELLEN

Music by ABE OLMAN

A SENSATION FOR 1,000 ACTS.

A TERRIFIC HIT IN A DOZEN PRODUCTIONS.

RECORDED BY THE GREATEST ARTISTS ON ALL PHONOGRAPHS.

YOU CAN ADD MANY LAUGHS TO YOUR ACT BY USING IT.

A SWEETLY MELODIOUS WALTZ SONG

KISS-A-MISS

OUR SUCCESSOR TO "THAT NAUGHTY WALTZ."

A MELODY THAT WE ARE PROUD TO PUBLISH AND THAT YOU WILL
BE PROUD TO SING.

A FOX-TROT BALLAD

LEARNING

AFTER SINGING HITS FOR YEARS, SOPHIE TUCKER
HAS WRITEN A HIT AND IS SINGING IT HERSELF—SO
IT MUST BE GOOD. SEND IN FOR YOUR COPY NOW!!

A FOX-TROT WITH A NEW RHYTHM

SIREN OF A SOUTHERN SEA

BY THE WRITER OF "HINDUSTAN." JUST AS GOOD—IF NOT BETTER.
WHAT MORE CAN WE SAY!!

FORSTER, MUSIC PUBLISHER, INC.

CHICAGO
177 North State St.
(Loop End Bldg.)

NEW YORK
1552 Broadway
(Cor. 46th Street)

A HOME RUN HIT

“SOME LITTLE BIRD”

Being Featured by Vaudeville Headliners

Being Played by the Best Orchestras

Being Whistled and Sung from Coast to Coast

A Great Song for Any Act. A Great Fox-Trot for Dance and Jazz Orchestras

Professional Copies, Single Version, Double Version, Male Quartette, Mixed Quartette, Saxophone Sextette
Song Orchestrations and Dance Orchestrations Are Ready for You Now. Write or Wire.

VAN ALSTYNE & CURTIS, No. 177 No. State St.
CHICAGO

RAGTIME SAXOPHONE

DO NOT DELAY!!

Learn to Play GOOD RAGTIME and to Fill-in Variations AT SIGHT. DO NOT WAIT Until You Have Heard a Song Many Times Before You Are Able to "Rag It." The THOMPSON SYSTEM WILL TEACH YOU HOW To Do These Things the FIRST TIME You Read a Song. Twenty Plain, Clear Lessons, Including Instruction Book—

"THE RAGTIME SAXOPHONIST" and Marked Popular Songs, as Well as Studies and Examples—Variations—Syncopation—Ragging—Counter—Melody— Etc.

LEARN TO TEACH RAGTIME

By a REAL SYSTEM—Not in a Haphazard Way. TEACH IT in a Comprehensive, Understandable Way. Of INTEREST AND BENEFIT to ALL PUPILS on SAXOPHONE. Trains Ear, Mind and Fingers—Improves Technique.

ALSO the Elementary Course for Actual Beginners and Those Wishing To Review, Correct and Improve Their Playing. Makes the Ragtime Course Easier, as it Teaches the SHORT CUTS in Fingering and Simplifies Rapid Execution Necessary for Good Rag Playing or Solo Work of Any Kind. Improves Transposition.

PRICE OF EACH COMPLETE COURSE OF 20 LESSONS:

The RAGTIME SAXOPHONE COURSE, \$15.00.
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2410 12th Ave., LOS ANGELES, CALIF.

ATTENTION
Orch. Leaders and Singers

ALGIERS
(Fox-Trot)

IRELAND, MY IRELAND
(Waltz Wonderful Harmony Number)

HE PICKED A WILD FLOWER
(Comedy One-Step)

BACK TO THE SWEET LONG AGO
(Waltz-Ballad)

FREE TO PROFESSIONALS

KANSAS CITY,
E. J. LA FRANCE
GRAND AVE. HOTEL

YOUNG MUSIC PUB. CO.
COLUMBUS, O.


YOU'VE SUNG THE REST, NOW SING THE BEST.
ZOELLER'S HITS

"I AIN'T GIVIN' NOTHIN' AWAY"

Write, wire, call. Professional Copies to artists only. Orchestrations, 25c. Piano Copy, 30c. Pub. by THE ZOELLER MUSIC CO., Louisville, Ky.

**HENRY FILLMORE'S
TROMBONE FAMILY**

Trombone smears



Hot Trombone
Shoutin' Liza Trombone
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Pahson Trombone
Bassus Trombone
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FULL BAND EACH 42¢
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TROM. & PIA. EACH 25¢

FILLMORE MUSIC HOUSE
CINCINNATI OHIO

MELODY MART NOTES

Jazz, long threatened with the razz, still hangs on, but its hold does seem to be weakening a little.

May Leslie staged the dances in the Junior League musical comedy, produced at the Waldorf-Astoria last week.

R. H. Burnside declares that Elsie Janis is providing London with a real novelty. It is called "It's All Wrong."

J. N. Gilgen, of New York, has turned down offers for the publishing rights to his bewitching waltz ballad, "Won't You Promise To Be Mine."

Surprisingly few readers of Melody Mart know that Theodore Dreiser, rapidly rising novelist and playwright, is a brother of the late Paul Dresser.

"The Kiss Charm," a new operetta, with the book by Samuel Shipman and a score by Lee David, composer, is nearing completion and will soon go into rehearsals.

James O. Hudson, of the music publishers, Hudson, Bernstein & Co., who has written numerous lyrics, has switched to short story writing and is now engaged on "Absolutely."

"You Can't Take Away My Dreams," beautiful waltz ballad by Fred Strasser and M. Lauffetta Green, of El Paso, Tex., has been taken over by the Riviera Music Co.

Billy Jerome has volunteered to kick in with an occasional contribution to this department. A keen observer and a shrewd forecaster is Billy. "Tin-Pan Alley" was his coinage.

Tom Brown, of the Six Brown Brothers, is said to be organizing a band of sixty saxophones. We doubt it. But it could be done. An ad. in The Billboard would put him in touch with G.O.

Billy Jerome likes The Billboard, but roars at its small type. That is, he did until it was pointed out to him that a page in agate carried just twice as many words—twice the amount of news—than two pages set in bourgeois. Then the roar died away to a growl.

The Sovereign Publishing Company, of Buffalo, N. Y., has bought over the classical song, "Mother, I'm Coming Home," from the composer and owner, Frank Wilkinson, of that city, who has turned out several pieces of high standing. The Sovereign people will have their new and original songs on the market soon, some of which will be featured on piano rolls.

Nora Bayes has finally succeeded in breaking into musical comedy. "Her Family Tree," now at the Shubert Theater, New York, must be conceded a real and big success. The star, for years acknowledged as a vocalist who could put a song over, as few others in the profession, despite the great talent she possessed, however, had to really huff her way into her present class. Nothing but sheer grit and determination served her. Time and again she essayed entry, but each time she was refused.

But she in turn did a little refusing herself. She refused to take no for an answer, but after each rebuff came up smiling with dogged, inflexible persistency and a fresh, new offering. "Her Family Tree" finally proved the open sesame.

She is in. There is not the slightest doubt of it. And it will not be an easy task to shore or elbow her out. She may be trusted to maintain her hold, even if it involves sacrificing the somewhat rowdy, rough and ready methods so dear to her heart and adopting instead a few of the more refined and feminine graces, if the latter course will hedge her about with security—which it certainly will.

CHAPPELL-HARMS HITS

New York, March 10.—Chappell-Harms, Inc., have three new numbers in their catalog which are being extensively used wherever songs are sung and music is played. Their new waltz, "Where the Lazy Mississippi Flows," is looked upon as the legitimate successor to "On Miami Shore."

George MacFarlane is featuring "The World is Waiting for the Sunrise" on the Orpheum Circuit, and Dorothy Jordan is singing "There is No Death" in her repertory. Miss Jordan has just returned to vandyville after several years' absence on the concert and grand opera stage.

FEIST PUBLISHES NEW M. C.

New York, March 12.—"Tangerine," the new musical comedy which Monte Carlo and Alma Sanders have written, has had its name changed to "Apricot." This show opens at the Times Square Theater here next Monday night. Leo Feist, Inc., has acquired the publishing rights to the score, and those who have seen the piece out of town predict that several of the melodies will be most popular.



**LOVE
IN
LILAC
TIME**

London's Song
& Waltz Sensation

SUNG AND PLAYED
ALL OVER THE WORLD
ANOTHER "GLOW-WORM"

IDEAL FOR MOTION
PICTURE LOVE SCENES

A BALLAD OF
EXQUISITE CHARM

EDWARD B. MARKS MUSIC CO.

OTHER NUMBERS ISSUED
—BY—

"The House of Hits"

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MELODY MART—MUST MARCH 19 HIGH-CLASS SONGS

Boosey & Co. Receive Favorable Reports on Pair of New Ones

New York, March 11.—Dorothy Jardon, prominent American prima donna, now playing the Keith Circuit, is featuring "The World Can't Go 'Round Without You" and "The Barefoot Trail" in her act. The first is a high-class song, meeting with great favor among the better class of vaudeville singers. Boosey & Co., publishers, say that reports coming to their office indicate that it will be one of the biggest successes they have ever put out. "The Barefoot Trail" is also a leader in their catalog. Originally sung by John McCormack, it has been taken up by singers generally, and its simplicity and sweetness have endeared it to audiences throughout the country.

Boosey & Co. will be pleased to forward copies of both numbers to recognized singers on request to their local office, 9 East Seventeenth street.

RIVIERA NOTES

Chicago, March 9.—The Riviera Music Company has announced that arrangements have been completed to accept Canadian remittances at par. Commenting on this step, John A. Tenney says:

"We decided on this step not only to increase our sales in Canadian territory, but we feel the accepting of Canadian remittances at face value will considerably strengthen the Riviera Music Company's prestige with our Canadian friends. Heretofore the rate of exchange has had a derogatory effect upon business from the Dominion, and under the present arrangement our Northern neighbors will be saved the 15 per cent exchange rate."

"Rose of China" is reported to be going over big in Terrace Garden, Davenport, played by the De Luxe Jazz Band, of that city.

MARKS' PIECES LAUDED

Syracuse, N. Y., March 12.—When, unsoolicited, such a prominent orchestra leader and expert judge of music as Patrick Conway gives the most prominent space on the title page of his program to a reference of four popular numbers, three of which are publications of the firm of Edward B. Marks Music Co., it speaks volumes for the merit of these pieces. They are: "Love in Lilac Time," the international waltz song hit; "Arabian Yogi Man" and "Pining," both fox-trots by the authors of "Feather Your Nest."

Conway's Orchestra is now playing at the big Eckel Theater here, where his music is attracting a great deal of attention and filling the auditorium to capacity.

NEW GLEE CLUB

Little Rock, Ark., March 12.—The organization here of the Al Amin Glee Club, besides adding in a musical way to the affairs of the Shriners, also tends to hold an important place in the realm of the melodious art for this section. Thirty representatives of the Arab Patrol, band and floor workers of the Al Amin Temple were enrolled in the new movement at the initial meeting. The charter will remain open to membership for another three weeks.

NEW NEW YORK PUBLISHER

Jamestown, N. Y., March 11.—Al Rodney and Jack Broderick, well-known song writers, have been engaged to compose exclusively for the newly formed Chautauqua Music Publishing Co. here. Two songs, "Sing Song" and "There's a Bit of the Blarney in Barney," and an instrumental novelty, "Jazzerman," are in preparation for early delivery.



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MUSICAL MUSINGS

By O. A. PETERSON

Remember the old Johnny Patterson number: "Bridget Donahue?"

A good many bows and curtains "taken" by vaudeville "musicians" rightfully belong to men in the pit.

Franklin Fox, styled "Foxxey," the singer the band can't beat," paid a recent visit to the home office of Billybof.

Ira S. Looz has been made manager of the City Band, of LaPorte, Ind., one of the best known musical organizations in that section.

Tom W. Kingsbury, "King Sax," is now with the Orpheum Theater Orchestra, Huntington, W. Va.

Chas. L. Fischer's Orchestra, of Kalamazoo, Mich., will be featured at the great Industrial Exposition in that city this month.

A line on "Who's Who" among bandleaders for the 1921 season can be had by looking thru the rosters of carnivals and circuses in this issue.

Dorsey S. (Slim) Powers, pianist and leader of the Dixieland Roamers, dance orchestra of Columbia, S. C., is said to be one of the fastest ivory ticklers in the South.

Henry Mendelson has been appointed bandmaster of the newly organized twenty-five-piece band of Lolo Temple, 148, Dramatic Order Knights of Khorassan, New Orleans.

Prof. Edward Mulchay has organized a large orchestra at Alexandria Bay, N. Y., for a play of summer resorts in that section the coming season.

Ralph Pollock's jazz artists (Art Hickman's No. 2 orchestra) is more than pleasing patrons of the Hippodrome Theater, Seattle, during their indefinite play there.

Arthur Kay, late of Los Angeles, is conducting the Coliseum Concert Orchestra of thirty-four pieces at Seattle. Most of the members are identified with the Seattle Symphony Orchestra.

Toney Nasca's Band recently wound up a thirteen weeks' engagement with the Berger-Bucklin Bazaar thru Pennsylvania. From New York he informs that he will be back with the J. M. Benson Show for his fourth season.

Otto Vessella's Prize Band is in the fifth week of its eight-week engagement at St. Augustine, Fla. Afternoon and evening concerts are given daily. Miss Ametta Ribecova is soloist.

The Barberton (Ohio) Ladies Band added another tour of success to its record by the recent successful play thru the Buckeye State, during which solos were rendered by the Misses Tehlma Davidson, Blanche Speck, Irene Hook and Mamie Hutchinson.

P. H. (Red) Payne, in the band with the County Fair (feature picture) on tour thru the Middle West, reports that the outfit is "knocking 'em stiff." Payne will play first baritone

PARODIES

Ten funny ones on "Broadway Rose," "Palace," "Margie," "Whispering," "Feather Your Nest," "Hold Me," "Tripple," "In Apple Blossom Time," "Old Pal (Why Don't You Answer Me)," and "It's All Over Now." All for one dollar; reliable; quick service. OTTIE COLBURN, 13 Clinton Ave., Brockton, Massachusetts.

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with Don Montgomery's Band on the Sello-Floto Circus the coming season.

Lester G. Smith is the newly elected head of the Thayer Military Band, Canton, O.; August Gronau, vice-president; A. M. Lantz, secretary; E. S. Wilson, treasurer; R. F. Wilson, manager; C. V. Thayer, assistant manager and W. E. Straussner, musical director.

The lineup of Shuberts Original Jazz Orchestra is Eddie Hawn, clarinet and saxophone; Randy Gloe, saxophone, cornet and singer; A. L. Grundy, cornet and saxophone; Tommy O'Mara, piano; Harold Hillman, manager, drums and xylophone; Harry Gilbert advance man.

Hugh Smothers, 18-year-old talented cornetist, who has appeared with several leading road attractions has signed with the Glines Bros., Mutt & Jeff Show, under canvas, for the coming season. For the past year he was a member of the McSwain Theater Orchestra, Ada, Ok.

Our old friend Stanley Sweet, bass player and ex-trouper, is now in the drug business at River Rouge, Mich., where he has two stores and expects to annex a third. He has been very successful, is happily married (to the only one, of course) and is a member of the Elks' Band. He often thinks of the old trouping days and reads "Musings" regularly.

Larry Conley, trombonist; Raymond Maher, pianist; Hsm Crawford, sax. and clarinetist, and Bob Bissingame, drummer, are to hit the trail this week at Dallas, Tex., and their in-

dividual abilities and combined efforts, as rehearsed steadily for two weeks, should cause Conley's Orchestra, as the quartet is known, to be one of the best of its kind in the Southwest.

Orchestra leader changes in Seattle since the settlement of the musicians strike are Emil Birnbaum, at the Blue Mouse; W. K. Wine-land, first violinist at the Clemmer for some time, is conducting the Strand orchestra with Hsuptmsn wielding the baton at the Clemmer. Elmore Crowhurst succeeded Love Davis as organist at the Liberty Theater.

The Garber-Davis Orchestra, formerly of Washington, D. C., and now holding forth at the Ansley Hotel, Atlanta, Ga., will leave for New York March 22 to play for Columbia records. The members are Jan Garber, violin (owner and director); Chas. R. Astoria, banjo; Horace Rudisill, piano; Bald Hill, drums; Louis Race, saxophone; Carlyle Stevenson, saxophone and clarinet.

For the first time in twenty-six season A. S. Baker will be missing when the big tented organizations take to the road this year. He is playing French horn in Roy Smith's Royal Scotch Highlanders, now appearing at Orlando, Fla. "A splendid band of real musicians from Sousa, Fryer and Conway." is the way he describes the combination. For the past fifteen years Mr. Baker was on the Ringling & Barnum Show.

R. H. Ludlum, manager of the Bainbridge (Ga.) Municipal Band, organized July 8, last, informs that one of their recent Sunday concerts drew the greatest crowd ever in that town. Jew Boss, cornet soloist, proved a great suc-

cess in his playing of a Verdi composition. The band is one of the best uniformed organizations in the South. G. M. Shearhouse, Jr., is director. Last December their play earned the State band championship.

A message from Danbury, Neb., states that Mrs. M. J. Baird, while en route to Chicago and New York with her six year-old son, Raymond Stuart Baird, the "Little Sousa of America," and said to be "positively the world's youngest band director and saxophonist," was called back to the Pacific Coast on account of illness to a member of the family. She expects to make the trip shortly and arrange for a concert tour for the juvenile musical wonder.

Harry Garman, not a musician, but an old showman, who started with the Hatchell & Doris Show in '52, finds interest in these columns each week. He is in Philadelphia and says he still hears some of the pieces heard in those early days and explains that the various numbers played by the band on a circus make it unnecessary for the workmen to carry watches as the tunes, floating to all corners of the lot, designate just what's going on in the clock-like regularity with which the show is conducted.

"I very much appreciate this thoughtfulness on your part, which makes me feel as if I once more am a member of a band and could participate in trying it out, and am hopeful at an early date of hearing the piece played by the Marine Band at Washington," read part of a letter by President Harding to Prof. Francisco Pozzi in appreciation of a march, "The Triumph," written by Pozzi and dedicated to the new head of governmental affairs, according to a dispatch from Barborton, O., where Pozzi is leader of an Italian band.

"We had several offers for the 1921 summer season, but will return to play at Quiver Beach, Havana, Ill., because of the splendid treatment accorded us there last year," is word from G. Harmon English, business manager of Harrison's Jazz Orchestra. This is good word, indeed. Wouldn't it be great if every musical organization could let us have this same message? Such a thing is seldom, if ever, heard where a contract "third party" agent has a hand in the work, or rather the pay of a band or orchestra, especially on a cravan outfit.

Having seen so many pictures of different present day orchestras, showing the various postures and make-ups of the different "jazz hounds" caused Spencer F. Williams to write from Philadelphia with the suggestion that "the term 'jazzacks' be applied to such players." He says he can "cut the stuff" himself and that it's not professional jealousy that causes him to write thus. After ringing in with "What fools we mortals be," he concludes: "If this is the readjustment period let's hope we can adapt ourselves to the new order of things and accept or reject the contortions and girations of present day jazzacks. We may accept with the idea that the poor nuts are gassed."

"How did you know that the old buzzard was still on earth?" writes "Pop" Crowe in response to our recently run query on his whereabouts. "Pop" is out in Richmond, Cal., and from his word picture of the surroundings: "Here in sight of Frisco I'm going to stick to the end—the climate is great, some town, some people, the bay and the mountains," we wouldn't mind being with him. Our sorrow at his words, "I'm out of music entirely," was changed to joy when we read that he is working for a big oil company, for we know he's in right and can deliver. He says Fred Ellis is in Albuquerque, N. M., playing cornet and doing nicely—leading the Shriners' Band and teaching music to Indian school boys and helping nearby bands. Rounton, cornetist of the old days, was last heard of by Mr. Crowe from St. Louis.



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BOKAYS AND BOWS

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(Address all communications to this department to New York office.)

Any one who cares to take a peek will find vaudeville "Sittin' Pretty." In fact it is looking at two or three places in which to seat itself.

Vaudeville is in a very healthy condition at the present writing. I can not remember a time when the old boy needed a doctor.

A vaudeville surgeon might be able to cut out a few things that are causing pains in the inwards and throw the waste away.

They are loading up the third big gun and getting ready to shoot it next season. When that pistol is cracked the report of it will be heard all over the world. If any one thinks it is going to be a blank cartridge they are mistaken.

Alexander Pantages has been out shopping purchasing beautiful theaters which he will use for ammunition and do some shooting of his own. He might bag a little game before the birds arrive from the South.

New York City is in line to be taken out of the "Split Week" and "Tryout" class and be listed as a big time village.

Looks as tho all "Tryouts" will take place in the "Sticks."
Which is as it should be.

The only splitting New York will tolerate in the future will be the splitting of Dutch Comedians. Every time a Dutch team splits a wire will be shot to the Kaiser.

It is all right for the managers to overload their theaters with customers, but when they load those hills down so that the boat takes water, and try to present so many acts that the show can't float, it is time to call for a life guard.

Managers waste more vaudeville acts than there are napkins wasted in the pan cake factories.

Shoot the "Rags" up at eight ten and drag them down at ten-thirty. Throw fewer acts at them and let them have the quality.

Midnight shows are no good unless a person can lamp a waiter now and then and order a "powder" to keep them awake.



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 Schools 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
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Send 15c for Copy of Arizona's State Song
"ARIZONA I'M GONNA COME BACK TO YOU"
"I'm Going to That Jazz Ball." "Love Will Live" and "You Can't Take Away My Dreams." All new and catchy. 15 cents each, postage prepaid. THE GIFT SHOP, 313 1/2 Texas St., El Paso, Texas.

"An Angel of Comfort" and "Mother's Kiss"

Beautiful Waltz Songs. On Mel-O-Dee Roll. Author "Will You Say to My Dear Mammy."

Turton Pub. Co., Elsy Bldg., New Albany, Ind.

3 WINNERS FOR 1921 — Send for Professionals

DOWN THE NILE. (Oriental Fox-Trot.) Already in many Acts.
I WAS BORN IN OLD TIPPERARY. (One-Step.) Irish Character Song.
DI-WEN-DA. (Fox-Trot.) An Indian Love Ballad.

NEW YORK OFFICE: Room 405 Astor Theatrs Bldg., 1531 Broadway. THE MILLER PUBLISHING CO. (Not Inc.), 124 South Loomis Street, Chicago.

"MAKE SOMEBODY HAPPY"

"GOD WILL BLESS YOU"

("MY BOY")

Two Beautiful Ballads. Professional Copies now ready.

SEYMOUR MUSIC PUB. CO., 23 East 131st St., New York.

Three New Hits from the Home of Harmony

ESTABLISHED 1912.

"SWEETHEART," that sensational waltz ballad. "ROSE OF THE DESERT," tantalizingly different. "ALONG THE ROAD TO HONG KONG," a trip to China in song. Orchestration now ready. 25c each. Join our ORCHESTRA CLUB, Special six months' trial offer for \$1.00, and we send you 4 new Orchestration on receipt of fee.

PALMETTO MUSIC PUBLISHING CO., Charleston, S. C.

HUM HARMONY HITS—HUM HARMONY HITS—HUM HARMONY HITS—HUM HARMONY HITS

HUNT FOR THE BEST

"The Dream That Made Me Cry"

Professional Copies and Orchestration.

A. J. HUNT, Publisher, ALTOONA, PA.

ATTENTION, PUBLISHERS!

Do you lack good song material? If, so, why not put me in touch with your best composer? I write songs of the better class. Address
SONGWRITER, The Billboard, Cincinnati, Ohio.

Two or three acts get the worst of it on every big bill and the result is that everybody blows the works.

Guy Weadick has played all of the best time in the West and jumped in to New York to dodge the "Tryout" houses.

Miss "Clisy" Loftus is now playing engagements in the "halls" in London with her new act and is making the bit of her most successful career. She has many tempting offers to return to America next season and appear on the screen and stage.

Little "Clisy" is the girl who knows how to put the thunder across the footlights and the vaudeville circuit that is successful in grabbing her off is going to get one of the most talented headliners that the vaudeville stage has ever known.

It is rumored that the property on Fulton street in Brooklyn, now occupied by Browning, King & Co., which is only three blocks from the Orpheum Theater has been purchased for a big time theater sight.

The bird that did the chirping flew in last night.

It is also rumored that Hyde and Beman are going to take another crack at vaudeville.

Some times the best hitters in baseball can not get a base on balls in vaudeville.

Now they are trying to find some one to blame vaudeville on.

There were no complaints about vaudeville when it was Variety.

Piano accordion acts have been tamed. They did not run wild long.

The days of throwing money on the stage in the vaudeville theaters have passed.

Single act refused to play a split week because he had a split lip.

Vaudeville is the only business in the world in which the hired hands furnish the articles that the managers sell.

Many midnight shows have been paid for in coffee and doughnuts.

There is a fight on now to see who owns vaudeville in Long Island City. Pat Gleason put on variety shows there years ago in Eureka Hall.

Vaudeville act arrived in New York City with a contract to play two weeks in the Pennsylvania Depot.

The bird that put that over is entitled to a "Tryout."

Those carnival companies that did not go to Cuba will soon be leaving there to return home.

Low Dockstader is having trouble with his delicatessen.

I looked at him and thought his act was all right.

Boy in elevator of office building told another boy that he had been hired to go around to the theaters and look at vaudeville acts.

Always claimed that experience was not necessary in vaudeville.

Ike Rose dragged an eight-foot giant up in The Billboard office last week.

The elevator had to make two trips to bring him up.

He sat down in Mr. Donaldson's private office and his knees pushed his head thru a plate glass window.

A rube quartet has been engaged to push wheel barrows across the stage with a bur-

(Continued on page 65)

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 34, Arsenal Sta., Pittsburgh, Pa.

MADISON'S BUDGET NO. 17 EVERY COPY SOLD
No. 18 now in course of active preparation and will be ready shortly. Price as heretofore, ONE DOLLAR. Watch ads in BILLBOARD. JAMES MADISON, 1052 Third Avenue, New York.

ACTS Plays, Sketches, Parodies WRITTEN TO ORDER.
Call or write for my terms.
E. L. GAMBLE.
"The Chicago Writer."
201 Loop End Building, CHICAGO.

HIGH CLASS BALLAD "HAPPY DAYS AT HOME WITH MOTHER"
Special copies for distribution, 30c each.
MABEL SALMANS, 616 W. 8th St., Larned, Kansas.

"AZILA NIGHTS"
Oriental Fox-Trot. Try it, that's all we ask.
A. STAFFORD, Music Publisher, 514 Mutual Bldg., Edmonton, Alta.
PLEASANTVILLE, N. J.

YES-SIREE, it's a fact that

MAZIE

Is a fox-trottin' fool, just a magnetic musical vamp, and when you hear her once, she'll make your ears stand up and beg.

A real overnite hit on all records and rolls.

Featured by biggest acts and orchestras.

If you are not singing or playing "Mazie," you are missing out on New York's greatest song hit today!

★ ★ ★ ★

I LOST MY HEART TO YOU

THE \$10,000 SUPER-BALLAD FOX-TROT EXTRAORDINARY

A most melodious tune that "gets over" every time.

A real live-wire, sure-fire song hit purchased from the ROBT. NORTON PUB. CO. of New York.

PROFESSIONAL MATERIAL
READY FOR RECOGNIZED
ARTISTS ONLY.

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(INCORPORATED)

Music Publishers

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NEW YORK

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Save postage and time by sending us all your orders. Orchestrations, 25c each, five for one dollar, postpaid.

ANY OF THESE HITS FOR DANCE AT 25c.

OTHER ORCHESTRA HITS, 25c. FIVE FOR \$1.00

FOX-TROTS

"CALLING" "BOBBIE"
"THOUGHTS" "CHINA BOY"
"ANSWERING" "LOVE CHIMES"
"SHANGHAI LULLABY"
"SOME RAINY NIGHT"
"AFTER ALL THESE YEARS"

ONE-STEPS

"KASHMIR" "VENETIA"
"WONDERFUL BABY"
"DANCING WITH YOU"
"I DON'T WANT A DOCTOR"

WALTZES

"CUBANA" "I'M A DREAMER"
"NORMANDY" "TWILIGHT TIME"
"PRETTY LITTLE CINDERELLA"

JACK INC. MILLS SHEET MUSIC SERVICE

FREE CATALOG OF ALL PUBLISHERS' SONG HITS SENT YOU UPON REQUEST

Our new sheet music service department will supply you with any song (words and music) or instrumental piece PUBLISHED BY ANY PUBLISHER, at the lowest possible price.

★ ★ ★

ANY SONG

Mentioned on this page may be had in regular sheet music (words and music, handsome title pages) at 30c each, postpaid, in stamps or money order.

JACK INC. MILLS CHAUTAUQUA, LYCEUM, CONCERT DEPT.

SPECIAL ATTENTION GIVEN TO CONCERT, LYCEUM AND CHAUTAUQUA ARTISTS

This department gives careful consideration to the particular demands of Chautauqua, Lyceum and Concert Singers. Artists are invited to write for these carefully selected songs.

HEART OF MINE

"The Ballad Divine." An out-of-the-ordinary song, selected for you from hundreds of submitted manuscripts. A song that pleases most discriminative audiences.

MY DREAM O' DREAMS

A waltz ballad of surpassing charm, considered by The Musical Courier as one of the finest songs extant.

I LOST MY HEART TO YOU

The \$10,000 super-perfect ballad, already submitted to the "acid test" of public approval with great success.

PRETTY LITTLE CINDERELLA

A waltz-time ballad, with extraordinary melody and inspirational harmony—most beautifully effective for one voice, but exquisitely delightful as a duet.

ALWAYS A RIOTOUS HIT

SWEET MAMMA

(PAPA'S GETTIN' MAD)

A sure-fire blues hit that scores every time. A wonderful lyric and superb melody.

MY MAMMY'S TEARS

The great ballad that every one is talking about. A real encore-getter. Be sure to hitch your wagon to this star song hit.

A NOVELTY NOCKOUT

STRUT MISS LIZZIE

Probably the best novelty blues that CREAMER & LAYTON ever did.

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(INCORPORATED)

Music Publishers

152-4 W. 45th Street
NEW YORK

To Every Woman

Synthetic Jade
\$1,200

Thousands of ladies in the Far East who could well afford to wear pearls and diamonds prefer these beautiful green necklaces. There is only one concern in the world at the present time that has succeeded in making synthetic jade so that not one in hundreds can tell it from the beautiful Chinese Green Jade used for making necklaces which sell in this country for \$1,200.

The retail price in Japan is 25 yen (\$12.50). By buying direct of the maker, we can offer them today at \$3.50.

Don't send money, just send 25 cents stamps for postage and this adv. to FAURE PETIT, P. O. Box 2135, San Francisco, Cal., and we will deliver to the reader of Billboard by parcel post, with the understanding that should you not find it an exact imitation of the \$1,200 beautiful Chinese Green Jade necklace, you can return it to us. Remember, you are to be the judge.



For Men With Crooked Legs The Trousers Garter

Pat. May 18, 1920
It makes the trousers hang straight whether the knees bend inward or outward.

It holds Socks Up and Shirt Down. 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.

If your dealer hasn't it, descriptive circular, sealed envelope containing no advertising matter mailed free.

Address
The T. Garter Co.
Dept. L.
Lock Box 131, Chicago, Ill.

THE SUREST METHOD OF CREATING A DEMAND FOR YOUR OFFERING IN THE BRITISH VARIETY MARKET IS BY AN AD IN

"THE PERFORMER"

(The Official Organ of the Variety Artists' Federation and all other Variety Organizations)
DEALS WITH VARIETY ONLY AND READ BY EVERYONE CONNECTED WITH BRITISH VARIETY.

The Live Paper, The Time-Tested Medium for EVERYBODY in British Vaudeville.

ADVERTISING RATES:

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THE PERFORMER is filed at all THE BILLBOARD Offices in America.

HEAD OFFICE: 18 Charing Cross Road, London, W. C. 2.
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BREAK YOUR JUMP

Vaudeville Acts coming through Cincinnati, Phone Manager Geo. Talbot, People's Theater, Canal 2794. Week's work. No act too big.

PUBLICITY PHOTOGRAPHS

For lobby display, sending to managers, booking agents and friends. For selling in audience; advertising. Send any photo and \$3.00 for 25 8x10s; \$5.25 for 50; \$10.00 for 100. Postals, \$1.75 for 50; \$3.00 per 100; \$22.00 per 1,000. Sample, any size, \$1, which will be applied on order.

BARBEAU RAPID PHOTO CO.
OSWEGO, N. Y.

SCENERY WANTED

WANTED—Used Palace Arch Setting, dye, regulation size. Must be reasonable. Address NAJAVE MAJODEH, 936 66th St., Overbrook, Pa.

SHOW AND THEATRE DATES

Any size for any purpose; strip dates for theatres; 2, 4, 6, 8s in stock. 6c sheet; very prompt ships. Prices, date book FREE.
CENTRAL SHOW PRINT, Mason City, Iowa.



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.

San Antonio, Tex., March 2, 1921.
Editor The Billboard:

Dear Sir—I note there is considerable comment regarding the absence of "Random Rambles" from recent issues of The Billboard. They are missed by the many members of this company, who would like to see the column restored. I hope to sight these little items, which are very interesting.

Yours very truly,
C. A. WORTHAM,
General Manager Wortham Shows.

Fargo, N. D., March 4, 1921.
Editor The Billboard:

Dear Sir—Just a line to express our appreciation of a regular leader.

While in Winnipeg we left our music at the hotel and didn't discover our loss until after our arrival at Crookston, Minn. Thought sure we would have to lay off, but thanks to the leader, Mr. Hlask, who dug up some music for us, we were able to work, and went over nicely. We wish him every success.

With best wishes to The Billboard,
(Signed) McQUAY & HAZELTON.

Rushford, Minn., March 3, 1921.
Editor The Billboard:

Dear Sir—My attention has been called to a letter published in The Billboard, signed Jack La Box, manager of "Ole and the Newsboy Co." in an October issue, stating that myself and the LaZarre Trio were using the bill owned and copyrighted by him. The bill disputed is "Ole, the Devil and the Girl." Mr. LaBox stated in his letter that he would prosecute us to the full extent of the law. He will do nothing of the kind, for he does not own a copyright to this play or any other. I hold the same rights to the piece that he does. Furthermore, I believe the author of the play would like to know the whereabouts of Mr. La Box.

(Signed) TEDDY RHEA.

Chicago, Ill., March 3, 1921.
Editor The Billboard:

Dear Sir—I wish you would let me correct a belief, thru your Open Letter Column, that I attempted to commit suicide, so that my friends thruout the country, who have been wiring me assistance, will know that I do not need it. I certainly appreciate their offers. It was Fred L. Dexter, an actor who lives in the same house I do, who attempted self-destruction. He has been sick for the last three months. I had formed a custom of going to his room for a chat when I came home from work. On one occasion as I entered his room I saw something was wrong. I called the landlady and phoned for a doctor. An investigation disclosed the fact he had taken poison. He was removed to the Bridwell Hospital, where first aid was given him. His life was saved. Several days later a Mrs. Jamieson, interested in welfare work, took him to her home. She had known Mr. Dexter for a number of years, and informed the judge that she would take care of him and find work for him when he was in better health. The daily papers, in writing up the story, confused the names, and my name was used instead of Mr. Dexter's, and his in place of mine.

Respectfully,
(Signed) FRANK BAXTER,
362 Langley Ave.

Cherokee, Ia., Feb. 28, 1921.
Editor The Billboard:

Dear Sir—I have read in the Open Letters Column of the many grievances of amateur song writers. Someone has taken their perfectly good money, and in return given them—(you say it). Ernest R. Douglas related an incident of this nature, but did not mention any names.

(Continued on page 64)

WANTED PERFORMERS IN ALL LINES, VAUDEVILLE ACTS, TAB. ACTS

People in all lines. Get in touch with us. Outdoor Acts, Aerial Acts, Acrobats, Jugglers, Bicycle Riders, Magicians, all kinds of Dumb Acts, Wild West People for Picnics, Fairs, Round-Ups. Carnival People and Rides Wanted. Jazz Bands and Orchestras. Musicians of all kinds. Dancers, both Oriental and Classic. Anything, any time, anywhere for anybody.

NORTHERN BOOKING ASSOCIATION,
Doc Gardner, Mgr.
Bijou Theatre Bldg., Washington Ave., Minneapolis, Minn.

A Wonderful Fox-Trot Ballad. As a Quartette Number, It Can't Be Beat. "Take Me Back To Old Kentucky"

Professional Copies Ready. } Free to the Profession
Orchestrations Soon.

"OH, DIXIE MOON"

Get This Charming Waltz Ballad.
MILTON MUSIC PUB. CO., Altoona, Pa.

SONG WRITER'S OPPORTUNITY—YOUR SONG MIGHT BE A UNIVERSAL HIT
Yet hidden because rejected by publishers, not because of its lack of merit, but because it had never been open for consideration, and returned "Not Available," a prejudiced reason, a judgment rendered before-hand and without due examination, caused by the iron-clad contract existing between Staff Writers and Publishers, restricting all outside songs for publication, regardless of merit, fearing others gaining fame. We have accomplished a plan we feel will overcome this difficulty which offers WONDERFUL OPPORTUNITY in placing your songs before the public. A two-cent stamp will advise you of our plan.
PLAYOLA MUSIC ROLL CO., 413 Godchaux Bldg., New Orleans, Louisiana.

THEATRICAL WARDROBE TRUNKS

—SPECIAL OFFER—



Steamer Size for 6 to 8 Gowns, \$29.00 reg. \$51.50

Full Size for 10 to 14 Gowns, \$39.00 reg. \$78.00

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

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Largest Dealers in the United States.
1436 Broadway, near 40th St., NEW YORK CITY.

PROFESSIONALS

wanting new dances. HAVE a professional PUT them on for you. DANCING MASTERS wanting new routines FOR your act. CALL and see me. I have taught several OF the dancing masters WHO were in convention here in AUGUST. Will furnish names on request. PRIMA DONNAS must know how to dance, JUVENILES, singles 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. Professionals and amateur shows put on. I can place competent pupils with Broadway shows. 233 West 51st St., New York City. Phone, Circle 6136.

JACK BLUE
Professor of Stage Dances.
Formerly Dancing Master for Mrs. M. Cahas & Zigfield Follies.

RUPTURED

MEN and WOMEN
Safety and Comfort Is Yours

Learn all about it and enjoy the "Good Luck" way as others are doing. It is worse than folly to neglect. Obtain "Good Luck" of your Doctor, Druggist or Dealer, or direct from J. WEST, Mfr., Ballston Spa, New York. Mail Order Houses Supplied. Agents Wanted.

STEIN'S COLD CREAM

"With the Lemon-Verbena odor"
16 oz., \$1.00; 8 oz. 60c; Tube 20c.
Stein Cosmetic Co., New York
Manufacturers of
STEIN'S MAKE-UP
For the boudoir—For the stage.
Booklet Upon Request.

CROCHET BEADING TAUGHT BY MAIL—ALL BRANCHES, \$5

Learn how to do Crochet Beading correctly and speedily on DRESSES, WAISTE, BAGS, HATS, SLIP-PERS, ETC. with all kinds of Beads, Bagles, Spangles, Fringes, Twists, Loops, etc.
The only authoritative Correspondence Course on Crochet Beading ever published. Contains 24 illustrated charts with detailed explanations by Mme. Bertha La Mera, international art needlework authority. Complete course mailed upon receipt of money order.
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ACTS Plays, Sketches, Songs, WRITTEN TO ORDER.

Call or write for my terms.
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Our New Catalog FREE FOR YOUR COPY.
Over 100 Illustrations of Brushes and Supplies. Address Dick B., Galesburg, Illinois.

TOM and BESSIE HAYES

AERIAL GYMNASTS.
Two different acts. Open for any indoor affair. Permanent address, Box 103, Sandusky, Michigan.
SAY "I SAW IT IN THE BILLBOARD."

ONLY (\$7.00) Seven Dollars.
NOT GOOD after April 1st, 1921.

Application Blank

After April 1st, enclose (\$11.00) eleven dollars.
(Make money orders, checks, postal orders payable to American Artistes' Federation. If sending cash, register letter. You can use this or write a letter, just as you see fit, but above all sit down and do it now.)

JAMES WILLIAM FITZPATRICK,
President
WM. P. CONLEY, Treasurer.
HARRY MOUNTFORD,
Executive and Secretary.

American Artistes' Federation

BRANCH OF THE

Associated Actors and Artistes of America

AFFILIATED WITH THE AMERICAN FEDERATION OF LABOR

(Controlling and having jurisdiction of Vaudeville, Burlesque, Circus, Minstrels, Cabaret, Concerts, Clubs, Chautauquas, and all such performances as are given at the Hippodrome, New York; Carnivals, Tabloids, Fairs, and all persons appearing in such performances, Principals and Chorus.)

To HARRY MOUNTFORD,
Secretary American Artistes' Federation,
1440 Broadway, New York:
Please place my name before the proper authorities for election as a member.

Application for Membership of.....
Permanent Address.....
.....
Past Team Name (if any).....
Present Team Name.....
Style of Act.....
.....
Are you in good mental and physical condition?.....
Name and Address of Nearest Relative.....
.....

I HEREBY SOLEMNLY AFFIRM that I am an actor, or actress; that I have been engaged in obtaining a livelihood in that profession for at least 12 months, and that I am at present obtaining a living from and in Vaudeville, Burlesque, Circus, Minstrels, Cabaret, Concerts, Clubs, Chautauqua and all such performances as are given at the Hippodrome, New York; Carnivals, Tabloids, Fairs or entertainments of a like nature, whatever called, and that I am of white parentage and am of legal age, and a fit and proper person to be admitted and become a member, and if elected I promise to obey and abide by the rules, regulations and mandates of the Order. And,

If elected, I promise to obey and abide by the Constitution, Policy and By-Laws, Rules and Regulations of The American Artistes' Federation and also of the Associated Actors and Artistes of America and the directions and mandates of their duly elected or appointed officers, and I WILL ABIDE BY THE WILL OF THE MAJORITY.

AND I HEREBY AGREE, if any of the above statements, after my election, are proved to be incorrect, that I shall immediately and automatically cease to be a member, and any sums I may have paid into this organization shall be forfeited.

Signature of Applicant.....
Dated (before April 1st, '21).....
Enclosed please find (\$7.00) seven dollars. Send card to.....
.....

References.....
(Here give the names and addresses of at least three members of this Federation who will vouch for you.)
.....
.....

After April 1st Fee is (\$11.00) eleven dollars.

DUES ARE PAYABLE APRIL 1ST

American Artistes' Federation

1440 Broadway, New York

PAY YOUR DUES WHEN YOU VOTE

SPECIAL NOTICE TO MEMBERS AND NON-MEMBERS

The following communications have been sent out to all members and non-members whose addresses we could find.

In case you have not received these letters, they are here reprinted for your information and immediate action.

FOR NON-MEMBERS

IN WHICH I AM A LITTLE PERSONAL

Yesterday I went before our Executive Council and told them that I believed there were many hundreds of Actors who wished to become members of this Organization, but who, because of the very bad season we have had and because of the fact that it is so near the due-paying period, April 1, could not, or were not inclined to, spend the \$11.00 necessary.

Some of the Council disagreed with me and pointed out that it would look like cheapening the Organization. I replied that in my opinion, considering what was going to happen in the near future, that we ought to give everyone a chance and that it was hardly fair to charge \$6.00 dues for the month of March alone. The reply was that they have had plenty of chances in the past and that they did not believe many would take advantage of any offer. I replied that I believe there were hundreds and hundreds, and I am sure more than a thousand.

After further discussion their decision was: "Have it your own way. But unless a sufficient number take advantage of this new offer before April 1 this offer is canceled and you will have to return them their money."

So there you are. Frankly, I believe you and I can make it. But here is the offer:

In the enclosed envelope send me the filled out application blank with \$7.00. That \$7.00 will pay you up to October 1, 1921. Then if they do come in it's all right.

BUT IF THEY DON'T COME IN I PROMISE TO RETURN YOU YOUR \$7.00 BY THE END OF THE FIRST WEEK IN APRIL.

I think I shall succeed, but as this is a personal matter between us I have to depend upon you.

Of course you are under no obligation to me. If I don't succeed your money will be absolutely returned. But do it today, as this offer must certainly close April 1, 1921.

Yours very faithfully,

Harry Mountford

EXECUTIVE.

1440 Broadway,
New York, N. Y.

P. S.—If you have not an application blank, write "Please make me a member of the American Artistes' Federation, subject to its By-Laws and Constitution," and enclose the necessary fee, \$7.00.
H. M.

FOR MEMBERS

SPECIAL NOTICE RE: INITIATION FEE

At a regularly convened meeting, at which a quorum was present, of the American Artistes' Federation, the following Resolution was passed:

"That a mail referendum vote be taken of the members as to whether they are in favor of increasing the initiation fee of the American Artistes' Federation from Five (\$5.00) Dollars to Fifty (\$50.00) Dollars (the date when such Fifty (\$50.00) Dollar initiation fee shall go into effect to be left to the discretion of the Executive Committee)."

In pursuance of this Resolution you are, therefore, asked to vote on the following ballot.

No vote will be counted which arrives at the Head Offices, 1440 Broadway, New York, N. Y., after the last mail of April 7, 1921.

By Order of Executive Committee,

HARRY MOUNTFORD,
Secretary.

TEAR THIS OFF AND MAIL TO REACH US NOT LATER THAN APRIL 7TH, 1921.

Referendum Vote

—OF THE—

Members of the American Artistes' Federation

1440 Broadway, New York City

Affiliated with the American Federation of Labor.

Are you in favor of raising the initiation fee from \$5.00 to \$50.00? (Make a cross in the space provided whether YES or NO.)

YES	NO
<input type="checkbox"/>	<input type="checkbox"/>

Member's Name
Signed

Member's
Number.....



CHAUTAUQUA DEPARTMENT

By FRED HIGH



Facts for Musicians and Publishers

How To Get Started in Lyceum and Chautauqua Work —Proportion of Popular Music That Is Used— Song Pluggers Not Needed—Why an Expert Succeeds—Selling Popular Numbers

Music forms a valuable part of our lyceum and chautauqua work. We used to look upon a lecture course and a lyceum course as being the same thing. Formerly there were four or five lectures and one reader and one musical number, but now we have many courses that are exclusively musical in their offerings.

We doubt that even the best posted ones in this work even begin to realize the enormity or effectiveness of the great army of musicians who are engaged in this splendid effort. Louis O. Runner and his talented wife trained, coached or presented programs for more than 40,000 concerts.

Forty thousand times one hour and a half for each concert with their instrumental and vocal solos, duets, trios, quartets, ensembles and chorus numbers approximately a million and a quarter.

A seated audience heard the haunting strains of some composition as it was presented, not by coon shouters, jazz crazed, gyrating acrobats, but by ladies and gentlemen, most of whom have seriously studied music. Most of these concerts were by graduates of some musical institution where it meant years of study to prepare for this work.

In olden days the lyceum and chautauqua bureaus engaged their concert companies from private individuals who traveled with the company they themselves owned.

But the unprecedented growth in the number of bureaus and towns wishing talent brought the demand for professional organizers who could take the responsibility of detail from the shoulders of the bureau manager, who is primarily a business man, and render constant service in the handling of these companies from the time of signing the contract until the last date is filled.

In this unique field Louis O. Runner soon established his business as the largest lyceum and chautauqua independent producing business in America. It grew from ten thousand dollars a year to \$250,000, and it is still, after seven years of constructive building, the largest business of its kind in America.

Talent for more than forty thousand concerts have received their training at his studios. And with all of this tremendous volume of business certain clearly defined principles of conducting the business have been practiced without exception.

No instruction is given for which a fee is charged. No companies other than those contracted by Mr. and Mrs. Runner are coached by them, and then no charge is made. They are connected with no bureau, school or conservatory. They do not pay a commission for getting business and do not charge a commission for placing musicians.

Every phase of their business stands or falls on its own merit, with no side graft of any kind. They supply all costumes and trunk equipment. They supply most of the larger instruments used in their orchestras. They supply advertising matter. They assume full financial responsibility for their companies.

All contracts are made direct by them with the individual company members. The seasons are long and the bookings are good, because Mr. and Mrs. Runner have practically their choice of the most desirable bureau business in America to select from. Because of the fact that they find and develop their own individual stars.

Each year they cover America with their registration blanks, asking only that talented people fill in these blanks and file them, together with a small photo for which there is no further use. No effort is made to replace instruction already given, and they are on friendly terms with scores of great conservatories of music and many eminent teachers throughout America.

We will present here a list of the Runner companies or combinations that have filled from seventy-five to more than 1,000 engagements each. Here they are:

Chicago Ladies' Orchestra, Chicago Musical Club, Mendelssohn Ladies' Quartet, Chicago Concert Party, Play-Singers' Quartet, University Girls, Superior Concert Party, The University Four, Metropolitan Ladies' Orchestra, University Ladies' Orchestra, Metropolitan Mu-

sical Club, Six University girls, Lowry Lawrence Entertainers, Mendelssohn Sextet, Rae Myera Entertainers, Berkeley Sextet, Six Melody Maids, Enterpean Quartet, Saxophone Singing Band, Cathedral Male Quartet, Trouvere Quartet, Columbian Quartet, The Berkeley Girls Sterling Male Quartet, Seven Liberty Belles, Liberty Male Quartet, Liberty Ladies' Quartet, Little Playhouse Company, Four Artists' Concert Company, Metropolitan Ladies' Trio, Helen Burgess Quintet, Virginia Girls, Carolina Girls, Conservatory Musicians, Fighting Americans,

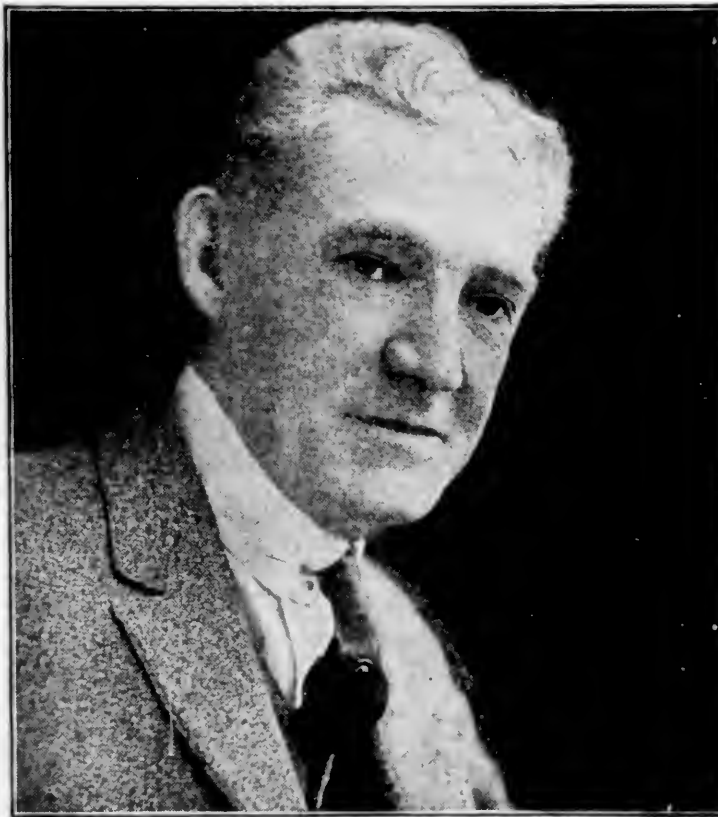
Singers, Alabama Jubilee Sextet, Sorority Entertainers.

We have presented the facts about Louis O. Runner and his companies for the reason that he typifies one branch of our activity. There are a number of other producers who are doing a very large business in this same line of work.

Harry L. Bland, of Drake University, is doing wonders in this line. Elias Day has built up a splendid business and recently got tired of being gyped by profiteering rent hogs, as the city administration forces call that class of landlords who inflate the demands that they make on their tenants, and Elias went for and purchased a \$40,000 home for his Lyceum Arts Conservatory. Thurlow Lincurrence is another busy producer. Chas. F. Horner has a musical studio and we could name a dozen more. Ellison-White have a marvelous musical bureau in Portland. These boys are the real musical purveyors of the entire West, but how many publishers know how to reach them?

In this issue, the big Spring Special, we have written an article setting forth the facts about the work that John B. Rogers is doing. We

HARRY M. HOLBROOK



In charge Lyceum and Chautauqua Department, Leo Feist, Inc., music publishers, Chicago.

Fighting Yanks, Overseas Quartet, Dreadnaught Boys, Hildebrandt Entertainers, Six American Girls, Little Players' Company, Mendelssohn Musical Club, Temple Male Trio, Apollo Male Trio, Hoosier Male Trio, The Virginians, Mississippi Misses, Briggs' Male Quartet, Robert O. Briggs, Ho Siung Huang, Varsity Chinese Club, Five Liberty Belles, Schubert Sextet, Schubert Serenaders, Schubert Concert Party, Chicago Orchestra Club, Liberty Belles' Orchestra, DeWillo Concert Party, Schumann Harmony Quartet, Faust Opera Singers, Chicago Entertainers (Martha Hamma and Florence Levine), Strollers' Male Quartet, Apollo Male Quartet, Columbia Sextet, Ladies' Festival Orchestra, Four American Girls, American Ladies' Quartet, American Girls' Quartet, Potter DePew Trio, Columbian Ladies' Trio, Porter Concert Company, Mozart Ladies' Quartet, Del Mar Ladies' Quartet, La Salle Male Quartet, Sterling Male Quartet, Chicago Concert Duo, Carolina Girls, Carolina Concert Trio, Lincoln Jubilee Singers, Windsor Girls, Southern Sesa Sextet, Melody Mirth Quartet, Boston Orchestra Club, Waverly Concert Party, Apollo Saxophone Quartet, Chicago Ladies' Sextet, Hampshire Ladies' Singing Orchestra, Harmony Concert Party, Hampton Concert Company, Schubert Ladies' Quartet, Navarre Ladies' Trio, Helene Burgess Concert Company, Overseas Veterans' Quartet, Monterey Girls, Alvarado Sextet, Americanian Male Quartet, The Melody

hope that all who are interested in music and the field for service that must eventually result in sales will read carefully that story.

But, in spite of all this activity, we have some very queer experiences with those who are trying to present their music thru this channel. The very magnitude of these figures would show anyone who understands business that a list of these names would run into the thousands. That they must necessarily be constantly changing. Still we have a weekly request for such lists. One manager wrote and asked for all the lyceum and chautauqua committees east of the Mississippi River. He probably had heard so much about how this placid stream gently flows south that he didn't take time to think what a list of say 75,000 or 100,000 commitments would cost to copy, even if we had them all right here corrected to the minute. But that didn't stop him from asking us for the list.

Popular song publishers imagine that they have solved the problem of presenting their offerings in this field. Where ignorance is bliss 'tis folly to prick the blister. But even if we lose some of the admiration that some of our good publishing friends have for us we are going to set forth a few facts here that may not be as palatable to them as some of the things that we have previously written about lyceum and chautauqua music. With all that our good friends of the Leo Feist Com-

pany have done, an investigation has shown that they are not touching more than ten per cent of the music that is being used by the various attractions presenting lyceum and chautauqua numbers.

M. Witmark & Sons are presenting a few numbers to more companies perhaps than any other publisher. But investigations show that they are furnishing but a very small percentage of the numbers that are being used throughout this country and Canada. We mean the lyceum and chautauqua offerings.

We said that the music publishers are not now furnishing more than ten per cent of the music that is being used in this field. We mean the so-called popular music. Why don't they go after the other ninety per cent? The reason that they do not get in more music is because they do not go after it in a business like way.

The average publisher is a music song plunger. He has thrived because he has learned how to crowd a song to the front. He "plants" and reaps all the same season. A song is made popular, then sold in sales by the million copies, and then laid on the shelf in a single year.

There is place for that kind of song or music. We can use the popular numbers. We can't use the smutty stuff. The suggestive dith that is so popular with shimmy stikers has no chance to really make a killing in the lyceum and chautauqua field. "O-h-i-o" is popular with dancers in the country or in the city because the phonograph carries the tune to the farthest parts of the earth. But such numbers must come in the ten per cent class.

The ninety per cent of good music that is being used is furnished by the great publishers who understand that good music is wanted. Standard music, tuneful melodies are craved by the home loving people who patronize the lyceum and chautauqua.

Good ballads never die. Singers with sense use a variety, but they use the major part of their offerings from the kind that will come under the wire in the ninety per cent. Just as lecturers use wit and humor to season a feast of reason, so must musicians keep their offerings in the ninety per cent for real effects.

We have no time for that class who throw a fit when a saxophone toots and who feel themselves morally slipping when they hear a clarinet. Popular music has its place. It is needed. The lyceum and chautauqua must furnish it. But that publisher is in wrong who thinks he can sit in a city den and crowd pipe and trash down the throats of this nation of free spirited men and women who make possible the 10,000 chautauquas and the 15,000 lyceum and musical festivals which are annually held thru their efforts. You will have to be content to reap in the ten per cent field, whereas if you had a larger and broader vision of humanity and its needs you could share in the larger gains.

We will take a concrete example. Witmark & Sons have Clay Smith's "Sorter Miss You." This song has been growing each year in popularity and in sales. The sales force expects it to reach its zenith in about five years. It will sell for the next seventy-five years, or until Clay gets ready to retire.

What is true of this number is true of hundreds and thousands of other numbers that make up that ninety per cent of the music that is used in this great far reaching activity.

We wish that we might have the ear of each music publisher in America. We want you to succeed. Your success means our success. We want you to understand the needs of this field. Study it. We will help you.

How would you go after any business? Would you write and ask some one to do the work for you if you were starting in competition with Sears, Roebuck & Company? Or would you get some one who knows this business, knows this field and then go plodding patiently to work to develop it? We can't do the work for you. We can assist, but you must do your part.

When Leo Feist wanted to get his share of this business he hired Harry M. Holbrook to look after this department, and day by day Harry is busy boosting Feist numbers. In some quarters Harry has as much as twenty per cent of the numbers that are offered by certain companies. But that is rare. If he had the catalog he could put eighty or ninety per cent over. But that is too much to expect.

How does Harry do it is a question that is asked at least once a week and that often we have to give the same answer. He does it on his friendship and his acquaintance with the people in this work. But back of this is his willingness to serve every one who goes to him for help or advice about the kind of music that they should present. If Feist hasn't the proper arrangement, Harry has it arranged to suit. If the company doesn't have the number wanted Harry runs out and buys a copy. Sure, this is all free. What is more, Harry has the faculty of making each one feel that it is his greatest pleasure to serve them.

Bureau managers appreciate the service that Feist is giving them and their company producers. Several managers are constantly boosting Feist's music. All things being equal

(Continued on page 64)

SONGS FOR THE CHAUTAUQUA CIRCUIT

MELODIOUS BALLADS AND CONCERT SUCCESSES

AT DAWNING, Charles Wakefield Cadman

High, in Ab; Med., in Gb; Low, in E; Lower Med., in F.

BON JOUR, MA BELLE! A. H. Behrend

High; Med.; Low.

CARRY ME BACK TO OLD VIRGINNY, JAMES A. BLAND

Med., in Ab.

CONSECRATION, Charles Fonteyn Manney

High; Med.; Low.

DREAM, A. J. C. Bartlett,

High, in Ab; Med., in F; Med., in E; Low, in Db.

ELF AND FAIRY, John H. Denmore

High; Med.

FORGOTTEN, Eugene Cowles

High, in Ab; Med., in F; Low, in Eb.

HEART OF GOLD, Charles Fonteyn Manney

High, in Ab; Med., in F.

DREAMING ALONE IN THE TWILIGHT, HARTLEY MOORE

High; Med. High; Med.; Low.

I LOVE YOU, C. Sobeski,

High, in Db; Med. High, in Bb; Med., in Ab.

PIRATE DREAMS, Charles Huerter

High; Med.; Low.

ROADWAYS, John H. Denmore

Med.; Low.

SONNY BOY, Pearl G. Curran

High, in D; Med., in C; Low, in Bb.

SPRING FANCY, John H. Denmore

High, in Eb; Med., in C.

STARRY NIGHT, (Barcarolle) John H. Denmore

High; Med., and Duet for S.-A.

THEN I'LL KNOW, August Kleinecke

High, in Bb; Med., in G.

There's A Little Wheel A Turnin' In My Heart, WM. ARONS FISHER

High, in F; Med., in D.

YOU, Frank H. Grey

High, in Eb; Med. High, in Db.

YOU CAN'T DRIVE MY DREAMS AWAY, LIEUT. GITZ RICE

High, in D; Med., in C; Low, in Bb.

Free samples will be sent to **CONCERT SINGERS** on the Chautauqua Circuit on request, or if you tell us the titles of songs you have sung successfully, we will send what is best suited for your individual use.

OLIVER DITSON COMPANY, Dept. X, BOSTON 10, MASS.

ELMER WILLIS SERL

Raps College Tent Crew Boys

We republish this article for the reason that we want the boys to know what is said of their work. We are not interested in the reason why this is so. We do not know whether these boys smoke cigarets, because they are degenerate or that they are degenerate because they smoke cigarets. We will allow the experts to settle this question.

Are the facts as stated by Mr. Serl, of Carthage, Mo., and printed in this magazine, Adam's Garden? That is the big idea. Here are the excerpts:

"The past months I have been in the company of several so-called college boys, who have been in the employ of a circuit chautauqua in charge of equipment. From the first of June until mid-September they were scarcely without a pipe or cigaret hanging from their drooping mouths. Not one of them did his work with any show of interest and a sense of what his work could be made to mean to the communities where his itinerancy took him. Not one of them had any pride either in personal appearance or the condition of the equipment and ground under his charge.

"These young men were irregular in their hours and habits, dirty in their persons and living tents, profane in speech, and were without any sense of the importance of the work they had to do. They allowed their chautauqua tents to remain disordered day after day, with fences swaying and ticket booth and entrance

BE A LEADER



The "Science" of Bandwork—The Bandmaster School, Recommended by the foremost authorities.

Mr. Musician—

YOU can learn the secrets of the band business—the many things which make the high-colored 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

GET A COPY OF THE LATEST BALLAD,

"SWEETHEARTS EVERMORE"

A beautiful waltz song, especially adapted for Concert and Chautauqua work. Ready for sale and distribution about April 1st. Free to Professionals sending cards. To others, 30 cents per copy, postpaid. Dealers solicited.

JOHN LIND MUSIC COMPANY, 217 Parsons Street, Cincinnati, O.

awry and platform untidy and the entire enclosure unattractive. To request from these young men order, promptness and co-operation was, in every instance to secure a sullen response and ultimate dislike and insubordination.

"Those young men represented several parts of the country and different colleges and home life. Therefore, all the more alarming is the exhibit they present. They witness to general demoralized shiftless youth life, which is full of menace for the immediate future.

"In dealing with them there was a doubt whether they should be censured or pitied. For instance, they were instructed how to maintain equipment in good shape and they were assigned definite duties to be performed at certain hours. They would see the point, apparently, but when I returned two hours later to present a lecturer or a concert company to an assembled audience, the platform would be as it was two hours before, littered and disarrayed, and the young men would be sucking cigarets while they lay on stray bundles of canvas.

"One can not reprimand or discipline a jelly fish or a pig. The part of wisdom is not employ jelly fish and pigs."

I. L. C. A. CONVENTION NEWS

The I. L. C. A. Convention and Chautauqua will be held in Chicago, Sunday, September 11, to Friday, September 16, inclusive. The exact place is still under discussion. There is a great deal of interest in this year's program by allied interests. President Stout reported that outsiders are now taking more interest in our con-

vention than those who are engaged in the work.

Music publishers should be at the convention this year as never before. Brass and reed instrument makers should be on hand to show and to sell saxophones, cornets, clarinets and all such instruments.

Trunk dealers are overlooking a great field when they pass us by. Costume makers and dressmakers are missing a chance to outfit a great many companies. We have some real girls. Get acquainted with them.

Tent makers are fooling away a lot of precious time running after little orders, when they might get some big ones from the chautauqua people who use acres of canvas.

There was a dinner given at the Auditorium Hotel, Monday, March 7, at which the reports from the field were gone into, and from all sections the reports showed that the largest volume of both lyceum and chautauqua business is being gathered in that has ever been known.

The following were present at the dinner: W. H. Stout, president; Miss Caroline McCarty, secretary; Fred High, Miss Luella Schaeffe, C. E. Booth, Nelson Trimble, Tom Burke, Harry M. Holbrook, Imogene Grinnell, F. Jennie Hoover, Maud Willis, R. E. Morningstar, Oney Fred Sweet, Ralph Bradford, A. L. Flude, Julian B. Arnold, Mr. and Mrs. Wallace Bruce Amstutz, R. F. Glosup, Mrs. M. Tdyth Gordon, Hillary G. Bailey, Gladys H. George, Edmund Braham, A. Sindler and Enid Marie Lyon.

Have you looked thru the Letter List in this issue? There may be a letter advertised for you.

Some of the brightest stars of the affiliated chautauqua circuits were shining in Cleveland last week at a free series presented at Euclid Avenue Baptist Church in connection with the annual convention of musicians, lecturers and entertainers of the Colt-Alber Lyceum Bureau. Several hundred members gathered to aid in the promotion of grand opera on the concert stage, the new plan for the coming season and which the bureau claims to be the first attempt of its kind. Ruth Miller, formerly of the Metropolitan Opera Company, will have the leading role. Percy Hemus, Hazel Huntington, Morton Adkins and Thomas McGranaha also are in the cast. Scores of entertainers from the circuits entertained the public, which took advantage of the opportunity to attend a free chautauqua.

CHAS. A. ARTHUR

5100 LaSalle Ave., Detroit, Mich.
does arranging, composing, revising, lyric writing and copying. PUBLISHER OF THE "ARTHUR" Song Hits
Professional Office: 1531 Broadway, New York.

PITTSBURGH LADIES ORCHESTRA

Organized 1911. Has made Concert Tours in 11 States. Vocal and Instrumental Entertainers.
ALBERT D. LIEFELD, Director,
505 McCance Block,
Seventh Ave. and Smithfield Street,
PITTSBURGH, PA.

Preparing small companies for Lyceum and Chautauqua work.

WILLIAM STERLING BATTIS

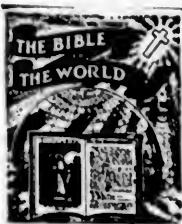
IN LIFE PORTRAYALS.
Specializing on the characters made immortal by Charles Dickens.
Personal Address, 6315 Yale Ave., Chicago, Ill., Neb.

Ellen Kinsman Mann

TEACHER OF SINGING
Fine Arts Building, CHICAGO.

THE ALLEN LYCEUM BUREAU
LIMA, O.

SOREN C. SORENSEN, Manager.
Always in the market for good talent, good agents. Book two hundred courses a year in Ohio. There is a reason.



THE ORGAN AND THE CHOIR (Prodigious Sermon Song) by Roy L. Hurch. Two high-class 30c numbers. Free to Chautauqua and Lyceum Singers only. New to the store. Q. R. S. Roll, \$1.25. Agents write us. Sell these great songs to your audience, and from house to house everywhere. Special price in 1,000 lots. Sample Copies, 10c each, postpaid. **MALCVON PUBLISHING CO., 307 East North Street, Indianapolis, Indiana.**

LYCEUM PRINTING

We Specialize on
LYCEUM AND CHAUTAUQUA PRINTING
Circulars, Window Cards, Books and Catalogs.
A. H. ANDERSON PRINTING CO
STREATOR, ILL.

LYCEUM AND CHAUTAUQUA NOTES

Fred G. Hale, formerly with Ellison-White Sevens and lyceum lecturer, has left the Polytechnic Institute at Pocatello to accept a chair in Hedding College, Abingdon, Ill., as professor of Economics and Sociology.

A. C. Coit left London Saturday, March 5, and sailed for America after completing the bookings for his English chautauqua circuit. The big American outfit, the first to invade England, will sail in September to lay siege to John Bull's domain and put it on the chautauqua map.

Beniah Buck, of the Beulah Buck Quartet, and Harry L. Fogelman will be married this month and will spend the summer touring on the Redpath Chautauqua Circuit. Mrs. Fogelman in charge of the quartet giving the afternoon performance and prelude the Gatling Gun orator in the evening.

Claire Blissard Shackelford, formerly cashier in the E.-W. Portland office, who was married in New Zealand something over a year ago, is acting as director during the chautauqua season. She writes that her husband was called away on a two months business trip, and she just could not withstand the lure of the chautauqua trail.

A cable received Wednesday from the E.-W. New Zealand office brought the news that Inez Bristol, Minnie Luce Hatch, Kate Barton, Sigrid Aranson and Mabel Loudonback are returning on the Makura, due here before April 1. All five are Coast Six directors and they are being returned early so that they can be with the Sixes at the opening of the circuit.

Mr. and Mrs. Oliver Haddon, of the Maori Company, sailed for New Zealand Thursday on the Tahiti from San Francisco. Mr. and Mrs. Papakura and Miss Tauri return on the Makura the last of this month. All members of the company were guests of the Portland Chamber of Commerce on Monday noon, March 7 and the port commission furnished them with a launch for a river trip.

We wish that all lyceum and chautauqua readers of The Billboard would send their last summer's chautauqua route to us so that we can check up on the way things are going. Send your route for this season as soon as you receive it. We are working as hard as we know how to break down the insane folly of keeping your engagements a secret. This is to your eternal benefit to have your work known and understood. Send to Chicago office, care this department.

The Tahiti landed in San Francisco last week and Monday brought many letters from the Ellison-White New Zealand Chautauqua party. C. M. White and Manager Paget both report improved conditions in New Zealand this year. Deficits are still the rule because the New Zealander does not catch on readily to the season ticket idea. But the deficits are readily paid and the recontracting average was almost 100 per cent at the time of the last letters. Every letter seemed agreed on one point—the program is going "great guns." Not a letter contained criticism and all were enthusiastic.

Did you read in a recent issue the story of Harry P. Harrison and Dema Harshbarger, which appeared in the Concert Section of The Billboard and described their new musical activities in the joint management of the opera star, Charles Marshall? This was essentially a chautauqua news item, but we asked our music editor to get this item and publish it for the reason that there are too many of our readers who look over the single department in which they are interested and think they have read The Billboard. Opera and concert people should read the lyceum and chautauqua section and the same rule should cause the lyceum and chautauqua musicians to read the opera and concert pages. You will both benefit. The Harrison & Harshbarger combination will book Marshall for \$1,000 for a recital. This is good news to all lyceum and chautauqua artists. Now, if you are a musician or singer, read the other sections that are of interest to you. Lecturers, dramatic artists—all read the department that is naturally related to your activity.

FACTS FOR MUSICIANS AND PUBLISHERS

(Continued from page 62)

they will use a Feist number in preference to any other because they realize that any time they want a favor they know where to get it.

Read will you the special article about the John B. Rogers Producing Company and see the great field that is being covered by this splendid organization. Yes, they are reaching millions of Americans. They are doing more—they are selling music. Popular music. Latest hits. Each producer has a variety of popular song hits on sale at each performance. We saw an order for songs from one producer who stated that he had just sold 237 copies at 30 cents each in his last town for no performance.

I asked Friend Rogers why he used Feist songs. He said: There are two reasons. The first

The Serbian String Orchestra
CONSISTING OF FIVE MEN



Is open for engagements in Chautauqua or other concerts. Play all Classic and Popular Music. Sure hit!

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Dancing and Acrobatic Acts

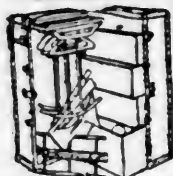
Single or double. WANTED—Small Team. The girl between 90 and 105 pounds to assist in illusions. Easy work. Good, permanent engagement. Address THURSTON, MAGICIAN, week March 13, St. Louis, Mo.; week March 20, Chicago.

PUT SOME KICK INTO YOUR ACT

If your act don't go, why don't it go? Better get a new one. It may be a song, it may be the dialogue.
SEVEN BILLS OF BLENDED BITS AND HOKUM FOR \$7.00.
"THE BOOTLEGGERS," a rube comedy book for musical comedy, for \$5.00. Average one laugh a minute.
We write anything from opera to jazz, words and music, musical comedy, burlesque, vaudeville.
GRIFF GORDON, 618 East Sixth Street, Oklahoma City, Oklahoma.

MUSICIANS---ORCHESTRAS

Orchestrations of "THEY'RE ALL JAZZ BABIES NOW" sent on receipt of 25c.
CLARENCE HOLLAND, 517 13th, N. W., Washington, D. C.



INDESTRUCTO LUGGAGE SHOP

1347 BROADWAY, - - NEW YORK CITY.

250 INDESTRUCTO WARDROBE TRUNKS, N. V. P. Model. Full size,abra covered, all riveted, 12 hangers, shoe pockets and laundry bags.

Reg. Price, \$70.00.
For Short Time, **SPECIAL \$37.50**

Five-year Guarantee. No catalogs issued. Mail orders promptly filled.

one is that Harry Holbrook has given us such splendid service we could hardly do otherwise than use his numbers. The second reason is found in the fact that the hundreds of amateur performers whom we train are using so much of Feist's music for the reason that they have the kind of songs that our young people want. Then again we are using Feist's songs because we made a special arrangement thru Harry to sell them. We have therefore asked all of our directors to push these popular numbers.

John B. Rogers can use much more than the ten per cent. His needs will probably make a sale for nearer ninety per cent of popular music. But whatever it is the real reason for the use of the kind of music used by his or-

ganization is found in the facts as he stated them to the writer.

We have tried to set forth the facts as we have found them, covering a very wide range, and hope that this article will show all music dealers that the best way to reach the public is thru the class of performers who are catering to that great army of buyers who patronize these performances. That you should not expect to do this over night or have some stenographer do it. It takes hustle and special knowledge to accomplish the kind of results that we have shown are being accomplished.

We hope that you can see that the thousands of readers of this issue of the Billboard are the ones you want to reach if you expect to make a real campaign with any hopes of cov-

ering this great world of active musicians and song buyers. The Billboard sets the song fashions. Thousands buy it just to study the music and music ads.

Lyceum committees will understand after reading this article that if they have a dozen companies singing "The Sextet From Lucia" it is sheer laziness on the part of nine-tenths of the ones who persist in using the studio numbers and repeating them until the audiences are nauseated with the classics. Variety is needed. There is plenty of good music. There are plenty of popular novelties and ballads. There is plenty of good tuneful music and all that is needed to get these results is for all concerned to hustle and study and work. Mix a proper amount of preparation with inspiration and with it all study the needs of the people.

OPEN LETTERS

(Continued from page 60)

was not as good. Why don't some of these publishers give us free lance writers a chance? The Etude warned me often about having anything to do with certain companies.

I like The Billboard very much, and if someone can advise me what to do with pen-and-ink copies I may advertise in your paper. I can get printing done cheaper in Canada than in the States. Is it a good plan to print some copies? I have been told that pen-and-ink copies are the only kind publishers take. Is that true? I myself think a song has to get a start before it goes, what do you think? I believe it gives the fake publishers a chance to steal someone's ideas.

(Signed) MRS ADELAIDE B. MARSHALL.

New York City, February 24, 1921.

Dear Sir—The letter you ran for me in the Open Letter Department, stating that I would give some of my time to helping the unknown song writers, has awamped me with mail, and I don't know if I should thank you or hope you choke. However, good editors being scarce, I thank you for myself and the song writers.

I have always known The Billboard to be a great paper. It has been my favorite theatrical journal for years. I have often heard people tell of the great results obtained thru advertising with you, but I had no idea such terrific returns could be had in any paper by running such a small article in just one issue. I have received, up to date, exactly three hundred and eighty-one letters from song writers in all parts of the country and all walks of life. Now I readily understand why advertising in The Billboard pays.

I have received a great many songs, some very good and some not so good. But I am going to look them all over, pick the best ones, reconstruct them where necessary and write them up the best I know how. If I don't think the lyric is suitable, all I can say is "try again." I will not write a melody to any lyric unless I see a chance of turning out a good song. In doing this I protect the writer as well as myself. A bad song hurts me more than it does them. The song, when finished, must be worthy of the biggest publishers. There is no way of telling if a song is going to be a hit, but we can tell if it is good or bad. I want to tell all of the writers that even tho I have not had time to answer all of them yet they should not get impatient, for I will answer everyone who wrote me. I am willing to do everything I possibly can to help them. Will advise if the lyric has merit or not. But just have patience with me if I am slow in answering. Am still with "Hiland," doing two shows a day, and working on my own songs. I also must find a few moments in which to eat and sleep.

(Signed) HILLY BASKETTE,
Palace Hotel, 132 W. 45th St.

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SCENIC ARTISTS

Send all communications to Scenic Artists' Editor
The Billboard, 25-27 Opera Place, Cincinnati, O.

Leonard B. Ward, stock scenic artist, is resting at his home in Lakewood, N. Y.

Chas. Thompson and Flag's bunch of California boosters, come on—"spring" in with the dope from the golden West.

It is reported that two carloads of special scenery will be used in staging the revue of Carl Hyson, of Hyson and Dickson.

The Southwestern Scenic Studios at Oklahoma City, Ok., are doing good business in the rich oil section of the South. Raleigh Dent, identified with various amusement enterprises thru the Southwest, is the capable business manager, while Artist Chas. Cassius looks after things in the studio.

Reports indicate that N. A. Lawrence is moving along very successfully with his two scenic studios opened last September, one at Sault St. Marie, Mich., and the other at Sault St. Marie, Ont. The Canadian business is managed by Mr. Barrett.

Tommy Wirth has been doing some good scenic work this season for the Temple Stock Co., Malden, Mass. His settings are particularly worthy of note, especially those for "Care Girl," for which he received much deserving praise. Tommy is well liked in Malden, where he has many friends.

Thos. G. Moses, art director for the Sosman & Landis Studios, is at Dallas, Tex., painting the curtain and mural gardens in the new Majestic Theater now under construction. Mr. Moses states that this new Dallas house is one of the most wonderful in the country, having a number of unique features that make it interesting.

Little Theresa Sparks is another scenic artist who may be expected to reach the top. Miss Sparks is now employed with the Bodine-Spanjer Studio, Chicago. Two years ago she was given her first opportunity to demonstrate her ability when "Den," then manager of the Hulzizer Display Background Studio, Des Moines, Ia., gave her employment.

Louis St. Pierre, scenic artist of note, has accepted the management of Fisher's Majestic Theater, Madison, Wis. Mr. Fisher, it is reported, will bring to Madison a new industry, with which Mr. St. Pierre will also be identified. His plan is to make Madison the base for the manufacture of scenery, picture screens and property supplies for the entire Fisher Circuit of theatres.

Boyd P. Joy, of the Universal Scenic Studios, Inc., at St. Paul, recently delivered a nice order of scenery to the El Kabir Temple, Nobles of the Mystic Shrine, Cedar Rapids, Ia., and incidentally remained for the ceremonial in which fifty four candidates "crossed the burning sands." While in Cedar Rapids, Mr. Joy was a guest at the home of Milo B. Denny, an old friend and scenic artist, who at present is devoting much time to mural painting.

BOKAYS AND BOWS

(Continued from page 55)

lesque show and harmonize the wheels while they are wheeling.

The Reo also has a freak in the nature of two women that were born attached to each other. They will be a big hit in this country if they do not split.

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MAGIC AND MAGICIANS

Edited at the Cincinnati Offices of The Billboard, Where Letters and News Items Will be Gratefully Received.

Mentalists will find some "handwriting on the wall" in the Cosmopolitan for March.

"An Honest Living by Fooling the Public," reads a line on the card of Magical Irving.

The Great Blackstone, we are told, will open his new show at Newburg, N. Y., March 23.

The Great Herman, back in New York and looking fine, reports "progress." No, nothing new in his act.

The Great Leon is now appearing over the "Deisney Time" on a ten weeks' contract with the Keith Office.

Extra! No crystal gazers in Chicago last week. Guess they sold every book published on occult science, etc.

Mrs. O'Conner and little "Willie" will arrive from England March 26 to join "Lapa" O'Conner. Welcome, "Mom."

The Great Brindamoor, one of the old school, is among the latest to give up the "cuffs" and don the Turban. Reports from the Southwest have it that he is doing fine.

J. Bea Fitch will be lost to the S. A. M. in early April when he sails to take up residence in England. The loss will be England's gain. Bon voyage—happy back, Mr. Fitch.

Prince Buddha reports the closing of a successful season with the Joyland Revue Company on his attraction of "Oriental Mystics," and is now playing independent dates thru the Southeast.

Ladies' Night at the S. A. M. will be celebrated April 2, and to magic who will be in New York at that time is passed the word: "Bring a bag of tricks and drop in. Eats 'n' everything."

Carrying ten people, the magic, illusion and novelty acts show of the Great Burton will open under canvas May 20 at Columbia City, Ind. Auto trucks and passenger cars will be used for transportation purposes.

Biff! Bing! Bang!!! That's the way magic and mystic shows have been appearing in Columbus, Ga. After Rex, the Mental Wizard, had showed at one house in that town for a week, Zangar, the Mystic, followed at another theater for the next week, with Alexander, the Man Who Knows, coming several days later for

a half week's appearance at a third place of amusement in the same bailiwick.

A devout reader of these columns advances this one: "Harry Houdini has proved conclusively that he originated the 'Transport Chain trick,' but who originated the 'Hindu Boxes'?"

Our Chicago correspondent, in telling of a recent meeting with Jud Cole, states that Mr. Cole never looked finer or appeared brighter and, with the exception of a slight cold, has been enjoying the best of mental and physical health.

Word from W. A. Quackenbush, dealer of Big Flats, N. Y., on the sale of magic tricks, rare books and novelties, confirms the reports from various sources thruout the country that literature and properties sold by conjurers are in greater demand than ever.

A magic show "what am" is promised for the coming season at Luna Park, Coney Island, where Servais Le Roy has contracted for a theater. Hugard will have the same house he had last year and a noted English illusionist will have a third amusement palace there.

Merceda, it is said, turned down a \$4,000 contract for a two weeks' appearance in London, on account of his growing business recently started in New York. Had he accepted it is safe to assume that popular favor would have kept him in work on the other side for many months.

To enjoy a bunch of good laughs mingle in a crowd pouring out of a theater where a real magical performance has just concluded and listen to the solutions and theories advanced loudly by persons of the "know-it-all" class. Oh, boy, how wide these birds miss their verbal mark.

Ernest A. Yates, now playing clubs, lodges and private entertainments in the Boston district, is a great booster for the occult, in the offering of which he has been engaged for the past nine years. He is arranging a full evening's show which, according to plans, will soon have its premiere in the New England section.

The Winnipeg Wizards' Club showed itself right on the job recently in bringing to time a member who, thru his identification with the organization, attempted to take advantage of an advertiser. The matter was brought to a satisfactory conclusion. This shows one advantage of such a society.

A letter from Richard Lawrence, regarding the "Peerless Cell Escape," states: "Originated and perfected by me the cell can be constructed on the stage and thoroly examined by any committee using any kind of locks. The performer also can be searched before and after the escape, which is accomplished in a few minutes."

Magicians having talent for sketching will find interest in the book "Stunts With Chalk" (2nd edition), by Edward Christman, U. S. Navy artist, now off the press and offered by the B. L. Gilbert Magic Co., Chicago. It contains many tricks and evolution pictures and articles by F. G. Thayer and Mme. Schumann-Heink.

Since Leona LaMar, programmed as "the girl with a thousand eyes," gained prominence in big-time vaudeville, about empty steen persons identified with this form of art have used the same billing. Wonder if a party, minus an optic, and taking to this particular line, would change the now seemingly stereotyped sketch title to "thousand and one eyes?"

"The Magical Revue of 1920," a small cast, headed by the Nelsons, a pair of Columbus, O., conjurers, will set out on its first season this month, en tour thru the Buckeye State. A two-hour show will be offered, with mindreading, crystal gazing, illusions, Hindu magic and spirit effects constituting the program. Special scenery, lights and apparatus will be carried.

Mystic Clayton's big car got stalled in the snow up in Connecticut a couple of weeks ago, but he managed to get thru with his trunk of baggage and make his date in Passaic, N. J., where another house record was added to his list and he "pencil'd in" for a quick return. He is considering an English offer to start after June 25, until which time he is booked in the East.

These reports on things magical in Buffalo, N. Y., are from J. P. Ormsen, the Bison City magician; LaTempie, illusionist, la being warmly received at the local houses. The White Inps a team of clever performers, going good in escapes. Chas. Peater & Co., illusions

and ventriloquism, kept busy. Chas. C. Arras baffles 'em with his series of self-liberations, in which the mail-bag get-away is featured. Ray Hartman, with Chinese makeup and up-to-the-minute Oriental settings and apparatus, is town talk. Prof. John Hart has the fans sitting up during his magic and Chinese linking rings.

Martinka & Co., established in 1873, the oldest magical supply house in the United States, is announced for sale. The former owners of this well-known New York City enterprise retired independently wealthy. The present holder's time is taken up in another line. The concern is enjoying a flourishing business and has a complete workshop to manufacture anything in the magical line.

Odd incidents lead to sales. Recently a man went to Chicago, after reading in these columns that a firm of that city was selling crystal-gazing globes. The item gave no address, so the party canvassed the Loop until arriving at the Economy Book Shop, 33 South Clark street, where an entire window of 'em was on display. The Economy people report a growing demand for the globes from performers and have a goodly amount of the theatrical size in stock.

The greatest magic show ever attempted will mark the monster doings of the Society of American Magicians in New York City the coming June on the night following the annual dinner of that body, according to early plans. One hundred magicians are wanted to participate in the affair. It is said, with five new effects each and, to avoid duplication, it is suggested that the willing ones send on their applications now listing their effects.

Lee Franklin, who recently completed a "hitch" in Uncle Sam's Army, was a visitor to the sanctum of this department last week and, doing magic, punch and ventriloquism, he recounted observations made in this line while stationed in England. Magic is not only alive, but very healthy over there, he explained. Franklin, now rearing up at his home in Cincinnati, will set out soon with a caravan attraction.

Madame Marine was in Kansas City recently, before starting southward to open her illusion and crystal gazing show, and proved a delightfully charming visitor to the office of The Billboard there. The Great Fairstone is in her company. Upon completion of present bookings, which carry on until next fall, Madame Marine will return to K. C. to frame what is planned as one of the biggest mindreading road show productions.

Conjurers in New York put in a good deal of spare time at the N. V. A. Club. The other day, report has it, ten of 'em were in one corner vying with one another for card manipulating supremacy. Then came the topic of who invented the egg bag stunt. On this Horace Golden won out. He is the loudest talker, even greater than Billie O'Conner. Henry Chesterfield is acknowledged the best posted magician as he always decides the "important arguments" on the black art.

Newly made members of the Pittsburg (Pa.) Association of Magicians are John W. Kriako, George W. Hall, Wilbur M. Moore and Chas. H. Sand, Jr. Those who belong to this live organization, according to Harry A. Weltzel, are bubbling over with pride on their efforts as a result of praise from Jack Stahlain of Aberdeen, S. D., who has been in their fold for several months. Van Hoven, the dippy mad magician, and Silent Mora, who held forth at vaudeville houses there recently, were honor guests.

Poole Bros., who conduct the magical exchange in New York City, advise that they have fully equipped and helped in the staging of a five-people magical act playing solid United Time and a seven-people act of magic, booked on the Pantages Circuit. These dealers are said to be the only ones in their line who are members of the National Vaudeville Artists, Inc., their business being exclusively with the professional or performer who seriously regards his work as an entertainment art. Recent enlarged facilities enable them to build stage illusions and increase their output.

A stunt employed by Zangar, the Mystic, in meeting people in a booth in the foyer of the theater and, without charge, answering questions they wouldn't ask before an audience, is said to be proving popular. Last week we received a telegraphic report from Jacksonville, Fla., stating: "Zangar opened here to a capacity house. Sensational hit. Has great advertising novelty in Nellie King, who makes parade in auto playing selections on a una-fon asked for by public. Predict large week." The message was signed: "Sid Walker, Manager Hippodrome."

A letter from Zangar states that J. J. (Doc) Wilson is no longer with him.



Crystal Gazing Supreme

You can do it. Complete act, routine and patter. Questions collected from the audience and then destroyed in plain view. Questions answered with the aid of ordinary crystal, or any article used in lieu thereof. Two methods thoroughly explained Very easy.

Questions collected from the audience and left in plain view throughout act. Two methods of working. No apparatus required.

Questions answered and actual message handed out to the audience or returned to the writer. Two methods of working. A sensational effect. Questions answered in audience. No apparatus. Wonderful.

Parlor mind reading. One that will make a hit any place.

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MAGICAL CHIT-CHAT

By WILLIAM J. HILLIAR

MAGICAL DEALERS

Under existing conditions it seems impossible for a dealer or inventor to protect a new idea in magic, and as soon as something new is placed on the market he is at the mercy of an army of leeches, who suck all of the goodness he should derive into their pockets already bulging with tainted money.

There is a remedy for this state of affairs—and what we believe to be a simple, yet efficacious one.

Let all of the legitimate dealers and manufacturers form a protective organization—just as the actors have, just as merchants have—making membership extremely easy for any dealer who possesses the merit of honesty. The outstanding by-law of the organization should be that no dealer shall copy or offer for sale a new effect produced by another member for a certain period of time, thereby giving the producer sufficient time to reap a financial benefit before his trick becomes common property and listed in every catalog.

Keen rivalry would exist, perhaps more so than under existing conditions, for the dealer who was fortunate or clever enough to devise or acquire something new would have the satisfaction of knowing that he would have protection when his article was placed on the market.

In all advertising matter the dealer would mention the fact he was a member of the organization, thereby assuring the purchaser that he would receive full value for his money. Every member of all magical societies would be advised to deal only with members of the manufacturers' association, magical magazines would accept advertisements only from bona-fide members, who would be able to increase their space, thereby more than covering the loss of revenue which might accrue from the few outlawed amateur dealers, who would soon have to mend their ways or adopt some other means for an addition to their income.

The dealer's place in magic is unique in many respects. He is the connecting link between a dream and a reality. He is often called upon to take an almost impossible suggestion and convert it into a practical, mystifying illusion. He must be forever on the alert for something new, must be patient and courteous to the hundred and one visitors who are looking around "just to see if you had something new"—some of whom it must be confessed, after being shown an idea, go home and proceed to construct the trick themselves. He is consulted by the biggest magicians and illusionists, even by those who have their own shops in which is constructed most of their paraphernalia. Whenever they get "stuck" on the working out of some problem, they go to the dealer to solve it for them.

OUR LITANY

With Apologies to H. L. Mencken

From the back hand palm, the ill-fitting dress suit, the red plush table drape, the amateur magical dealer, the gold burlon fringe, ex-posers (intentional and otherwise—mostly otherwise), imitators, dirty finger nails, a "pull" that gets stuck, asking ladies to select cards from a greasy pack, "There's nothing in the hat—there never was," "Ladies and gentlemen, I will deceive you this evening" (perhaps you won't); bow-legged magicians, managers who won't play magic acts, stage hands who tell you about the local amateur who "does the same tricks," coat sleeves that hide your shirt cuffs, "Yes, I'm going to put out a big road show next season;" books (?) on magic written by tombstone cutters, "I'm as good as Houdini or Blackstone," rising cards that won't rise, those who murder the two classics (egg, bag and dice box), magicians with a Hamlet-like expression who talk words learned from a book on comedy "patter," invitations to dinner ("a few friends coming over, etc., etc."), a Herrmann make-up, unshined shoes, female assistant with gas-pipe legs in tights, "my whole show will be entirely new next year," "I could run the Sphinx better than Dr. Wilson," those who say they "do" magic, an aching tooth and waiting for Dr. Ervin if another magician happened to be in Kansas City, and from everything that is detrimental to magic Good Lord, deliver us!

All magical societies, together with jealousias and personal likes and dislikes, should be thrown into the melting pot, and from the crucible would resolve the greatest organization of its kind the world has ever known. A monster society, whose membership would double within a year, each branch retaining its president and other officers, but being conducted under the jurisdiction and protection of the headquarters—a society of magicians cemented into one indivisible union, majestic and all powerful in

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its might, relentless in the pursuit and annihilation of the Judases, but with the open purse of charity for the unfortunate and sick. Then will the sun shine on magic, then will one be able to shout from the housetops that magic has come into its own, then not the costliest jewel on earth will be able to replace the emblem of his grand organization proudly worn by each member, and then, and not until then, will those who have the very best interests of magic at heart feel really satisfied with the progress that recognition of their art is making.

New Theaters

The exterior work on the Victory Theater, Evansville, Ind., will soon be completed.

Work on the New Caddick Theater, Evansville, Ind., has been started.

Murray Brothers of De Funiak Springs, Fla., are to build a \$15,000 moving picture house at Dothan, Ala.

A combination theater and dance hall will be erected at Mt. Morris, N. Y., at a cost of approximately \$75,000, on the site of the former McMahon property.

J. T. Freeman will build a modern theater at Freeport, Ill., to cost at least \$125,000. The house will be strictly fireproof and will have a seating capacity of 1,200. Pictures and vaudeville will be the policy.

A theater with a seating capacity of 1,600 will be erected at Oakley, near Cincinnati, O., in the near future. A unique feature will be the elimination of stairways to the balcony. Instead there will be a concrete runway.

Jethro Almond, will soon open a picture and vaudeville theater in Albemarle, N. C. This enterprise will in no way interfere with his tent road show.

An \$800,000 picture theater, with a seating capacity of 800 persons, will soon be erected by the Jensen-Von Herberg Company at Great Falls, Mont., to run second-class pictures.

Work will soon be begun on another picture theater for the Roseville Section of Newark, N. J. The theater will be erected for Louis Kappelan, and has been leased to Bratter & Pollack, operators of a string of theaters. The building will be of brick and steel construction, will cost about \$150,000 and will have a seating capacity of 1,500 persons.

Hillyard, Wash., will have a large modern picture house early in the spring. O. W. Newton expects to close a deal with W. W. Willerton for the long-time lease of a new theater building to be erected by Mr. Willerton at a cost of \$30,000, with a seating capacity of 900. The deal is to be financed by the Bialto Amusement Company.

J. D. Rice, owner of the Dream Theater, Chehalis, Wash., announces that he expects to build a new \$50,000 three-story theater building in that city.

Work on Mt. Gilead's (O.) new picture theater will be begun on March 15, and will be completed about May 30. The theater will seat 300 persons and the stage will accommodate small vaudeville acts.

The Keith interests are planning to build two new theaters in Dayton, O., at a cost of \$1,500,000.

J. M. Sayeg, who is the manager of the only picture theater in Ennis, Tex., will erect a fine new theater building in the near future. The house will be modern thruout and will have the latest equipment.

O. A. Mohrenstecher, owner of the Majestic Building, Quincy, Ill., will finish the theater building in the rear of the building, for which the foundations were built several years ago. This will give that city another modern playhouse. Vaudeville and movies will be featured. The new house will seat 1,200 persons.

The old Centennial Hall, Pottsville, Pa., which was destroyed by fire several years ago, will be the site of a new theater and auditorium. W. B. Shugars has been granted permission by Judge Wilhelm to sell the property at a private sale and plans are being drawn for a modern building.

Plans have been made for the erection of a new theater on the present site of the Roma Theater Building, Bellaire, O. The policy will be legitimate attractions and pictures.

Lon Burton, manager of the Marion Theater, Live Oak, Fla., is remodeling and equipping the old Barton Building, that city, at a cost of \$50,000, for pictures. The house will have a seating capacity of 750 persons.

George Kaufman will soon erect a picture house in New Orleans. A stage large enough to accommodate vaudeville and road attractions will be built.

A picture theater is being planned at Pendleton, Ore. It will cost approximately \$80,000 and will have the latest equipment, including a high-class pipe organ. The new house will open about September 1.

Dowagiac, Mich., is to have an \$80,000 moving picture theater which will rank among the finest in Southern Michigan. It is said, L. E. Larkin, manager of the Beckwith Theater, is promoting the enterprise.

A new corporation, known as the Citizens' Theater Co., is planning to erect a modern theater at Brazil, Ind. Work on the new house began March 7 and it is hoped to have the structure completed by October 1.

Bids for the \$400,000 theater at Terre Haute, Ind., were opened March 4. The house will be called the "Indiana."

According to well-founded reports Mount Morris, N. Y., is soon to have a new \$75,000 theater.

Have you looked thru the Letter List in this issue? There may be a letter advertised for you.

MINSTRELSY

COMMUNICATIONS TO CINCINNATI OFFICE.

It is rumored that John W. Vogel's Black and White Revue closed in Ohio Saturday night, March 5.

R. M. Harvey was not reluctant in declaring that he did not care how many minstrel shows were in operation, if they were all good ones.

Lee Edmonds breaks his long silence and says that the Lassies White All-Star Minstrel are getting the coin as usual. The show is headed East and expects to be back in the "Buckeye State" some time in April.

Roscoe & Hockwald Georgia Minstrel turned them away again at the Mason Theater, Los Angeles. This was their second week here this season, and it looks like they are good for a third repeater this season.

They say that Frank H. Mytys, of the Belmar Harmony Four, with the Twentieth Century Minstrel Revue, never fails to receive an unusual fund of applause with "Don't You Remember the Time." It is also said that the top tenor hits an E above high C in natural voice.

George W. Englebreth, former minstrel man, in recalling marvelous minstrel vocalists, past and present, observes that Al Tyrell (now deceased), was a truly remarkable singer. George states that Tyrell, who was premier soloist-comedian with John W. Vogel some ten years ago, was in a class with Paul Dresser and Richard Hoesa.

Since "Whit" Lenox died of the "flu" about a year ago his brother, Jack, of the Original Musical Lenox Bros., has been working a single. Lenox, who went over sea to help civilization from the ravaging onslaughts of a heartless enemy, has a younger brother in a conservatory of music. Jack is with Christy Bros.' Show.

Roscoe & Hockwald are threatening to put out a No. 2 company. The executive staff of the No. 1 show, besides Owners Roscoe and Hockwald, is as follows: Frank Mahara, business manager; W. H. Bullen, advance representative; Ed Tolliver, stage manager; Geo. Bryant, musical director; Billie Maxey, supt. wardrobe, and Bill Jackson, carpenter.

Needham & Denner threaten to operate the John W. Vogel Big City Minstrel on a larger scale next season. Al Tint, who conversed with Mr. Denner last week, let us in on the information. According to the jodeler, Needham & Denner have disposed of their car and will have a "hotel" show next season. South-

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TAYLOR TRUNKS

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ern territory is picked for the organization, Tint says.

Arthur Samson, late interlocutor with Arthur Deming's minstrel act, is doing a double with one of the "weaker" sex. At present "Doc" is visiting friends in Joplin, Mo., where he is a member of the B. P. O. E. No. 591, and will shortly take the act to Chicago. He claims to be somewhat lost with his present partner after his long association with the "bigger" delineators, but says he is fast gaining knowledge of feminine actions.

The commentaries that daily papers award minstrel shows or individuals become, when available, a part of this column. The editor of the latter cannot resist in passing along to readers the sentiment of a critic on The Times Herald, Waco, Tex., which is as follows: "As a whole, 'Lasses' White and his company of

artists are commendable in every particular and certainly those who were fortunate enough to witness their performance are indebted to Mr. White for a minstrel treat extraordinary."

According to a "trustworthy report the Eagles' Lodge No. 407, Hamilton, O., is planning a benefit show April 6-7 at the Jefferson Theater. Mickey Flynn, Will Harvey, Jack Sheaf, Stas Herbers, Jimmie Wilson, Mark Schneider, Art Dowling, Edgar Wagner, James Fisher and Bob (Rags) Downey, oldtimers who are members of the lodge, are going to spread joy. The production will be under the direction of Carl Lehmkult, a well-known business man of Hamilton and musician of note. The veteran "Pop" Bank, of Columbus, will furnish the scenery and costumes.

Happy Bert Allen has assumed full charge of the stage with Ill Henry's Minstrel. Mr.

and Mrs. Pete Lavelle will exit from the show April 1 to join the Hagenbeck-Wallace Circus. Pete will play in the band and his wife will manipulate the callopie. George Morales is scoring with "The St. Louis Blues," a new first part number. Willard Weber continues to draw much attention with his conscientious effort. Eddie Bolton will leave shortly to join the Famous Gibbs Family for the summer under canvas. He is a great shouter of "Frozen Sweets." Bill Conking is the same old joker and ineiter of laughter.

Most any time, a group of oldtime minstrel celebrities can be seen hanging around the Rose Costume Company, Chicago, which is conducted by Will Oakley, the once silver-toned tenor. Banks Winter, Lew Nelson, William Mills, Geo. Moon and Jack Shannon are among the frequenters. Speaking of oldtimers, Minstrel Mitchell, who can relate some interesting dialog in his own magnetic way, saw Dick Jones perform the other night in the "Windy City" and says the old fellow sings and dances the same as ever. Since that night Mitchell's memory has been crowded with portraits of the old days. Mitchell, who devotes a laudatory chapter to Jones, is often aroused with eager curiosity as to why the latter did not revive that beautiful act he did with his partners, Baker, Manning and Davis. Mitchell says that minstrel boys are always welcome at the Rose Costume rooms, where "Billyboy" is on file and plenty of burnt cork if they need any.

As the season of the Lassies White All-Star Minstrel draws to a close William T. Spaeth, whose faith in the possibilities of the minstrel business of the present and future has been realized in an artistic and financial way, goes on planning for a still bigger and better show if possible for next season.

The show, which has been on the road thirty weeks' has covered nearly every section of the East. The press has been unanimous in praise of Lassies White's minstrels everywhere. Mr. White, for whom the show has been named, has not attempted to give the entire performance, but has surrounded himself with the best talent available and has encouraged all with the organization to put forth their best efforts at all times. This has had the effect of giving a highly pleasing performance at all times and the show will close the season with a performance as satisfactory and pleasing as on the opening night.

The show will close the season with but very few changes in the cast. Eddie Powell, Jim Frichard, Slim Vermont, Lee Edmonds, Harry Harvey, Price Jenkins, Roscoe Humphrey, Paul Cholet, Frank Long, Herbert Schultz and O. W. Osborn are all with the attraction.

The advance is still being looked after by Grant Luce, ably assisted by George Moxley.

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AFTER SUCCESSFUL TOUR

Mrs. Reavis Returns to America

New York, March 8.—Mrs. H. King Reavis, colored prima donna, after completing a very successful European tour has returned to America to visit her family, and recuperate before returning for her 1921 season on the continent.

Without doubt Mrs. Reavis has set a new high mark in art and music standards.

By royal command she appeared at Buckingham Palace on August 9, 1920, to sing before their guests, the Princesses Victoria, Prince Albert, Henry and George, Queen-Mother Alexandra, Empress Marie of Russia, Princesses Victoria and Prince Waldemar of Denmark. When King Alfonso of Spain and his queen visited London last year she sang for them at a private recital at the residence of the Duke of York, whose guests embraced only the highest reaking nobility of the continent. She was starred at the great Victory ball, given under the royal auspices at Royal Albert Hall.

THE SPORT OF THE GODS

The Reel Producing Co. is busy with a top-notch company at the Tolden studios in the Bronx, N. Y., making the interior scenes for its production of the Paul Lawrence Dunbar story, "The Sport of the Gods."

Richard Abrahams, Miss Boyer, Mrs. Lucille Harper Brown, Mattie Christian, Edward Brown, Harry Perkins and Leon Williams are the principals. About seven white artists are engaged in portraying the necessary supplementary parts. Mr. Vernott, a former Pathe director, is in charge of the production. June 1 is the release date set for this, the first of a series of super-productions by this company. Mr. Robert Levy, its head, was the organizer of the Lafayette Players and the five years with that body of players and their audiences enables him to determine with great accuracy the character of film that will suit the colored audiences of the country. His methods of production makes it possible for him to keep constantly employed a number of the best screen artists of the race.

STRONG COLORED SHOW FOR BROADWAY

"The Mayor of Jimtown," the new Miller & Lyles-Slesie and Blake production, which will be reviewed in the next issue of The Billboard, is the first big effort in years to place an attraction composed of Negro artists on the big White Way. The Palm Beach Four, Greenlee and Drayton, Lottie Gee, Mattie Wilkes and Gertrude Saunders are some of the principals.

There is every reason to believe that the show will prove to be just the novelty that faded Broadway has been looking for.

STARR DECLARES FOR CLEAN-LINESS

Nashville, Tenn., March 10.—Milton Starr, popular manager of the Bijou, who operates one of the biggest and best colored theaters in the South, announces that he has changed the policy of shows at the Bijou, and in the future will have the "best" colored performers and artists, and only those who can present shows that are clean and enjoyable.

"There will be no suggestive songs, jokes or dances allowed on our stage. We will endeavor at all times to have the best shows so that they will be enjoyed by every one entering our theater. "It is my aim," said Manager Starr, "to make the Bijou a place

COY HERNDON



Well-known hoop roller, now with Rusco & Hockwald's Minstrels. Formerly with Howe's Great London Circus.

J. A. JACKSON'S PAGE
 In The Interest Of The Colored Actor, Actress
 And Musician Of America.
 COMMUNICATIONS TO OUR OFFICES, 1493 BROADWAY, NEW YORK.

where your wife, mother or daughter may spend an enjoyable evening."

The Bijou has long been a land mark in Nashville. Years ago, before it passed into the hands of Manager Starr, it was managed by Mrs. T. J. Boyle. The theater was also controlled by the Jake Wells' Circuit, being managed by George H. Hickman. Some of the best productions of years gone by played beneath its roof. Since taking over the Bijou as a colored theater Manager Starr has by strict and untiring efforts made it one of the most popular colored theaters south of the Mason and Dixon line.

ED H. WINN STILL AN ARTIST

Many persons familiar with the profession in the days of Isham's Octoroons and the Oriental America, John Vogel's Darkest America and the Mahara Minstrels, remember Ed H. Winn, whose mellow baritone voice, dramatic reading and crayon sketches were featured with these and other shows, and have wondered what had become of Ed.

Eddie was unfortunate with several minstrel attractions of his own and sort of slipped from view. Rather than being a failure, however, Ed is one of the really successful men of his period. He was always an artist with colors, and today is conducting a most successful scenic studio in Pittsburgh.

Among the many contracts he has finished are the Anchor Theater, Star Theater, the Roto-wa Cabaret, the Camaphone Theater and the Crescent Dairy Lunch rooms. He has done many special sets for traveling companies and acts. He is always glad to see any of the profession who care to call at his East End studio at Penn avenue and Broad street.

GEORGIA MINSTRELS

Coy Herndon writes that the No. 2 show of Rosco & Hockwald's Georgia Minstrel is getting everything in readiness for the opening date, which will be Easter Sunday. Two of the principal comedians who will be with the No. 2 show are Eddie Singleton, late star of the Famous Busby Minstrels, and Straw Berry Russell. An eighty-foot steel ear has been purchased for the No. 1 show and is in readiness to be put in motion. The No. 1 show was in Los Angeles, Mason Opera House, for the week of February 28.

SOME EQUITY INFORMATION

There are seven classes of managers and film producers against whom the Equity Shop may be used at the discretion of the council. They are: (1) All New York managers not in the Producing Managers' Association; (2) Members

of the Touring Managers' Association; (3) The Chicago, Kansas City and Pacific Coast Managers; (4) All stock managers; (5) All repertoire and tent company managers; (6) All motion picture producers in New York and the East; (7) All motion picture producers in Los Angeles and the West. By including the motion picture producers the Equity throws down the gauntlet to an array of wealth and power that is formidable.

President Emersor said that the membership of the Equity would never be limited—that any and all who are eligible may join. Eventually, he thinks, every actor in America will belong to the Equity. As a matter of fact, the prime season for the Equity Shop is to get all in the acting profession into the organization.

MABEL WHITMAN AND HER DIXIE BOYS

The following is from a Canadian paper. It is gratifying to hear of any of our sets meeting with such favor:

"Mabel Whitman and her Dixie Dancers are making a tremendous hit in the new show at the Bijou, the act outclassing anything of the kind seen here in many a moon. Mabel herself is a stunning figure, blonde and stylish, gladly garbed and in every way fit for the Follies. Her dusky delegation of dancing boys show eccentric and acrobatic tricks in endless variety and at a speed that would take the breath out of most biceps-worn athletes. No such exhibition as this quarter gives is ordinarily expected outside the big cities—it is artistic, individual and distinctive. Also, they sing, and one of them is a tenor of silvery tone. A great act, worthy of a high position in any variety layout in the universe."

The act has played Montreal and Toronto and is still in the provinces.

THE NEW YORK PLAYERS

Marion Blake and the New York Players opened on the Martin Klein booking over the Southern Consolidated Circuit at Gary, Ind., March 7. The roster includes Coleman Titus, Elizabeth Williams, Alice Bredin, attie May Cowan, Beatrice Saunders, Ethel Moran, Percy Sanders, Joe Ivory, Edward Anderson, George Tilford, Jessie Burns, Theodore Carpenter and Marion Blake, with William Booe as manager.

A band and orchestra is being carried with the show. Six pieces are included in the company's repertoire. "Georgia Boy" is the title of the opening play. Others are "Cuba," "Exodus," "Tar Baby Tales" and Dixie Dodges."

HERBERT'S GREATER MINSTRELS
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 Headed for the coast. This show stays out year around. Can place two Trombones. Can place one Alto. First and Second Violin. Must read music. Can always place Comedians and Singers that double Quartette. Will place Tenor, first or second, or Baritone at once. Must be harmony singers. Booze fighters and disorganizers, save stamps. State just what you do and salary. Address Kansas City, Mo. JOS. C. HERBERT, Manager.

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Theatre Owners Booking Association

All Colored Acts and Companies are requested to send in their open time to SAM E. REEVIN, Suite 304-306 Pound Building, Chattanooga, Tenn. The T. O. B. A. is now booking every desirable theatre in the South and Middle West.

HERE AND THERE AMONG THE FOLKS

The Dunbar Theater, Columbus, has changed its policy. In addition to the pictures it will hereafter offer three vaudeville acts each week with a split week change of bill.

C. Tiffany Tolliver has opened a film exchange at Roanoke, Va. He will specialize in the handling of films produced by colored companies.

J. H. Williams (Blue Steel) has definitely abandoned the stage for good. He is managing the Lincoln Theater on Wythe avenue in Pittsburg, Pa.

R. L. Bailey, of Indianapolis, is the first Negro attorney to acquire fame as an authority upon legal matters pertaining to the stage. He is handling some of the bigger phases of the present circuit fight.

The Second Regiment Band, K. of P., of Columbus, O., after the cancellation of its contract to appear in the Inaugural parade in Washington gave a concert in its home town for the benefit of crippled children with such success that it has been determined to make it an annual affair.

Wm. Sorrel, the ventriloquist, is confined to his bed in Baltimore. The booking office of Brown & Sorrell, of which he is a partner, is nevertheless doing a big business and finding it difficult to get people with which to fill their orders.

Alta Bush left New York on March 14 with a new company and a listful of contracts.

Toney Langston, he of the "Old Roll Top" in charge of things theatrical on The Chicago "Defender" was a caller at the New York office of The Billboard. Toney is the wisest known writer or advertising man on any race journal. While in the city he corraled some big advertising contracts for his paper. He also crooked an elbow or two at Mr. Velstead. The "Face" has only hearsay for the latter statement.

Wesley Hill, basso, who has been acting custodian of the Dressing Room Club, has signed out with "The Mayor of Jimtown." The club loses for a time the services of a good official.

Martin Klein, who probably handles more colored acts than any agent in the business, left his Chicago office and journeyed to New York and Washington for a week or two. In all probability the trip will result in some further change in the alignment of the houses involved in the three way circuit fight now in progress.

Sergeant Mason and his sister Ruby, have consolidated their two big orchestras. Both are being managed from the same office on Seventh ave., New York City. Their date book shows a pretty full calendar of attractive contracts. Jimmie Parker is doing a nice little single that gets over well. He has been kept pretty busy in and around New York.

Daisy Martin, who has been busy with club dates and recording songs, opened for Loew on March 4. She is singing, "Bless My Swanee River Home," "I Won't Be Back Till You Change Your Ways," "I'd Like To, But I Am Afraid," "Show Me How" and "Love Making Men." She has recorded one of these for the Arto Phonograph Co. and holds contracts with four other companies.

Allea and Jones, the singing comedians, who really have the voices, were a riot at the Regent in Baltimore last week.

The Ella Goodloe Review was at the Lyceum, Cincinnati last week. If all the T. O. B. A. attractions come up to the standard set by this new one it will be some circuit.

Floyd Youag, formerly of Young and Young, has joined the Pat Williams "Dixie Belles. The company was last week at the Regent in Baltimore, where it attracted favorable press notices in the local papers.

Gulford and Browa are working out of the Keith Chicago office. They were at Terre Haute, Ind., last week.

The Lafayette Players have exhibited wonderful versatility in their three most recent productions. First, a comedy-drama; then a mystery play that gave Edna Thomas a chance to display her emotional qualifications. Last Week a Chinese drama was offered to good effect by the players. Inez Church, Evelyn Ellis, Barrington Carter and Babe Townsend all are demonstrating great capacity for character presentation.

"DIXIE BEACH GIRLS" A HIT

John H. Mason's "Dixie Beach Girls" have been meeting with success on the T. O. B. A. Circuit. The week of March 3 they drew good houses for Mr. Starr at the Bijou Theater, Nashville. Last week at the Lincoln, Louisville they repeated the trick. The company is headed for the West and has some excellent booking. It is playing "The Oyster Man," made famous by Hogan.

DUNBAR THEATRE
 Broad and Lombard St., Philadelphia, Pa.
 Playing first-class Musical Shows, Vaudeville, Dramas.

27TH YEAR
The
Billboard

The largest circulation of any theatrical paper in the world.

Published every week

By The Billboard Publishing Company,
W. H. DONALDSON, President.

In its own plant at
THE BILLBOARD BUILDING,
25-27 Opera Place,
Cincinnati, Ohio, U. S. A.
Phone, Canal 5065.
Cable and Telegraph Address, "Billboy," Cincinnati.

BRANCH OFFICES:

NEW YORK

Phone, Bryant 8470.
1493 Broadway.

PHILADELPHIA

Phone, Tlaga 3525.
908 W. Stierer St.

CHICAGO

Phone, Central 8490.
Crilly Building, Monroe and Dearborn Streets.

ST. LOUIS

Phone, Olive 1733.
Gamble Building, 620 Chestnut Street.

SAN FRANCISCO

65 Pantages Theater Building.

KANSAS CITY

Phone, Harrison 3657.
1117 Commerce Building.

LONDON, ENGLAND

Phone, Regent 1775.
18 Charing Cross Road, W. C. 2.

SPECIAL REPRESENTATIVES:

Washington, D. C., 508 The Highlands.
Omaha, Neb., 216 Brandels Theater Building.
Los Angeles, Cal., 411 Chamber of Commerce Building.

New Orleans, La., 2632 Dumaine Street.
Atlanta, Ga., P. O. Box 1671.
Birmingham, Ala., 1007 The Woodward.
Denver, Col., 430 Sykes Bldg.
Seattle, Wash., 92 Madison Street.
Pittsburg, Pa., 316 Kellerman Building.
Cleveland, O., Hipp. Annex.

ADVERTISING RATES—Forty cents per line, agate measurement. Whole page, \$280; half page, \$140; quarter page, \$70. No advertisement measuring less than four lines accepted.

Last advertising form goes to press 12 M. Monday.

No telegraphed advertisements accepted unless remittance is telegraphed or mailed so as to reach publication office before Monday noon.

SUBSCRIPTION, PAYABLE IN ADVANCE.

	U. S. & Can.	Foreign.
One Year.....	\$4.00	\$5.00
Six Months.....	2.25	2.75
Three Months.....	1.25	1.50

Remittances should be made by post-office or express remittance in advance, or registered letter, addressed or made payable to The Billboard Publishing Co.

The editor can not undertake to return unsolicited manuscripts. Correspondents should keep copy.

The Billboard reserves the right to edit all advertising copy.



Vol. XXXIII. MARCH 19. No. 12

Editorial Comment

THIS is the twentieth annual Spring Special of The Billboard.

When we brought out the first one we little dreamed that it would grow to its present proportions.

The initial number appeared on St. Patrick's day, 1901. It was an experiment. In those days the regular printing order was 11,000 copies. In fear and trembling we decided to print 12,500 of the new special and increase the number of pages from 24 to 36, i. e., 32 and a cover.

This issue consists of 276 pages, and the edition is 90,000 copies—quite a growth when you come to consider it.

WE are frequently asked how we account for the phenomenal climb The Billboard has made.

We invariably answer that we can not.

We honestly do not know.

When we entered the field The Clipper was supreme and solidly en-

trenched, The Dramatic News was a vigorous publication, rapidly growing in favor, and The Dramatic Mirror was firmly established, with a loyal following in the legitimate field.

In the beginning The Billboard was little more than a joke.

No one regarded it seriously.

During its first year the best it got was an indulgent smile. Quite generally it was the raucous laugh.

But it was born endowed with great vitality—with more lives than a cat—and in time the billposters took it up in a listless, half-hearted sort of way, but even this grudging recognition proved electrifying. The managing billposters used to leave the paper lying around the shop, and their employees (the real knights of the brush) took to reading it. The latter used to vary the monotony of existence in those days with summer engagements ahead of circuses. Soon The Billboard was found on the advance cars, and the circus agents and advance men "got the habit."

Also in the nineties relations between journeymen billposters and stage hands were closer and more intimate than they are today. Doubling was far from being uncommon, so we soon in-

As factors in success or failure they are generally thought to cut little ice.

Somehow, tho, we can not help believing that ours, simple, plain and unpretentious as it is, has figured very largely in The Billboard's making.

When we first flung our little cap in the great big ring, it was customary for papers, especially of our class, when they printed a portrait of an actor, manager, agent, actress or vaudeville artist, to charge "for the cut." As a matter of fact the charge exacted was three, four and even five times the cost of the cut. It was, in fact, an indirect, and in our estimation a wholly uncommendable, method of selling advertising.

We determined never to sell a portrait.

As the portraits were almost always accompanied by biographical sketches or reading notices, we resolved never to sell these either.

Very early in the first year of the paper's life we also framed the rule that we would not trade them, that is, offer them as inducement for or to obtain display advertising.

Shortly thereafter the rule was extended to embrace reading notices of

profession and not a few of its very brightest minds.

AND so it is to the profession—to our readers—that the major portion of the credit must go for the fact that we have just had to add another great perfecting press, that we have been compelled to buy another plot of ground on which to erect a much larger building for a greater printing plant, and for the fact that we are enabled to promise here and now that the issue of the next Spring Special will go over the top with an edition of 100,000 copies.

QUESTIONS AND ANSWERS

M. V. L.—(1) Miller and Lyle are colored. (2) Mort Singer is general manager of the W. V. M. A.

R. R. F.—Our opinion of the soundness or fallacy of your views does not signify. The only thing that matters is do you honestly and firmly hold them? If so set them down succinctly and clearly, sign them, and then if we are satisfied that you are member of profession we will print them—always provided, of course, that they are not patently absurd or wildly ridiculous.

B. S. T.—The story in question excited considerable indignation along Broadway. We did nothing at all about it, for the good and sufficient reason that reckless, groundless charges of that ilk are best ignored. To challenge or deny them only spreads and magnifies them. Everyone who knows anything about actors and actresses knows that they must keep themselves perfectly fit and that physical fitness and drug addiction never go hand in hand. The story was a baseless, stupid slander of the profession, but one which will not meet with any wide or extensive credence unless professional people or their friends rush into print with challenges and defenses and thus draw attention to it.

J. J. C.—Because we never said anything of the kind. We have inveighed against great big quarter, half, whole and double-page ads for actors and artists, against "splash" ads, "crow" ads and "blow-your-own-horn" ads. But we see no objection at all to directory cards or simple, dignified announcements of the fact that a player is "at liberty," or will be disengaged at a certain time. As a matter of fact we believe the actor would do better to keep a small ad in The Billboard, containing his telegraph address and telephone number, and then stay away from the agencies. Nothing would more quickly do away with discourteous treatment accorded artists in the agencies at the present time.

Roi—The word "room" is not merely changing, but has changed its pronunciation. The vowel sound has shortened. The dictionaries lag behind language—necessarily. In the case of "room" the change is due to the fact that it has been increasingly used in compounds, such as ante-room, dark-room, dining-room, bedroom, bath-room, etc., in which the stress being on the first syllable, the value of the vowel sound in the second or third loses length. It no longer has the oo sound in doom or gloom, but that of the digraf in stood or hood.

The word broom is going the same way. So is soon. Coat exhibits, owing to top-coat, overcoat, sack-coat, etc., the same tendency. In England in the case of waist-coat, the change has long been recognized and established.

F. X. M.—There is a distinction and a very great difference between the "closed" shop, which by the way should be termed the union shop, and the Equity shop. The former takes account of a minimum wage, an "hour" day and apprentice allotments. The latter does not. Even if it is claimed that the essence of the differentiation lies in the right which Equity members reserve, i. e., to refuse to work with Fidos and unattached players, there still remains the uncontested and stubborn fact that in any agreement the A. E. A. has already entered into, the term "closed shop" has not been denied, and cannot be inasmuch as its very existence is universally denied by labor union leaders. These even contend that the so-called "open" shop is the only "closed" one—closed to unionists.

Marriages

COLLINS-TOWNSEND—Fred Collins and Jessie Townsend, sister of Mrs. Walter Williams, were married at the Haverstock Hill Registry Office, England, February 5.

FRANKER-WALKER—Franklin Franker, a motion picture actor and brother of William and Dustin Franker, and Edythe Walker, a Philadelphia movie actress, were married in a hotel at York Pa., February 22.

HERBERT-SKINNER—Bernard Herbert, of the Russell Bros., Paramount players, and Hazel Skinner, non-professional, were married at Hialeah, Fla., March 3.

HOE-HOLLISTER—Arthur Hoe, a Pacific coast business man, and Flora Hollister, picture actress, formerly the star in the "Stop, Look and Listen" company, were married at Riverside, near Los Angeles, February 27.

HOLSTEIN-POLLOCK—Herald Holstein, managing director of the Toledo Theater Stock Company, Toledo, O., and Esther Pollock, of (Continued on page 70)

OBITUARIES ON PAGE 206

SPRING AND SUMMER BUSINESS

WHAT OF THE OUTLOOK?

The Billboard has made a most careful and searching survey of the thought and opinion of experts and men of affairs as it is reflected in the daily press and the trade and financial publications for the last two weeks, and the result indicates that **BUSINESS DURING THE OUTDOOR SEASON WILL CERTAINLY BE BETTER THAN FAIR AND POSSIBLY EVEN A LITTLE BETTER THAN GOOD. IT WILL START OFF FAIRLY ONLY, BUT WILL IMPROVE SURELY AND STEADILY WITH EVERY WEEK THAT PASSES—BUT THERE WILL BE NO BOOM.**

At this writing—March 10—the only thing—albeit a large one—that may invalidate this forecast is the failure of the Reparations Commission in session in London, but even that would only slow up—only partially retard—progress in the United States in its march toward normalcy and prosperity.

There is no doubt that we touched bottom about January 15, and that we have been recovering steadily since that date. Business has been picking up and unemployment diminishing constantly.

There can be no sound or stable foundation for prosperity in Europe until Germany not only accepts terms, but undertakes—actually sets about the work of—meeting them.

There will be no great or marked improvement in America as long as there is hesitation, doubt or uncertainty in Europe, but there will be improvement.

Nothing whatever can wholly stay progress toward better times, not even a flat rejection on Germany's part of the Allies' final ultimatum—indeed, such a course might result in imparting temporary impetus on this side.

Hence we think we may safely say to the outdoor showmen: "Be of good cheer. Prospects for the coming season are very fair and everything indicates that they will grow steadily better as the season advances. Be careful, but proceed with confidence. Do not pinch or exercise over-caution in framing, but do not plunge either."

vaded the bill rooms of the theaters, and thence made our way back-stage.

That was all we needed. Like the camel we had gotten our nose in.

BUT it was not easy.

Nor was it quickly accomplished.

As a matter of fact it took several long years to get that far, and the task of providing the paper and postage for a growing circulation out of nothing but the profits on circulation—for in that day the advertisers were all strictly from Missouri, and had to be shown good and plenty—was a most difficult one.

But when we passed the ten thousand we began to deliver results, and the advertising finally came.

WE had, from the beginning, done as much advertising as we could afford. From this time forward we did more. We also put pretty near all of the money we made back into the paper, constantly improving and enlarging it.

And that is about all there is to tell, unless our policy had something to do with it.

IN this age of advertising, papers' policies are usually negligible considerations.

all kinds. If we boosted—and we did little else—we did it because we honestly thought the person, firm, merchandise, device, article or what not really deserved boosting, and not as a means of currying advertising favor.

FORTUNATELY, too, we early made the discovery that if we ever hoped to make the paper great enough to serve the profession usefully and to speak for and represent it with credit, it had to be bigger not only than any one of its editors, but bigger than the whole staff.

And so we set about getting into it as many minds as possible. In other words, instead of confining our attention to news only, we admitted opinion—threw our columns wide open to it. We quoted from letters we received, invited contributions from our readers and culled excerpts from other papers and periodicals. And when we began to hear from members of the profession, we did not edit their articles or strive to reshape or mold them so as to make them conform in any way with our own opinions. As a matter of fact we not only permitted, but encouraged the widest latitude in expression and range of subject.

As a result we have with us many of the most thoughtful members of the

If You Can Tell It From A Genuine Diamond SEND IT BACK

We mean it just that way. We want YOU to be the judge of the wonderful, dazzling beauty of our imported Mexican Diamonds, the best known substitute for genuine diamonds that cost one hundred times as much. To HAVE our goods, just mail us your name (send no money), state style and size of ring wanted, and we will select a 1-carat Mexican diamond, with dazzling rainbow fire, set in Lady's Solitaire Ring (price in our catalogue, \$1.98), and send you by mail, C. O. D., for HALF PRICE and War Tax—just \$2.63. Or same gem set in Gent's Heavy Tooth Belcher Ring (price in our catalogue, \$6.28), for HALF PRICE, \$3.25.

Our Mexican Diamonds are guaranteed for 20 years. Ring mountings are our finest 18k gold filled quality, fully guaranteed. Styles are shown in illustration above. SEND NO MONEY; just state size and mail this ad, or a postcard. If you're not delighted, mail back within two days and we will gladly refund your money, less nominal handling charges.

THE MEXICAN DIAMOND IMPORTING COMPANY, (Exclusive Controllers of the Mexican Diamond.) Dept. NB, LAS CRUCES, NEW MEXICO



WRITE FOR OUR FREE CATALOGUE showing dozens of different styles. We want a few live agents to make big profits, as others are doing. We do business on the square—been established for 18 years. But order a sample Ring, as offered above TODAY, so you CAN SEE FOR YOURSELF THE RARE BEAUTY OF OUR GEMS.

A 1/2 Price Offer To Introduce To BILLBOARD READERS

We have pleased hundreds of other Billboard readers and we want to please you—hence this one-half price offer. Nothing can prove the beauty and brilliancy of our Mexican Diamonds so well as seeing them. Our best pleased customers are those who have worn them for years. We have scores of unsolicited testimonials like these:

Washington, D. C.—"The lady's ring is a wonder and has undergone so many tests that I can hardly believe when I see a real African diamond that it is not one of yours. The other day a diamond expert looked it over and said it was a beauty."—SERGT.-MAJOR G. S.

Bronx, New York City—"I have samples of six comparable advertising substitutes for the South African diamond, but yours surpass anything I have or have ever seen."—JAS. J. D.

PUBLICITY PROMOTERS

What They Say and Do

By ALFRED NELSON

(Communications to our New York Office, Post-sam Bldg., 1493 Broadway.)

CAN YOU BEAT IT?—WE FELL FOR IT

It happened at Orlando. Scene, Johnny J. Jones' private office. Enter an actor who was playing with an attraction at Phillips Theater, that city, who was an acquaintance of both Mr. Jones and Ed H. Salter, his "Hired Boy." During the course of conversation the actor remarked: "That was a mighty fine write-up The Morning Sentinel gave you, Johnny, and I see that Ed Salter came in for a share as usual." "Yes," replied Jones, "Ed never mentions himself without giving me a kindly word. That's one good trait in his work."

There was much rejoicing among the Theatrical Producing Managers' Association executives when William Raymond Hill, who has been invalided for some time past, made his reappearance on Broadway fully rejuvenated, and the P. M. A. lost little time in getting William Raymond's signature to a lucrative contract for him as the master publicist for the Producing Managers' Association. "A good man is hard to find," but the P. M. A. found him. "Naf Ced."

Valdosta, Ga.

My Dear Nelson:

Why a long letter? Dixon is writing what I think. Why waste your time with two chapters of the same story? What we need is an exclusive agents' organization—for agents only—by agents. Yours for success in The Billboard. (Signed) J. B. CONNELLY.

THIS IS INTERESTING

To Editor Agents and Managers' Column, Billboard Pub. Co., Cincinnati, O.

Dear Sir:

Having never known the editor of these particular columns of the popular theatrical journal compels me to address you in such a manner. But for your information will say that your editors of musical comedy, also dramatic and repertoire pages, will, I dare say, recall my various connections in the past with several of the leading Middle West dramatic and musical productions.

Since early last season and up until about a month ago I was out west of Kansas City routing and booking "Saucy Baby," musical comedy, which gave very good satisfaction over a greater part of the Western territory.

However at this time I am here in Chicago at agents' headquarters, so to speak, Hotel Planters, and have several propositions offered for the coming season, but just what the "office" will be I'm not in a position to say at this time, but if you have the space for a short squib you might mention my being here, because this often brings "Old Pals" together, etc.

Very truly yours, (Signed) E. N. JACKSON, Hotel Planters, Chicago.

COMMENT

Agents do not have to know the editor of this column to get representation in this department. We are glad to hear from agents and herald their activities, furthermore make their acquaintance personally whenever possible to meet them, and when that is impossible we are glad to hear from them by mail, and the ever increasing mail from agents encourages us to further efforts in making this department interesting and instructive to the fraternity at large.—NELSE.

Tom Corby is still the business agent of the Billers' local, of Cincy, and handling all the extra work.

Ed (Mickey) Norton, last season advertising agent at the Olympic, of Cincy, is now out ahead of Fanchen & Marco's "Satire of 1920."

William J. Hillier has christened the Rubin & Cherry Shows "The Aristocrat of the Tented World," and this subtitle will be used on all advertising matter this coming season.

Jimmie Orr has signed up as a 24-hour man ahead of the Sells Photo Show that opens at the Coliseum, Chicago, April 9, thence under canvas at St. Louis April 26 for the season en tour.

"Hank and Jake," that great billing two, who were at the Olympic, Cincy, last season, are now setting the town afire for the Empress,

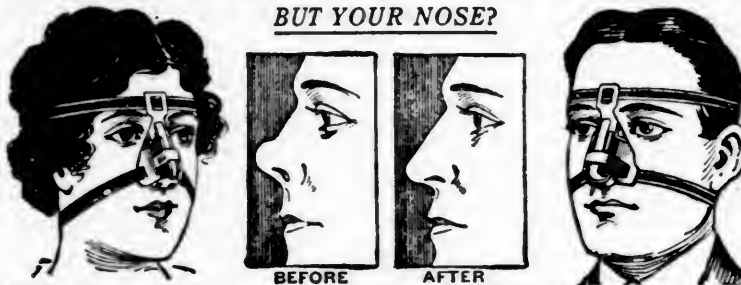
(Continued on page 70)

GOOD NEWS Agents for H. & M. Professional Wardrobe Trunks

Write for Catalogue and Prices. We make Professional Luggage.

SCHWIEDER'S TRUNK FACTORY SPRINGFIELD, MISSOURI

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 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.

Write today for free booklet, which tells you how to correct ill-shaped noses without cost if not satisfactory. M. TRILETY, Face Specialist 1550 Ackerman Bldg., Binghamton, 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 scenic production of any opera or play ever staged. Absolutely reliable service. Catalog.

At Liberty SHOW PRINT PITTSBURGH. POSTERS, BANNERS, ETC.

WE CAN SAVE YOU MONEY ON SCENERY TIFFIN SCENIC STUDIOS TIFFIN, OHIO

DESIGNERS AND PAINTERS OF ARTISTIC STAGE SETTINGS

Theatrical Briefs

Bernard McGraw, of Canisteo, N. Y., has opened with E. H. Little as agent for the season of 1921.

Ted Jones has leased the pavilion at Eureka Park, near Mannington, W. Va., and will remodel it into a moving picture house.

The Roper Theater, Council Bluffs, Ia., has been purchased by the A. H. Bink Company, a \$3,000,000 concern, who took possession of it March 1. The theater will be entirely remodeled and the seating capacity increased.

The new Capitol Theater, Farrell, Pa., operated by the Stahl Bros. Amusement Co., opened its doors the last part of February. The house is modern in every respect. Moving pictures will be the policy.

Dwight Watkins and his son, Neil, have purchased the lease of the Princess Theater, New Lexington, O., from the Imperial Theater Company, Zanesville. Neil Watkins, who has been managing the theater for the Imperial, will continue in that capacity.

The directors of the Community Theater Company at Donaldsonville, La., at a meeting February 24 decided to rebuild the rear end of the building and stage which was destroyed by the storm last September, the estimated damage of which is \$10,000.

The Best Theater property, of Birmingham, Ala., has been purchased by Marvin Wise, owner of the Alcazar and Odeon One Theater, from M. A. Marll of Savannah, Ga. Wise will remodel the house and present high-grade motion pictures.

The Isis Theater, San Diego, Cal., will be remodeled into a motion picture house, according to an announcement made by Dodge & Hayward, lessees. A symphony orchestra of twenty pieces and special musical and entertaining features will be included in the policy.

The Nate Block Amusement Company, owner of the Crystal, Orpheum, Colonial and Royal Theaters, St. Joseph, Mo., has sold them to the Hostettler Company, of Omaha, Neb. Nate Block, president of the company, will retire from the amusement business. The present staffs will be retained and house policies maintained.

John J. Dolan, proprietor of the Hippodrome Theater, Carthage, N. Y., is planning to reconstruct and remodel the theater on an extensive scale, at an estimated cost of from \$25,000 to \$30,000. An addition will be erected in the rear giving a total seating capacity of 1,600, and a new ventilating system will be installed.

With the opening of the Midway Theater, formerly the Central, in the hill section of Wilkes-Barre, Pa., picture competition promises to become keener and developments are awaited with interest. Wade Morten, the new owner and formerly agent for William A. Brady's "The Man Who Came Back" company, has put considerable money into the enterprise and is remodeling the auditorium.

Two deals have been completed at Bellairs, O., by which two theaters change managers. The Miners Temple Theater on which Max Schaffer held a lease has passed under the control of the Soraggi Amusement Co. The Nuroma Theater, managed by Ray Reuter during the past year, has been acquired by a company of well known foreigners. The Miners Temple Theater presents pictures and tabloid musical comedies, while the policy of the Nuroma is confined to pictures.

The Rialto Theater, Deer Lodge, Mont., opened its doors to the public March 2. The stage, 22x28, is large enough to accommodate the average road show, and the dressing rooms are modern in every respect. The scenery was furnished by the Twin City Scenic Company of Minneapolis. A fire-proof asbestos curtain makes the stage absolutely smoke and fire proof from the auditorium. A Cremona theater organ has been installed. Jens Hanson is manager and owner of the house.

Be sure to look thru the Letter List this week.



CIRCUS HIPPODROME MENAGERIE

AND HIS MAJESTY, THE TROUPER



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.



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. 26 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.

SHOW CARNIVAL TENTS

Send for Catalog and Second-Hand List

J. C. GOSS CO.
DETROIT, MICH.

BILL POSTERS PASTE

EITHER WET OR DRY. We will treat you right.

INDIANAPOLIS PASTE COMPANY
INDIANAPOLIS, INDIANA.

SNAKES SNAKES SNAKES

READY TO SHIP

Orders filled same day received. Address Rio Grande Snakes Co., P. O. Box 743, Brownsville, Texas.

Tent Poles and Stakes, Circus Seats

Tents 90x140, 90x170, 100x150, 100x220. Send for money saving list. PEARL VAN, Northville, N. Y.

Everybody Buys It. Tries It. Wants It. What????



Gast-O-Pine

(The Liniment of the Age.) Margaret Gast, Champion Cyclist, recommends this wonderful Semizola Indian OIL. GOOD FOR Athletes, Rheumatism, Neuralgia, Neuritis, Muscles, Joints, Bruises, Pains in Chest, Throat, etc.

All druggists, or send for \$1.00 Bottle

GAST-O-PINE CO., 1967 Broadway, New York.

SIXTEEN-DAY RUN

For Sells-Floto in Chicago

Engagement at Coliseum Starts Saturday, April 9, and Ends Sunday, April 24—St. Louis Follows

Chicago, March 10.—The band will play in the Coliseum Saturday, April 9, and the first flourish of Don Montgomery's baton will inaugurate the second annual Sells-Floto Circus opening in the big building—the opening of a sixteen-day engagement, closing Sunday night, April 24.

The biggest show ever seen in the Coliseum will be presented—a performance that will clinch for all time the prestige Sells-Floto gained last spring. The fact that the show scored decisively in 1920 is history, and, with all the feature acts back and the great "Foodie" Hannaford and his family heading the excellent riding displays, to say nothing of an impressive roster of new acts—aerial, acrobatic, animal and novelty—the cognoscenti along Newspaper Row and the Rialto predict a sawdust and spangle triumph that will startle the passively observant.

Out at Denver new trains, new cages, dens, wagons and equipment have been completed. Reports have it that the show takes the road a huge and perfect thing. As was the case last year, one section will go direct from the Mile High City to St. Louis, so that the show's canvas will be in the air when the Chicago show trains steam into the Missouri metropolis. The big top, side show and menagerie spread will be much greater than ever before.

In the Coliseum the entire annex will be turned over to the menagerie, and it is planned to use the basement for elephants, as it is said there will be forty, nearly twice the

largest number ever put in the building by any circus at any time heretofore. The zoo will be doubled at least.

The opening pageantry of the big show will be dressed in striking new wardrobe, and the ballet, too, will be garbed in lavish style. This matter of costuming has received a world of attention during the winter and an ensemble of colorful smartness and radiant loveliness is assured.

Sells-Floto opens in St. Louis Tuesday, April 26, parading that forenoon.

ATTERBURY'S SHOW READY

Memphis, Tenn., March 12.—Atterbury's Big Wagon Show is about ready to hit the trail that leads northward. Wm. Larch, boss canvasser, and his assistants have the canvas, seats, etc., ready for the opening March 19. Capt. Snyder has taken charge of the animal department. Thomas W. Powell, superintendent of the commissary department, is serving some good cats. Luke Killkorn will have charge of the ticket department.

Dell Simmons, performer and clown, who was with the show eleven years ago, has joined out for the season. Little Catherine Atterbury is making preparations for a big consignment of frozen sweets. She will also do an aerial act with the show.

MRS. CLARA LASTARR DIES

Mrs. Clara LaStarr died at the ranch of her son-in-law, F. Richards, of the Richard Bros.' Shows, near Pipe Creek, Tex., March 5. Mrs. LaStarr had been connected with outdoor shows for a number of years. Her three children, Savol, Babe and Mrs. F. Richards, all performers, were at her bedside when death occurred. She was buried at Hot Springs, Ark.

POSTER PRINTERS

Will Meet in Cincinnati June 2-4

The Poster Printers' Association of the United States and Canada will hold its fifteenth annual convention in Cincinnati, June 2, 3 and 4. The main purpose of the meeting is to establish a rating of all buyers of theatrical posters.

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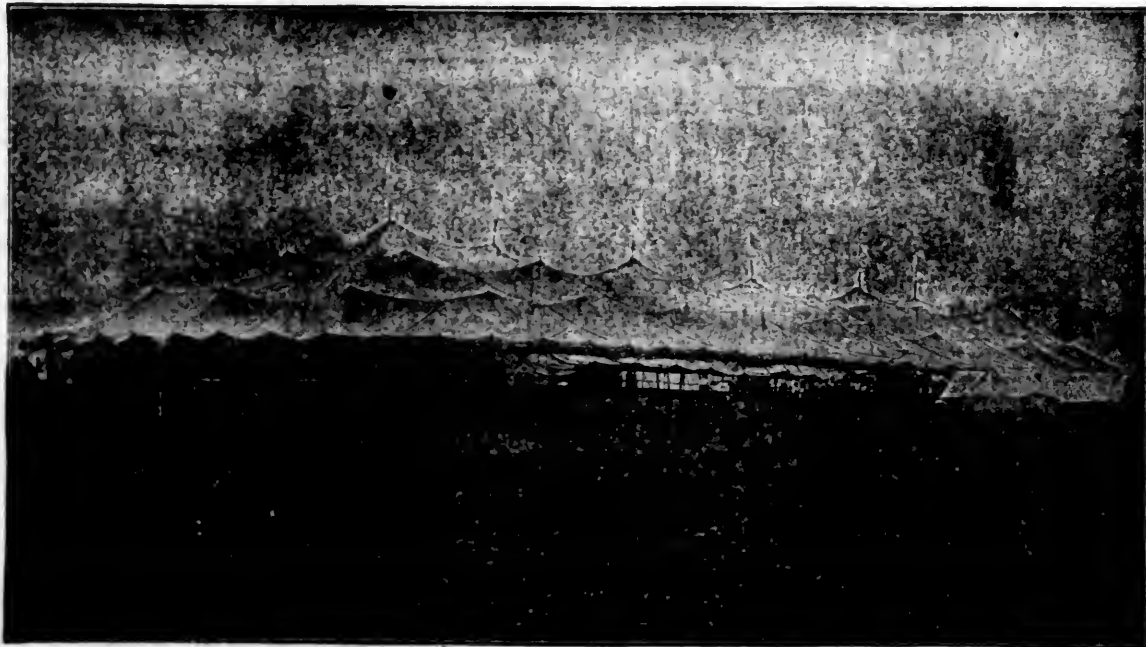
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SEND FOR BIG BOOK OF BAKER BARGAINS

BAKER-LOCKWOOD TENT CO., KANSAS CITY

UNDER THE MARQUEE

By CIRCUS SOLLY

Joe Bell will again be with the John Robinson Show.

Frank Roland will be connected with the No. 1 car of the Sparks Circus.

Albert Gaston, the veteran clown, will be with Howe Great London Shows.

Frank Nazor has signed as principal clown with the LaMont Bros. Circus.

Fred L. Everett will be with the John Robinson Show.

The Sella-Floto Circus is contracted in Los Angeles for three days beginning September 13.

Al S. Conlon has been engaged as side-show manager with the Campbell, Bailey & Hutchinson Circus.

Billy (Bobby) Johnson has signed a contract with Josh Billings to be with the Walter L. Main Show.

Harley Tyler of Kansas City, Mo., recently became heir to a large estate thru the death of a brother.

Lewis Chase will be connected with the Y. M. C. A. department of the Great Sanger Circus this season.

Balancing Knight has closed with the M. L. Clark & Sons Show, and is on his way to join the Howe Show.

C. I. Norris, of Norris & Rowe fame, has purchased a bungalow in Los Angeles near Griffith's old studio.

Low Hershey will not be with a circus this season, as he is booked up next August with the "Oh, My Lady" Company.

John O. Talbot, for many years legal adjuster with the Hagenbeck-Wallace Circus, is spending the winter at San Diego, Cal.

Ellery S. Reynolds of Mayfield, Ky., the circus efficiency expert, was a recent visitor to the Rhoda Royal winter quarters.

Ed C. Warner dropped in to The Billboard office during the early part of last week, while in Cincinnati arranging for paper.

Doc Filley writes: "I am quite sure that Earl Shipley was with the Cole Show in 1911. The long parade, slow mule, broken fences



C. RUECKERT & CO.

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SHOW and CARNIVAL TENTS

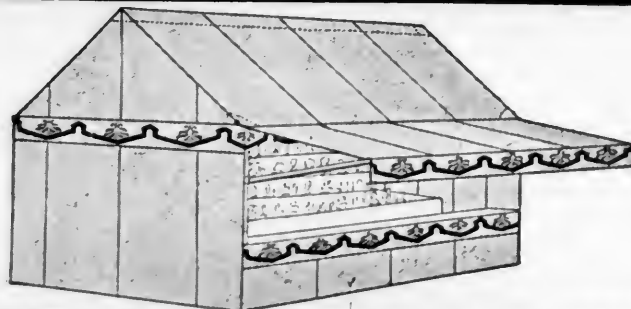
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SHOW TENT SPECIALISTS

board, etc., make it impossible for him to forget."

Walter A. Rhodes is at present at his home in East San Diego, Cal. He will have his Juanita Show at Venice, Cal., during the summer.

Sam Freed, the circus agent, recently met Col. Tom Vessey, elephant man. Sam is at present with the "Kandy Kids" company.

George Tverett, knockabout clown, closed his vaudeville tour in Newark, N. J. He will double with his brother, Gilbert, this season.

Joe Comte, billposter for the Great Sanger Circus the past two years, is managing the pool room of the Jackson Hotel at Sioux City, Ia.

Leahy Bros., comedy ring gymnasts, are playing vaudeville around New York City and will not be seen under the white tops this season.

W. E. Hagman, better known as "Jigtown," on the Sella-Floto and Ringling shows, is still located at the Strand Theater, Port Arthur, Texas.

Art Barry, of Nelson & Barry, now playing vaudeville, visited the home offices of The Billboard last week while playing at the Palace Theater.

Col. DeCoupe, veteran circus side-show announcer, the past two seasons with Golden's War Trophy Exhibit, will hit the road in a few weeks.

Jack LaPearl, clown, visited The Billboard and friends in Cincinnati on his way to join the Campbell, Bailey & Hutchinson Circus at Samson, Ala.

John Keenan has been spending a few days in Pleasantville, N. J., with his oldtime circus friend, Frank B. Hubin. Keenan owns two fine lots there.

George A. Buskirk, formerly in the ticket department of the Hagenbeck-Wallace Circus, is proprietor and manager of the Parke Hotel, Rockville, Ind.

A. H. Punch Allen will be with the Sparks Circus, doing punch, magic and lecturing. Allen has had his 10-in-1 with the Williams Standard Shows the past three years.

Harry Adams, program solicitor for seven years with the Hagenbeck-Wallace Circus, is now publicity manager for the Salvation Army with headquarters in Chicago.

Damm Bros. will remain at their home until the middle of April, at which time they will join the John Robinson Circus. Their mother was recently injured in an auto accident.

George H. Fowler will again be with the Ringling-Barnum Show. He left his home,

THE BEST SHOW TENT HOUSE IN THE WORLD



CHINESE AND FRUIT BASKETS

Paddle Wheels

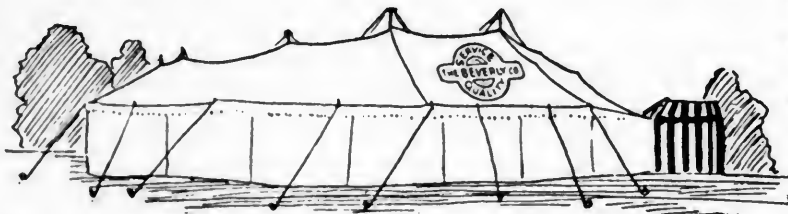
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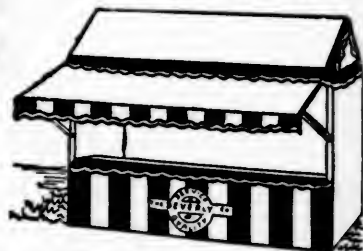
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SHOW and CARNIVAL TENTS



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CONCESSION TENTS

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THE BEVERLY CO.

LOUISVILLE KENTUCKY, U. S. A.

INCORPORATED

Lowell, Ind., last week to go to the winter quarters of the show at Bridgeport, Conn.

All new tents will be found on the Spaun Family Show, which will open early in April. The show has quarters at St. Clairsville, O. The Bentley Show is also wintering there.

Dr. J. W. Hartigan, Jr., writes that he met Cy Holliday at the big dance and banquet of the Elks in Pittsburgh. Holliday will be lot superintendent with the Gloth Shows this season.

Solly understands that advance agents for the Howe show slipped into Los Angeles and covered it pretty thoroughly for their stand there April 11. The Barnes Circus will appear there March 21.

Harry F. Wertz, formerly of the team of Wertz and Adair, and for many years with the Gollmar Bros. Shows, will be connected with Dr. B. N. Hulburd's Dog and Pony Show as lot superintendent. This is a two-car show.

Robt. Pearson and Mildred Denney are framing some new acts for this season—double rings, contortion and trapeze. Miss Denney will feature her hoop contortion act. They will be found under the white tops.

The following troupers are in Washington C. D.: J. F. Burk, Dock Nolen, Billie Backenstee, E. L. Burnett, Ora Saunders, Richard Barker, Tom Murray, Howard Bales, Hughey Backenstee, A. L. Rhodes and Roy Sprague.

John Miller has sold his medicine show, which he has had on the road for several seasons, and will again be found under the white tops, this season with the John Robinson Circus. He has been working on a new clown gag this winter.

Walter Goodenough, who has been wintering in New Orleans, will be found again in clown alley on the Hagenbeck-Wallace Circus, making his seventh season with the Mugivan-Bowers enterprises.

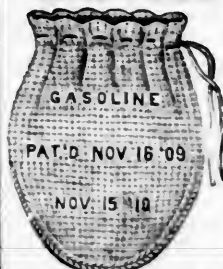
Harry Clarke, for the past two seasons superintendent of candy stands with the Al G. Barnes Circus, will have charge of the stands at the Los Angeles baseball club for the coming season. It is rumored that he will be succeeded by George Davis.

Harry Miller, for 28 seasons with the Hagenbeck-Wallace Circus, is putting in the winter between West Baden and Peru, Ind. For the past two years Harry has operated his Liberty lunch stand with the John Robinson Circus.

Clyde A. Rogers is manager of the Cordova Hotel, Kansas City, where he will remain until the Kennedy Shows open in April. Clyde was drummer with Yankee Robinson Circus for three seasons, and with the Kennedy Shows four seasons.

Howe's Great London Shows will pitch their tents for the first time this season at Albuquerque, N. M., the opening date being set for

MANTLES For Inverted and Upright Gasoline Lighting Systems.



The new Patented Block Inverted Sewed-Bottom Rag and HIGH PRESSURE UPRIGHT MANTLES are made to fit any Burner. They are specially constructed to stand shaking and vibration. Give a Sun-Color Light, cast no shadow, and are portable. Are not bunched or tied-bottom, which deteriorates the light.

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Gasoline

Saturday, March 26. From Albuquerque the show will jump to El Paso, Tex., as has been customary with the Sells-Floto Circus.

Charles Liles and wife have rejoined M. L. Clark & Sons' Show, after spending two months at Arbata Springs, La., making their ninth season with Mr. Clark. Mr. Liles has had the ticket wagon for the last three years. He also makes openings on the side-show.

Who remembers what year the following 10 and 20-cent circuses, ranging from two to fourteen cars, toured Ohio: King & Franklin, Scribner & Smith, Sargeant & Kidder, Harris Nickle-Plate, Fred Lock, Bert Fanning, Jack Shields, Welsh Bros. and Welsh's United Shows?

S. M. Wagen (Pictures) has bought a half interest in the firm of Pressel, Schechter & Co., concessioners, who will operate several concessions on the John Robinson and Sells-Floto shows this season. Wagen and Pressel will manage the Sells-Floto concessions and Schechter and Silverglade those on the Robinson Show.

Roy M. Ramsey, animal trainer, has given up tramping, and is attending Government School in Cincinnati. Ramsey has been with the Barnes, Walter L. Main, John Robinson, Sells-Floto, Howe's Great London and Yankee Robinson shows. He is a disabled veteran of the World War, having served with the overseas forces in Siberia.

A. E. Jones writes that he visited Granger, Ia., recently and found W. E. Sinnott and Sam Senfite, late of the Yankee Robinson Show, busy in their blacksmith shop filling out the farmers' wants. They have arranged an addition to their plant in order to give them room to supply the wants of the show world with steel wagons and that famous "Yankee" stake driver and puller.

Earl Shipley, who has been in Kansas City since the first of the year, will again be with the Sells-Floto Circus clowning and handling the mail and Billboards same as last year. Shipley has met quite a few circus people in K. C. this winter. Says Shipley: "Am willing to bet that Austin C. King, who says he has quit the circus game (again), will be back in clown white before August."

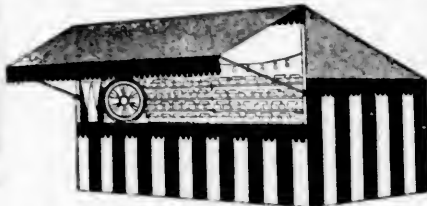
Two of the oldest circus men in active service today are George Goodhart, advertising manager of Car No. 1, and Tom Dalley, advertising manager of Car No. 2, of the Ringling-Barnum Show. Dalley, who is 69, will make his forty-seventh, and Goodhart, 63, will make his forty-fourth trip this season. Both are from Lancaster, Pa., and the "Intelligence" of that town recently gave them big mention.

Some of the Sells-Floto and Hagenbeck-Wallace boys who are wintering in Chicago gave a minstrel show, followed by a dance in the Gold Fountain room of the Blackstone Hotel, March 1, in honor of Frank Medin (Gidup), who has gone to the Mayo Bros.' Hospital, Rochester, Minn., for treatment of his leg. Garry Brandt and Frank Quigley (the Baraboo Twins) offered a song and dance number; Eddie Wall sang a ballad, and Johnny Wall recited.

(Continued on page 76)

SHOW AND CONCESSION TENTS

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CANVAS GOODS of all kinds.

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CIRCUS SEATS, TENT POLES, etc.

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RHODA ROYAL CIRCUS WANTS

Trainers, Polers and Chalkers. Address CHAS. HERMAN. Musicians. Address W. R. SCOTT. Candy Butchers, JAS. FLEMING. Good Wardrobe Man. Address cars Rhoda Royal Shows, Montgomery, Ala.

WALTER L. MAIN SHOWS

May Use 25 Cars This Season—Roster Contains Names of Many Famous Performers

Havre de Grace, March 11.—Opening about the middle of April the Walter L. Main Show will leave Havre de Grace with 20 and possibly 25 cars. It has not been definitely settled as yet, but should the show use the latter number, the cars are all ready and fill a long siding at Perryville.

To facilitate moving the heavy wagons to and from the lots, Governor Downie has just purchased a five-ton truck. Java Koen, superintendent of lights, after making two trips to inspect lighting systems, found neither satisfactory and an entirely new electric plant has been ordered from a Detroit firm and is to be delivered the first of next month. It will be of sufficient voltage to light the entire outfit and the midway.

Treasurer James Herron ran down to quarters from Philadelphia to inspect his ticket wagon and found his every want anticipated. It will also be electric lighted.

Hartman and Carmichael, who will have the lunch car, have the car in the shops at present and it will be entirely remodeled and repainted. The entire show train has been painted a combination of orange and deep red with aluminum letters, making it one of the most attractive circus trains on the road.

As in former years there will be the customary Wild West concert, but this season the big show will close with hippodrome races. The roster of the big show contains the names of many famous performers, and Andrew Downie feels confident that he will present the strongest program ever seen with the Main Show. It will be particularly strong in riding and aerial acts and for thrillers three sensational slides.

William B. Fowler will present a band of 20 men augmented with an air callopo. The parade will present three bands, fourteen open dens, three callopos, numerous tableaux, two sections of mounted ladies and gentlemen, and every wench of wardrobe and trappings is new. General Agent Frink and Contracting Agent William H. Selva are both out hustling, and Joan Billings is impatiently awaiting the word to go to it with his car loaded with paper and eighteen men ready to sheet 'em up.

William Chickering and Billy Miles will handle the reserved seat tickets. B. G. "Peck" Amsden will again fill the position of legal adjuster, and Burns O'Sullivan will be the new assistant manager. Newspaper men can find the writer at all times on the front door assisting the latter in seeing that all children have tickets.—FLETCHER SMITH.

SHROPSHIRE'S MOTORIZED SHOW

To Tour Oil Fields of Kentucky, Opening April 18

Mayville, Ky., March 10.—Shropshire's Motorized Shows will go out this season somewhat larger in all departments. It will be one of the fastest moving overland shows on the road, playing one-day stands. The show will open April 18, and play the coal and oil fields of Kentucky.

With the show will be Mr. and Mrs. Bob Nelson, contortion and clowning; Two Irwins (their third season), head balancing, trapeze and swinging perch, wire and juggling; Joe Montanelli, double trapeze, wire and revolving ladder; Harry DeLoe, two acts and a concert number.

J. S. Robertson will have charge of the annex and George Caldwell the tickets. Prof. O. E. Duenweg will have the band. Jocky Day will have the privileges. J. McKinnon will be on the staff, and George Jennier will be on the advance. Blacky King will be lot superintendent. Ab Jackson boss property man, making his second season; Jeff Richardson cookhouse, Harmon James in charge of the cars and trucks, his third season.

The show will be all motorized with no teams, and will carry about thirty-five people. James Shropshire is manager and Mrs. Shropshire secretary and treasurer.

CHARLES ANDRESS

Joins Forces With Earl De Forest

San Francisco, March 10.—Charles Andress the oldest active magician in the United States, who has been spending the winter in this city as the guest of his niece, Jessie Andress, paid The Billboard office a pleasant call during the week and brought the news that he has joined forces with Earl De Forest, with whom he is soon to start on a tour that will take him East.

Mr. Andress has a fund of reminiscences of the show world of years long passed and with all is a good story teller, bringing back with vivid exactness the happenings of his early life in the show business.

Mr. De Forest is a wonderful manipulator in natural magic and with his charming wife does a very clever and mystifying act in mindreading and mental transmission. The combination should make a very strong drawing card and will be billed with very attractive paper from Donaldson & Shrobridge.

LINCOLN BROS.' CIRCUS

C. P. Farrington, general agent of Lincoln Bros.' Circus and Trained Animal Shows, writes that he visited the quarters of that show at Pawtucket, R. I., and found everyone busy. Helen Lloyd, in the ring barn, is putting the ponies and menage horses thru their several acts. Ed Jenks is breaking horses. H. S. Palmer, the manager, has returned from a trip to the West, where he looked over some lions and elephants. Steve Lloyd will leave for Boston to look over some draft horses.

This will be one of the biggest and best wagon shows that has ever been sent on tour. Mr. Farrington is looking over territory in New York and Pennsylvania States. He will have six assistants in billing the show. Charles F. Curran, manager of the side-show, is in New York getting his new banners, eight in number, from Hayden. He will have twelve first-class acts in the kid show. Lester Miller will be in charge of the pit show.

IF YOU SAW AN ADVERTISEMENT LIKE THIS:

Reliable old ring horse wanted by Boys' College Preparatory School. Will mean good home for ring veteran that can no longer hold up to work on the road. Address Capt. Sam Baldwin, Staff Manager, Raymond Riordon School Circus, Highland, Ulster Co., N. Y.

IN A MAGAZINE LIKE THIS

AND KNEW that you could send YOUR BOY to a SCHOOL that teaches real life by the BLAZED TRAIL TO ADVENTURE in addition to READIN', 'RITIN' AND 'RITHMETIC. |

AND

IF YOU KNEW that the same school HAD A WONDERFUL 3,000 ACRES SUMMER CAMP FOR BOYS in the ADIRONDACK MOUNTAINS—THE WILDERNESS CAMP—

YOU'D

SIT RIGHT DOWN with your boy in mind and WRITE

THE RAYMOND RIORDON SCHOOL, Highland, Ulster County, New York.

(Certified by the Board of Regents of the State of New York.)



1—Capt. Sam Y. Baldwin as he is today, a teacher of boys. 2—As his friends will remember him best. 3—One of his classes at the Raymond Riordon School getting ready a tumbling act. 4—Capt. Sam shows them how to pyramid.

CIRCUS

To Become Part of Raymond Riordon School—Big Event in April

Up in the Adirondack Mountains, Highland, Ulster County, N. Y., there is the Raymond Riordon School for Boys, with Sam Y. Baldwin as the staff manager. It is a school where boys are taught tumbling, pyramiding, etc., in addition to reading, writing and arithmetic.

There is to be a circus there in April—a circus in a school, drilled by a professional, and in which boys will approach as near the real as boys can in the hands of those who know their business. The big gymnasium will be the main top. All the details of circus machinery, save the commissary, will be handled in full man-sized fashion by these boys of the school. Even now the seniors of the public contact class are getting out copy for the advertisement and the advance notices; the photographic classes are making ready the pictures that will go abroad in the Hudson Valley weeks ahead of the big show. The school's art department is producing posters and the boys of the commercial department are handling costs and charges in their daily classes.

The program will be lroued down to an hour and a half of hot, fast work. The Delmore Trio from Quincy, Ill., personal friends of Capt. Sam Baldwin, will come on to stiffen up the program with some professional acrobatics and there will be at least a few professionals and agents present to look things over.

The big real point of it all is this—for the first time in history the school doesn't "let out for the circus." The circus becomes a part of the school and is used as a ballyhoo for the "readin', writin' and 'rithmetic" that the boys must have.

Sam Y. Baldwin is blazing a trail in education that the show world will find worth watching. In any event if the show goes big the Raymond Riordon School may assume the aspects of a winter training quarters next year.

INCIDENTS OF OLD DAYS

Walter Ray, now with the Nora Bayes show in New York City, submits the following reminiscences of days gone by: "How many remember the opposition between Forepaugh-Sells and the John Robinson 10 Big at Vincennes, Ind., when the sky was not visible on the main streets from banners and stretchers? Do Ringling Bros. remember when J. M. J. Kaine wrote the famous BUGABOO deft? When the famous Flying Squadron of the Great Wallace Show left the natives of Portsmouth, O., know they were coming? When Bill Bullen put banners across the face of the clock on the courthouse at Zanesville, O., during the fight between Ringling Bros. and John Robinson? When John Robinson gave three shows at New Albany, Miss., and never opened the ticket wagon? In 1909 when Ringlings sent a brigade from Chicago to El Paso to ride ahead of Sells-Floto advance car to bill the COMING SOON Brothers? When Brother George Schoffen led his trusty crew and said, 'Let Them All Come'? Also, when Garnet Smith, Harry (Kid) Farquhar, Tom Carrol and Walter Ray used the lineman's spurs to do the tops of the poles in Vincennes? When the late L. H. Heckman left Denver in 1906 with 27 men on the No. 1 car of Sells-Floto Show and went from Coast to Coast and closed with the same crew he started with, which was some record for a car manager? Here was a man loved by all and who always had a kind word for all."

UNDER THE MARQUEE

(Continued from page 75)

Dock Heffner had charge of the refreshment committee, and Chas. (Cookhouse) Murphy was in charge of the entertainment committee. There were about 125 present, Solly is told.

The liner Santa Cruz came into San Francisco from India recently, loaded with animals from the jungles, various species of birds, reptiles and a wide assortment of monkeys. "Little Jerry," one of the smallest elephants ever brought to this country, has a pink hide, and his small size as well as color aroused interest at the docks. The whole shipment is owned by F. H. Buck, wild animal collector.

W. B. (Billy) Emerson, the calloppo player, writes that he has been taking it easy at his home in Towanda, Pa., this winter. He has entertained at several lodge socials in and around Towanda. Billy is now getting ready for a "strenuous" season and will trot the old whistles again. He recently had a pleasant visit with the members of Vogel's Black and White Revue, including Walter Forbush, Arthur Crawford and Harley Morton.

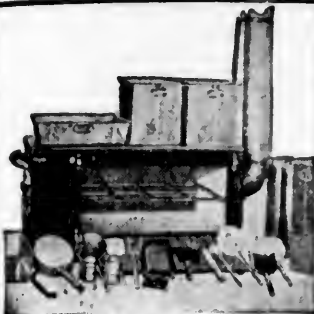
Prof. John A. Jackson, instructor of swimming at Lurline Baths, San Francisco, writes that he was pleased to learn that the Ringling-Barnum Show and the Howe Show expect to visit that city this season. The last time that Ringling Bros. were there was in 1917. Barnum & Bailey Circus was there in 1918, Hagenbeck-Wallace in 1919 and the Al G. Barnes Circus in 1920. Jackson says that Fresno is a circus loving town of over 500,000 people.

Dixie Vinson, formerly with Sun Bros.' and the John Robinson Shows in an executive capacity, will not be with any circus this season, but will take out a rep. show under canvas. He was in Louisville recently arranging for some of the equipment. The show will play Kentucky. Dixie says no more musical comedy one-nighters for him. "My Honolulu Girl," which he managed, was obliged to close recently in Iowa, says Vinson.

The steamer Mystic, sailed from New York recently, carrying as a part of its general cargo eight sea lions and four lions which are being sent to Europe for the purpose of having them "educated" abroad. The animals are in charge of keepers. These animals were sent by Louis Rube, animal dealer, to an animal trainer in Hamburg. The training lasts from four to six months. The lions were born in captivity in this country.

THE DONAVIN CAMP RANGE

20 Years' Service in Army, Marine Corps and National Guard.



Made to wear of malleable iron and steel. Everything nests and packs in own and fits lock-and-door to lock.

RANGE IN USE BY Ringling-Barnum Shows, 6. John Robinson Shows, 2. Yankee Robinson Shows, 2. Howe's London Shows, 2. Haag Shows, 2. Gentry Bros. Shows, 2. Johnny Jones Shows, 1. Sheesley Shows, 2. Rhoda Royal Shows, 1. World at Home Shows, 2. Sparks Bros. Shows, 1. And more than 50 other Shows.



Write for Circular and Prices—5 Sizes. THE QUAD STOVE MFG. CO., Columbus, Ohio.

PACKED, READY TO CLOSE.



LOCKED, READY FOR WAGON.

ICE CREAM

FOR CIRCUSES

Efficient service and highest quality, coupled with a desire to save circuses in a manner that makes it profitable to them, is the aim of all the factories of

WATSON & AVEN

Factories at Tulsa, Okla.; Shreveport, La.; Helena, Ark.; Fort Smith, Ark.; Monroe, La.; Alexandria, La.; Lake Charles, La.; and General Offices at Little Rock, Ark.

THE ARMS PALACE HORSE CAR CO.

Room 614, 332 S. Michigan Ave., CHICAGO.

Have a few 60-ft. Baggage Cars equipped to run in high speed trains. For rent and sale.

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Strike on at the shop LOCAL No. 19

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TENTS

CIRCUS, CARNIVAL AND CONCESSION TENTS

Show Canvas for All Purposes. Estimates Free.

Tel., 9606 Canal. 261-267 Canal St., New York.

I. A. B. P. & B. NO. 41

Omaha, Neb., March 11.—Billposting has at last become a dignified and well-paid profession. Phil Engle just came back from Detroit with a bunch of "kale." Cayuse bought an auto for his wife, a birthday present. Reazer Dawson says it's home-made money. The Inter-State Posting Co. appears to be doing the major portion of the business. Chick Ellis is the boss, Jack Carlan assistant, and Sifty Martin makes the glue. T. M. Brophy (Inter-National Tom) has charge of the north route for the Cusack outfit. Tom has been all over the world and a good portion of Milwaukee.

Bill Dawson, the two-handed marvel, has the South Omaha route. The truck used by the Inter-State is one-half block long, with a hose connection that reaches two feet of the board. It's the limit of short cut efficiency. It's the result of Slim Picken's last dream. Bob Glasow is going out ahead of the "Top of the Bowl." Little Jim Wintersteen has signed with a circus. Fred Wilson is agent of the Gayety and Seventh Vice-President. Harry Walker remains at the Orpheum.—BILL SMITH.

B. L. WALLACE SHOWS

Kokomo, Ind., March 12.—The B. L. Wallace Greater Shows are taking definite shape. All the baggage trucks are under construction and will be completed shortly. B. L. Wallace deserves great credit for the way things are moving along under his personal direction. Some more of the people contracted for are the Alton troupe of aerialists, George L. Evans, banner solicitor; S. E. Maudlin, trainmaster; Bill Cadle, pit show manager. Prof. Bronson will direct a band of eighteen pieces for the big show. The side-show will have a ten-piece colored band and minstrel company. Ed Hiner will be steward. Ray Dick, manager of the side-show, is wintering here and is a daily visitor at quarters. He has most of his people contracted for his side-show as well as pit show.

I. A. B. P. & B., NO. 26

Harrisburg, Pa., March 11.—All members of Local No. 26 are busy sheeting them up these days. A number of the boys are awaiting the call of the bill cars. George Haines, of Local No. 4, is working at the shop for a couple of weeks, replacing Elmer Wilhelm who has been laid up with pneumonia. Haines will be back on the No. 1 car of the Ringling-Barnum show.

Frank Rupp and John Whitney are agents at the Orpheum. Ed Hogan is still second man with the "Katzenjammer Kids." A. C. Rosenthal has transferred to Local No. 73, Syracuse, N. Y., as he has a house job there.

The Ringling-Barnum show plays here May 30. It is rumored that the city will also get three other big circuses this season.

James Helms will not troupe this season. He will leave shortly for Hartford, Conn., to take charge of a Big Ed wheel at one of the parks there.

A BOY'S SONG ON CIRCUS DAY

By SAM J. BANKS

Hip, hooray, for circus day! Am I happy?—I should say! Yes, the circus is in town, With its elephant and clown, With its monkeys and its bear, With its lion in his lair. With its tricky riding mule— Not from any riding school, Lincoln Brothers' Circus show Plays today—you bet I'll go.

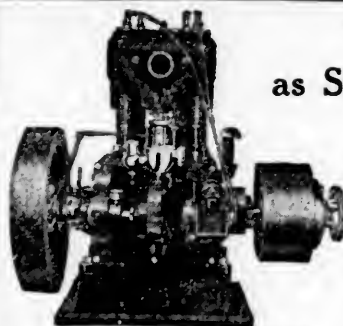
Break of day, on Walnut street, Saw me up, the show to greet, Gee, my heart was filled with joy, And the heart of every boy Danced around his breast, I think, When an elephant stopped to drink From a trough of water where I was standing, in the square, With a crowd of boys and men. That big elephant drank, and then, When he quit and off did trot Down the street and to the lot Where the circus show is held, Up I threw my hat and yelled!

To the circus grounds I ran, And a big, fat circus man, Standin' there, in dewy grass, Told me I could earn a pass If I'd help him. Well, you see, That was just what suited me.

So I helped him and his men— Toting poles and seals—and then, When we got the circus built, From his vest this card of gilt He pulled forth and gave to me: "Pass One Boy." It says—just see? Gee, but ain't there lots of class To this pretty circus pass?

The Everett Brothers (George and Gil), knock-about clowns, will be with some "white tops."

CUSHMAN LIGHT WEIGHT ENGINES



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.

15-H. P. DOUBLE CYLINDER EQUIPPED WITH FRICTION CLUTCH PULLEY. Also furnished with two fly-wheels instead of friction clutch pulley when desired.

5 SIZES—4, 8, 10, 15, 20 HORSE-POWER

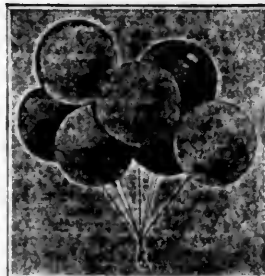
The dependability of Cushman engines coupled with LIGHT WEIGHT, which insures ease of handling and reduces cost of transportation, explains the steady increasing popularity of these high-grade engines.

Write for complete information and prices, stating the purpose for which you wish an engine.

CUSHMAN MOTOR WORKS, 815 North 21st Street, LINCOLN, NEBR.

TOY BALLOONS, SOUVENIR WHIPS, NOVELTIES, SPECIALTIES, ETC.

- No. 60 Air Balloons, Per Gross... \$ 2.45
No. 60 Heavy Gas Balloons, Per Gross... 3.40
No. 75 Heavy Gas Balloons, Per Gross... 4.00
No. 60 Transparent Gas Balloons, Per Gross... 3.75
No. 75 Transparent Gas Balloons, Per Gross... 4.25
No. 90 Heavy Gas Balloons, Per Gross... 5.00
No. 200 Monster Red Balloons, Per Gross... 7.00
No. 200 Monster Green Watermelon Balloons, Per Gr... 7.00
Peed Sticks, Per Gross... \$0.45 and .60
No. 9X, 33-in. Whips, beautifully finished, glossy and varnished assorted colors, Per Gross... 6.75
No. 16, 40-in. Whip, beautifully finished, Per Gross... 8.50
No. 60 Belgian Squawkers, Per Gross... 3.25
Tongue Balls, Per Gross... \$10.00, \$12.00 and 14.00
Japanese Long Glass Beads, Per Gross... 6.00
Novelty Running Mice, Best made, Per Gross... 6.00
No. 0 Return Balls, Per Gross... 2.65
No. 5 Return Balls, Per Gross... 3.00
No. 10 Return Balls, Per Gross... 4.25
Canary Bird Warblers, Per Gross... 4.75
Comic Buttons for Badges, Snappy sayings, Per M... 12.00
Water Guns, Per Dozen... \$ 0.60
Water Guns, Per Gross... 6.00
Flying Birds, made in bright colors, with real feather wings, Per Gross... 3.00
Special Wire Monkeys, No. 1, Per 100... 18.00
Special Wire Monkeys, No. 2, Per 100... 14.00



We carry the biggest line of Novelties at very cheap prices. Order from this "ad." Send for our Catalogue, which is free, and let us save you some money on your season's requirements. Get acquainted with us NOW.

M. K. BRODY

1118-20 S. Halsted Street, Chicago, Ill.

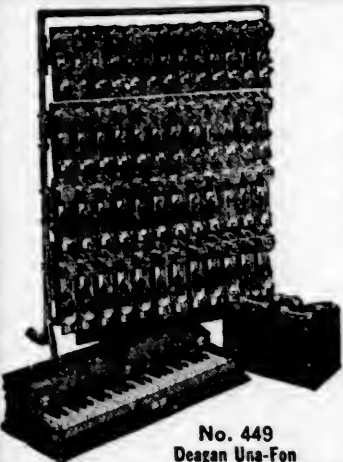
NEW LOW PRICES ON THE DEAGAN UNA-FON

- No. 425—2 Octaves - - \$300.00
No. 437—3 Octaves - - 400.00
No. 449—4 Octaves - - 500.00

The Una-Fon is the greatest BALLY-HOO IN THE WORLD.

Played same as piano but has fifty times the volume, yet weighs less than one-fifth as much.

Will draw the crowd AND HOLD IT where all else fails.



No. 449 Deagan Una-Fon

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4 ELEPHANTS 4

FEMALE, nearly nine feet high; MALE, eight and one-half feet high; MALE, six feet high; FEMALE, seven and one-half feet high. These animals are gentle, can be handled easily by anyone with safety, are without a blemish, prices right.

WANTED—GOOD ELEPHANT MAN. ANIMALS OF ALL KINDS. PRICES RIGHT. CARS, WAGONS, HARNESS, SEATS. HORNE'S ZOOLOGICAL ARENA CO., Kansas City, Mo.

MENTION US, PLEASE—THE BILLBOARD.

CIRCUS PICKUPS

By FLETCHER SMITH

The recent publication of the story of the first Eastern trip of the Walter L. Main Show brought an interesting letter from Joseph Thayer of Lynn, Mass., who was with the show and is now a prominent Eastern stock actor, playing this season at the Auditorium, Malden. He had his first circus experience as a programmer with Giles Pullman, joining out at Chelsea, Mass., his home-town. Joe says that for many years he was an agent with Al Martz, Billy Burke and Lillian Tucker. With the latter show he was called back to play a part and some one called him an actor and so to this day he has been trying to live up to the part. Of the good old-timers who used to barnstorm in New England Joe could write a book, and in his letter he referred briefly to such well-known oldtime favorites as Dan Burke, Al Haynes and Julia Raymond, Charlie and Edith Storey, all of whom are living in Lynn today. Col. Willard Stanton, one of the best known Eastern agents, also lived there, but died a few years ago. Joe even tramped with "Gov." Andrew Downie when his dramatic show, under canvas, made him a fortune in the Northwest. With that show were Lawrence Everts, Bozie Stevens, Charlie Mack, Dolly Armour, Gordon McDowell, Jack Sheridan, Mr. West and wife, and two Lewiston (Me.) musicians were in the band, old man Currier and Fred Libby. Dan Malcolm was a partner of Downie, doing a dying return act in the concert. Joe also states that the oldtime agent, Billy Gallagher, is now still in harness with the Brewster Amusement Company in Boston, and that Jerry McAuliffe still makes Lynn his home. There is an interesting story to be written some day of the good old barnstorming days out of Boston, when the gang used to hang out at the Boston Job Print on Alden street, up at Billy Paul's Agency, and at the Woodbine on Howard street, and those that were "bush" stopped at the William Tell Hotel on Bullfinch street. Those were the days when "angels" grew on every bush and Maine landlords reaped a harvest in actors' trunks.

About this time you may expect to hear of changes in the plans of the showfolks and especially those of the circus. I hear that John Keenan will not grace the Main Show with his presence, and will be succeeded by Billy Miles. John has left Atlantic City for the South, and will be with the Mighty Haag Show this season. "Dutch" Hoffman has doubled up with Hon. East John Brunen, and will not only have a half interest in a ten-in-one, but several stores and the privilege car with the Brunen-Ferari Carnival. "Dutch" will need an assistant to count the kale before fall unless all signs fall.

There will be a happy trio leaving Chicago shortly for Havre de Grace in the persons of "Peck" Amsden, the legal adjuster; William Chickering and Jimmie Herren, treasurer of the show, who completes his contract as agent for Jack Reid's "Record Breakers" at Chicago, and will be busy till the show opens, fixing up his pit show and concessions. Ray Morrison will be his right-hand man.

Bill Fowler didn't tell me this, but Jimmie Herron writes that Bill is using a brand-new, gold-plated cornet, as his other horn was stolen recently from his dressing-room in Pittsburg. Bill, by the way, will close shortly as bandmaster with the "County Fair" Company and spend a short vacation at his home in Toledo before coming to Havre de Grace.

Dave Deldrick, who has had the privileges with the Sun Show and later with Mighty Haag, and who has been spending the winter at Macon, Ga., will be the lucky successor to Slim Keller on the Sparks Show this season, having charge of both the pit show and the privileges. "Doc" Walker, who had them last season, is night clerk in a Jacksonville hotel at present.

Bueble Miller and Hilda, who have been putting in the winter at Canton, O., leave shortly for Macon, as will Harry Wills, the famous callopie player, who has been making a big success the past winter at Eau Claire, Wis., with his patent electric rug cleaning outfit. Harry has a store with a gold sign, Eau Claire House Cleaning Supply Co., in front, and is working nights to turn out the orders.

Jack Wilson and his side partner, John L. Fehr, have joined hands again, and will be in the carnival game this season. Both are now located in Indiana, and recently spent a pleasant day in Cincinnati, the guest of "Doc" Ogden of the Main Show. They say that "Doc" sure got them a good time.

James H. Harto, who was Colonel Tower's night bower for many, many years and was last with him on the Sparks Show, has found his mind-reading act in great demand this winter. He is known as Chandra, and is assisted by Madam Harto. They have just completed ten weeks in Chicago, and will not be with any circus this summer.

The bunch around the quarters at Havre de Grace have developed the church-going habit since George "Top" Coy has joined the choir of the Grace Reformed Church here. George sings kind of a steam callopie basso profundo, and puts his whole soul into his singing just as he does bossing the job of putting it up and taking it down on the lot with the Main Show. After the services George invites the bunch up to his house and Mrs. Coy hands out big thick slices of pumpkin pie, cooked as only she can cook it. Between cooking said pie, helping Mrs. Java Koen with Java, Jr., who has now two teeth, and making wardrobe for the show, she has little time to visit the neighbors. There is always a happy bunch up at the Coy House and the latching is always out to real trouper.

Was surprised to learn that J. Wilson Cliffe, he of "Uncle Tom" and circus fame, has decided to quit the game for the present and that he will this summer act as business representative for the 69th Regiment Band of New York, which will make a concert tour. The band has just toured New England to good returns, and Cliffe expects a good summer season.

Jack Weaver, with the Main Show last season, is spending the winter at Hartford, Conn., and will leave shortly for the South, to be gone till the season opens. Jack was one of the lucky boys to make the trip to Salisbury last fall and returned wearing the antlers.

Had a fine letter from a real oldtimer, forgotten to a good many, a short time ago. It was dated Kansas City, Kan., and bore the announcement of the Kansas City Candy Co. The writer was Elmer E. Goodell, better known as "Spike," who was Martin Downs' right-hand man, had charge of the Cole Bros. winter quarters and looked after that showman's interests in general. "Spike" is going back in the

The Arthur B. Albertis Co.

MANUFACTURERS OF

THEATRICAL SUPPLIES,

7 Fulton Street, - - BROOKLYN, N. Y.



TIGHTS



STAGE JEWELRY



SPANGLES

FLAT CARS, SLEEPERS, NEW 60-FT. FLATS

Quick delivery. Best built. Extra heavy, full size, one-piece timbers, eight truss rods. LOWEST PRICE IN AMERICA, SLEEPERS, BOX, BAGGAGE, STOCK AND ELEPHANT CARS, Circus and Carnival Wagons, Lights, Seats, Poles, Stakes, etc.

HORNE'S ZOOLOGICAL ARENA CO., - - Kansas City, Mo.

FONTAINE FERRY LOUISVILLE, KENTUCKY

Space for a Few Good Non-Gambling Concessions

FOR SALE—Eight Figure Strollers or Walking Charlies, H. C. Evans & Co. make, and one store-size Pop Corn Machine.

"TENTS"

One 50x110, 10-ft. walls, used four days.
Three 40x60, 8-ft. walls, used five weeks.
Three 30x60, 8-ft. walls, used four weeks.
Two 30x45, 8-ft. walls, used one week.
Three 20x30, 7-ft. walls, painted stripe top, used two weeks.
One 20x30, 7-ft. walls, white, used five weeks.
One 15x21, 7-ft. walls, used two weeks.
One 10x20, 7-ft. walls, used two weeks.
The above tents are thoroughly roped and will be sold at a bargain, as we need the room.
RYAN TENT CO., Syracuse, N. Y.

SEA WONDERS

Stores, Pit Shows and Museums. Sea Horse, Cow Fish, Stingaree, Sea Porcupine, Man-Eating Shark, Star Fish, Sea Spider, Sea Louse, Ink Fish, Porridge, Man of War, 10 pieces mounted, 10 pieces Sea Shells, Corals, Sea Fans and Feathers, 20 pieces in all, \$15.00. Sea Monster, Saw Fish, 12-foot Sea Lion, 4-foot Sea Porcupine and 5-foot Alligator; 4 pieces, \$100.00, mounted. With every \$15.00 Collection you buy we give you a Mermald. Pretty Bathing Girls, mounted on Sea Shells, 50 cents, \$1.00 and \$2.00 per dozen.
HENRY KYLE, 310 1/2 Tremont St., Galveston, Texas.

WANTED FOR RHODA ROYAL CIRCUS

A good PROGRAM SOLICITOR, work of advance car; must be able to get the business. This is a soft spot for a good, sober man. Also want first-class BANNER PAINTER; must be fast; good pay. A-1 LADY AGENT for ball game. Must be able to get the money, as you will have the EX. I have an excellent proposition for such a girl, but must be a lady, honest and a worker. Season opens early. Address BOX 418, Ripley, Ohio.

ROBBINS & SNYDER'S DOG AND PONY SHOW

WANTED—Acts suitable for one-ring show. Musicians, Chef, Bernard Whense, Bob of Vermontville, write. Overland auto truck show. I pay all after joining. FRED SNYDER, Mgr., Eaton Rapids, Mich.

WANTED CIRCUS PERFORMERS and JUGGLERS

to use Van Wyck's Wire Apparatus, Loop Trapeze, Ball-Bearing Swivels, Rolling Globes, Clubs and Juggler's Goods. Finest in the world. Send for catalog. EDW. VAN WYCK, Cincinnati, Ohio.

game this season with Jerry Mugivan, and Jerry sure has secured a capable assistant.

If Josh Billings was not such a good car manager he would make a better doctor. Under his careful attention the hole where the carbuncle was is healing fast, his prescription of a yeast cake daily having done the work, and the writer is feeling at peace with the world once more. This is no ad. for any firm, but yeast cakes, taken in hot water, are wonderful remedies for carbuncles, both as a preventive and after you've got 'em.

"THINGS I SEE AND HEAR EVERY DAY"

By BILLY EXTON

Cleveland was recently entertained by the American Legion Carnival, which was well patronized, and the boys having concessions on the midway report very satisfactory business. Joe Glott, owner and manager of the Glott Greater Shows, had several concessions and was more than surprised at the way the people turned out for the opening and every night since.

At the billposters' headquarters the boys are beginning to stir, and Gilby announces his return to the Ringling forces. Tim Sammons remains very quiet regarding his plans, but from the present word obtainable says: "Nothing doing this season." Jack O'Brien, last season with the John Robinson Circus, is preparing to open with the Ringling cars and expects to leave for the New York Billing. Bert Babcock says he will be "there with bells on," meaning, of course, the No. 1 car of the Ringling Show.

"Way Down East" began a ten-week engagement at the Euclid Opera House last week, the billing being handled by Tim Sammons, agent, ably assisted by Jack O'Brien, F. Schade, as regular men, and four extra men, four days each week. It is needless to say that the town is billed like a circus. Phil DeAngelis is handling the attraction.

Al Finkle, who went to his home in Toronto Christmas week, expects to return to Cleveland in a week or two to resume duties ahead of one of the picture companies under the writer's distribution.

John Dow, who has for the past six years been connected with the advance of No. 2 Wheel

burlesque attractions, is in the city and negotiating for his Cleveland dates for Blackstone, the Magician.

Jack Lavene, treasurer of the Empire Theater, has unfolded a set of plans to establish a "wheel" of musical comedy attractions throughout Canada and has arranged with some well-known theatrical interests to handle same. He is in New York making plans for the organizing and rehearsing of three companies, to open not later than the middle of July. Lavene has some very successful burlesque magnates interested in his proposition.

Lou Padoff has been in and around Cleveland the past few weeks "peddling film" and is now booking a road print of "Confession."

Harry Thomas, who is booking acts for fairs, etc., announces that he has engaged some big acts for his distribution this summer, and at a recent meeting in Pittsburg closed some very big contracts.

J. R. Perkins, well-known billposter, who has in previous years been connected with several circuses, was in Cleveland recently at the Priscilla Theater, where he presented his iron-law and wire act, known as the Three Raymond. This act was with the Sells-Floto Circus last season.

Business in Cleveland at all downtown houses is phenomenal, and, with the exception of a few suburban theaters, everyone seems satisfied, considering the conditions prevailing at the present time. With the announcement that the auto shops are opening again, it brings a ray of light to the neighborhood houses as well.

I. A. B. P. & B., NO. 19

Louisville, March 12.—Local No. 19 held a meeting March 6. It is reported that the boys are working hard to win their fight with the Consolidated Billposting Co., of which Harvey Meyers is manager.

"FAT LADY" DIES

Minneapolis, March 10.—Fannie Cumberland, said to be the first "circus fat lady," died here recently. It required ten men to carry her body to her grave. Mrs. Cumberland, twenty-five years ago, weighed more than 500 pounds. She had been with many of the big circuses.

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:

LOGAN, JOHN A., trap drummer.
Complainants, W. N. Horn, pres., and J. A. Chavey, secy.-treas., Local 548, I. A. T. S. E., Greenville, Texas.

LYNCH, DENNY, bass singer.
Complainant, G. Domingo, mgr. Domingo Musical Revue.

McCULLOUGH, H., pianist.
Complainant, Mr. Jim Morrow, care Great Reno & Co. Show.

HULBURD OPENS MARCH 19

Dallas, Tex., March 11.—Ed Bell and wife have arrived at the quarters of the Hulburd Show, and are getting the side-show in shape.

Colonel Wells is one of the busiest men about the quarters, supervising the work of getting the show in readiness for the road.

Fat Hughes has the lights and Blue Jay the side-show canvas. Frank Kelso and assistants have the dogs and goats working to perfection. Dr. D. B. Boyd, the animal importer of West Sacramento, Cal., visited the quarters during the past week, and assured Manager Hulburd that the two elephants purchased by him for the show would be shipped immediately from San Francisco upon the arrival of the steamer from India, due March 15.

The show will open here on March 19, for a ten days' engagement.—E. G. LEE.

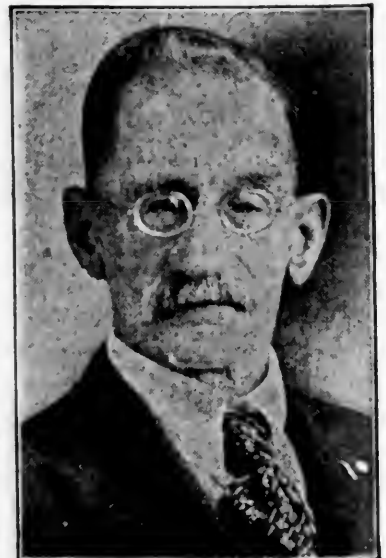
THOMAS COLEMAN POST

Fifty Years a Billposter

Mr. Post arrived on this hemisphere at Manhattan Island in 1857. He remained in old New York for twelve years, when his people decided to move to Jersey and locate in Newark, then a town of about 50,000, with one theater (Kimball Opera House), and a small hall called Library Hall, a one-night stand in those days.

He started billposting in the fall of 1870 in the employ of Hochkins & Courter, and was in their employ until the spring of 1876, when he had an attack of circus fever, and joined out with the Howe & Cushing Show, which opened that season on a lot at the foot of E Houston street, New York City. He went back to Newark in the fall and remained there at city billposting until the spring of '79, when he joined out with the John H. Murray Show, staying with it two seasons, as boss billposter.

He was with the Barnum & Bailey Shows, seasons '81-'82; Adam Forepaugh Shows, from '83 to '96, inclusive, and back to the Barnum & Bailey Shows in '97. From that time up to the present he has been with city billposting plants. He was in charge of the Elizabeth plant for the Newark Poster Adv. Co. from 1887 to 1907, inclusive; at Proctor's Theater, Elizabeth, in 1908; Majestic Theater, Perth Amboy, N. J., in 1909; New Haven Poster Adv. Co., 1910-'11; Bridgeport Poster Adv. Co., 1912-'13; Newark Poster Adv. Co., 1914 to 1917, and is now in the employ of the Huritan Adv. Co., of Portland, Me., having charge of the Lewiston District, from



1917 up to the present. He is still going as strong as ever.

Mr. Post is a member of Local No. 58, I. A. B. P. & B., Newark Lodge No. 28; T. M. A., L. O. F., and K. of G.

The theme of billposters is Thomas Coleman Post, With fifty years his record He can proudly boast.

He keeps the twinkle in his eye,
And slings the paste along—
In spite of three and sixty years,
He's still a-going strong.

CONCESSION TENTS

We specialize in the manufacture of this style Tent. Our Tents are made in the best workmanlike manner, of the highest quality material.

Attractive Banners, Carnival and Show Tents

Send us your inquiries and specifications. Prices and samples upon application.

THE OSHKOSH TENT & AWNING COMPANY, Oshkosh, Wis.

THE CORRAL

By ROWDY WADDY

Anyone desiring advertising space in the Wild West department should specify say so in sending in copy.

Annie Oakley, the renowned marksman, is still one of the season's attractions at the fashionable winter colony at Pinehurst, N. C.

Spring is almost here. Contestants who desire information regarding contests should watch our advertising columns for dates, rules, prizes and all information the various contest promoters, committees, etc., have to offer for the coming season. You will then be able to arrange your summer plans in advance.

For the benefit of those interested in the cross-country race, for the endurance test for the United States Mounted Service Cap, to be held October 10-14, 1921, we learn that the route has not been laid out as yet, but expect to know full particulars regarding same for publication in these columns in the near future.

In reply to our recent request for contest managers and promoters to give us their plans for the season as to "exhibition" and "real contest" data on their events we have received several answers. Space will not permit them in this issue, but they will appear (unless purely advertising matter) in issues to follow.

L. D. "Slim" Foster writes from Seattle: "At present I am only spinning five ropes at one time, tail spin included." He wants to know if Jack Grizzle remembers the moonlight when Foster rode the big mule; also if Joe Webb remembers when Grizzle rode the hay mare when Roy Schwendenner joined out and was going to fight to ride the outside horse.


We are informed that J. A. Stryker, of Kearney, Neb., is trying to interest a promotion for purchasing the "Scouts' Rest" Ranch, the former property of Buffalo Bill, at North Platte, with a view to making it a headquarters for his Bar-7 outfit, and of placing a museum, etc., there, as a memorial to Colonel Cody. The idea is to make it a sort of a tourist hotel, with garages, etc., to attract the tourists who pass that way on the Lincoln Highway.

Tex Sherman writes from New York, saying that he will be with Tex Austin this season at his contests in charge of chutes, stock and cattle. Sherman says that Guy Weadick and Florea La Due are sure being featured in and around New York, with their vaudeville roping act. Frank Walker, of Texas and Wisler, has temporary offices at the N. Y. A. Club, and will shortly have an office in the Palace Theater Building, where all Wild West hands will be welcome. Madeline Burnell is busy these days making new outfits for herself and "hubby" Hank, so that when they open with the Ringling-Barnum Show they will be classed as the best-dressed folks in Wild West.

WHERE ARE THE FOLLOWING:
Breckenridge, the roper, who used to be at Alton and St. Louis?



HANDMADE



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Manufactured by
C. H. HYER & SONS,
OLATHE, KANS.

Famous
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Boy Boots

Style 69

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We make anything for feet.

WANTED VERN TANTLINGER'S TEX-MEX REAL WILD WEST SHOW

Cowboys, Cowgirls, Russian Cossacks, Bulldoggers, Girl that can bulldog, Fancy Ropers, Lady Trick Riders, Lady Broncho Riders, Troupe of Arabs, Australian Whip Crackers, Roman Riders, both men and women; Men that can work Trick House, Comedy Mule Men, I have the Mules; Comedy Men and Rubes, Front Door Men, Talkers, Grinders, Ticket Sellers, Play Canada. Show opens San Antonio, Texas, April 18, with C. A. Wortham Shows. Address

VERN TANTLINGER, care C. A. Wortham Shows,
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ATTENTION SHOWMEN

HERE IS A NEW AND ASTONISHING LIGHT.

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Write to
ACORN BRASS MFG. CO. CHICAGO, ILL.

AIR CALLIOPES

STILL BUILDING THE OLD RELIABLE.

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We have just completed for Sparks' Shows a special Air Calliope—the only one of its kind.

We are also now constructing two more large Air Calliopes for Ward Baking Company. Will also build one for Ruppel Bros.' Shows.

PNEUMATIC CALLIOPE CO., 345 Market Street, NEWARK, N. J.

McGintey, of Oklahoma, formerly of Roosevelt's Rough Riders?
 Andy Belnap, Baldy Gooderich and Bert Skenk, of the original Buffalo Bill Show?
 Bill Hickett, "The Dusky Demon, of Texas," who originated steer "bulldogging" as an exhibition feature?
 "Black" Bill Hale, the steer roper of Oklahoma?
 Bill McCarthy, of Wild West fame in North Dakota?
 "Bob" Yokum, of Buffalo Saloon, and Buffalo team fame, of Pierre, South Dakota?
 Cra Pazo, the original "fancy roper," of the original Buffalo Bill Show? Seth Hathaway, oldtimer of the same show?
 "Shorty" and "Puss" Jackson, bronk riders of note, 15 years ago?
 Harry Brennan, Tom Miner, Thad Sounders, Charlie McKinley, McCormack, Harry and Charlie Tipton and others of former prominence in bronk riding at the Cheyenne Frontier Show?
 "Doc" Fardee, formerly of Oklahoma, later of Arizona?
 George Fletcher, the Pendleton bronk rider? Tom Three-Persons, the Indian bronk rider champion of the Calgary Stampede of 1912?
 Red Seeley, of Arizona—Lon's brother.
 Johnny Frantz, bronk rider from Texas, with old Buffalo Bill Show?
 John Spain, well-known Oregon cowboy?

"Dear Rowdy—Expect we'll hear a lot from the lady bronk riders this year. Since Oklahoma elected a woman to Congress it ought to help the cause. They had an eight-year-old girl here in Chicago not long ago that talked 212 hours without stoppin'. Bet she'll make a noted lady bronk rider when she grows up. They claim that Chicago has turned out more well-known lady bronk riders than anywhere, unless it's Cleveland. Clay McGonagill says it's nothin' new to see a lady ride a bronk, but that the lecture they give the judges (after they get off) as to how the bronk-rider pitched, would make a wilder scenario than Bill Hart ever read, let alone screened.

"I see where Fog Horn Clancy wrote you that it was hard for him to get out his Cowboy Manual this year, as many of the contest committees don't take enough interest in the business to send in the lists of the winners and their records. Maybe they're ashamed to. I think a good way to make money with a contest manual would be to have 'pitchers' of all the contestants, with a piece from each one, tellin' what they intended to do the comin' year. It would get the folks all kinda excited. Then next year publish another one explainin' why things didn't turn out as they expected. By the third year somethin' new might turn up to write about. You can never tell in this con-

test business; there's more new ones hornin' in every year—it's like the movies, thataway. Whatever happened to that 'Cowboys' Association' that the Jersey 'hands' started out to put across? I heard about a year ago that it had been postponed until the cowboys out West heard about it. The way I heard was that 'show' cowboys, 'movie' cowboys, and 'restaurant' cowboys wanted to hold all the offices and make the rules, while 'range' cowboys must be put to a severe test to see if they could make good before joinin'. One of the 'restaurant' ropers claimed all ropers must be able to rope a doughnut. Then a 'movie' twister claimed doughnuts were too scarce to rope. He thought that all fellers applyin' for membership should be able to 'double' for stars that can't ride nor rope, an' be able to jump a pony over a 100-foot hill, while rollin' a cigaret with his left hand. The 'show' feller claimed that a member should have at least six satin, hand-embroidered shirts and a wife that had traveled with a show in some capacity. Many of the range fellers that I talked with claimed that they could not see any advantage of quittin' an easy job of punchin' cows on the range, for such strenuous dooties as called for by the 'Cowboys' Association.' We would sure be glad to hear how they made out, if they ever started.

"I hear they are thinkin' about puttin' 'Injuns' back in Wild West Shows again this year. They ought to take now. Hear they have been usin' 'Bathing Beauties' in their place for the last few seasons. Wait until the automobiles have had their day—maybe the stage coaches will have a chance again.

"We had a contest here in Chicago last season, in the day time. If they get the electric lights fixed in time we expect to have one during the night time this year. I hope that the contest promoters will get started right this year. Here's a few things for them to remember: Any time they git to thinkin' about the public, more'n they do the contestants, they're all wrong. All the public is supposed to know are the dates, the time the show starts and the price to git in. Look at the ball games, boxin' matches, horse races, house rents, railroad fares, movie shows, an' you'll see I'm rite. With contestants it's a heap different. Ain't they cheapskins, like Willard an' Dempsey. Lookit the parses they get! They practically make their own rules, don't they? Seems a contestant's gotta know ahead of time what he's goin' to collect in purses and guarantees, railroad fares an' horse feed, an' automobile parkin' space. Must know ahead of time who the judges are, an' whether he knows 'em or not. If not, in time enough to get acquainted. Married contestants must have jobs for their wives. If their wives can't collect it's a hum contest. Why shouldn't she? She rides in the parade,

doesn't she? Don't she have to spend money fer ridin' skirts an' boots? Then she is good at takin' up collections in the audience if some one happens to get crippled for an hour or so. There's lots to be done this season by promoters, if they expect to get 'hands.' There are plenty of 'hands'—all practiced up. If this Wild West business is goin' to keep alive everyone must pull together. There's money in the country yet that ain't been sent to Europe an' China. There's cowpunchers, too, but they are sure leary of the contest game, as 'she' is run now. I think a good idea would be to pull off a contest with a bunch that doesn't claim any championship title. I'll bet it'd be a wild show. There are a few such birds left, but not many. 'Well, today is test day for the home brew, so will quit yer now. If you hear of any fellers that want to forsake 'art' for a chuck wagon print their names an' addresses—we have gotten tired of writin' to matrimonial agencies for a pastime, an' might invest some postage on these birds. So long.'—SOBER SAM.

Marriages

(Continued from page 70)

New York City, were married at the Hotel Marabelle, New York, March 2.

LANK-DUGAN—John Lank, of the New York Mail, and Emily Dugan, of the "Million Dollar Dolls," were married in New York about two weeks ago.

PRESTON-COSCIA—Chester Preston, non-professional, of St. Louis, Mo., and Pauline Coscia, daughter of A. H. Coscia, of Danova, Pa., a well-known circus performer, were married recently.

SEIGEL-PALMER—Al Siegel, pianist, and Bee Palmer, vaudeville actress, were married in Davenport, Ia., March 3. Mr. Siegel is the pianist in Miss Palmer's act.

SAXE-STURDIVANT—Martin Saxe, manager of the Pantheon Theater, Chicago, and nephew of Joseph Trintz, of the firm of Luhlner & Trintz, motion picture theater magnates, and Lucie Sturdivant, were married about three weeks ago.

SEIBERT-LAWRENCE—Sam Leibert, of the Sam Leibert Company, and Marie Lawrence, the leading woman in the same company, were married at Syracuse, N. Y., March 5.

TEMPLIN-BROWN—Forrest Templin, manager of the Columbia Theater, Alliance, O., and Pearl Brown, non-professional, of that city, were married at Canton, O., March 3.

WHITTLE-JOHNSON—Lloyd Whittle, son of W. E. Whittle, ventriloquist, and Una Johnson, non-professional, were married in New York a short time ago.

Births

To Mr. and Mrs. Max Hyses, a son, February 19, in New York. Mr. Hyses is a Keith vaudeville agent.

To Mr. and Mrs. Robert McKinley, a girl, February 27. The child was named Betty Jane.

To Mr. and Mrs. Edward A. Parker, an 8-pound girl, March 6, at Rosnoke Rapids, N. C. Mr. Parker is the saxophonist at the Isis Theater at Greensboro, N. C.

To Mr. and Mrs. William McEure, a 7-pound boy, February 28 at Welton, O. The boy has been called Victor Russell. Mrs. McEure was formerly Helen Forist Russell.

To Mr. and Mrs. N. J. (Parson) McGriff, a girl, March 8. Mr. McGriff is the manager of the N. J. McGriff's Vaudeville and Picture Show.

To Mr. and Mrs. John Barrymore, a girl, March 3 at their home in New York.

PUBLICITY PROMOTERS

(Continued from page 71)

Cincy. A couple of great boys and real billers and workers.

James Heron is again doing the advance for Jack Reid's "Record Breakers" on the American Burlesque Circuit, where he will continue until April, when he will resume his duties as treasurer of the Walter L. Main Circus, making his fourth season in that responsible position.

Will S. Beecher, who has been ahead of Keith's "Freckles" company for six months, was compelled to close at Tennille, Ga., owing to illness, and had to return to his home at St. Johnsville, N. Y. Jasmea T. Feltz replaced "Bill" at Tennille, Ga.

PROGRESSIVE PUBLICITY

We are in receipt of a neatly-printed, 16-sheet advance notice, captioned "The Alarm Clock," issued every once in a while in the interest of the Rubin & Cherry Show. We herein quote a paragraph from its editorial, viz: "We expect to have criticism heaped upon our Alarm Clock, we expect to have it reviled, but it will continue, at necessary intervals, to perform its mission—to awaken from their slumbers those who have not yet awakened to the fact that the Rubin & Cherry Show is the most magnificent traveling exposition in the world. It has been called 'The Aristocrat of the Tented World.'"

It also carries a center box reprint of an editorial from The Billboard of July 24, 1920, commending the attraction.

There is nothing on the sheet to denote the author, but we suspect William J. Hilliar, Rubin & Cherry's progressive publicity promoter.



A Department Devoted to the Musical and Amusement End of FAIRS AND EXPOSITIONS

In Conjunction With Their Privileges and Concessions.



NEW SITE

For Petersburg, Va., Fair

Controversy With City Over Lease of Grounds Results in New Location Being Chosen

Petersburg, Va., March 12.—The Southside Virginia Agricultural and Industrial Exhibit will be held for the six days and nights of the week of October 10-15. The association has purchased a new site for its fair grounds in an excellent location, being much nearer the center of the city than the present grounds and situated on a trolley line and the Seaboard Air Line Ry., with side tracks into the grounds. The tract embraces about fifty acres.

There will be a half-mile race track and a very fine grand stand of reinforced concrete. All exhibit and other buildings will be built of brick and reinforced concrete and will be entirely fireproof.

The Petersburg Fair has held twelve annual exhibitions and up to the year 1917 when the present secretary, R. Willard Eanes, was elected to fill that position, the fair association had been operated at a loss, the city of Petersburg coming to its rescue and paying the deficits, which amounted to \$10,500 for the first seven years of its operation. When the present management took hold there was scarcely \$100 left in the treasury, but by successful management the present secretary and his aids have accumulated \$15,000, which it now has in the treasury, besides giving the patrons of Southside Virginia a fine an agricultural fair as has ever been held in this section of the South, and has had an attendance of 100,000 persons during each annual fair.

When the first Petersburg fair was organized the city gave the association \$12,000 and the stockholders subscribed \$13,500 to erect the buildings and put the grounds in condition to hold an agricultural fair.

Speaking of the change that has been made in location, and the reason for it, Secretary Eanes said: "The city leased the grounds to the association for a nominal sum of \$1 a year with the understanding that if the association failed for two consecutive years to hold a fair the buildings and all improvements on the grounds would become the property of the city. This lease was made for five years in 1911 and in 1916 was renewed for five years, and when our attorney informed the city, about thirty days ago, that we wished to renew the lease for five years, the city manager replied to the association's attorney that the only terms that they would renew the lease on again would be that the association should issue to the city of Petersburg 51 per cent of the total capital stock, gratis, and turn over to the city manager the association's assets to be managed by the city of Petersburg.

"At a meeting of the directors of the Petersburg Fair Association they unanimously declined to comply with the terms of the city, but in conference with the city commissioners they stated that they would be willing to accept any reasonable terms that the city should offer to the association. The city flatly refused to consider any proposition other than the one above mentioned.

"As the Petersburg Fair Association is a corporation and in its charter and by-laws it cannot declare any dividends at all, therefore the directors took the stand that it was a matter of principle with them and a trust that the stockholders and the public of the city of Petersburg and Southside Virginia had placed in them, and if they accepted the city's proposition they would be betraying this trust and honor which they now hold. Therefore you can readily see that it was nothing else for the directors of the Petersburg Fair Association to do but to decline the city's proposition and purchase a location, thereby upholding the trust and honor bestowed upon them by the stockholders of the Petersburg Fair Association.

"We will have all of our buildings and our race course ready in ample time for our fair which will be held during the week of October 10-15, inclusive."

LIFE OF FAIRS

In Connecticut Menaced, Say Opponents of Bill Now Before General Assembly

Daubury, Conn., March 10.—Contending that House bill No. 16, now before the general assembly, would seriously affect the life of the fairs of this State and especially the Danbury fair, the local delegation to the legislature at the recent hearing voiced strong opposition to the measure.

The bill is aimed to secure clean and respectable agricultural fairs, but its opponents say it would make it impossible to conduct such a fair with financial success. It provides that no gambling, no games of chance, no fakers and no improper dances can lawfully exist on any fair grounds in the State. At first glance it would seem that these provisions

would not be objectionable, but it is contended that much depends upon their interpretation and that if strictly enforced practically all concessions would be barred from the fairs. Senator E. H. Bailey, of Danbury, said he could see no great wrong in a "harmless game of chance for a blanket or baby doll." "You are taking a chance on everything nowadays," said Representative G. W. Andrews, also of Danbury, "and a harmless game to win a blanket doesn't hurt the man who loses ten cents and it does make it possible for the Danbury fair to get money enough to put on an agricultural exhibition that is worth while."

Howard D. Sikes, of Shufield, representing the legislative committee of the State senate, said that committee had endorsed the bill. Mr. Sikes reviewed the troubles the Suffield Fair Association had had in trying to run a fair without the usual line of attractions. He said that the Eastern States exhibition of Springfield was proof positive that a clean agricultural fair could be managed at a profit, and he hoped that Connecticut could do as well and "show them that all the brains in the country aren't on the other side of the Massachusetts line."

AUSTIN C. WILSON

Preparing for Big Season With Auto Races and Auto Polo

Austin C. Wilson, well-known auto-race promoter, is established in his winter quarters at Youngstown, O., and during the past few months has been busily engaged in supervising the construction of new racing and polo cars for the season of 1921.

John P. Flanagan, general representative, reports that the past season was most successful, and that the various teams were particularly fortunate in enjoying good weather, both in the summer exhibition tour and during the ten-week fair season. Mr. Flanagan will again act in the capacity of general agent this year.

Promoter Wilson expects to have one of the fastest and most completely equipped racing and auto-polo organizations in this country the coming season. In addition to the regular string of seven racing cars Wilson will campaign two new Duesenbergs, and the "Haynes 12," a Speedway car, purchased late last season, and which in its only two starts over the dirt tracks broke

the Altoona, Pa., track record and at Dunkirk, N. Y., established what is believed to be a new world's record for half-mile tracks.

Promoter Wilson expects to open his annual eight-week exhibition tour at Youngstown on Decoration Day, followed by ten weeks of fairs. An additional team of auto-polo will also be routed thru the summer season at Middlewestern amusement parks.

B. H. HEIDE

Heads Advisory Board of the Illinois State Fair

Springfield, Ill., March 7.—At the organization meeting of the Illinois State Fair Advisory Board B. H. Heide, of Chicago was elected president of the board to succeed Governor Len Small. Robert B. Ward of Benton was named treasurer, and the secretary is W. W. Lindley of Urbana, who was appointed general manager of the State Fair about ten days ago.

Planning for the fair, which will be held this year from August 19 to 27, was commenced at once, with the assignment among the board members of their respective departments.

President Heide will have control of grounds, police, sanitation, boys' school, education, health, baby contest, coliseum and forage.

J. E. Taggart, of Freeport, will have supervision of the gates, grandstand and speed.

M. F. Baker of Kankakee will be in charge of light horses and night horse show.

Robert R. Ward, of Benton, with duties as treasurer and superintendent of tickets, will be superintendent of automobiles and machinery.

Others in charge of departments include A. W. Miller of Chicago, Milton Brown of Springfield, J. S. Miles of Petersburg and A. W. Johnson of Lawrenceville. The committee on attractions and music is Taggart, Miller and Ward.

FIREMEN'S BIG CELEBRATION

Charlotte (Mich.) firemen expect 20,000 to 25,000 visitors, including 200 State firemen, at their celebration, reunion and homecoming July 4. Parades, exhibitions, sports, bands, fireworks, etc., will be features of the event and the city has thrown the streets and concessions over to the firemen for this day. Sam Robinson, president; Harper Wildren, secretary; George Shaul, fire chief.

Factories:
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For Over Thirty Years. Sole Contractors to the World's Fairs

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BRANCH OFFICE, CHICAGO
SUITE 1410, 111 W. MONROE ST., PHONE RANDOLPH 1464.

C. W. HARVEY

Resigns After Twenty-Eight Years of Service as Secretary of Beaver Dam Fair

Beaver Dam, Wis., March 11.—At an adjourned meeting of the Dodge County Fair Association on the last Saturday in February C. W. Harvey resigned as secretary of the association after 28 years of successful service. His resignation was regretfully accepted and George Hickey, of Rolling Prairie, was elected to succeed him.

In May, 1893, the president and secretary of the Dodge County Fair association resigned their positions on account of the World's Fair being held in Chicago that year and they feared that the Dodge County Fair would not be successful and therefore were in favor of not holding a fair that fall. Other members of the association thought it best to hold a fair, and a special meeting was held and Mr. Harvey was elected secretary. The fair that fall was a success, and it has steadily grown and increased in importance since that time.

When Mr. Harvey took charge of the secretary's office in 1893 there were three buildings on the fair grounds, two exhibition halls and a horse barn, and today there are 20 buildings on the grounds, not including the seven dressing rooms. The twenty additional buildings were all designed and built under the supervision of Mr. Harvey, the two exhibition halls were remodeled and additions built on each and the horse barn repaired and moved to another part of the fair grounds. Two new barns were built a few years ago, one for horses and one for cattle, each being 300 feet long and 60 feet wide. It is a very unusual thing to find barns the size of these two on county fair grounds. Each barn is equipped with all modern conveniences. The observation tower, the only one in existence on a county fair grounds in the United States, was planned and built under Mr. Harvey's instructions. The first floor is occupied by a check room and storage room, on the second floor is a reception room, dining room and kitchen, and the next five floors are used for observation purposes.

Mrs. C. W. Harvey also deserves much credit for the success of the fair, as her assistance in doing clerical work and supervising the entering of all exhibits has been invaluable.

In a recent conversation Mr. Harvey said that he made up his mind while in California this winter to resign for the reason that neither Mrs. Harvey nor himself could be away from Beaver Dam for several months at a time while he was secretary and he wished to be free to go as he pleased. That Mr. Harvey's services will be missed goes without saying, for his long association with the fair has made him thoroughly familiar with every angle of the game and his showmanship has kept the fair up among the leaders.

LEWISTON KEEPS UP WITH THE PROCESSION

Tracks in the Bay State are not the only ones which are hanging up big purses, for word comes from Lewiston, Me., that more than \$9,000 will be the total amount that the Maine State Fair will distribute among the horsemen this year. Supt. McGillivuddy and Secretary Butler have announced a stake list made up of three \$1,000 events for 2:24 trotters, 2:30 trotters and 2:14 pacers, while \$500 purses are offered for 3-year-olds and 2:17 trotters, 2:11, 2:14, 2:17 and 2:24 pacers.

On the late-closing card is a \$1,000 purse for free-for-all pacers and \$500 events for 2:14 and 2:30 trotters, 2:20, 2:22 and 2:30 pacers. The stake entries close on May 1 and the open classes on August 1. The \$1,000 stake for 2:30 trotters and the \$500 open class for 2:30 pacers are for horses owned in Maine, an innovation which Secretary Butler introduced successfully last season.

BARR'S FLYING CIRCUS LEAVES FOR THE ORIENT

San Francisco, March 8.—Barr's Flying Circus sailed for China and Japan March 8 on the China mail liner Nile, under contract with K. Kuchibiki, Japanese promoter, who originally took Art Smith to the Orient.

The party consists of about ten people, including two women and children. Of the latter the best known is "Babe" Barr, sixteen-year-old girl stunt flier, who includes in her repertoire wing walking, changing from plane to plane and a number of other daring feats.

According to Barr Starr, head of the outfit, the present plans are to spend several months in the Orient, after which it is possible that a tour of Australia will be made. Barr is now in communication with Snowy Baker, Australian promoter, with reference to this.

LOUISIANA FAIRS

To Hold Annual Meeting March 24

Baton Rouge, La., March 10.—The annual meeting of the Louisiana State Association of Fairs will be held at Baton Rouge on March 24. A full attendance is expected to the end that a uniform premium list may be adopted to cover all fairs in the State, and an effort made to secure greater financial support from the State Legislature.

Have you looked thru the Letter List in this issue?—There may be a letter advertised for you.

This draft for \$11,-213.25 paid by the Hartford saved the Waltham Fair from serious loss. Rain fell heavily, the gate receipts likewise. Yet the fair was a financial success because of this draft.

24364 DRAFT

Account allowed \$ 11,213.25
 Account of draft \$ 11,213.25

PAYABLE AT
 THE HARTFORD CONNECTICUT TRUST CO
 HARTFORD CONN.

Loss No 70262
 Boston, Mass., September 27, 1920

the order of -----Waltham Fair, Incorporated-----
 ---Eleven Thousand Two Hundred Thirteen and 25/100----- Dollars, being in full settlement
 final satisfaction, and compromise of all claims and demands of the Hartford Fire Insurance Company for loss and
 damage occasioned by rain which occurred on the 27th of September 1920 to the property described
 on Policy No. P-544 of this Company. In witness whereof said policy is hereby cancelled and
 surrendered

Agent J.F. & F.I. Robinson,
 at Waltham, Mass.

To Hartford Fire Insurance Company
 HARTFORD, CONNECTICUT

ENTERED LOSS DEPT.
 OCT 2 '21
 PAID

Special Agent

A draft like this from the old Hartford provides for the "rainy day." This is only one of many paid by the Hartford. You can't stop rain; but you can stop loss by a draft like this.

Insure! Get Paid for Losses Caused by Rain

FAIR ASSOCIATIONS, exhibitors, showmen, park owners, insure your expenses or income against rain. Run no more risks of losing money because of rain. Shift this risk to the Hartford Fire Insurance Company. The Hartford has the money—and will promptly pay.

The Hartford insures fairs, round-ups, carnivals, exhibitions, shows, races, athletic events, etc., either by the day or for a period of several days. You can insure your expenses for the duration of your risk; then if it rains on a single day the Hartford is liable for the entire event. Or you can insure a conservative amount of income for the period of the event, the Hartford being liable if it rains a single day.

Concessionaires, Park Owners, Shows, Indoor Events, Conventions
 We protect concessionaires, park owners, shows, etc., against loss of estimated income each day insured.

Baseball, Athletic Events, Races
 We insure baseball and various events against postponement or abandonment on account of rain, being liable for loss of expenses; no specific measure of rainfall is required under this form of policy. Or we insure either expenses or income against a specific measure of rainfall.

Hartford Policies Protect

First: Against rain equal to or exceeding two-tenths of an inch during a specified number of hours.

Second: Against rain equal to or exceeding one-tenth of an inch during a specified number of hours.

Third: In case of events subject to abandonment, we will insure expenses without any specific measure of rainfall.

Get This Protection

Get out from under the threat of rain. Insure! See your local Hartford agent; or get in touch with us through your broker or direct. Application blanks will be sent by return mail. Fill them out and we will quote rates.

Rain Insurance Department
Hartford Fire Insurance Co.
 Hartford, Connecticut

EVOLUTION OF THE AMERICAN CARNIVAL

By FRANCES R. DURHAM

"It is known—at least it should be—that throughout all countries of the Catholic persuasion. Some weeks before Shrove Tuesday comes about. The people take their fill of recreation. And by repentance era they grow devout. However high their rank or low their station. With feasting, feasting, dancing, drinking, making. And other things which may be had for asking."—BYRON, "The Return of Beppo."

Thus a satiric poet at a Venetian carnival in the first decade of the nineteenth century. Or does he describe a present day Mardi Gras in the creole cities along the American river?

The carnival, or, speaking in a more definite sense, the Mardi Gras, in this country is synchronous with the warm strain of Latin blood that tinged the Southern Gulf Coast a century before the Louisiana purchase. That same keen love of beauty, brilliance and display born in the blood of those older founders of the Mobile, New Orleans and Pensacola carnivals has crystallized with succeeding generations.

The primitive carnival idea germinated perhaps in the classic lupercalia, occurring during the Roman February. Later it found root in the early Italian crudities of celebration efflorescing in the masques so popular at the French courts and in the splendor of the Munich, Cologne and Vienna festivals that surpassed the pageants of the Southern cities of Europe. American carnival history parallels the old world. The North having attempted at various times the yearly pageants of the Gulf cities. At this time the two great American Mardi Gras Festas are celebrated annually in Mobile and New Orleans. Other cities of the Union have adapted the idea to their own fancies and times, notably New York, which has a mid-summer Mardi Gras at Coney Island and the California cities, with their rose pageants.

The word carnival, with a more universal application, has been robbed of its original meaning—"carni-va-le;" or farewell to the flesh. In its restricted sense it is Shrove Tuesday, or, as the Latins whimsically call it, "Mardi Gras," literally fat or carnal Tuesday. Preceding Ash Wednesday and the penitential season of Lent, as observed by the Catholic and Episcopal liturgy, it is a movable feast like all others of this season, dependent upon the date of Easter. Down the dim centuries appears that quaint medieval picture, the great Mother Church smiling tolerantly upon that brief moment of pleasure, that last fling at the world craved by her children before masker and maiden alike shall dutifully receive the ashes upon their foreheads and hear the priestly reminder, "Tust thou art." Frayers of blue laws, is the heart of this great mother less divine because it takes cognizance of the human in man?

The average tourist watching a Mardi Gras pageant in Mobile will probably enjoy it without realizing that he is on historic ground, as far as the American carnival is concerned. The capital of the "Province of Louisiana" for 180

LANCASTER FAIR

AT LANCASTER, PA.

SEPTEMBER 27, 28, 29 and 30, 1921.

For privilege and Concession space on the Midway and buildings, apply or write to

J. F. SELDOMRIDGE, Secretary, Lancaster, Pa.

Wanted Concessions

Jersey County Fair Association, four big days, September 6, 7, 8, 9.

Good, clean, classy Shows, with pep and animation wanted. Thoroughly agricultural community, and they flock to their Fair and spend. Address

H. L. CHAPMAN, Secy., Jerseyville, Ill.

CONCESSIONS WANTED

FOR CENTRAL CANADA EXHIBITION

Ottawa, Ontario, Week September 12 to 17, Inclusive.

Over 300,000 in attendance last year. No games of chance allowed. Ground space, \$5 to \$15 per foot frontage, according to location. Address

JAMES K. PAISLEY, Mgr. & Secy., City Hall, Ottawa, Canada.

Big Kiski Valley Fair

APOLLO, PENNA., AUGUST 3, 4, 5, 6, 1921.

FOUR DAYS AND FOUR NIGHTS.

Will consider several Big Free Attractions.

W. T. SMITH, Secretary, Vandergrift, Penna.

WANTED

SMALL RIDE COMPANY WITH 3 RIDES

FREE ATTRACTIONS, CONCESSIONS.

MIAMI COUNTY FAIR, CONVERSE, IND.

September 13, 14, 15 and 16. WILL W. DRAPER, Secy.

BE A GOOD FELLOW—MENTION THE BILLBOARD TO OUR ADVERTISERS.

years before Le Moyne de Bienville penetrated the swamps of the Mississippi delta and founded New Orleans, this old town was a century old before the cynical worldling wrote a poem about the carnival at Venice. Among those gay adventurers inhabiting the Gulf Coast the Franco-Latin love of incognito, intrigue, frolic had already blossomed as it would at tropic or pole.

"Mobile," says T. C. de Leon, historian, "wears her title, 'Mother of Mystics', jure divine." The first formal organization dates back to New Year's Eve, 1830, when the Cowbellian de Rakian Society celebrated its first revel. The organization had its genesis, says local tradition, in an impromptu raid on a hardware store, staged by a score of young bloods, their leader being one Michael Kraft. All had been enjoying the conventional New Year's cheer, and some time after midnight the crowd entered the store, appropriated lanterns, cowbells and rakes, and proceeded to wake up the sleepy little town with a serenade more noisy than musical.

After this first jollification yearly revels were given by the same society until long after the Civil War. The Cowbellians had from the first a strong rival in the S. I. S., or Strikers' Club, another mystic society still in existence. The annual ball of the Strikers, always given on New Year's Eve, is a brilliant social function in the Gulf City. The strong feature in these organizations was the absolute secrecy maintained about their membership, the members never appearing except in costume and mask.

Members of the Strikers, moving to New Orleans in the fifties, organized there in 1857 the now famous "Mystick Crewe of Comus." Historically three Mobile mystic societies antedated this—the Cowbellians, the Strikers and the "T. D. S."

New Orleans from the first followed the French instinct and chose Mardi Gras or Tuesday preceding Lent. Mobile continued to celebrate New Year's Eve until 1807, when scattered organizations, drawn from the New Year's club, began a daylight celebration of Mardi Gras. The first of these was "The Lost Cause Minstrel Band," an offshoot of the T. D. S., celebrating with bizarre floats, marvellous costumes and weird instruments. In 1868 the first night celebration of Mardi Gras was held in Mobile, the Order of Myths putting on an elaborate pageant from "Lalla Rookh." Next followed the Infant Mystics, with a pageant, and the Knights of Revelry, filling the daytime with colorful pageantry. Numerous ephemeral societies have sprung up at various times, but of the original mystic societies there remain today in Mobile the Order of Myths, the Infant Mystics, the Knights of Revelry and a burlesque organization known as the Comic Cowboys, all actively participating in the yearly carnival. In New Orleans, besides the Crewe of Comus, there was organized in 1872 the Knights of Momus, and in 1882 the Krewe of Proteus. Other societies

(Continued on page 82)

VANCOUVER, B. C. FAIR

AUGUST 13-20, 1921.

BAKER RENTS

**TENTS, ALL KINDS. CHAIRS
BENCHES, CIRCUS SEATS, BLUES AND RESERVES
FLAGS, DECORATIONS**

SATISFACTORY TERMS TO RESPONSIBLE PARTIES

WE SOLICIT THE RENTALS OF FAIRS, REUNIONS, HOME COMINGS, ETC.

BAKER-LOCKWOOD TENT CO., KANSAS CITY

SUMNER COUNTY FAIR

To Have More Attractions This Year

Gallatin, Tenn., March 12.—The dates for the Sumner County Fair as announced by Secretary H. Orman are August 24, 25 and 26. This will be the eighteenth annual exhibition. A meeting of the board of directors will be held at an early date and officers elected for the ensuing year. There is talk of some changes in the routine this year, a larger fair and more attractions added.

The success of the Sumner County Fair for the past few years has been thru the untiring efforts of its popular secretary, being one of the best of its kind ever held in any town the size of Gallatin.

"This year," says Secretary Orman, "we're going to go one better in presenting a fair that will outclass any of our previous efforts."

EVOLUTION OF THE AMERICAN CARNIVAL

(Continued from page 81)

sprang up and have done their part, but these are the original mystic societies of the South.

About 1872, in Mobile, and simultaneously in New Orleans, it was decided to organize a regularly formulated pageantry, and this movement gave birth to the Mobile Carnival Association, with James A. McCas first president. This association has since guided the destinies of the annual carnival from a financial, social and esthetic standpoint. The Mobile association, like its companion organization in the Crescent City, decided upon a mummer king, to be known as Felix, Emperor of Joy. In New Orleans the regal name is Rex. Colonel Dan Huger was the first Felix in Mobile, and Louis Solomon the first Rex in New Orleans.

Masks were distributed gratis in the early days, which started the custom of street masking, a feature of the carnivals today. The arrival of the king on the royal yacht, his reception by municipal authorities, his coronation at some public place, the delivering to his majesty of the keys of the city, gilt atrocities a foot or more high; the glittering retinue of knights and squires on horseback; the Oriental "edicts" scattered from the Ohio to the Gulf by way of advertisement; the selection by his majesty of a queen with a court of ladies; the brilliant daylight parades; the night pageants, with their accompaniment of redfire and hooded horses drawing colorful floats; the mystic maskers, who emerge from their "dens" for a brief few hours to dance on the floats and hurl confetti at the crowds; the bal masques, where knights and their ladies make merry until the wee sma' hours of Lent; all are features which have made the Southern carnivals notable for a century and crowded the cities annually. The bare recital of these facts gives no hint of the golden age of pageantry which has flourished in the South, reaching its zenith in the late fifties, when the French Opera House in New Orleans or the old Temperance Hall in Mobile were settings for affairs as brilliant, if not as large, as those which took place in the gay city on the Seine.

Mohicans who have impersonated the mummer king include such prominent names as John L. Rapier, editor and publisher of the old Mobile Register; Honorable Hannis Taylor, prominent international lawyer; James H. Maury, Peter Alba, Sidney Prince, Colonel E. L. Knessell, Sir Arthur Shirley Benn, M. P., and recently F. Taylor Peck, manager of the Battle House in Mobile.

In New Orleans the roster of Rex since 1872 discloses, among others who have been king for a day, A. Baldwin, A. A. Maginnis, Joseph

VERNON COUNTY FAIR

NEVADA, MISSOURI.

September 13, 14, 15, 16, 1921.

Wanted, good "Special Free Acts" for these dates. **SAMUEL A. CUBBIN, Secretary, Nevada, Mo.**

Panhandle, South Plains Fair

September 29, 30 and October 1. LUBBOCK, TEXAS. Is interested in Fireworks, Outdoor Attractions, Riding Devices and a few clean Concessions.

CURTIS C. KEEN, Secretary-Manager.

VANCOUVER, B. C. FAIR

AUGUST 13-20, 1921.



UNCLE SAM

Main St. Statuary and Doll Factory

608 MAIN ST., . . . KANSAS CITY, MO.

KANSAS CITY'S BEST DOLL MAKERS

Quality Goods. Low Prices. Prompt Service.
100 DIFFERENT DESIGNS.

WE MANUFACTURE ROUND AND SQUARE LEATHERETTE PILLOWS

Finished in a high-lustered Satin, highly embossed. New Original Designs. No Catalogs. Send \$13.50 for a dozen samples. Special quotations to large buyers and jobbers. Headquarters for Resort Souvenirs, Burnt Leather Goods, Indian Moccasins, Balsam Pillows, Rustic Woodenware, Sweet Grass and Japanese Baskets, Felt Pennants, Metal, Shell, Glassware, Dolls, Toys, Favors and Local View Cards.

EAGLE SOUVENIR CO., 441 Broadway, New York



MISSISSIPPI VALLEY FAIR AND EXPOSITION

DAVENPORT, IOWA

AUGUST 15-16-17-18-19-20—6 DAYS AND 6 NIGHTS

AT THE FAIR FIRST HELD IN 1920 THERE WERE 115,000 PAID ADMISSIONS. C. A. WORTHAM WORLD'S BEST SHOWS, F. M. BARNES, INC. ATTRACTIONS, J. ALEX. SLOAN AUTO RACES AND AUTO POLO, THEARLE-DUFFIELD FIREWORKS CO SPECTACLE, "MONTEZUMA" Fourth of July Celebration and Race Meet, July 4th, 5th and 6th. The new large Fair and Exposition of the Midwest. Contract for space now. Large crowds assured. M. E. BACON, Secretary and General Manager.

Southeast Missouri District Fair

SEPT. 26-29-30—OCT. 1, 1921.

WANTED—Concessions. We have exclusives open on China Wheel, Doll Wheel, Blanket Wheel, Candy, Ice Cream Sandwiches, Hoop-La and other Concessions. Also interested in first-class Carnival. Not interested in Independent Shows or Rides. Address C. L. BLANTON, JR., Assistant Secretary, Sikeston, Missouri.

WANTED FREE ACTS

WISCONSIN VALLEY FAIR AND EXPOSITION

August 22-27, Wausau, Wisconsin. Marathon County Agricultural Society. A. W. PREHN, Secretary, Wausau, Wisconsin.

Lunenburg County Exhibition

BRIDGEWATER, NOVA SCOTIA

September, 1921. J. G. A. ROBERTSON, Secretary.

KANSAS CITY VAUDEVILLE AGENCY, Inc. --- ATTENTION, FAIR SECRETARIES

CONTRACT YOUR FREE ATTRACTIONS THROUGH THIS OFFICE AND BE PROTECTED. WRITE US FOR OUR FREE ATTRACTION CATALOGUE.

KANSAS CITY VAUDEVILLE AGENCY

(Incorporated)

731-32 NEW YORK LIFE BUILDING KANSAS CITY, MISSOURI.

Wanted Shows and Concessions for Annual Fair

Could use good small Carnival. No graft. Fair grounds in Rogers Park and Bathing Resort. This will be a pippin. Four big days and nights, April 24th to 27th, inclusive. Carnival Company must have merry-go-round. Chamber of Commerce and business men backing. Address G. H. WARD, Amusement Committee, care Chamber of Commerce, San Marcos, Texas. C. J. Ceppler please who

BE A GOOD FELLOW—MENTION THE BILLBOARD TO OUR ADVERTISERS.

Shakespeare, one time Mayor of the city; George Soule, S. P. Walsley, Charles Janvier, present Postmaster; Walter Denegre, millionaire clubman; Ernest Jahncke, Crawford Ellis, of the United Fruit Company; Charles Farwell and Frank B. Hayne.

It was but natural that the success of the Southern carnivals should raise up many imitators. Memphis, with her "Memphi" and "Ulks," was the first, but the carnivals in the Tennessee city faded before the yellow fever epidemic of the seventies. In 1876 Vicksburg put on her first and only carnival, a pageant from the "Idyll of the King." The Veiled Prophets have made fame and millions for St. Louis, this so-called carnival of October being such an assured success that St. Louis spent more on her one pageant than the creole cities on all theirs for one year combined. Baltimore started her "Oriole" carnivals in 1881, but succeeding pageants in that city were reported to be so ambitious as to kill the goose that laid the golden egg. Albany, N. Y., celebrated its 200th anniversary in 1886 with a carnival in honor of the creole idea than any of these pageants, and to which Harper's Weekly devoted full-page illustrations. Cincinnati, Louisville and Atlanta, Los Angeles, Coney Island and minor cities have all had their carnivals at various times. But in most cases these pageants were forced exotics.

An offshoot of the carnival idea is to be found in the so-called street carnivals or street fairs which have been a later development and which would seem to supersede the older attempts at civic pageantry where the carnival is not an established custom.

Montgomery County Fair

FONDA, NEW YORK
Day and Night

WANTED—A first-class Carnival, starting Labor Day, Sept. 5, 6, 7, 8.

STONEBORO FAIR

September 26-27-28-29

Free Act People and Concessionaires, write. **R. P. FOWLER, Sec'y,** Stoneboro, Pa.

"THE THREE-COUNTY FAIR"

Northampton, Mass., Oct. 4, 5, 6, 1921

Now booking Concessions.

John J. Kennedy, Supt. Midway

Box 392 Northampton, Mass.

Ogdensburg, N. Y.

BIG FAIR

August 16, 17, 18, 19, 1921.

Want Shows. **J. M. BENTLY, Secy.**

GALLATIN COUNTY FAIR

JULY 19-20-21-22, 1921

Attractions and Concessions wanted. **J. L. GOETZMAN, Secy.** Shawnee, Ill.

TAYLOR COUNTY FAIR

BEDFORD, IOWA, AUG. 2-6.

Best Fair in B. W. Iowa. We want all Rides and clean Shows. **C. N. NELSON, Sec'y.**

Boone County Agricultural Society

holds its Annual Fair at BELVIDERE, ILL., AUG. 30, 31, SEPT. 1, 2, 1921. **W. E. GORMAN, Concession Man,** and **G. F. SAGER, Secretary.**

If you see it in The Billboard, tell them so.

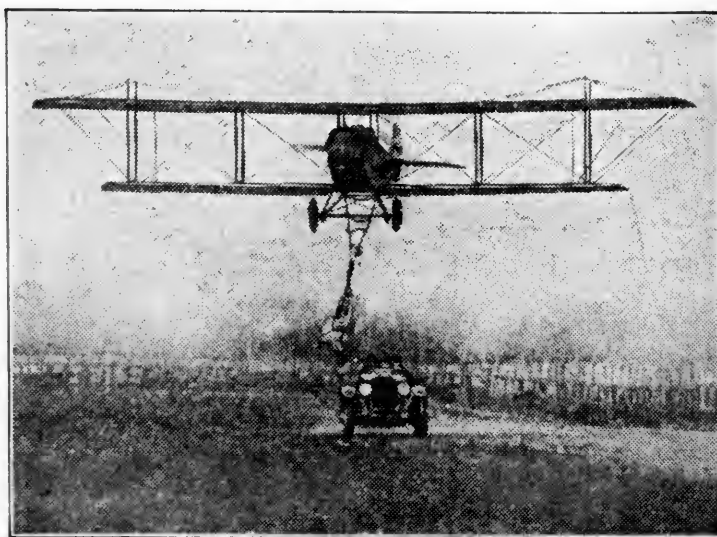
HE FLIRTS WITH DEATH!!

NEWEST THING IN SENSATIONS!!!

STROTHER, The Human Spider. The Originator of the most daring Amusement Feature ever presented the public



STROTHER Makes Thrilling Leap From Auto for Ladder.



STROTHER Lands Successfully and Is Safely on Ladder.

ACTUAL PHOTOS TAKEN AT RICHMOND, VA., DECEMBER 2, 1920

Change made on Fair Grounds Race Track. Auto racing at 75 miles an hour. STROTHER is the first to perform this Thrilling, Hair-raising, Hazardous Feat.

MAJOR MONTE STONE'S FLYING CIRCUS

An organization of skillful, intrepid Aviators and Performers and noted Automobile Race Drivers, traveling in their own railway equipment. Financed by responsible men. Managed by MAJOR MONTE STONE. Booking Tour directed by the UNITED FAIRS BOOKING ASSOCIATION. (THE FIRM THAT HAS FILLED EVERY AVIATION CONTRACT EVER SIGNED.)

FEATURING STROTHER, THE HUMAN SPIDER, in daring leap from Racing Auto to Speeding Aeroplane, in front of Grand Stand. Auto driven by LOUIS DISBROW, America's most popular Auto Racing Driver. Aeroplane piloted by DAN KISER, known as the World's Greatest Exhibition Flyer.

SPECIAL NEW SENSATIONAL NIGHT FLYING

PRESENTING PYROTECHNICAL SIGNALS NEVER BEFORE WITNESSED ON ANY FAIR GROUNDS

State Fairs and two of the largest celebrations that will be given in America this year, already contracted.

Some Time Open in August and September

ADDRESS

UNITED FAIRS BOOKING ASSOCIATION

Garrick Theater Building,

LOCAL AND LONG DISTANCE PHONE,
RANDOLPH 2442

CHICAGO, ILL.

AUSTIN C. WILSON'S AUTO POLO

AMERICA'S GREATEST FAIR ATTRACTION

A RIOT OF PEP AND ACTION

A CYCLONE OF FUN AND THRILLS

The sensational appeal and tremendous drawing power of this attraction has never been equaled nor approached in the history of the outdoor show world.



New, Novel, Different

THE CULMINATION OF DARING ACHIEVEMENT.

Auto-Polo combines amusing features with every thrilling expectancy and was pronounced by over one million people the past season the most sensational outdoor attraction in America.

FAIR SECRETARIES

Auto-Polo is a magnet which will directly attract thousands to your fair and keep them talking for weeks afterward. Does not injure the race track. Day and night exhibitions.

PARK MANAGERS

Auto-Polo requires but little preparation and limited space. The results will amaze you. Open time in June and July. Decoration Day and Fourth of July open.

Special litho., cuts, etc. furnished free.

Every co-operation given.

As this attraction will sell quickly, it is advisable to write or wire immediately for open time.

AUSTIN C.

Auto Races WILSON Auto Polo

Headquarters, 117 Spring Street, YOUNGSTOWN, OHIO.

Manchester Fair

Sept. 13, 14 and 15, 1921
MANCHESTER CENTER, VT.

W. H. SHAW, Secretary

FAIR

Aug. 2-5, 1921, North Vernon, Ind.
Concessions, Shows, Exhibits, Races and other good features.
W. G. NORRIS, Sec'y.

THE BIG GALESVILLE FAIR

AUGUST 23, 24, 25, 26, 1921.
Three Days and two Nights. Fine Program of Races.
BEN W. DAVIS, Secretary, Galesville, Wisconsin.

SHENANDOAH FAIR ASSN.

Wants Rides and Shows. Our dates are August 15 to 19, 1921.
E. R. WOODFORD, Secy.

WANTED to BOOK VAUDEVILLE ACTS For GRUNDY CO., Ia., FAIR

Sept. 6-7-8-9-1921. Also good Theatrical Company for night show. Address A. G. BRIGGS, Sec'y, Grundy Center, Iowa.

WANTED 3 Good Clean Shows

for the Kewanee and Aledo (Illinois) Fairs, Sept. 5 to 17. Send terms to JOHN P. BRADY, Secretary, Kewanee, Illinois.

The Elkader Fair, Sept. 6, 7, 8, 9, '21

High-class live, legitimate Concessionaires wanted. C. A. BENSON, Secretary, Elkader, Iowa.

WANTED ATTRACTIONS

for Hutchinson Co Fair, Tripoli, S. D., Sept. 6, 7, 8, 9. Address O. WILDERMUTH, Secretary.

9th ANNUAL A. H. T. A. FAIR

SEPTEMBER 6, 7, 8, 9, 1921.
WANT Shows, Attractions and Concessions. MEN-827 S. CREEGER, La Crosse, Kansas.

STATE CONTROL

Of Michigan State Fair Opposed on Ground That It Would Be Against Its Best Interests

Detroit, March 11.—Just what the future holds in store for the Michigan State Fair is problematical. If the bill now pending before the legislature, providing for the taking over of the fair by State and placing its control in the Department of Agriculture, becomes a law, which the politicians aver it will, "taps" may be sounded for Michigan's big fair as a self-supporting institution.

The Michigan State Fair is owned and operated by the Michigan Agricultural Society, a non-profit making corporation. If it passes to the control of the State and falls into the hands of politicians, it may recede from its present position as one of the largest fairs in the United States and become a liability upon the taxpayers of the State, say its friends.

The Middle West is credited as the "home of State fairs." Many of them, like Michigan's, are owned and operated by non-profit making corporations. Others are owned outright by the State and conducted by political appointees. Investigation shows that State owned fairs in many cases operate at a loss to the taxpayers of the State. Those who are opposing State control quote the following figures in support of their stand:

The New York State Fair, with grounds and buildings costing \$2,000,000 paid by the State, is this year asking the legislature for \$400,000 for an additional building, besides the usual direct appropriation of \$125,000 to meet the annual operating deficit.

The Missouri State Fair has invested \$800,000 in its grounds and equipment. This year it is asking the legislature for \$500,000 for permanent improvements and \$300,000 to cover deficits past and future. In 1919 this fair lost \$47,000 and in 1920 \$79,000.

The Ohio State Fair has expended \$750,000 of public funds for its grounds and buildings. An annual appropriation of \$150,000 is made by the State for the fair, and this year a special appropriation of \$12,000 to cover operating deficits has been asked of the legislature.

The Iowa State Fair has cost the State \$703,500 for grounds and buildings and in addition enjoys an annual appropriation of approximately \$125,000.

The Minnesota State Fair has expended \$1,109,499 of State money for its grounds and buildings and in addition annual appropriations have averaged from \$100,000 to \$150,000, with additional sums for buildings.

The Iowa and Minnesota fairs, while owned by the State, are operated by societies like Michigan's, whose independence of political control is guaranteed. The both show deficits and are a drain on the State funds, they are well managed.

The Wisconsin State Fair represents \$700,000 of State money invested in grounds and buildings. This year it is asking the legislature for \$250,000 general assistance, \$10,000 for new

equipment and \$25,000 for repairs and maintenance.

The Michigan State Fair has not cost the taxpayers a cent. Its grounds and buildings are worth \$2,000,000. It pays its own way. Improvements to grounds and buildings have been made from earnings or thru mortgage which the society is paying off without aid from the legislature. Since 1913 the fair has made an annual profit. At the present time there is cash surplus of \$200,000 which is to be expended for new buildings and equipment when required. The only legislative aid which the fair has received is an annual average sum of \$20,000 for premiums which has been distributed in the name of the State to raisers of fine stock, grains and other crops.

The balance sheet for the Michigan State Fair, November 30, 1920, disclosed a profit for the year of \$150,961.75.

At the time the Michigan State Fair was brought to Detroit a citizens' committee subscribed \$200,000 for the purpose of buying the site and helping to erect buildings. The property was turned over to the Michigan Agricultural Society under an agreement that the fair be permanently located on the site. The location is an ideal one for the State fair, within the city limits and easy of access by street car, a factor that has built for big attendance and a factor that has contributed to the fair's success.

It is to be hoped that the fair can be kept out of the hands of politicians, as far as its management is concerned at least, and that any plan to remove it to an up-State location may be defeated, if the splendid institution is to endure in its present status of success.

NEEDS MORE ROOM

Columbus, O., March 10.—"Unless an addition is made to the fair grounds the 1921 fair will be limited in greatness only by the restrictions imposed by lack of space," says William D. Guffitt, publicity manager of the Ohio State Fair.

Last year's attendance at the Ohio State Fair was 312,000, exceeding by far any previous attendance. Among the many splendid features of the fair were the Short-horn exhibitions and the sheep division, the latter being by far the largest in the United States, according to Mr. Guffitt. Preparations are going forward to make the 1921 fair, which will be held August 20, 20, 31 and September 1, 2 and 3, the peer of all its predecessors.

CENTRAL OHIO SCHEDULE

Newark, O., March 14.—The Central Ohio Racing Circuit has completed its schedule as follows: Grove City, week of May 23; Xenia, May 30; Springfield, June 6; Kenton, June 13; Powell, June 20; Mt. Vernon, June 27; Coshocton, July 4; Newark, July 11; Zanesville, July 18; Dover, July 25. Two stake races, a 2:15 pace and a 2:17 trot, for purses of \$1,000 each, will be given thru the circuit, of which L. J. Foster, of Coshocton, is president and Harry D. Hale, of Newark, is secretary. Purses of \$400 and \$500 will be given for the various class events.

Columbus Junction -DISTRICT FAIR-

AUGUST 9, 10, 11, 12.

Six Fairs following within a radius of 50 miles.

H. L. DUNCAN, Secretary, Columbus Junction, Iowa.

Ontario Booking Office

Room 36, Yonge Street Arcade, TORONTO, ONTARIO

now booking Canadian Fairs and Celebrations. Acts wishing to secure space in our Catalogue write now.

WANTED SHOWS, RIDES, CONCESSIONS AND PLATFORM ATTRACTIONS.

MELFORT SUMMER FAIR

Four Big Days, August 9, 10, 11 and 12. Big money for clean Show. Good grounds, grandstand, platform, electric lights, water, etc. For further information write G. B. JAMESON, Manager, Melfort, Sask., Canada.

AUG. 30, 31 and SEPT. 1 and 2 ARE THE DATES SELECTED FOR

THE RITCHIE COUNTY FAIR

PENNSBORO, WEST VIRGINIA. Attractions and Concessions not yet contracted for. H. J. SCOTT, Secretary.

THE EASTERN WILL COUNTY DIST. FAIR

WILL BE HELD SEPTEMBER 14, 15, 16, 17, 1921. AT PEOTONE, ILLINOIS.

Open for Outdoor Amusements, Attractions and Concessions. Four days' racing One-half mile track.

FAYETTE COUNTY Agricultural Society

The best County Fair in Iowa for Concessions. Write for space. 4 big days and 3 nights. H. M. STAFFORD, Sec'y., West Union, Iowa.

BIG STREET FAIR AND CARNIVAL, beginning June 20 to 27. Wanted—Address of the Electric Trolley Fair Firm. Wanted—Address of the White Foods Ice Firm. Wanted—To hear from good Amusements at once. Star Hose Co. Address G. W. CALHOUN, Com., Port Allegany, Pa.

BRIDGTON AGRICULTURAL ASSOCIATION

BRIDGTON, ME., AUG. 16, 17, 18, 1921. H. W. JONES, Secretary, Bridgton, Maine.

WANTED--Concessions, Merry-Go-Round, etc. Week starting September 26. HARTFORD FAIR ASSOCIATION, Hartford, Kansas.

AUSTIN C. WILSON'S AUTO RACES

America's Greatest Drawing Card

SPEEDWAY CARS ---- CHAMPION DRIVERS
IN DARING CONTESTS OF SPEED AND SKILL
EXCITING, THRILLING, NEW AND NOVEL

Establish an "Auto-Race Day" for your coming Fair. This big spectacular feature attraction will make a splendid success of an otherwise poor day. We have never yet failed to draw the greatest crowds in the history of any Fair booking this attraction. In many instances the last day's attendance surpassing previous greatest days.

The Greatest Builder for Otherwise Poor Days in America's Fair World

Auto-Racing exhibitions of any length desired, for either mile or half-mile tracks. Special match events between two or more cars to complete programs of one or more days.

SPECIAL PROPOSITION FOR COUNTY FAIRS
Park Managers--Promoters

Available dates in June and July.
 Decoration Day and Fourth of July open.

Special litho, cuts and other publicity furnished free. Every co-operation given. Write or wire for available time.

Auto Races---Austin C. Wilson---Auto Polo
HEADQUARTERS
117 Spring Street, Youngstown, Ohio



HAS MADE GOOD PROGRESS

Rochelle, Ga., March 12.—The Wilcox County Fair Association, organized in 1918, has made excellent progress, each meeting being more successful than the previous one. In the spring of 1920 the association purchased a fifty-acre tract of land for a permanent fair grounds, erected new buildings and built a regulation half-mile race track. This was the first year horse races were held here and the overwhelming success they scored has led the management to plan for a bigger meet this year, as well as a bigger and better fair in every way. Many new improvements are to be made before the opening of the fair. The dates are October 11 to 15, inclusive. J. H. Blackshear is president of the fair association, and T. Z. Fenn secretary, treasurer and general manager.

AERIAL STUNTS AND AUTO RACES SCHEDULED FOR SAVANNAH

Savannah, Ga. March 10.—Jersey Ringel will be the star performer at an aerial circus to be held at the fair grounds here March 24 under the auspices of the Savannah Tri-State Exposition. He is scheduled to perform all of his usual stunts. Manager J. W. Fleming has also announced that there will be a big professional automobile race on the dirt track at the grounds April 26. The race has been sanctioned by the International Motor Contest Association for dirt road racing, and several well-known drivers will be here. April 24 is Memorial Day in the South.

ATTRACTIVE RACE LIST

North Vernon, Ind., March 12.—The Jennings County Fair is this year second in a circuit covering Southeastern Indiana, the first being Osgood, then North Vernon, Edinburg, Columbus, Franklin and Shelbyville. An attractive race list has been arranged for the circuit and each of the fairs will be given a good field for concessions of all kinds, shows, etc., it is announced.

North Central Kansas Free Fair
AUGUST 30-31-SEPTEMBER 1-2, 1921
BELLEVILLE, KANSAS

Four Days—Four Nights. Want clean Concessions and Shows. No buy backs. Secure locations at once. **DR. W. R. BARNARD, Sec'y.**

HARRISBURG, ILLS., BIG FAIR

SALINA COUNTY FAIR GROUNDS, JULY 26 TO 30.

Five Big Days and Nights. WANT A FIRST-CLASS CARNIVAL CO. OF 20 TO 30 CARS. Will offer good terms. Grounds, half mile from town, with street car service thru grounds. Paved streets all the way. 30,000 to 40,000 drawing population. Biggest miners' pay roll in the State. \$15,000 to be given away as premiums. Plenty of lights. Will close contract on easy terms. Address **A. FRANKS, Mgr., Salina County Fair, Harrisburg, Ill.**

INTER-STATE FAIR, FARGO, N. DAKOTA,
JULY 11th to 16th, Incl. 1921

All Free Acts, Bands and Carnival booked. Legitimate Concessions and Cook Houses write for space and terms. Games of skill only.
F. W. McROBERTS, Secretary.

WANTED High Class Carnival Companies
Concessions, Rides and Free Acts

LIVINGSTON COUNTY FAIR, AVON, N. Y. (Fastest half-mile track in the State), SEPTEMBER 13 TO 16, 1921.
WM. H. CLARK, Secretary.

BIG EXPOSITION

Planned for Santa Ana—Will Be Housed in Huge Tent

Santa Ana, Cal., March 12.—Plans have been completed for a Greater Santa Ana Exposition to be held here April 9 to 16 by the merchant boosters of the city. The project, which is to be under the direction of the Pacific Coast Exposition Company of Los Angeles and personally supervised by H. Elmo LaBrequé, has been approved by the Merchants' and Manufacturers' Association.

In diversity of interest, displays and demonstrations of merchandise, educational features and quality, this exposition is planned to be on a par with events of similar nature held in larger cities. Mr. LaBrequé has been staging expositions, fashion shows, pageants and feature exhibits for sixteen years.

Unique displays of Santa Ana made goods, a spring fashion revue, a pure food exhibit, baby show and a great pageant are only a few of the features embraced in the program. The entertainment features will be changed every day and are varied in scope, including choruses from Los Angeles film studios, music, singing and other diversions.

The exposition will be housed under a gigantic tent at Third and Birch, and will easily accommodate several thousand at a time. The tent is to be arranged so that all may see in comfort what is going on.

The purpose of the exhibition is to concentrate under one roof samples of the various business activities and service of Santa Ana merchants.

BACK IN THE RACING GAME

Austin, Minn., March 10.—The Mower County Fair has been out of the professional racing game for two years, but Secretary J. W. Hare states that they will be back strong this year. The track is to be refitted, barns repaired and everything put in good shape. "Everybody working to make this the best fair in Southern Minnesota," says Hare. The fair will be held day and night, August 23-26.

FAIR SECRETARIES

ED. A. EVANS GREATER SHOWS

1921 SEASON OPENS MARCH 21, OKLAHOMA CITY.

DOWN TOWN FRISCO LOT. ALL CONCESSIONS OPEN. CAN USE ANY GOOD SHOW THAT IS A FEATURE.

We play Oklahoma, Kansas, Missouri, Illinois, Wisconsin, Michigan, Indiana, Ohio and Minnesota. Get with a live one where Showmen and Concessions always make money. This is no gilly. Twenty cars to load on. Can use people in all lines: Colored Musicians, Trainmen, Polers, Teamsters, Pit Show Workers, Hawaiian Musicians and Performers for Hawaiian Village. Address Kingkade Hotel, until March 25, then route in Billboard.

ED. A. EVANS, Kingkade Hotel, Oklahoma City, Okla.



FAIR TRADING CO. INC.
133 5th Ave., N.Y.

**Beacon Blankets
Esmond Blankets
Chinese Baskets
DOLLS
BEARS and
SILVERWARE**

*"Rumps" Baltimore Wheels
at Baltimore Prices ready
NOW for immediate delivery*

**MAX GOODMAN'S
MESSAGE TO YOU
Fair Concessionaires—**

Here, at last, is the ideal combination of service and experience that is essential to your business. The FAIR TRADING CO., newly established under my management, is splendidly equipped to serve you with the latest of fast-selling novelties.

My vast experience in this field, and the reputation I enjoy for square dealing, coupled with the complete merchandise service afforded by this concern, is your assurance of always obtaining utmost satisfaction.

FAIR TRADING CO., Inc.
133 Fifth Ave., New York City
Phone Stuyvesant 2675. MAX GOODMAN, Gen'l Mgr.

"When in Town Make Our Headquarters Yours"

**TOWN AND COUNTRY
PULLING TOGETHER**

Elkader, Ia., March 11.—The new Elkader Fair is the successor of the old Elkader Fair and Tract Association, which died a natural death as the result of an expired charter. The old fair left an ideally located fair grounds and a healthy mortgage. The new organization is a town-country hitch, a team that so far has pulled strong together. This will be the third fair meet. "The first year," says Secretary C. A. Benson, "we dished out near-zero temperature to patrons, the second year old Jupiter Pluvius drenched them; this year—er—ahem—well, at any rate, our vocabulary does not include the pestiferous word 'discouraged'."

Officers of the association are: President, H. E. Diers, St. Olaf, Ia.; vice-president, W. C. Monlux, Luana; treasurer, A. J. Carpenter, Elkader; secretary, C. A. Benson, Elkader.

CO-OPERATION THE KEYNOTE

Ferndale, Cal., March 10.—Intelligent co-operation can work wonders in any line, and the fair is no exception. The Humboldt County Fair is an example. "We had a crackerjack fair last year," asserts Secretary A. G. Rinn, "pulled the association out of the hole and have a nice surplus on which to start operations this year. We banked away on co-operation and got it. This year we expect to get more of it."

That 'a the spirit that wins and it's showing in the results obtained. Last year the fair had trouble securing free acts because of a conflict of dates. This year they are getting in the field early and expect to have no trouble in securing an excellent program.

"County fairs are here to stay," says Secretary Rinn. "What we must do is make them better every year and get the people out to them."

THE GREAT GALAX FAIR

Galax, Va., March 11.—The dates of the Great Galax Fair are September 14, 15 and 16. Secretary W. C. Roberson says the officers of the association are determined to make this year's event their banner fair. The fair grounds are going to be improved and a large exhibit building will be erected in the early spring. The T. J. Murphy Shows will play the fair.

Gum 1c A Pack

Spearmint and other flavors at old prices.
**BALL GUM SALESBOARD AND GIVE-AWAY GUMS
HELMET GUM SHOP, Cincinnati, O.**



ILLINOIS FIREWORKS DISPLAY CO., Inc., - - DANVILLE, ILL.

LOOK, FIREWORKS!

ATTENTION, Park Secretaries!

Before you book your fireworks for your celebrations, get in touch with us and let us submit you our 1921 programmes. We are the originators of the famous Crazy and Devil Wheel, placed before the public last season. We are introducing this season several new set pieces which have never been shown before in this section of the country.

Our experience shows us the public is looking for something new in the fireworks exhibition each year, so we specialize to place a new set of pieces on the market every season. If you want to show your patrons something new in pyrotechnic art, wire or write us at once for full particulars. Our motto is: Service and satisfaction. Catalogues of fireworks in boxes from \$25 up to \$1,000. Do not delay, but wire or write today.

**EVERYBODY BOOSTING
For the Helena District Fair**

Helena, Mich., March 11.—The Helena District Fair is getting under way again for a big district fair and carnival of sports, dates to be named later. Workmen are already at work repainting and repairing the buildings and fences. A new baseball diamond has been laid out on the old carnival grounds and a new location will be opened up for the shows, which will be on the independent plan this season. Helena is already noted for its race track, which is a part of the grounds, and a big program of races will be staged as one of the attractions. It will be an all-day fair this season, a baseball tournament and athletic games being staged during the morning hours. Every prominent farmer in the district has his shoulder to the wheel and the business men who have always been behind the fair are lining up to give it a big boost.

Dan. T. Cutting, who for years was well known throughout Michigan as a promoter of fairs and racing meetings, is behind the Helena proposition again this year and he has both feet on the accelerator.

NO CRANKS AT CLAY CENTER

Clay Center, Neb., March 10.—H. H. Harvey, secretary of the Clay County Fair, is a real, honest-to-goodness sportsman as well as an experienced fair man and he hasn't any patience with the namby-pamby variety of people who would banish all enjoyment from the earth. "I am certainly glad to be associated with a bunch of young men who are not rated as cranks," he says. "Our people appreciate all kinds of innocent sports and it takes all of these things to make a nice fair."

Secretary Harvey says a big fair is being planned, the dates being September 26-30. "We had a great many Billboard readers with us last year," he comments. "In fact they say we had more concession men than any other county fair in the State. Our fair grounds are within walking distance of the town. We have both day and night entertainments and the grounds are electric lighted. I am sure that our concession men did well last year for the reason that a great many have already booked for space and there is not a day but what I have inquiries about the coming fair."

BIG ELI LIGHT PLANTS

have brightened many Midways and will do the same for yours.

**ELI BRIDGE COMPANY,
Case Ave., JACKSONVILLE, ILL.**

**SUMMIT COUNTY FAIR
AKRON, OHIO, SEPT. 27, 28, 29, 30.
Oct. 1.**

WANTED—Riding Devices, good, moral, up-to-date Shows; also high-class clean Concessionists. M. H. WARNER, Secy., R. D. 22, Box 116, East Akron, Ohio.

GOOD CROPS. No Cotton in This District. GOOD PEOPLE. GOOD MONEY. WE PAY EVERYTHING IN CASH BEFORE WE CLOSE THE GATES.

**CAPE COUNTY FAIR, Cape Girardeau, Mo.
SEPTEMBER 20-21-22-23 and 24, incl.**

RODNEY G. WHITELAW, Secretary.

WANTED Good Clean Shows, Wild West Show, Carnival and Concessions. No gambling. No Wheels. No '49 Shows.

SHAWANO COUNTY FAIR, Aug. 16, 17, 18 and 19

A much bigger and better fair than heretofore. Looking for good Shows and Concessions or a good Vaudeville Company. Write to P. J. WINTER, Secretary, Shawano, Wisconsin.

LIEUT. EMERSON

THE DARE DEVIL OF THE AERIAL WORLD AND HIS FLYING CIRCUS

FIVE - THRILLING ACTS - FIVE.

Parachute Leap, Plane Changing in Mid-Air, Looping and Nose Dives with Emerson Standing on Top Wing of Plane. One to Five Mile Race Against Automobile. Sensational Night Flights with Beautiful Aerial Fireworks Displays.

FOR OPEN TIME ADDRESS OR WIRE
 F. M. BARNES, INC., 1104 NORTH AMERICAN BLDG., CHICAGO, ILL.

POWERS' FAMOUS ORIGINAL KILTIES BAND

The Concert Band that Toured the World, Introducing More Special Features than All Others.
NOW BOOKING PARKS AND FAIRS.

FOR OPEN TIME ADDRESS OR WIRE
 F. M. BARNES, INC., 1104 NORTH AMERICAN BLDG., CHICAGO, ILL.

EXCLUSIVE REPRESENTATIVES

WANTED

Good, clean Concessions of all kinds for the

GREENUP FAIR

AUG. 30th TO SEPT. 3rd, 1921

Address Sup't Elias Jobe, GREENUP, ILL.

THE DE WITT CO. FAIR

TO BE HELD AT CLINTON, ILL., AUGUST 9, 10, 11, 12, 1921.

Wants all kinds good, clean Concessions, also up-to-date Rides of all kinds. Good Shows wanted. We have no Carnival booked this year. Carnival companies needn't write. All Privileges to be cash down when you set up. We intend to treat all alike. We show to favorites, so bring the cash or stay away. A deposit on all reservations required. Better make your reservation early, as there are several already taken. NOAH STIVERS, Secretary, Clinton, Illinois.

BURGETTSTOWN FAIR

BURGETTSTOWN, PA.

Oct. 4-5-6, 1921

J. M. PYLE, Concession Secretary
 Bell Phone 71 J.

We are now booking attractions, rides, new and novel amusement devices, concessions, etc.

Community Fair and Homecoming

Sept. 13-17, Inc., Union City, Indiana.
 PUBL. L. TURNER, Pres.; IRA VERNON, Sec'y.

77th Annual Dutchess County Fair

SEPT. 7-8-9-10, RHINEBECK, N. Y.

Concession Men always "come back." To secure choice locations apply early. FRANK CHASE, Pine Plains, N. Y., Superintendent of Concessions.

BOYS' AND GIRLS' CONTESTS

To Be Featured by Ada (Minn.) Fair in Effort To Gain Active Interest of Youngsters

Ada, Minn., March 10.—Get the youngsters interested and you will have no trouble at all in getting the interest of the grown-ups, is the belief of the management of the Norman County Fair, and acting on this belief the fair officials are going to put on a number of contests for boys and girls in an effort to enlist their active interest. These contests for the young people will be featured at the annual fair to be held July 3, 4, 5 and 6, and the new move is expected to result in greatly increased attendance.

The management also is planning to put on a Duroc-Jersey district futurity contest which is expected to create much interest, as live stock raising is one of the leading industries of this section. The National Duroc-Jersey Record Association is to donate a certain amount of money to help pay the premiums and this will enable the fair to offer some mighty attractive prizes.

Secretary Leo H. Sherf says that an exceptionally large display of fireworks will be put on this year and will doubtless prove a big drawing card. There will also be other entertainment features.

Secretary Sherf is of the real progressive sort and is not only looking out for his own interest but is willing to co-operate with his brother secretaries toward the betterment of fairs in general, as he states that he will be glad to answer any inquiries in regard to matters the Ada fair has undertaken, or will be glad to hear from secretaries in regard to anything that has helped to make their fairs better.

NEWARK WILL HOLD DAY AND NIGHT FAIR

Newark, O., March 12.—The Licking County Agricultural Society, of which Harry D. Hale of Newark is secretary, will give a day and night fair September 13-16. It will be the first night fair ever held in the county and record crowds are anticipated, as the fireworks program is one of the best on the market. There will be three harness and two running races each day with purses of \$400 for the former, and \$150 for the jumpers. The fair will be held at Moundbuilders Park, one of the most beautiful as well as historic grounds in the United States.

TO HANDLE EXPO. PUBLICITY

The average woman doesn't know much about canals, the merchant marine, river and lake navigation, and like subjects. But Ruth G. Bowman, publicity director for the National Marine League, does, which stamps her as by no means an average woman. Miss Bowman recently sailed from New York for New Orleans to swing the publicity campaign for the big National Marine Exposition which will be held in the Southern city May 2 to 7. This will be in conjunction with the Mississippi Valley Convention.

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

Incorporated 1910

75 Fulton Street
 NEW YORK CITY

WE ARE THE ORIGINATORS OF RAIN INSURANCE IN AMERICA

Losses Paid in Twenty-four Hours

TOLEDO

Northwestern Ohio Fair

SEPTEMBER 5-6-7-8-9-10

REMEMBER This

We have the finest grounds in Ohio. This year we will have ample transportation with a loop in the grounds. The Fair is under management of a capable showman—Every Civic Organization in Toledo will back us to the limit. The advertising and publicity campaigns will not be equaled by any Fair in America. Arrangements are under way to make LABOR DAY surpass any event ever held in TOLEDO. This means 6 Big Days and 4 Big Nights. We will play to Concessions. Nothing closed except Free Acts and Fireworks. We are open for Auto Races, Rides, Legitimate Concessions and Shows. No Paddle Wheels or Games of Chance. Our goal is an attendance of 150,000. Write

B. WARD BEAM, Manager
4th Floor, Court House, Toledo, Ohio

AUTO RACES

An Important Feature of the Fairs of Today

By "BILL" BREITENSTEIN

At the fair of yesterday speed was marked by how fast the race horses could course around the mile and half-mile tracks, and while that blue-blooded sport still holds as a component part of practically every fair program, the twentieth century marked the advent of a newer and greater type of speed upon the race track. Today auto races play an important part on fair programs, bringing a greater volume of speed upon the track than has hitherto been accomplished, serving as a revenue-getter from the standpoint of gate and grand stand admissions, and adding a brand of thrills that was unknown before the present century was ushered in.

Present-day dirt track auto racing is a child of the fairs of the country. True, there was, and still is, dirt track racing on dirt tracks, which does not have the association of State, district or county fair interests, but the dirt track racing, under International Motor Contest Association rulings, by far leads the field in importance, and this type of racing was instituted at fairs and by fairs.

The membership of the I. M. C. A. is held almost in its entirety by large fairs. Every official is a fair executive. The fair folks solved their own problem of dirt track racing by instituting a governing body to control a type of racing that was inherently their own. It is only in the new field that the promoter need take pains to explain that fast and interesting auto races can be held upon half-mile dirt tracks. For over ten years auto racing has been as much a part of the weekly program at many big fairs as has any other feature. Properly handled, it has brought results, and at practically no place has there been indication of any waning.

While in the past some fairs have taken upon themselves the task of handling their own auto

EAST TENNESSEE FAIR CIRCUIT

La Follette, Clinton, Kingston, Sweetwater, Morristown, Newport.

FAIR DATES:

LA FOLLETTE, August 31-September 1, 2, 3.
CLINTON, September 7, 8, 9, 10.
KINGSTON, September 27, 28, 29, 30.
SWEETWATER, September 13, 14, 15, 16.
MORRISTOWN, September 21, 22, 23.
NEWPORT, October 4, 5, 6.

Each Attraction, Amusement and other Concession right will, so far as possible, be booked for the whole Circuit

For Information Address

PAT W. KERR, Chairman Attractions and Concessions Committee
La Follette, Tennessee.

races and listening to the appeal of the local race drivers or dealers for local color entries, most of the auto racing at fairs has been handled by one or two or three important promoters, who assure the fair in advance the type of program, kind and quality of cars and drivers which they can guarantee the fair.

Auto racing has brought out its problems. The proper conditioning of the track, the overcoming of the insistent prophecies of dire danger to the track by certain interests and the designation of certain days whereby the great drawing power of automobile races will bring the greatest revenue and still serve the demands of the public, are some of the things which confront fair managements and promoters.

In 1920 much new territory was opened up for professional auto races in this country. The North Pacific territory, comprising certain fairs in Oregon, Washington, Idaho, Montana and British Columbia, had its first taste of professional auto racing. The promoters met many obstacles, all of which were overcome to the benefit of the "fair" type of conducting auto races. Many fairs in the South had their first taste of professional auto races, and indications point that they will seek a comeback in 1921.

The particular feature which has always been a strong talking point of promoters to fair folks is the fact that properly conducted auto races have a great drawing power for attendance. A single instance, such as Sedalia, Mo., where on a Monday, in a city of 20,000 population, over 40,000 people were attracted to the fair. It is doubtful if the city contributed as high as 7,000 people for this day. This means that 33,000 people were attracted from distances for an early week day. This has happened two years in succession at the Missouri State Fair. Des Moines, on its opening Friday, had 50,000 people in attendance, fully 90 per cent of which can be construed as having attended for the express purpose of seeing auto races. And at Hamilton, Detroit, Oklahoma City, Milwaukee, Hutchinson and other State fair centers great crowds have been in attendance for auto races.

It is estimated that over sixty adopt race drivers competed at these various fairs. In many instances track records were established or broken in 1920, a feature which always adds to the program, but which is frequently dependent upon the condition of the track.

Since the skyward trend of calcium chloride prices the matter of allying dust on the dirt tracks has become a more difficult problem. Proper use of water has been the most recent method, altho Secretary Saunders, of the Virginia State Fair, has suggested a wood pulp by-product which works successfully at Richmond.

The trend of the times is such and the decline of horse racing so noticeable that the examples of the State Fair of Texas and the Alabama State Fair may be cited in 1920 as large institutions which had neither harness nor running events. This is not the desire of the auto race enthusiast or promoter. It is just a condition. Over two days of auto racing a week at a fair is seldom recommended by those who are wise in the game. These are generally opening and closing days; sometimes the two closing days, and, in some instances where certain con-

(Continued on page 89)

WANTED WANTED

Independent Shows and Concessions of all kinds, except Riding Devices, Novelties and Wheels, for

Bartholomew County Fair

COLUMBUS, INDIANA

Aug. 15-16-17-18-19

F. M. OVERSTREET, Secretary.

BEN FETTIG, Supt. Privileges.

YOU WANT YOUR FAIR PLANNED

Write now for immediate appointment.

Pearse, Robinson and Sprague, Specialists in the Design of Fair Grounds and Fair Buildings
Des Moines. 35 South Dearborn, Chicago. Omaha.



ROAMING MOUSE

\$5.00 per gross

The Best On The Market

L. GRAY, Mir., 421 Sutter Ave., Brooklyn, N. Y.

THE HARFORD COUNTY FAIR ASSOCIATION

BEL AIR, MARYLAND.

Third Annual Fair and Race Meet, October 11, 12, 13, 14, 1921.

The exhibits, races and attendance have been unusually good for the short time we have been in existence. For further information write E. A. CAIRNES, Secretary.

DUJARDIN FLYERS, Inc. FOR COMING SEASON

Now Booking

FAIRS, PARKS, HOME COMINGS, 4th OF JULY, LODGE AND CLUB CELEBRATIONS of All Kinds

Five of the best pilots in the U. S. flying new Orioles and Americans. Three of the greatest Stunt Artists, including the ever famous

RAY ROYCE AN AERIAL ARTIST WITH ORIGINAL THRILLERS

Nothing too large or too small for our organization to accomplish. Fair Ass'n Secretaries, Entertainment Committees

WIRE or WRITE

For open dates and prices. Watch the FOX FILMS and this SPACE for our announcement regarding

OUR LATEST AVIATION THRILLERS.

W. C. VOSS, Booking Manager, DUJARDIN FLYERS, Inc.

Suite 102 Seible Building,

Geneseo, Illinois.

AVIATION

FLYING BOATS

Big Amusement Attraction

The United States Government realized some time ago that one of America's first lines of defense in the future would be in the air, and that to have trained men available in case of a national emergency to operate aircraft commercial aviation must be developed in this country as it is in Europe. In order to encourage an increase of interest in commercial aviation the United States Navy authorized the sale of a limited number of the famous HSSL (Coast Patrol flying boats, fitted with a 250 h. p. low compression, Liberty motor, at one-third of what it would now cost to build them. To extend to those interested the advantages of an organization experienced in the manufacture, conversion and operation of Naval aircraft, the Aeromarine Engineering & Sales Co. has been selected as a channel thru which to distribute these flying boats to the public.

"In various parts of the country individuals and corporations during the past year have operated aircraft for passenger-carrying, and as an attraction at amusement parks they have shown almost unheard of profits," said C. F. Redden, president of the Aeromarine Engineering & Sales Co. At Atlantic City one company operating a small three-seat Aeromarine flying boat frequently made a profit of over \$1,000 over the week end, besides the money taken in during the week for special flights.

"The possibilities for this season for commercial flying are greater than ever before, because the public now realizes that flying boats are not only absolutely safe but the most delightful mode of travel. No hangars or air terminals are necessary for these flying boats. They are equipped with electric running lights and can be moored in calm water exactly the same as a motor boat."

CRASHES INTO BATHERS

Pensacola, Fla., March 8.—Slipping on its left wing, after dum stunts until it had run into a kite flown by a small boy and the string had become hooked to its tail, a seaplane, piloted by Ensign John W. Alcorn, a former circus performer, swept low over a bathing beach frequented by Negroes Monday of last week, and with its left wing just clearing the sands killed two Negro women and injured two Negro children and another Negro woman so severely that they died a few hours later.

Alcorn whose seaplane landed on the water with a broken wing, made his way to shore, it is reported, and entered an automobile with the man and woman who had been his passengers, but was subsequently apprehended. The man and woman are being sought. Alcorn had planned to leave the navy and join a circus at Chicago soon.

SERGT. ENSEL CHAMBERS

Says Four-Mile Drop Is Mere Start

Lawton, Ok., March 9.—"I want to get a record that will really be a mark to shoot at. I have just started and intend to jump from a much higher altitude," was the comment made

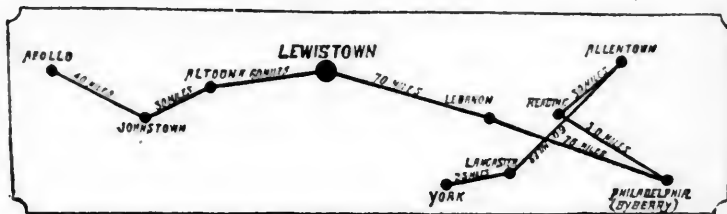
4 Days
Racing and Shows

Mifflin County Fair

4 Nights
Shows

LEWISTOWN, PENNSYLVANIA AUGUST 23, 24, 25, 26, 1921

- Apollo, Aug. 2-5
- Johnstown, Aug. 9-12
- Altoona, Aug. 16-19
- Lewistown, Aug. 23-26
- Lebanon, Aug. 30-31, Sept. 1-2
- Byberry, Sept. 6-9
- Reading, Sept. 13-16
- Allentown, Sept. 20-23
- Lancaster, Sept. 27-30
- York, Oct. 4-7



We have plenty of space for sale. Any and all attractions given consideration.

S. B. RUSSELL, Sec'y & Treas., LEWISTOWN, PENNA.

by Sgt. Ensel Chambers, 135th Aero Squadron, who, at Post Field, Fort Hill, on February 22, leaped from an airplane at a height of 22,200 feet, breaking the world's record for parachute jumping.

The Sergeant was handicapped by lack of oxygen, and when he made the leap was on the verge of unconsciousness. He says he is out for a record of 30,000 feet, which he thinks he can obtain if he makes the ascent in an oxygen-equipped plane.

Chambers is a quiet, unassuming chap, with none of the characteristics of a daredevil. He has been parachute jumping for a year, but his highest previous leap was 7,500 feet.

A new departure was established by Sergt. Chambers in his leap when he jumped from the pit of the plane instead of a wing, which was doubly dangerous on account of the danger of being struck. It was necessary to make the leap from the pit, as it was impossible to stand on the wing at that height and in that atmosphere.

MARK M. CAMPBELL CLOSES LONG CONTRACT

Mark M. Campbell has just closed for a fourteen-week contract for parachute jumping and aerial acrobats in Canada this season. His first exhibition will take place May 24. Daredevil Campbell is under the management of J. L. Sloan.

RUTH LAW IN OMAHA

Omaha, Neb., March 11.—Ruth Law was here recently consulting with Charles Trimbe, secretary of the Ak-Sar-Ben Exposition Company, and members of the board of directors about signing a contract to bring her flying circus to Omaha for the fall festival.

COMMERCIAL AVIATION CO. PLANNED BY AERO CLUB

Organization of a new commercial aviation company, backed by members of the Cincinnati Aero Club, is being planned according to information given the aviation committee of the Chamber of Commerce last week. A site for a landing field within easy access to the business section of the city has already been selected and part of the funds will be used for the improvement of this land.

AERIAL JAZZ

Marks New Epoch in Outdoor Entertainment

New Orleans, March 11.—Aerial jazz was presented in New Orleans recently when a machine, the property of the Richardson Airplane Corp., flew over the city with an orchestra led by Joe Fulton of the Palace Theater. It

was a weird performance and startled many persons, especially the colored population, who expected at any minute to see "The Lord ridin' on a white horse emerge from the clouds." It marked a new epoch in outdoor entertainment which might be followed by many attractions this coming summer.

STUNT FLYING LIMITED

New York, March 11.—Under the provision of a city ordinance recently adopted stunt flying over New York City and operating of airplanes at altitudes of less than 2,000 feet became illegal March 5.

Police Commissioner Enright has issued circulars ordering arrest of violators, who are punishable by a fine of not less than \$50 or imprisonment for not more than a year, or both.

'T WAS NO JOKE

New York, March 11.—Attorney Harry S. Hechtelmer, acting for Aero, Ltd., a corporation organized for the purpose of conducting an aerial transport business, was awarded a judgment before Municipal Judge John R. Davies, recently, against C. A. Lomas in the amount of \$25, plus costs and disbursement. Lomas did not believe it possible to engage an aerial taxi and just for a joke he ordered one. Judge Davies failed to see the joke, hence the judgment.

CARRY 70,000 PASSENGERS WITH ONE FATAL ACCIDENT

Figures reported for the first year of civil flying in England reveal a total air mileage of 334,200 made in 38,934 flights, carrying 70,000 passengers with only one fatal accident. Machines numbering 519 were registered.

AUTO RACES

(Continued from page 88)

ditions prevail, the mid-week day is used to tremendous advantage. Some fair management favor auto racing to the extent that they claim the patrons of the natural big day of the fair deserve to see auto racing.

Today there are six recognized speedways in the United States. In dirt track racing the possibilities extend only to the number of well-regulated fairs in America. Cars which race at fairs are constructed for dirt track racing and are backed by years of skill and observation. They are planned to turn the dirt tracks at a maximum speed with minimum danger to driver and observer, but with an allowance for the thrills that are bound to come.

The 1921 fair season should prove the banner year for dirt track auto racing. There undoubtedly will be more fairs with professional racing, a greater number of cars and drivers in the game and the continued interest which has marked auto racing at fairs in the past. The automobile industry is one of the three largest in the United States today, so auto racing is

backed by a substantial foundation. It is not only the auto owner who is interested in auto racing, but also the layman who likes speed and thrills.

THE KILTIES ARE COMING

Chicago, March 11.—Announcement was made from the offices of F. M. Barnes, Inc., this week that T. P. J. Powers is coming back to the prairie with his Kilties Band to play the parks and fairs for the season of 1921. Mr. Powers has had his organization in the East for the past two years, playing in vaudeville and on the chautauquas. The band is reported to be better than ever, has twenty-two men, including conductor, pipers, singers and dancers, and will introduce many new musical features. The entire band program is under the personal direction of Mr. Powers, and is the same band that at one time toured the world. Full regimental uniforms will be used. The band will be booked by the Barnes office for the entire season.

FONDA, N. Y., FAIR

Fonda, N. Y., March 12.—Secretary Seely Hodge announces that everything is set for the day and night fair of the Montgomery County Agricultural Society to be held here September 5-8. At a recent meeting of the society the following officers were elected for the ensuing year: President, Edward Edwards; treasurer, Edgar Leonhardt; secretary, Seely Hodge.

Mr. Hodge states that the society was never in better shape than at the present time. The buildings are all newly painted and the grounds in fine shape. "We have not had a losing year in the last six," says Mr. Hodge. "We had a narrow escape with our new \$10,000 stucco entrance recently when a large silk mill opposite burned, but fortunately the firemen saved us."

The Garrett County Agricultural Fair Association

OAKLAND, MARYLAND

SEPTEMBER 27, 28, 29, 30, 1921.

Wants good, reliable Carnival Company. W. O. DAVIS, Secretary

Wabasha County Fair Plainview, Minn.

wants to hear from good Independent Shows, Acts and Concession People for their Fair, held September 6, 7, 8, 9. Day and night show. The only county fair held in Minnesota the same week as the Minnesota State Fair. A. S. KENNEDY, Secretary.

PARACHUTES
THAT ARE SURE OPENERS

BALLOONS
THAT FLY And GET THE MONEY

Big Buy
One Used 66, Like New, Double Top.

Tel. Diversy 3880
NORTHWESTERN BALLOON CO.
1635 Fullerton Avenue, CHICAGO.



AMUSEMENTS and PRIVILEGES AT PARKS, PIERS AND BEACHES WITH ITEMS OF INTEREST TO MUSICIANS



PLANS LAID

For Greater Sanatoga Park

Many Improvements Made and Others Under Way at Popular Pottstown Amusement Park

Pottstown, Pa., March 10.—Plans are well under way for a Greater Sanatoga Park. Extensive improvements have already been made, many others are planned and when the season opens in May the public will be amazed at the work that has been done at this popular resort.

The walk, which extends the entire length of the park, will be widened from 20 to 30 feet so that congestion will be avoided. This will necessitate moving all the concessions.

The beautiful Alpine coaster, one of the latest and best constructed types, is about completed. It cost about \$100,000, was built by the Philadelphia Toboggan Co., and will be operated by it.

A new airplane has been constructed, and will be ready by the time the park season opens. The merry-go-round was recently sold to M. Marion, of Philadelphia. Renovations are being made on the ride, as well as the building. The whip, recently purchased by M. Marion from Jasper Swinehart, will be removed to a location on the main walk, and a roof will be erected over it so it can be operated in rainy weather. The large slide, which has always been a delight to the children, also has been purchased by Mr. Marion. He will rebuild it, making it larger and more modern.

The shooting gallery building, together with the gallery and all other games, has been purchased by H. F. Swinehart and resold to Mr. Marion. He will rebuild it and provide a first-class and modern gallery. Stanley Swinehart recently sold the boats, launch and bathing house to his brother, Jasper Swinehart. A sand-bottom swimming pool will be installed,

another launch purchased and several more bathing houses erected.

Charles S. Crosby has leased the restaurant privileges. He has also been granted the privilege of erecting a new \$10,000 restaurant building. He has been granted a long term lease in order to encourage this improvement. Mr. Crosby will also construct a new restaurant near the lake to care for increasing business in this section of the park.

Philip Marion, of Philadelphia, has privilege and will erect a new building along the walk. He will install the latest machinery for the roasting of peanuts and popping corn.

Waiter Laycawitch, who conducted the palmistry attraction last year, will return with a new and more costly outfit. Alex. Penil, of Knipmunt, will have the privilege of selling toy balloons, whips, birds and other novelties. Lewis W. Grey will have charge of the auto parking grounds. The park management is making plans for the construction of a new drive to the parking grounds.

Joseph Marion, who owns and operates the country store, airplane stand, shooting gallery,

(Continued on page 92)

NEBLE AND EVANS' ACTIVITIES

New York, March 10.—During the convention of The National Association of Amusement Parks, while E. J. Kilpatrick, president of the Over the Falls Company, was addressing the assemblage on patent matters, he yielded the floor to Arnold Nebel, president of The Kentucky Derby Co., Inc., who has had considerable experience in patent matters during the past five years. In taking the floor Mr. Nebel announced that after a long and hard struggle H. C. Evans & Co., Inc., of Chicago had recently effected a settlement with The Kentucky Derby Co., Inc., whereby H. C. Evans & Co., Inc., have been granted an exclusive manufacturing license under the various patents of The Kentucky Derby Co., Inc., for the manufacture of Evans Boat Race and Evans Auto Speedway. In addition to the foregoing H. C. Evans & Co., Inc., have signed an agreement with The Kentucky Derby Co., Inc., whereby they have been appointed the Western sales agents for the various novelties manufactured or controlled by The Kentucky Derby Co., Inc., and furthermore the H. C. Evans & Co., Inc., will have a complete Kentucky Derby machine set up for demonstration purposes in their showroom in Chicago.

The Kentucky Derby Co., Inc., has also given H. C. Evans & Co., Inc., an option for the ex-

clusive manufacturing rights for portable devices manufactured and patented by the Kentucky Derby Co., Inc., same to be used in connection with traveling organizations, carnivals and fairs.

As The Kentucky Derby Co., Inc., and H. C. Evans & Co., Inc., are organizations of similar character and both highly responsible concerns it will undoubtedly redound to the mutual benefit of both organizations to have joined hands in this matter.

PEREY PASSIMETERS

New York, March 12.—Each year turnstiles are gaining in favor, and especially in amusement parks they have proven a great boon.

The Perey Passimeter is past the experimental stage, having been tested and proven a great success in many of the larger parks and amusement resorts throughout this country and Europe. The efficiency and popularity of this well-known turnstile can in no better way be attested than by its almost universal use not only at the gates of amusement parks, but also at the various amusement rides, concessions, etc., inside the park.

Among the many users of the Perey Passimeter are: Luna Park, Coney Island, N. Y.; Steeplechase, Coney Island, N. Y.; Willow Grove Park, Philadelphia; Woodside Park, Philadelphia; White City Park, Savin Rock, New Haven, Conn.; Liberty Heights Park, Baltimore; Lakeside Park, Wilmington, N. C.; Luna Park, Detroit; Coliseum, Detroit; Revere Beach, Mass.; Krug Park, Omaha; Belle Isle Coliseum Co., Detroit; Blackpool Pleasure Beach, Blackpool, Eng.; Dominion Park, Montreal; Steeplechase, Atlantic City; L. A. Thompson's Scenic Railway, New York; Frederick Road Park, Baltimore; Bay Shore, Va.; Buckroe Beach, Old Point, Pa., and individual amusement operators throughout the United States.

THE WHIRLPOOL

New York, March 12.—With several new features perfected by its inventor, Herbert N. Ridgway, the whirlpool, one of the most successful and popular park rides, bids fair to win greater popularity this season than ever before. As a money maker this device ranks with the best.

The Whirlpool Construction Co., Inc., of New York City, has greatly enlarged its manufacturing facilities and this season will be in better position to supply the demand for this business producer.

EDEN SPRINGS PARK

To Have Many Improvements for Season of 1921

Benton Harbor, Mich., March 11.—The season of 1921 will see many improvements in the already beautiful Eden Springs Park here, which is run by the House of David, a unique religious sect.

A \$50,000 stone building is being erected in the park grounds, and its beauty of architecture is already attracting the attention and comment of winter visitors from Chicago. Large additions of animals and birds will extend the educational and entertaining element of the now famous zoo and aviary.

The Great House of David vanderbilt band, now playing to record crowds on the Pantages Circuit, will open the season at this park with a flourish hitherto unknown. A quotation from a letter from the leader of the band, written from Calgary, Can., may not come amiss: "The people, newspaper editors, managers, etc., have been very kind to us and have done all they can to make us enjoy ourselves. We have been breaking all records of the last eight years for attendance at every house we have been, and have had strong competition at the other theaters in nearly every town to play against, such as annual bonspiel tournaments, big hockey matches, big noted plays brought across the waters, and great favorites such as 'Burgomaster.' Sir Martin Harvey, supported by Miss N. De Silva and his London company direct from a series of London triumphs, etc. So you see we have had strong opposition, but have been going great and getting fine publicity."

As usual the noted ladies' brass band of the House of David will also be a daily feature. Another will be the new boys' band of thirty pieces, now well along in organization, and the reputation of this park for abundance of free entertainments will be doubly established. The vanderbilt section will be as well represented as ever in the best acts obtainable, together with feature films of the latest high-class productions.

The most successful miniature railroad in the world which encircles this beauty spot of America will have several more trains added to the schedule, engines and trains being manufactured by the House of David. The baseball grounds, which is always an agreeable surprise to the many visitors, will be improved, and the park will have a representative team of the only bearded and long-haired ball players in the world, and expect to keep up the standard of past performances.

INTERESTED IN "FLY-A-WAY"

New York, March 10.—Harry B. Dean, formerly with the E. W. McConnell Attractions, is in New York, and is interested in and expects to build a "Fly-a-Way," the Frederic W. Thompson master conception, at the new Rendezvous Park at Atlantic City the coming season.

Have you looked thru the Letter List in this issue? There may be a letter advertised for you.

TAKE

YOUR

PENCIL

AND

FIGURE

THIS

OUT

Suppose you invest \$1,500.00 or more in one of the following devices:

Mrs. Schwartz, of Detroit, signed a contract yesterday with us for a NOAH'S ARK, to be installed at Rendezvous Park, Atlantic City, N. J.

KENTUCKY DERBY

Derby Yacht Race

Our announcement concerning THE SHIMMIE AUTO, which created such a sensation at the Park Men's Convention, will follow shortly.

MOVIE CONTEST

Derby Balloon Racer

Derby Monkey Racer

Your profit check at the end of the season would be any way between \$3,000.00 and \$10,000.00, according to your location. **THEREFORE,** will it pay you to purchase an inferior and cheaper imitation, with the risk of litigation and the possibility of being closed?

Notice to the Trade

At the recent Park Men's Convention, Evans & Co., of Chicago, Ill., settled their patent litigation with us for a considerable cash amount, and have now been granted manufacturing license under our Patents Nos. 1203852 and 867180, to manufacture Evans Auto Speedway and Evans Boat Race. We have also licensed Evans & Co. to manufacture and handle exclusively all portable devices patented and controlled by us for Fairs and Carnivals.

Infringing devices have only been able to get license from the authorities on the contention that their device was the same as the KENTUCKY DERBY, thereby admitting they are copiers and liable under our patents granted by the United States Government. We can name you more than ten reliable Concessionaires who now own DERBIES after they have wasted their money on cheap imitations. This notice is given so that prospective buyers may gain by others' experience.

All our devices are counter controlled, patented by us, and hold a decision from the Appellate Division of the Superior Court as games of skill.

The Derby Will Pay in the Smallest Amusement Resort.

Responsible Parties Can Obtain Easy Terms.

During the year 1920 we procured court decisions at Rockaway, N. Y., against a Monkey Climbing Device, an Aeroplane Device and Horse Race Devices. The Globe Rider has settled with us, together with various Boat Racing Devices.

Kentucky Derby Co.

INC.

108 John St., New York, N. Y.

STOHRER & PRATT DODGEM CORPORATION

Sole Owners and Manufacturers

Main Office, 706 Bay State Bldg., Lawrence, Mass.

AUTHORIZED REPRESENTATIVES:

MISS BERTHA GREENBURG
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MILLER, BAKER AND McKEE
Box 427, Baltimore, Md., and 719 Liberty Bldg., Bridgeport, Conn.
BUILDERS OF PORTABLE STRUCTURES

THE NEW 1921 COME-TO-STAY RIDE

THE DODG'EM

THE REPEATER OF ALL REPEATING RIDES

READ

STATIONARY OR PORTABLE ³⁰ DODGEM RIDES NOW SOLD FOR EARLY 1921 DELIVERY. WRITE OR WIRE NOW. THE OUTPUT FOR THIS SEASON IS POSITIVELY LIMITED.

THINK

ENDORSEMENTS OF LEADING AMUSEMENT MEN

George V. Tonner of Blackpool, England, said: "After seeing all the cars and trying them all the only one worth considering is the DODG'EM of Stoehrer & Pratt DODGEM Corporation, Lawrence, Mass."

R. M. STRIPLIN, Secretary Southeastern Fair Association, Atlanta, Ga., writes: "We believe that a 'Dodgem' would make big in our Park. Johnny J. Jones had his 'Dodgem' on our grounds last year at the fair and it was his most popular ride."

MILFORD STEINS writes: "I watched its performances on a Saturday and Sunday afternoon and was much impressed by its possibilities, so much so that I

immediately left an order for a Dodgem outfit to be installed at our Palace Gardens Amusement Park in Detroit. Of the innumerable experiments and first models of riding devices I have seen during the past fifteen years, the DODGEM has made the best and dearest impression upon me."

HENRY B. AUCHY, Philadelphia Toboggan Co., writes that he thought so well of it that he bought a Dodgem outfit.

ARNOLD NEBLE, President Kentucky Derby Company, writes, "Upon my return from Lawrence, Mass., I am glad to inform you that I closed with Mr. Pratt for one Dodgem, to be operated at Rochester, N. Y., also paid a deposit for a second ride, which will probably be located in the South. I have tested out your car, and I find it to be a very interesting flat riding device. I had much pleasure in inspecting

the factories where the Dodgem cars are being built, and I am satisfied that it will prove a great amusement to the American public."

D. S. HUMPHREY, of Euclid Beach Park, Cleveland, O., writes: "We tried one of the cars under very unfavorable conditions, and yet the principle of the ride so appealed to us that we ordered twenty (20) cars."

You will surely buy one after seeing them get top money this summer, so make a deposit and sign contract if you want an early delivery.

Send for descriptive circular and sworn statement of comparison of receipts.

**THE ROLLS ROYCE OF AMUSEMENT DEVICES
IT BRINGS THEM AND IT HOLDS THEM**

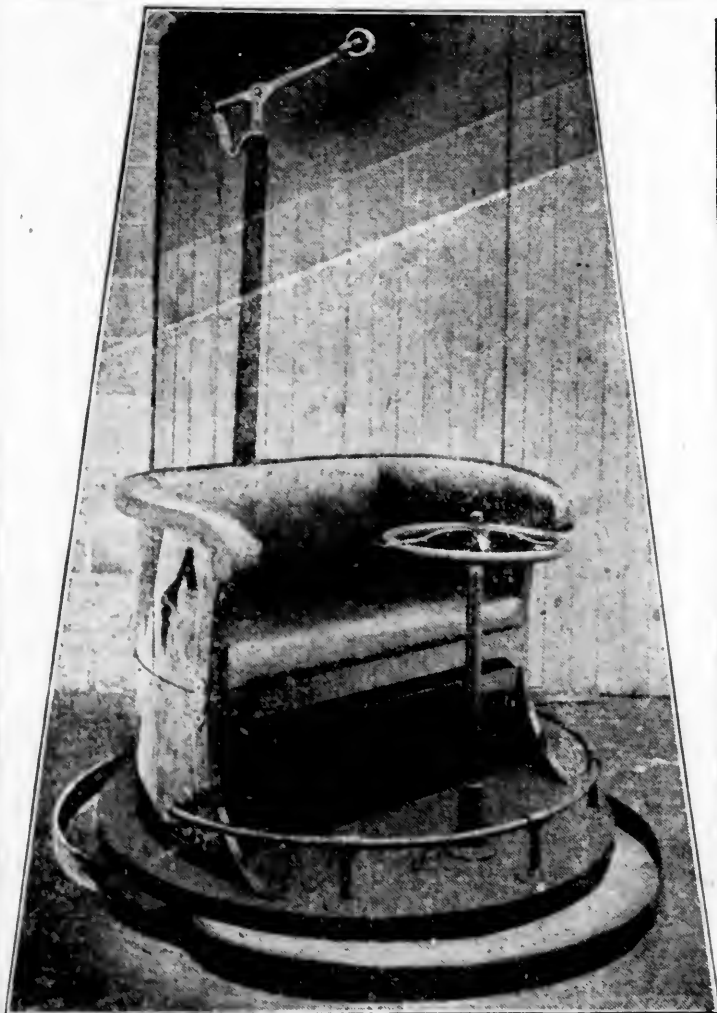
Ask those who have seen it what they think about it. 12 out of 15 managers bought after seeing stationary Dodg'em in operation.

A beautiful ride, fool proof and safe; low overhead; can't break down; young, old and sporty, all enjoy it; interesting and comical; will never be a dead one.

FOREIGN RIGHTS

-FOR-

AUSTRALIA,
CUBA,
SOUTH AFRICA,
ARGENTINE,
FRANCE,
INDIA,
BRAZIL,
CHINA,
JAPAN,
BELGIUM,
NORWAY,
SWEDEN,
EGYPT,
CENTRAL
EUROPE
AND OTHER
COUNTRIES
FOR SALE



THE DODG'EM CAR

Each car has a one-half horse power motor and is operated and controlled entirely by the person riding in the car. You can go anywhere you want, but not until you have learned how to do it. Until you have learned how, you go somewhere, but you don't go where you intend going. That's why it is the repeater of repeaters.

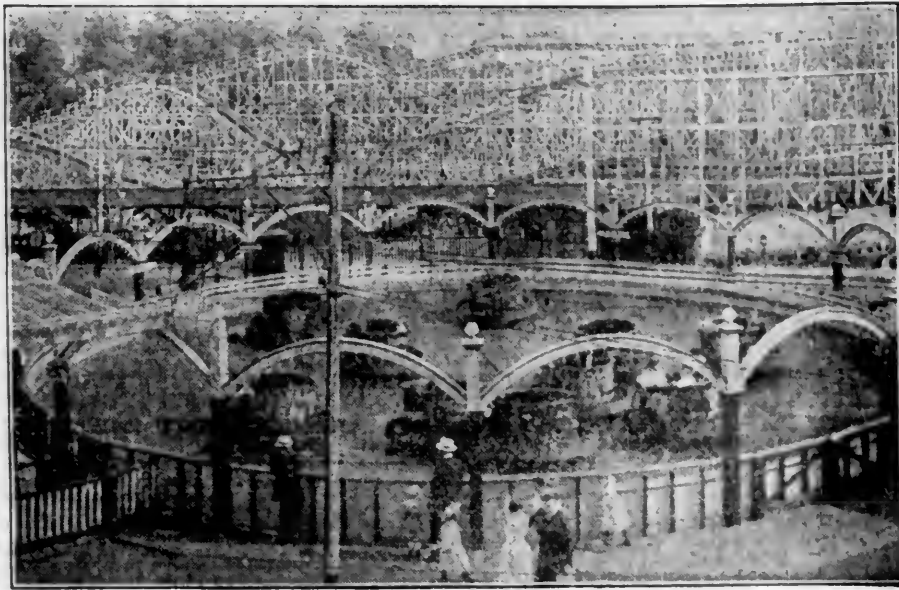
RIGHTS FOR ENGLAND SOLD TO GEORGE V. TONNER, BLACKPOOL.

Among those who have already bought are Riverview Park Co., George Schmidt, General Manager, Chicago; Arnold Neble, Sea Breeze Park, Rochester, N. Y., and Galveston, Texas; Mr. Krug, Pleasure Beach, Bridgeport, Conn.; Henry Tirelli, South Beach, Staten Island; Dominion Park, Montreal, Canada; Milford Stern, Palace Gardens, Detroit, Mich.; Birdsall & Buschmann, Riverview Park, Springfield, Mass.; Henry B. Auchy, Baltimore, Md.; Mr. Humphrey, Euclid Beach, Cleveland, Ohio; Johnny J. Jones Exposition Shows; George V. Tonner, Blackpool, England; Ralph Adams, Long Beach, Cal.; B. L. York, Idora Park, Oakland Beach, Cal.; Louis Bopp, Revere Beach, Mass. Mr. Krug, Fort Erie.

THE WHIRLPOOL

The Greatest Money-Making Amusement Device for Dollar Invested on the Market

Success
Phenomenal.
Every Ride
Different.
Unparalleled
Repeater.
Thrilling
Sensations.



Capacity
80 People.
Ballyhoo
Space 280 Ft.
Space Re-
quired 80 Ft.
Nominal
Up-keep.

WHIRLPOOL, WOODSIDE PARK, PHILADELPHIA, PA.

The Ride With a Punch

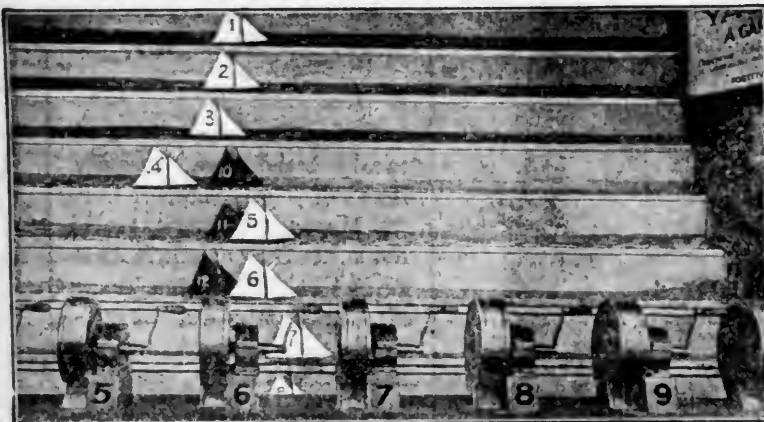
WHIRLPOOL CONSTRUCTION CO., 30 Church St., New York

Send for our Illustrated Folder. One Ride Ready for Immediate Delivery.

WARNING! AVOID THE CHANCE OF AN INJUNCTION, AS INFRINGERS ARE BEING PROSECUTED

THE SPORT OF KINGS!

The Original Yacht Race, whose wonderful success last summer has led others to advertise yacht races—for sale, but most of them not made yet.



From each hand-operated blower on the counter, air-pipe runs to left hand end of corresponding channel. Channels 16 ft. long, contain 2 1/2 inches of water and have plate glass fronts.

Yachts and sails very large—16 1/4 inches long and 12 1/4 inches high. If player turns too fast, top-sail 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 the heads of the players, this SPORT OF KINGS has a remarkable display and attractive power. High-class, dignified and expensive looking. Nothing on the amusement field caught the crowds as did our machines last summer. Repeat business simply wonderful—10, 20, 30 and 50 times without leaving the counter, and back again the next day.

Why risk offending the moral sense of your community by operating chance devices, when such a splendid skill-game apparatus is available? Reasonable in price, high-class, attractive and dignified in appearance—something you will be proud to show your friends—and of remarkable earning power. More than any other game, our SPORT OF KINGS catches the eye of the people passing in front of it; draws them up closer to see all the boats; makes them feel "That's honest and above board. I can do that," and has the power to hold them after game and bring them back another day.

Our three machines in commercial operation last summer far surpassed everything else in their localities, grossing much more than any other games, than fun houses, two and three times as much as small rides—more than anything but the big rides.

Avoid the late rush. Now is the time to order, not when the season has started. Get the early dollars as well as the late ones. Our factory has been busy for a good while. We are now increasing our capacity.

Three different types, STATIONARY, SEMI-PORTABLE and PORTABLE. Since last summer we have added the semi-portable and portable types, which permit also of a great reduction in costs. The semi-portable retains all the beauty, dignity and attractive power of our original machine. The PORTABLE is easily erected in two hours and taken down, boxed and put on a wagon in an hour. Only four pieces to handle. Wonderful for summer parks, county fairs, carnivals, bazaars, etc.

PRICES FROM \$1,800 UP

CAHILL BROTHERS, 517-519 West 45th St., New York City

NEBLE JOINS N. A. A. P.

Also Offers Prize for New Name for "Shimmie Auto"

New York, March 10.—Arnold Nebel, president of The Shimmie Auto Co., Inc., and president of The Kentucky Derby Co., Inc., attended the convention of the National Association of Amusement Parks held in Chicago, February 15 and 16, and while there placed the new "shimmie auto" car on the convention floor for actual demonstration. The "shimmie auto" car conveniently accommodates three persons, and it is the last word in finish for new electrical cars to be used on fast rides which are to be operated in big amusement parks. While Mr. Nebel was demonstrating his new car several of the prominent park men present quietly informed him that among a great many beach and resort owners there was a strong sentiment against the use of the word "shimmie" in view of which it would have to be eliminated. Mr. Nebel immediately realized this and thereupon offered a prize of \$500 to any member of the organization who, within two weeks, submitted a suitable name to the secretary. In the event such name is accepted the member receiving the \$500 prize is to turn same over to the secretary, same to be applied to the funds of the National Association of Amusement Parks. The result of the contest will be announced at a later date.

Mr. Nebel while at the convention joined the National Association of Amusement Parks and promised the organization to return next year with a record for the number of new members secured.

PLANS LAID

(Continue from page 90)

electric train and many other concessions, will be ready by the time the resort reopens. Phillip Marion will operate the hucklebuck concession. Stephen Prolicco will return from Forks, N. Y., to operate his high striker machine, the same as last season. Edward Dougherty, of Ardmore, will again operate the Kentucky Derby after a very successful season last year.

Thirty-one concessions of various kinds will be in operation, including those now operated. At least 95 people will be required to operate them. Last year there were 102 picnics and reunions at Sanatoga, but the coming season promises to be greatest in the history of this pleasure-land.

Dancing during the coming season will be under the management of the Pottstown and Phoenixville Railway Co. There will be good music and dancing daily, with orchestras from out-of-town on Mondays, Wednesdays and Saturday evenings. It is possible that there will again be free dancing. Improvement of the large dance hall is contemplated, as the present building has been too small for the past several years. Daniel Yergey, popular floor manager of Pottstown, will be in charge of the dances.

Sanatoga Park will be well taken care of this season, so far as railroad transportation is concerned, and this, together with the numerous improvements, is expected to assure the greatest year the park has ever known.

"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.

Gum 1c A Pack

Bearmint and other flavors at old prices. BALL GUM SALESBOARD AND GIVE-AWAY GUMS HELMET GUM SHOP, Cincinnati, O.

KITE "ADS," AERO "ADS," SKY "ADS" The greatest one-man publicity game ever invented. Used in every line of business. Write today for photo and information. This is a business proposition. No attention paid to postal cards or F. R. Da. SILAS J. CONYNE, 3316 Palmer Street, Chicago.

Circle Swings Changed to Captive Aeroplanes Our Aeroplane receipts are from two to five times those of Circle Swings. SEND for CIRCULAR. New Captive Aeroplanes quickly furnished. GARVEY & MITCHELL, 2887 Boston Road, New York City.

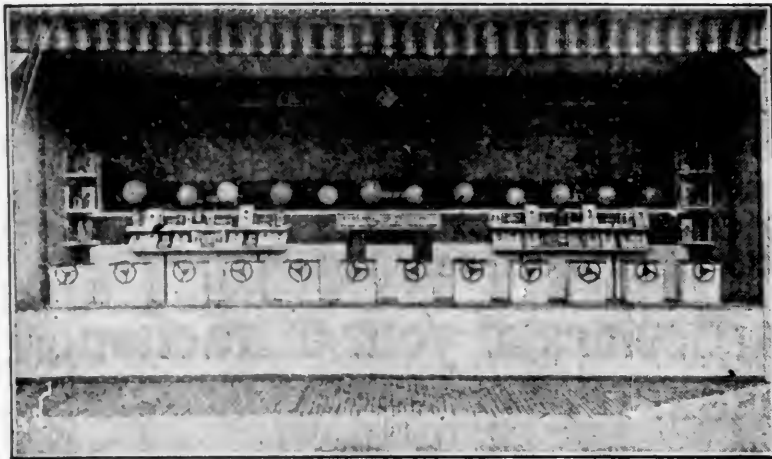
HIGH STRIKERS

MONEY MADE-EASY for the one who owns "Moore-Made" High Strikers. We manufacture all new, up-to-date Games. Toys, Whips, etc. Stamp for Catalog. WILLARD M. MOORE, Mfg., Lapeer, Michigan. SAY "I SAW IT IN THE BILLBOARD."

The Balloon Racer

See this game demonstrated in our office, No. 799 Broadway, Cor. 11th St., Rooms 543-544, New York City
SO POSITIVE ARE WE THAT THE BALLOON RACER IS THE BIGGEST MONEY-GETTER OF ANY CONCESSION GAME ON EARTH TODAY—WE WILL FURNISH YOU ONE, IF YOU HAVE THE LOCATION AND SHARE WITH YOU ON A PERCENTAGE BASIS.

Space required: 21-ft. frontage, 10-ft. depth for 12 wheel game. (Additional wheels can be added.)



THIS GAME NOW PLAYING AT STEEPLECHASE PIER, ATLANTIC CITY, N. J.

WARNING

We understand that certain parties are trying to convert other games into Balloon Racers. The reason for this, they realize wherever one of their games are playing in opposition to our game the BALLOON RACER does THE business.

Anyone converting a game into or operating a Balloon Racer not manufactured by us will be stopped, as we are fully protected by four patents and patents pending. Inventor F. R. Chester, Serial Numbers 362761, 401176, 417160, 436297.

It is illegal to advertise "Patented" if you haven't a patent on an article.

Before buying a BALLOON RACER, ask to see the patent papers. Don't let them bluff you by showing you patents for another game.

It is OUR Balloon Racer NOW playing at the Steeplechase Pier, Atlantic City. Don't let anyone give you the impression it is theirs. We also owned and operated the games in Asbury Park and Trenton Fair last summer.

This game has already been successfully tried and proven. The experimental work and improvements were made on it last summer. It is absolutely fool-proof, no strings or anything to get out of order. We know what kind of Balloon to use and have had them manufactured specially for the game.

Absolutely a game of skill and the best Bally-Hoo for business ever devised.....**Price, \$1,850.00**

We also manufacture a cheaper Balloon Racer which is entirely satisfactory..**Price, \$1,250.00**

Can also be made portable for Carnivals.

CHESTER-POLLARD AMUSEMENT CO., Inc., 5th Ave. and Main St., Asbury Park, N. J. Phone Asbury Park 2527-W
 GREAT BRITAIN RIGHTS—GEORGE V. TONNER PLEASURE BEACH—BLACKPOOL, ENGLAND.

MORSE AND HIS "BAND OF BANDS"

Philadelphia, Pa., March 10.—Frank Morse, the well-known bandmaster of Morse and his "Band of Bands," announces as manager of his 1921 organization Charles F. Smith, the well-known press representative and manager, with headquarters in the Drexel Building, 121 S. 5th street, this city. Bandmaster Morse has gathered a fine body of instrumentalists for the coming season. They have been in regular rehearsal for some time, and are "musically fit" for anything in the band line. Mr. Morse bears the reputation of being one of the best conductors and trombone soloists in the country.

Mr. Morse possesses the rare faculty of knowing just what programs the various audiences want and this, combined with real musical ability, make his programs a delightful treat. He has appeared with his band at Young's Pier, Atlantic City; Woodside Park, Philadelphia; Rochester Exposition, Rochester, N. Y., and many other places. The band is now booking for parks, fairs, expositions, etc., for the season of 1921.

FIRE AT FOREST PARK

Chicago, March 7.—Fire originating in the north tower of Forest Park threatened to destroy that resort Thursday night. Ralph O'Hara, the custodian, and his wife, live in the tower. The damage was estimated at \$1,000.

Be sure to look thru the Letter List this week.

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 nonrated concerns, balance C. O. D.

ROSENTHAL & STARK,
 12 E. 12th Street, NEW YORK CITY
 Phone Stuyvesant 3798

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

CAPITOL BEACH

Planning a Big Season—Opens Sunday, May 15

Lincoln, Neb., March 10.—Carpenters, painters and ground men are busy at Capitol Beach getting it ready for the big opening Sunday, May 15. A new main entrance will be built, three new rides installed, a skating rink, a new penny arcade and many new concessions will give the patrons this season something to talk about.

Big feature vanderlille acts and band concerts will be specialized. Fourth of July week and the week of the State Fair an elaborate display of fireworks will be featured.

C. W. Elrod, the manager, states that he expects this to be his banner year.

NOAH'S ARK

For Rendezvous Park, Atlantic City

New York, March 10.—Mr. Arnold Nebel, of the Noah's Ark Corporation, met Mrs. William Schwartz of Detroit, Mich., on Thursday of last week while she was in New York and she proposed that he install a Noah's Ark at Rendezvous Park, Atlantic City. Mrs. Schwartz was one of the first persons to install "The Whip," and at the present time operates approximately fourteen. She expects to do the same thing with the "Noah's Ark." The contract has been signed.

The Hanover Amusement Company, Inc.

ANNOUNCES

THE ACQUISITION BY PURCHASE AND LONG TERM LEASE OF

IN THE HEART OF CONNECTICUT'S INDUSTRIAL CENTRE.

HANOVER PARK, MERIDEN, CONN.

THE PRETTIEST AMUSEMENT PARK IN NEW ENGLAND.

WILL LEASE PRIVILEGE FOR

ROLLER SKATING, PONY TRACK, FROLIC, PHOTOGRAPH GALLERY, MINIATURE RAILWAY, KENTUCKY DERBY, SKEE BALL, RIFLE RANGE

FREE GATE FREE ATTRACTIONS SEVEN DAYS.

ALL MERCHANDISE CONCESSIONS OPEN CAPABLE FIREWORKS MAN WANTED

TEN-MILE DRAWING POPULATION, 200,000.

All communications to

Suite 208 DERECKTOR BUILDING,

JOHN P. MARTIN, Treas., MERIDEN, CONN.

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

Lingery

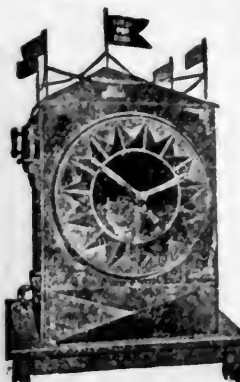
Corn-Popping

and

Peanut-Roasting

MACHINES

Get the Money!



Action creates interest

Lot o' pep! Attaboy! See it revolve and roll out that beautiful white pop-corn. Oh, man! Delicious—I'll say so! Mm-m-m. Look at those folks crowd around! And buy! Say they can't get there quick enough. And you making great—big profits.

This Kingery Pop-Corn Popper Always Attracts the Crowds

Why? Because it is full of life—handsome—beautifully made for just such purposes as fairs, carnivals, circuses, amusement parks, picnics, ball grounds, etc. You'll be delighted. Each revolution of the cylinder ejects the popped corn. The unpopped remains. No burning or breaking of corn. A labor saver and money-maker. Don't fail to investigate.

Kingery Popper No. 250.

A labor saver and money-maker. Don't fail to investigate.

WRITE TODAY FOR FREE BOOK—Tells all about this and many other models. Corn-popping and peanut-roasting machines to fit in with every line of business—Drug, Grocery, Cigar, Fruit, Wholesale and Retail Confectionery, Moving Picture Theatres, General Stores, etc. Write today.

KINGERY MFG. CO., Dept. C331, Cincinnati, Ohio.
 Established 1881.

HARRY TUDOR

Reports Phenomenal Interest in the "Gadabout"

The "Gadabout," the invention of John J. Stock and most unique addition to the park and carnival riding device list, has a remarkably successful future before it if the anticipations of its sales manager, Harry E. Tudor, have foundation born of his vision and wide experience in the show fields of virtually the entire universe.

"Why 'Gadabout?'" replies Tudor when asked the derivation of the unusual title for an amusement device. "Simply because the riders just gad about, but with the distinction that they have to find out the proper way to do even that. Gadding about will assume the form of an art. They know they're on their way and travel every-which-way to get there, wherever it may be."

Tudor regards the device as revolutionizing amusements of the riding device type. One, each, or all of the four occupants of the car can operate it, where each is provided with a lever controlling one or another of the erratic movements. Where the four minds do not act in unison progress is slow, interspersed with waltzing gyrations and generally "getting nowhere."

As in dancing or skating "practise makes perfect" and provides opportunity to exhibit individual or collective skill, prompting the less experienced to "try, try again."

Independently of the principles and action of the "Gadabout," representing a most remarkable accomplishment in patient ingenuity and inventive genius—the result of many years of application and tireless assiduity on the part of John Stock, the inventor—the materials and workmanship employed in the construction, asserts Tudor, have provided for the cars being able to withstand the roughest of jars and shocks, while the upholstery and encircling inflated buffers prevent the riders from experiencing anything but pleasant thrill and sensation when collisions occur—a feature calculated upon as not the least attractive element of the operation of the device.

The speed and controlling principles do not allow rough horseplay likely to be offensive to lady and children riders or those preferring the more mild forms of gadabout travel. Suited to every fancy and taste, the ride should become immensely popular and particularly to the park or carnival man by reason of its unusual money-earning qualities.

The first delivery of outfits of cars has been booked for California, Michigan, Nebraska and Minnesota. Con T. Kennedy will include a portable outfit in the roster of his next season's carnival attractions.

Gadabout inventor Stock has successfully worked out a plan for the construction of the overhead contact system and which, itself, promises to add to the general attractiveness, easy manipulation and general utility of the device both for park and carnival installation and portability.

WANTED SECOND-HAND EQUIPMENT for Old Mill or Whitpool. What have you to offer? **SAND SPRINGS AMUSEMENT CO.,** P. O. Box 27, Sand Springs, Oklahoma.

WANTED

Locations for Six or Eight High Class Concessions.

Buildings preferred.

Address

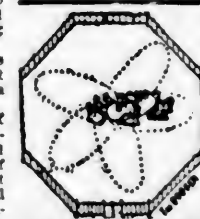
F. L. FENWICK
 933 Main St., Stamford, Conn.

THE BEST

is none too good for you. Consider a

Big *EM* WHEEL

ELI BRIDGE COMPANY,
 Case Ave., JACKSONVILLE, ILL.



THE DODGER

A mysterious new ride, with undefined radial courses and a surprising snap. Similar to a Whip. One man can run it and take tickets. Will suit you.

GOLLNER,

253 B'way, New York.

ATTRACTIONS WANTED—Savin Rock Park, West Haven, Conn. The "Coney Island" of New England. I own 260 feet front on Beach Street, in the very heart of the business section, overlooking the water. Will play on percentage or flat rental. Whip, Ferris Wheel, Merry-Go-Round, Motordrome, Dodger, Circle Swing or any other legitimate Attraction. Also have Stores, 16 by 35 feet, suitable for Pit Show, Ten-in-One, Souvenirs, Drinks, Lunch, Penny Arcade, Laughing Gallery, Candy, Pop Corn, Peanuts, etc. This is a seven-day park, and has never played a bloomer. First come, first served. Business starting to boom in this section now. Address JOHN J. TIERNAN, 426 Beach St., West Haven, Connecticut.

FUN HOUSE PLANS

Get our new special prices on new floor and new device plans.

ELMS AMUSEMENT CO.,
 598 Ellicott Square, Buffalo, N. Y.

For Lease--Summer Theatre

LINCOLN PARK, WORCESTER, MASS. Seats 3,000 (180,000 population). Rent outdoor Theatre in New England. Write **WORCESTER CONS. ST. B.Y. CO.,** Traffic Department, 7 North Main Street, Springfield, Mass.

THE
REAL
EVERY
WAY
FLAT RIDE



JOHN J. STOCK'S (REGISTERED) GADABOUT

PATENTED
IN THE
U. S., CANADA
AND FOREIGN
COUNTRIES



THE

Officials and delegates of the recent convention held at the Auditorium Hotel, Chicago, unanimously agreed that the demonstration of the "Gadabout" constituted the outstanding

SENSATION

of that representative and memorable gathering. Prominent Park Operators and Carnival Owners who placed orders for "Gadabout" Cars have since, in several instances, doubled their orders in view

OF THE

enormous money-earning character of this unique and irresistibly attractive amusement device. First-hand opinions of acknowledged leaders in the outdoor entertainment world may be readily acquired by communicating with any of those who were present at the

CHICAGO CONVENTION

A Word to the Wise and Otherwise!!!

The rights granted to the inventor of the "Gadabout," in accordance with the laws of the United States and Foreign Countries, respectively, will be fully and rigorously protected. Park Managers, Carnival Owners and others having under consideration the installation or purchase of (more or less) similar devices are courteously recommended to note and appreciate the full intent and purpose of this announcement.

PATENT ATTORNEYS:
MUNN & CO.

Woolworth Bldg., - N. Y. CITY

LEGAL COUNSEL:

HOUSE, GROSSMAN & VORHAUS
115 Broadway, - - N. Y. CITY

FOR FULL INFORMATION ADDRESS

JNO. J. STOCK

P. O. Box 61

Erdenheim, - PHILADELPHIA, PA.

Tel., Whitemarsh (Phila.) 1942

OR

HARRY E. TUDOR

Sales Manager

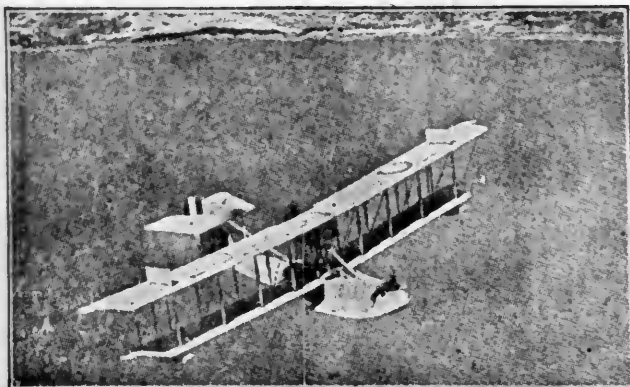
35 Hawthorne St., - BROOKLYN, N. Y.

Tel., Flatbush 1880

Aeroplane-FLYING BOATS

EVERY WIDE AWAKE

Amusement Park, Beach, Pier, Resort Manager or Pilot Can Make Big Money This Year and Have a Wonderful Free Attraction, Because



Navy HS-2-L Flying Boat (Unconverted) F. O. B. Naval Base, Philadelphia, New York, Pensacola and San Diego. Price, \$6,160.00. Immediate delivery.

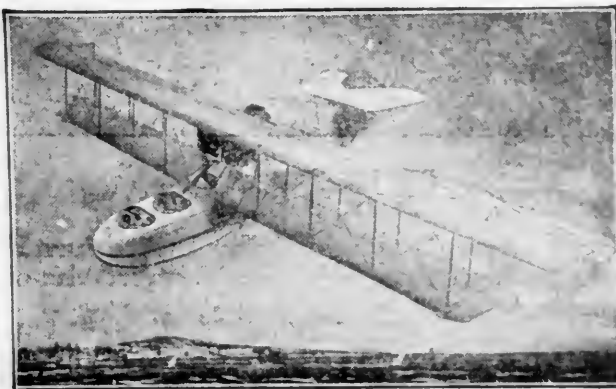
there is no line of amusement, no kind of sport and no form of entertainment which has the fascination and charm of a fast, smooth glide through the air in a FLYING BOAT.

The daily papers and the magazines of the country are giving more space and doing more to boost aviation than all other kinds of sport and entertainment combined. Every passenger becomes an enthusiastic booster, and after taking the flight gets busy converting his friends, and they, in turn, become enthusiastic flyers.

The public has taken kindly to the flying boats because they realize that in flying over the water a safe landing place is always available.

You can buy a brand new six-seat Aeromarine U. S. Navy HS2L flying boat, equipped with a 350-H. P. low compression Liberty Engine, for one-third of what it would cost to build it.

Your operating cost for fuel, mechanic and pilot is about \$16.00 per flying hour. Your possible revenue is from \$250 to \$300 per flying hour. This shows an enormous profit after allowing liberally for overhead and depreciation and is in itself a big free attraction.



Aeromarine-Navy HS-2-L Six-Seat, Open Cockpit Flying Boat, Model No. 85. Price, \$6,500.00. Immediate delivery.

Others are Getting Busy

The Supply of These Boats Is Limited Better Act Today

The Aeromarine Company has invested hundreds of thousands of dollars in successfully operating flying boats for commercial purposes. All of this valuable experience is at the disposal of those operating Aeromarine flying boats.

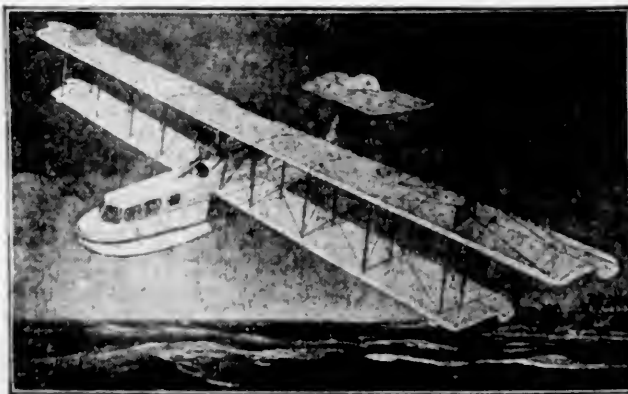
All over the country individuals and corporations are making big profits operating flying boats for passenger-carrying, sight-seeing, aerial photography and other purposes.

This opportunity to buy one of these brand new, thoroughly reliable boats enables men of vision to make money in commercial aviation and purchase their equipment now at one-third of what it will ever be sold for again.

There are numerous points where aviators have made from \$500 to \$1,000 a week net in passenger-carrying in two and three-seat machines. With one of these six-passenger boats the profit opportunity is doubled.

Aeromarine sales service includes the securing of reliable, competent pilots and mechanics.

Write us about our easy-payment plan. The Government, in its desire to encourage aviation, makes it possible for us to extend ample accommodations to the man of good credit who wishes to go into this business.



Aeromarine-Navy HS-2-L Enclosed Cabin De Luxe Flying Limousine, Model No. 80. Price, \$9,000.00. Immediate delivery.

Aeromarine

FLYING BOATS

THE AEROMARINE ENGINEERING AND SALES COMPANY,

1800 Times Bldg.,
Phone, Bryant 4505, 6147

NEW YORK

PEREY TURNSTILES

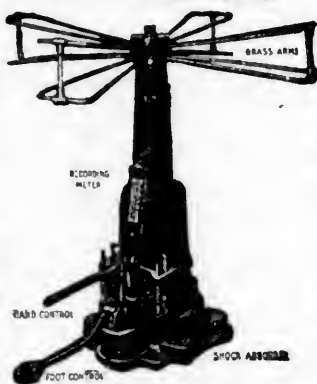
FASTER THAN A TICKET SELLER

"STOP THOSE LEAKS."

IT REGISTERS EVERY ADMISSION

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, Savia Rock, New Haven, Conn.
- LAKESIDE PARK, Wilmington, N. C.
- LIBERTY HEIGHTS PARK, Baltimore, Md.
- L. A. THOMPSON'S SCENIC RAILWAY, New York
- FREDERICK ROAD PARK, Baltimore, Md.
- LUNA PARK, Detroit, Mich.



THE FOLLOWING COMPANIES, TO WHOM WE REFER, OPERATE OUR MACHINES:

- COLISEUM, Detroit, Mich.
- REVERE BEACH, Massachusetts
- KRUG PARK, Omaha, Neb.
- BELLE ISLE COLISEUM CO., Detroit, Mich.
- DDMINION PARK, Montreal, Can.
- BLACKPOOL PLEASURE BEACH, Blackpool, England
- STEEPLECHASE, Atlantic City, N. J.
- BAY SHORE, Virginia
- BUCKROE BEACH, Tid Point, Va.
- And individual amusement operators throughout the United States

CAN BE USED WITH ANY RIDE

THE EFFICIENT SYSTEM FOR PARKS, CONCESSIONS, RIDES, BATH HOUSES, ETC.

Send for Illustrated Leaflet showing installation at various Rides.

EACH "PEREY" SAVES ONE MAN

PEREY MANUFACTURING CO. Inc.,

30 Church Street, NEW YORK

To insure Prompt Delivery, NOW is the time to place your orders for the coming season.

YOU CAN'T BEAT IT.

CINCINNATI'S CONEY

Is Preparing for Its Biggest Year—New Attractions To Be Added

Altho, at this writing, the cold winds do blow early and blingly about the numerous acres of Coney Island, Cincinnati, General Manager Arthur L. Riesenberger is already on the job preparing the way for the season's opening, the last Sunday in May. Cincinnati's favorite summer playground up on the Ohio River will be bigger and more beautiful than ever the coming season. The opening will usher in Coney's thirty-fifth season. "Greater, grander than ever," as Arthur is wont to say.

Not only is Riesenberger on the ground extending Napoleonic efforts in his winter campaign of preparation, but he has a weather eye upon Coney Island's "navy," the palatial steamers, Island Queen and Morning Star. The little G. M. is a boss on water as well as on land. The two big steamers are being made fit as a fiddle. In fact, they have been undergoing the annual looking over all winter and now are ready for their weekly Sunday spring excursions preliminary to the opening of the Coney Island season. Riesenberger's publicity man is already on the job heralding the beauties of the Ohio River such as can be seen from the portside of the starboard decks of the Island Queen or Morning Star, on any trip whether in sunshine or moonlight. Preliminary to the formal opening of the Coney season the two big boats ply the waters of the Ohio on Sunday excursions from March 30 onward, revealing to the voyagers the grandeur of spring in the hills and dales of the Ohio's shore lines.

One of the big features afloat and ashore every Coney season is the music, and that is one of the things that is engaging the careful thought of Col. Riesenberger at this time. Both on the boats and on the Island Riesenberger will have for the dancers the very best of instrumental music.

The clubhouse is being thoroughly renovated. Coney's big clubhouse is one of the sterling features of Coney Island, and the G. M. is keen on not only holding it at its fine standard but advancing it to even greater prestige. Every item in the day to day program existence of the clubhouse now is being gone over with a view to making some improvement.

The vaudeville theater is another of Riesenberger's special pets. As a veteran showman and road manager Riesenberger finds the vaudeville department of the Island something really close to his heart, and he is constantly scheming to make his weekly vaudeville bills stand among the very best of outdoor entertainments. The vaudeville bill goes on twice daily.

Of all of Coney's great amusement devices the Dip-the-Dips ride ranks highest as a thriller. This ride undoubtedly will prove itself again the first of the attractions no matter what else Riesenberger establishes on the Island the coming season. The "Dips" not only is the monarch of the rides at Coney but it is accounted the

R. E. COLVILLE.

C. R. STREIT.

K. A. MANNE.

H. L. McCAMANT.

INTRODUCING STOCK-MANNE



Novelty Orchestra

(A. V. STOCK, Director.)

CANTON, OHIO.

A. F. of M.

Five Wardrobe. Music for All Occasions. Now booking Hotels, Parks, Banquets and Clubs. Feature Dances a Specialty.

Let us make your next entertainment a success. U. E. MOSER, Business Manager, 310 Newton Ave., S. W., Canton, Ohio.

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 Malls in this outfit. Orders taken until March 15 at \$325.00. 25% with order. Other Strikers at \$55, \$68.50, \$95, 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 Game," 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), Dice Shooting Gallery, Novelty, Whips, Toys. Get all ready now for 1921. Address MOORE BROS., Manufacturers, Lapeer, Michigan.

THIS WILL BE THE BIG MONEY YEAR

ATTENTION, PARK and CARNIVAL PEOPLE, DON'T OVERLOOK OUR REAL BARGAINS

FOR SALE—NICKEL SLOT PIANOS

- 6 Regina Sublima Electric Pianos.....\$200.00 to \$250.00 each
- 6 44 Peerless Electric Pianos, including 10 rolls music..... 250.00 "
- 2 Spring Motor Sublima Pianos..... 200.00 "
- 10 Regina Spring Motor Phonographs, plays for penny or nickel..... 50.00 "
- 1 Italian Street Piano, factory price \$300.00, our price..... 100.00 "
- 2 Peerless Style V Keyboard Pianos, 10 rolls music (electric)..... 275.00 "
- 1 North Tonawanda Reed Organ, factory price \$350.00, our price..... 100.00 "
- 2 \$950.00 Sextrola Electric Pianos, plays 12 pieces..... 550.00 "

P. S.—Don't forget to write for a list of our real bargains. GRAND RAPIDS ELECTRIC PIANO COMPANY, GRAND RAPIDS, MICHIGAN. 337-339 MONROE AVE..

Concessions To Let on Put in Bay Island

LARGEST SUMMER RESORT ON LAKE ERIE, FOR SEASON 1921.

Daily steamers from Detroit, Cleveland, Toledo and Sandusky. Spaces to rent on main thoroughfare, with or without buildings, for all kinds of Amusements and Concessions and legitimate Games. My premises are located between the Park and the Bathing Beach, abreast of Perry Monument. Prospects for season are good. You can do business seven days a week. When writing for Concessions, state size of location and whether with or without buildings. Prices for same are \$8.00 per foot frontage without buildings, and \$10.00 per foot frontage with buildings. Above prices are for whole season. When openings for two or more Concessions are wanted, I will make better inducements. Season begins middle of June and closes after Labor Day. D. ROSENFELD, Put in Bay, Ohio.

TURNSTILES

DAMON-CHAPMAN CO., 234 Mill St., Rochester, N. Y.

king of all summer resort attractions in this section of the United States

Just now the plan of the Coney management is to install attractions additional to the present array of playthings, gigantic or tiny, now budding the Island from bridge gates to Coney's lakeshore and from auto park to Coney's farm. It is likely that Riesenberger will put thru some of the plans he has shaped since visiting the East, where he looked over a number of summer park novelties.

The thirty-fifth Coney season promises to be the greatest. Each year the big up-river park becomes more popular not only in the eyes of the general fun-seeking public, but among the committees of the great fraternities and societies seeking the best place for their outings. Many of the largest outings last season were at Coney Island.

ATLANTIC CITY ACTIVITIES

Atlantic City, N. J., March 12.—Announcements from Rendezvous Park this week report the rapid progress of work on the combined toboggan and boat ride being completed by L. A. Thompson, the concession to Mrs. William Schwartz of Detroit for "Noah's Ark," the erection of a \$25,000 Magic Ride by Mayer Goldman, who has had a similar institution on the Boardwalk for a number of years, and the investment of \$30,000 by Colonel C. W. Parker of Kansas City in a merry-go-round.

Manager C. W. Jarney has established the permanent office of the Boardwalk Company in the center of the block, but has been ill at his home the past week, and obliged to transact business and sign new contracts there. Charles Lindauer, his assistant, has been active in the construction field.

TUSCORA PARK

New Philadelphia, O., March 10.—Extensive improvements to Tuscora Park, only municipally operated amusement park in Northeastern Ohio, are planned for the 1921 season. It is announced. It is planned to double the capacity of the dining hall and also add another section to the grand stand. Two new amusement features are to be installed. Samuel G. Hartman has been named manager of the park for the season, while Dick Johns will again look after the concession and refreshment privileges. The park will open its 1921 season about Decoration Day, according to Hartman. One of the finest artificial bathing beaches in the country is available at Tuscora Park.

FOR SALE—2 Skee Ball Alleys

\$500.00 takes them. C. W. USEN, Old Orchard, Ma.

FOR SALE or EXCHANGE

Roller Coaster or Figure Eight Equipment, consisting of six passenger cars, incline chain, motor (20-h. p.), all drive wheels. Full outfit, in good shape. RIVERSIDE PARK, Hutchinson, Kansas.

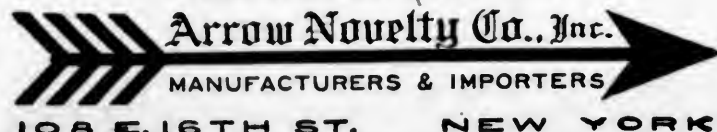
SOUVENIRS AND NOVELTIES

FOR THE

Concessionaire at Beach Resort or Amusement Park IF YOU RUN A STAND YOU SHOULD HAVE OUR CATALOGUE

Pillow Covers, Moccasins, Leather Goods, Beads, Engraved Aluminum, Wood Novelties, Indian Dolls, Novelty Dolls, Chinese Baskets, Abalone Pearl Jewelry, Toys, etc. Fast selling items for summer resort stands.

Clip this ad and send it in with your name and address for a copy of our complete illustrated catalogue.



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 Street, Rochester, N. Y.

PORTABLE MERRY-GO-ROUND FOR SALE. PRICE RIGHT FOR QUICK SALE

LIST OF FAIRS

The Data Contained in This List Gives All the Dates of This Season's Fairs Obtainable Up to Time of Going to Press—Additions Will Be Made in Subsequent Issues as Received

- ALABAMA Birmingham-Alabama State Fair. Oct. 2-5. J. L. Dent, secy. Fort Payne-DeKalb Co. Fair Assn. Oct. 10-15. N. B. Houston, secy. Haleyville-Winston Co. Fair. Oct. 18-22. Chester Tubb, secy. Hartselle-Morgan Co. Fair Assn. Oct. 5-9. G. H. Doss, secy. ARIZONA Prescott-Northern Ariz. State Fair Assn. Mid-ue of Oct. G. M. Sparkes, secy. ARKANSAS Salem-Fulton Co. Fair Assn. Sept. 13-16. J. T. Livingston, secy. CALIFORNIA Arbutle-Almond & Colma Co. Fair, auspices Chamber of Commerce. Sept. 28 Oct. 2. Edgar E. Wiker, secy. Ferndale-Humboldt Co. Fair Assn. Sept. 13-17. A. G. Rinn, secy. Fresno-Fresno Co. Fair. Sept. 26-Oct. 1. H. E. Patterson, secy., Chamber of Commerce Bldg. Orland-Glenn Co. Fair Assn. Sept. 19-24. E. A. Kirk, secy. Riverside-Southern Cal. Fair Assn. Oct. 8-16. W. W. Van Pelt, secy. Sacramento-Cal. State Fair Sept. 3-11. Chas. W. Paine, secy. Santa Rosa-North Bay Counties Fair Assn. Aug. 24-28. L. L. Putnam, secy. Tulare-Tulare Co. Agri. & Livestock Show. Sept. 12-17. Chas. L. Kennedy, secy., Box 454. COLORADO Calhan-El Paso Co. Fair Assn. Oct. 6-8. D. E. Monce, secy. Denver-National Western Stock Show. Jan. 14-21, 1922. Harry L. Youngerman, gen. mgr., Stock Yard Station, Denver. Hayden-Routt Co. Fair and Racing Society. Sept. 14-16. B. T. Shelton, secy. Hotchkiss-Delta Co. Fair Assn. Sept. 6-9. George S. Roller, pres. Lagnant-Boulder Co. Fair. Sept. 13-16. Harry E. Niven, secy. Loveland-Larimer Co. Fair Assn. Sept. 5-9. J. W. Thompson, secy., Box 44. Pueblo-Corralo State Fair. Sept. 26-30. J. L. Beaman, secy. Rocky Ford-Arkansas Valley Fair Assn. Aug. 30-Sept. 2. J. L. Miller, secy. Salida-Chaffee Co. Fair Assn. July 4-5. W. T. Bozman, secy. CONNECTICUT Hartford-Conn. Fair Assn. Sept. 5-10. Chas. W. Pratt, secy., 252 Asylum St. Norwich-New London Co. Agri. Soc. Sept. 5-7. Gilbert S. Raymond, secy. Stafford Springs-Stafford Springs Agri. Soc. Oct. 12-14. R. W. Smith, secy. DELAWARE Harrington-Kent & Sussex Co. Fair, July 26-30. Ernest Roughley, secy. FLORIDA Ocala-Marion Co. Fair & Agri. Assn. Nov. 22-26. E. C. Bennett, secy. GEORGIA Atlanta-Southern Fair Assn. Oct. 15-25. R. M. Striplin, secy., Box 1066. Conyers-Fair, auspices Civic Improvement League. Oct. 25-29. Mrs. E. P. McDaniel, secy. Dallas-Paulding Co. Fair Assn. Oct. 10-14. W. S. Burns, secy. Donaldsonville-Southwest Ga. Fair. Oct. 4-8. W. H. Vanlandingham, secy. Dublin-12th District Fair Assn. Oct. 10-15. E. Ross Jordan, mgr. Gainesville-Northeast Ga. Fair. Oct. 11-15. Eugene Baker, mgr. Griffin-Griffin & Spalding Co. Fair Assn. Oct. 24-29. J. B. Mills, secy. Hoboken-Brantley Co. Fair., auspices Commercial Club. Sept. 5-10. Robert Killey, secy. LaGrange-Western Ga. Fair Assn. Oct. 10-15. Brown Whitley, secy. Lawrenceville-Gwinnett Co. Fair Assn. Sept. 27-Oct. 1. Jas. C. Flanigan, secy.

- Macon-Ga. State Fair Assn. Oct. 27-Nov. 5. Harry C. Robert, secy. & gen. mgr., Chamber of Commerce. Rochelle-Wilcox Co. Fair Assn. Oct. 11-15. T. Z. Fenn, secy. Savannah-Savannah Tri-State Expo. Oct. 24-29. J. W. Fleming, secy. Sparta-Hancock Co. Fair Assn. Oct. 11-16. Marvin G. Pound, secy. Winder-North Ga. Fair, Inc. Oct. 4-8. A. L. Jacobs, secy. IDAHO Blackfoot-Bingham Co. Fair. Sept. 20-23. D. W. Stevens, secy. Boise-Idaho State Fair. Sept. 26-Oct. 1. O. P. Hendershot, secy. Burley-Cassia Co. Fair & Roundup. Sept. 20-23. R. J. Burke, secy. Filer-Twin Falls Co. Fair. Sept. 12-17. J. M. Markel, secy. Wilder-Wilder Fair, auspices Business Men's Assn. Approx. Sept. 20-24. J. A. McCune, secy. ILLINOIS Aledo-Mercer Co. Agri. Soc. Sept. 13-17. Ed Moberg, secy. Amboy-Lee Co. Fair Assn. Aug. 16-19. Wm. L. Leech, secy. Anna-Southern Ill. Fair Assn. Aug. 30-Sept. 2. James Norris, secy. Atlanta-Atlanta Union Central Agri. Soc. Sept. 6-9. E. W. Montgomery, secy. Bevidere-Boone Co. Agri. Soc. Aug. 30-Sept. 2. G. F. Sager, secy. Benton-Franklin Co. Fair. Sept. 20-23. E. B. Nolen, secy. Breese-Clinton Co. Agri. Fair. Sept. 7-11. A. W. Grunz, secy. Cambridge-Henry Co. Agri. Board. Sept. 19-23. Theo. Boltenstern, secy. Carlinville-Macoupin Co. Fair & Agri. Assn. Aug. 30-Sept. 2. Geo. W. Denby, secy. Carrollton-Greene Co. Fair Assn. Oct. 3-7. S. Elmer Simpson, secy. Carthage-Hancock Co. Fair Assn. Aug. 30-Sept. 2. Elms E. Cox, secy. Charleston-Coluca Co. Agri. Soc. Sept. 12-17. W. O. Glasco, secy. Clinton-DeWitt Co. Fair & Agri. Assn. Aug. 12. Noah Stivers, secy. Danville-The I. & I. Fair. Aug. 29-Sept. 3. Geo. W. McCray, secy. Fairbury-Fairbury Fair. Sept. 5-10. E. W. Powers, secy. Galena-Galena Fair. Sept. 6-9. G. C. Blish, secy. Greenup-Cumberland Co. Fair Assn. Aug. 30-Sept. 3. Nelson Tharp, secy., Box 1. Harrisburg-Harrisburg Fair & Park Assn. July 26-30. C. S. Willis, secy. Heyworth-Heyworth Agri. & Stock Fair. Aug. 31-Sept. 2. C. C. Brown, secy. Joelyn-Rock Island Co. Fair Assn. Aug. 23-26. E. E. Schofer, secy., Port Byron, Ill. Kankakee-Kankakee Inter-State Fair. Aug. 15-20. Len Small, secy. Kewanee-Kewanee Fair. Sept. 5-10. John P. Brady, secy. Knoxville-Knox Co. Fair. Sept. 27-30. F. S. Wallich, secy. Lewistown-Fulton Co. Fair & Racing Assn. Aug. 16-19. Austin L. Oulton, secy. Libertyville-Lake Co. Fair. Sept. 5-9. W. E. Watkins, secy. McLeansboro-Hamilton Co. Fair Assn. Aug. 25. W. E. Severa, secy. Marion-Williamson Co. Fair. Sept. 13-16. Geo. C. Campbell, secy. Martinsville-Clark Co. Agri. Assn. Aug. 23-27. A. H. Hix, secy.

- Mason-Grundy Co. Agri. Fair. Sept. 20-23. F. A. Murray, secy. Monce-Monce District Fair. Sept. 21-23. Harry J. Conrad, secy. Morrison-Whiteside Co. Fair Assn. Aug. 30-Sept. 2. Paul F. Boyd, secy. Mt. Carmel-Wabash Co. Fair Assn. Sept. 20-24. Guy Mundy, secy. Mt. Carroll-Carroll Co. Fair Assn. Aug. 23-26. Cal M. Feezer, secy. Newton-Jasper Co. Fair Assn. Sept. 13-16. T. C. Wright, secy. Olney-Richland Co. Fair Assn. Sept. 6-9. Donovan D. McCarty, secy. Oregon-Ogle Co. Agri. Assn. Sept. 6-9. E. D. Landers, secy. Ottawa-LaSalle Co. Fair Assn. Sept. 13-16. W. N. Strawn, secy., 1312 Ottawa Ave. Paris-Edgar Co. Fair Assn. Sept. 5-10. Harlan Swango, pres. Peoria-National Implement & Vehicle Show. Sept. 30-Oct. 8. Geo. H. Emory, secy. Pinckneyville-Perry Co. Agri. Soc. Oct. 4-7. N. L. Neabitt, secy. Princeton-Bureau Co. Fair. Aug. 30-Sept. 2. Clifford R. Trimble, secy. Quincy-Adams Co. Fair Assn. Sept. 5-9. Chas. E. Bowers, secy., care Illinois State Bank. Sandwich-Sandwich Fair Assn. Sept. 6-9. C. L. Stinson, secy. Sparta-Randolph Co. Driving Club & Fair Assn. Sept. 20-23. Robert D. Hood, secy., 114 N. Market St. Springfield-Illinois State Fair. Aug. 19-27. B. M. Davison, gen. mgr. Stanford-McLean Co. Fair Assn. Aug. 30-Sept. 2. A. D. Thompson, secy. Urbana-Champaign Co. Fair Assn. Sept. 6-9. H. D. Oldham, secy. Vienna-Johnson Co. Fair Assn. Aug. 23-26. Geo. Gray, secy. Warren-Warren Fair. Aug. 30-Sept. 2. J. W. Richardson, secy.

- INDIANA Angola-Angola District Fair. Oct. 4-7. A. B. Elaton, secy. Bourbon-Bourbon Fair Assn. Oct. 4-7. M. M. Beck, secy. Columbus-B Bartholomew Co. Fair Assn. Aug. 15-19. F. M. Overstreet, secy. Coovense-Miami Co. Agri. Assn. Sept. 13-16. Will W. Draper, secy. Corydon-Harrison Co. Agri. Soc. Aug. 22-26. Dr. L. B. Wolfe, secy. Covington-Covington Fair Assn. Sept. 5-9. Geo. P. Schwin, secy. Crawfordsville-Montgomery Co. Fair Assn. Aug. 29 Sept. 2. Ward McClelland, secy., Lock Box 75. Decatur-Northern Indiana Fair. Aug. 2-5. Col. Fred Reppert, secy. Edinburg-Edinburg Fair Assn. Aug. 10-12. Robert G. Porter, secy. Goshen-Eikhart Co. Agri. Assn. Aug. 22-27. H. V. D. King, secy., Spohn Bldg. Huntertown-Allen Co. Livestock & Agri. Assn. Sept. 13-16. S. Ren Warnick, secy. Indianapolis-Indiana State Fair. Sept. 3-11. Chas. F. Kenaedy, secy. Kendallville-Kendallville Fair. Sept. 19-24. U. C. Brouse, secy. Laporte-Laporte Co. Fair. Aug. 30-Sept. 2. J. A. Terry, secy. Logansport-Cass Co. Fair Assn. Sept. 20-24. G. D. Custer, secy. Marengo-Crawford Co. Fair Assn. Aug. 16-19. M. M. Terry, secy. New Harmony-Posey Co. Agri. Soc. Aug. 18-19. L. Wade Wilson, secy. Middletown-Henry, Madison & Delaware Co. Agri. Soc. Aug. 2-5. F. A. Wisheart, secy. North Manchester-N. Manchester Fair. Aug. 15-20. John Isenbarger, secy. North Vernon-Jenning Co. Agri. Assn. Aug. 2-5. W. G. Norris, secy. Portland-Jay Co. Fair. Aug. 29-Sept. 2. James F. Graves, secy. Petersburg-Race Meet, auspices Pike Co. Racing Assn. Aug. 1-6. Jno. K. Chappell, secy. Rockport-Rockport Fair. Aug. 23-27. C. M. Partridge, secy. Salem-Salem Fair Assn. Aug. 22-27. Chas. R. Morris, secy.

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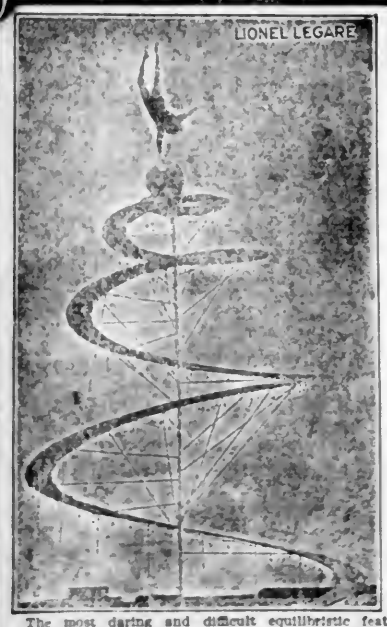
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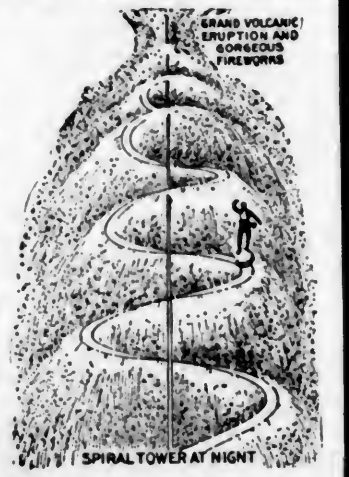
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Scottsburg—Scott Co. Fair. Sept. 20-27. Noel C. Coker, secy.
South Bend—Inter-State Fair Assn. Sept. 12-17. Walter Lindleys, secy.

IOWA

Albia—Monroe Co. Fair Assn. Aug. 22-26. F. A. Wilkinson, secy.
Algona—Kossuth Co. Agrl. Soc. Sept. 5-9. S. D. Quanton, secy.
Alta—Buena Vista Co. Fair. Aug. 15-19. Roy H. Wilkinson, secy.
Ames—Central Iowa Fair Assn. Sept. 20-23. Robert J. Shanahan, secy.
Arlington—Frawford Co. Agrl. Soc. Sept. 6-9. O. M. Criswell, secy.
Atlantic—Cass Co. Fair. Sept. 5-9. Carl E. Hoffman, secy.
Audubon—Audubon Co. Agrl. Soc. Sept. 13-16. R. D. Hawka, secy.
Bedford—Taylor Co. Fair Assn. Aug. 2-6. O. N. Nelson, secy.
Bloomfield—Davis Co. Agrl. Soc. Sept. 5-9. Frank C. Young, secy.
Brooklyn—Brooklyn Agrl. Soc. Oct. 4-6. J. N. Carlson, secy.
Burlington—Burlington Tri-State Fair. Aug. 22-27. Frank C. Norton, secy.
Carroll—Carroll Co. Fair & Driving Park Assn. Aug. 8-12. Chas. H. Parsons, secy.
Cedar Falls—Cedar Valley District Fair Assn. Sept. 3-9. J. L. Bailey, secy.
Central City—Wapsie Valley Fair. Aug. 23-27. W. D. McTavish, secy.
Charles City—Floyd Co. Agrl. Assn. Sept. 6-9. John R. Waller, secy.
Clarinda—Clarinda Fair Assn. Aug. 22-26. J. C. Becker, secy.
Columbus Junction—Columbus Jet. District Fair. Aug. 9-12. H. L. Duncan, secy.
Corning—Adams Co. Fair Assn. Sept. 12-15. F. A. Hynes, secy.
Corydon—Wayne Co. Agrl. Soc. Aug. 22-27. F. H. Selby, secy.
Davenport—Missa Valley Fair & Expo. Aug. 15-20. M. E. Bacon, secy.
Decorah—Winnebick Co. Agrl. Assn. Aug. 9-12. B. J. Curtin, secy.
Dorcy—Dorcy District Agrl. Assn. Sept. 7-10. C. E. Taylor, secy.
Des Moines—Iowa State Fair & Expo. Aug. 24-Sept. 2. A. R. Corey, secy.
DeWitt—Clinton Co. Agrl. Soc. Sept. 6-9. G. H. Christensen, secy.
Donnellson—Lee Co. Fair. Aug. 9-12. H. B. Harp, secy.
Elkton—Hardin Co. Agrl. Soc. Aug. 22-29. W. H. Schofield, secy.
Elkader—Elkader Fair. Sept. 6-9. C. A. Benson, secy.
Fairfield—Jefferson Co. Agrl. Assn. Aug. 9-12. Chas. H. Rosa, secy., H. L. Ponda—Big 4 District Fair. Aug. 9-12.
Forest City—Forest City Fair. Aug. 23-26. R. H. Hanson, secy.
Fort Dodge—Hawkeye Fair & Expo. Aug. 20-27. H. S. Stanbery, secy.
Greenfield—Adair Co. Agrl. Soc. Sept. 13-15. F. A. Gatch, secy.
Grinnell—Grinnell Fair Assn. Aug. 22-24. I. S. Bailey, Jr., secy.
Grundy Center—Grundy Co. Fair. Sept. 6-9. A. G. Briggs, secy.



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Independence—Buchanan Co. Fair Assn. Sept. 13-16. E. A. Giles, secy.
Indianola—Warren Co. Fair Assn. Aug. 23-27. C. H. Fisher, secy.
Knoxville—Marion Co. Fair Assn. Aug. 8-12. C. M. Gilson, secy.
Leon—Decatur Co. Agrl. Soc. Aug. 15-19. F. A. Townsend, secy.
Malvern—Mills Co. Agrl. Soc. Sept. 6-8. G. H. White, secy.
Manchester—Delaware Co. Fair Soc. Aug. 30-Sept. 2. E. W. Williams, secy.
Manson—Cathoun Co. Fair Assn. Aug. 30-Sept. 2. A. Hakes, secy.
Maquoketa—Jackson Co. Fair Assn. Aug. 30-Sept. 2. Dr. E. A. Phillips, secy.
Marion—Marion Inter-State Fair Assn. Aug. 16-20. Claude W. Lutz, secy.
Marshalltown—Marshall Co. Fair Assn. Sept. 12-16. W. M. Clark, secy.
Monticello—Jones Co. Fair Assn. Aug. 23-26. H. M. Carlsen, secy.
Mt. Pleasant—Henry Co. Fair. Aug. 15-19. C. H. Tribby, secy.
National—Clayton Co. Agrl. Soc. Aug. 30-Sept. 2. A. J. Krögel, secy., Garnaville, Iowa.
Newton—Jasper Co. Agrl. Soc. Sept. 19-23. E. J. Fallor, secy.
Ogden—Boone Co. Fair. July 26-29. J. C. Piper, secy.
Orange City—Sioux Co. Agrl. Soc. Sept. 6-9. J. F. Rehrnd, secy.
Ossage—Mitchell Co. Fair Assn. Aug. 23-26. B. C. Carr, secy.
Oskaloosa—Southern Iowa Fair & Expo. Sept. 24-30. Roy E. Rowland, secy.
Rock Rapids—Lyon Co. Fair Assn. Aug. 29-Sept. 3. W. G. Smith, secy.
Rockwell City—Rockwell City Fair Assn. Aug. 2-5. C. O. Dixon, secy.
Sac City—Sac Co. Fair Assn. July 26-29. W. F. Weary, secy.
Sheldon—Sheldon District Fair Assn. Aug. 22-24. H. E. Benson, secy.
Shenandoah—Shenandoah Fair Assn. Aug. 15-19. E. R. Woodford, secy.
Sioux City—Interstate Fair. Sept. 18-24. Don V. Moore, secy.
Spencer—Clay Co. Fair Assn. Sept. 27-30. L. W. Emery, secy.
Tipton—Cedar Co. Fair Assn. Aug. 30-Sept. 2. C. F. Slinnemaker, secy.
Toledo—Tama Co. Fair Assn. Sept. 19-23. A. G. Smith, secy.
Waterloo—Dairy Cattle Congress. Sept. 28-Oct. 2. E. S. Estel, secy.
Waverly—Bremer Co. District Fair. Aug. 15-19. Joe P. Grawe, secy.
Webster City—Hamilton Co. Agrl. Expo. Sept. 5-9. A. E. Bryan, secy.
West Liberty—Union District Agrl. Soc. Aug. 22-25. W. H. Shipman, secy.
West Point—West Point District Agrl. Soc. Aug. 2-5. John Walljasper, secy.
West Union—Payette Co. Agrl. Soc. Aug. 22-26. H. M. Stafford, secy.
Winfield—Winfield Fair Assn. Aug. 2-5. Russell Canby, secy.
KANSAS
Anthony—Anthony Fair Assn. Aug. 10-12. L. G. Jennings, secy.



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- Bellefleur—North Central Kansas Free Fair Assn. Aug. 30-Sept. 2. W. R. Barnard, secy.
- Burlington—Coffey Co. Agril. Fair Assn. Sept. 13-23. C. T. Sherwood, secy.
- Chaparral—Newman Co. Agril. Soc. Sept. 26-Oct. 1. Geo. K. Bideau, secy.
- Cimarron—Gray Co. Fair Assn. Sept. 25-30. H. J. Adams, secy.
- Edinburgh—Edinburgh Fair Assn. Sept. 21-23. C. E. Wells, secy.
- Eureka—Greenwood Co. Agril. Assn. Aug. 23-27. Wm. Hays, secy.
- Fredonia—Wilson Co. Fair Assn. Aug. 16-19. W. C. Cantrell, secy.
- Hutchinson—Hanks State Fair. Sept. 17-23. A. L. Sponsler, secy.
- Iola—Allen Co. Fair. Aug. 30-Sept. 2. Dr. F. S. Beattie, secy.
- Lawrence—Douglas Co. Fair & Agril. Soc. Sept. 20-23. O. J. Lane, secy.
- Meade—Meade Co. Fair Assn. Aug. 31-Sept. 2. C. V. Maloney, secy.
- Ottawa—Franklin Co. Agril. Soc. Sept. 5-9. P. P. Elder, Jr., secy.
- Russell—Russell Co. Fair Assn. Oct. 4-7. H. A. Dawson, secy.
- Seneca—Nemaha Co. Fair Assn. Aug. 20-Sept. 2. J. P. Koelzer, secy.
- Stockton—Hooks Co. Fair Assn. Sept. 6-9. F. W. Hagemaster, secy.
- Topeka—Kansas Free State Fair. Sept. 12-17. Phil Eastman, secy.
- Uniontown—Bourbon Co. Fair. Oct. 4-7. W. A. Stroud, secy.
- Valley Falls—Valley Falls Fair & Stock Show. Oct. 4-7. Lon Hank, secy.
- West Mineral—Cherokee Co. Fair Assn. Aug. 23-26. H. W. Cross, secy.

KENTUCKY

- Alexandria—Campbell Co. Agril. Soc. Aug. 31-Sept. 3. Ralph L. Rachford, secy., 326 Grandview, Bellevue, Ky.
- Barbourville—Knox Co. Fair. Aug. 30-Sept. 1. J. S. Miller, secy.
- Broadhead—Broadhead Fair Assn. Aug. 17-19. Granville Owens, secy.
- Erlanger—Erlanger Fair Assn. Aug. 17-20. C. T. Davis, secy.
- Fern Creek—Jefferson Co. Fair. Aug. 9-12. Ben J. Williams, secy., Buichel, Ky.
- Florence—North Ky. Fair. Aug. 31-Sept. 3. Hubert Conner, secy., Burlington, Ky.
- Henderson—West Ky. Agril. Fair. July 26-30. Jacob Zimbro, secy.
- Lexington—Blue Grass Fair Assn. Sept. 5-10. Ken Walker, secy., 25 Hernando Bldg.
- London—Laurel Co. Fair. Aug. 23-26. S. A. Lovelace, secy.
- Louisville—Ky. State Fair. Sept. 11-17. G. Carney Cross, secy., 604 Republic Bldg.
- Madisonville—Hopkins Co. Agril. Fair & Expo. Oct. 17. C. C. Givens, secy.
- Monticello—Fair, auspices Monticello Improvement Co. Sept. 6-9. G. A. Barnes, secy.
- Mt. Sterling—Montgomery Co. Fair Assn. July 20-23. W. Hoffman Wood, secy.
- Shelbyville—Shelby Co. Agril. Assn. Aug. 22-23. T. R. Webber, secy.
- Taylorville—Spencer Co. Fair Assn. Aug. 2-5. Rufus H. Snider, secy.
- Uniontown—Union Co. Fair Assn. Aug. 9-13. V. L. Givens, secy.
- Vanceburg—Lewis Co. Fair. Sept. 7-10. C. L. Tannian, pres.

LOUISIANA

- Covington—St. Tammany Parish Fair Assn. Oct. 13-16. Wm. P. Mueckler, secy.
- Rayville—Richland Parish Fair Assn. Oct. 5-7. Edward S. Bress, secy.
- Shreveport—State Fair of La. Oct. 26-Nov. 6. W. R. Hirsch, secy.

MAINE

- Bangor—Eastern Maine State Fair. Aug. 22-27. A. B. Peckham, secy., 8 Harlan st.

Double Triple Parachute Drops From Airplane

Book our Single or Double Triple Parachute Drops from an Airplane for your Fair this year. Two girls jumping from the end of each wing of the plane and using red, white and blue 'chutes is an attraction that you can't afford to pass up. SMITH'S AVIATION COMPANY, "Windy" Smith, President. ELMIRA, N. Y.

TRAVERSE COUNTY FAIR AT BROWN VALLEY, MINN.

Aug. 30, 31-Sept. 1, 2. Will contract for Free Acts direct. Concessions want tag space write GEO. H. BAILEY, Secy.

ATTENTION! CONCESSION MEN

THE KANSAS AND OKLAHOMA FAIR AND RACING CIRCUIT. The BIG CIRCUIT of the MIDDLE WEST. Twelve weeks, commencing the week of August 1, at ST. MARYS, KAN., W. F. Youngkamp, Secretary. ANTHONY, KAN., L. G. Jennings, Secretary. FREDONIA, KAN., W. C. Cantrell, Secretary. EUREKA, KAN., Wm. Bays, Secretary. IOLA, KAN., Dr. F. S. Beattie, Secretary. OTTAWA, KAN., P. P. Elder, Jr., Secretary. THE KANSAS FREE FAIR, TOPEKA, KAN., Phil Eastman, Secretary. THE KANSAS STATE FAIR, HUTCHINSON, KAN., A. L. Sponsler, Secretary. CHANUTE, KAN., Geo. K. Bideau, Secretary. OKLAHOMA CITY, OKLA., I. S. Mahan, Manager. UNIONTOWN, KAN., W. A. Stroud, Secretary. MUSKOGEE, OKLA., Ethel Murray Simmonds, Secretary. For information and contracts write Local Secretary of each Fair.



HARRY D. HALE, Sec'y, Newark, O.

DAY AND NIGHT FAIR

NEWARK, OHIO

Sept. 13-14-15 and 16

Get in, Boys, as the Space is Limited. No Grift, all Legitimate. Address the Secretary; he answers all communications.

FIRST NIGHT FAIR EVER HELD IN NEWARK

THE SOUTH LOUISIANA FAIR

DONALDSONVILLE, LOUISIANA

—OCTOBER 2, 3, 4, 5, 6, 7, 8, 9, 1921—

Our Free Attraction program for 1921 calls for an expenditure of \$10,050.00, including \$5,000.00 for eight nights of fireworks. Our attendance during eight days last year exceeded 30,000. Our gates are set this year for 50,000.

WANTED—A high-class Carnival Company and any number of clean Concessions. No skin games allowed, no gambling for cash and no buybacks. Good money to be made honestly. If you can come clean, write to R. S. VICKERS, Secretary-Manager, Donaldsonville, Louisiana.

KUTZTOWN FAIR

AUGUST 23, 24, 25, 26, 27, 1921

Member Central Fair Circuit. Carnival people and horsemen invited to correspond. Address G. C. BORDNER, Sec'y, Kutztown, Pa.

AUSTIN, MINNESOTA

COMBINED FAIR and STOCK SHOW

AUG. 23-24-25-26

SHOWS AND CONCESSIONS WANTED.

Day and night.

J. W. HARE, Secretary, Austin, Minnesota.

ALFRENO (Swartz)

The greatest Comedy and Sensational High Wire Act. Has open time for Fairs, Parks, Celebrations, Carnivals, Expositions, etc. This act can be erected from high poles or from building to building. For terms, etc.

MRS. A. A. SWARTZ, Manager, 252 Fulton St., New York.

- Belfast—New Belfast Fair. Aug. 16-18. H. O. Buzzell, secy.
- Carleton—Arroostook Co. Fair. Aug. 23-26. Frank Riley, secy.
- Canton—Androscoggin Valley Agril. Soc. Sept. 5-7. Geo. B. Barrows, secy.
- Houlton—Houlton Agril. Soc. Aug. 30-Sept. 2. E. B. Leighton, secy.
- Lewiston—Maine State Agril. Soc. Sept. 13-17. J. S. Butler, secy., 532 Main st.
- Presque Isle—Northern Maine Fair Assn. Sept. 6-9. Ernest T. McGlaughlin, secy.
- South Paris—Oxford Co. Agril. Soc. Sept. 20-22. W. O. Frothingham, secy.
- South Windors—South Kennebec Agril. Soc. Sept. 5-7. A. N. Douglas, secy., R. 9, Gardiner, Me.
- Topsham—Sagadahoc Agril. & Hort. Soc. Oct. 11-13. E. C. Patten, secy.
- Waterville—Central Maine Fair. Aug. 23-Sept. 2. R. M. Gilmors, secy.

MARYLAND

- Bel Air—Harford Co. Fair Assn. Oct. 11-14. E. A. Cairnes, secy. Jarrettsville, Md.
- Cambridge—Cambridge Fair Assn. Aug. 2-5. Edwin S. Lake, secy.
- Frederick—Frederick Co. Agril. Soc. Oct. 19-21. O. C. Warehime, secy.
- Hagerstown—Great Hagerstown Fair. Oct. 11-15. J. Chalmers Reed, secy.
- Pocomoke City—Pocomoke Fair Assn., Inc. Aug. 16-19. James M. Crockett, secy.
- Rockville—Montgomery Co. Agril. Soc. Aug. 23-26. John E. Murcaster, secy.
- Salisbury—Wicomico Fair Assn. Aug. 23-26. S. King White, secy.
- Taneytown—Carroll Co. Agril. & Fair Assn. Aug. 16-19. John H. Shirk, secy.
- Timonium—Maryland State Fair & Agril. Soc. Sept. 5-10. M. L. Dalger, secy., 350 Equitable Bldg., Baltimore, Md.

MASSACHUSETTS

- Atbol—Worcester Northwest Agril. Soc. Sept. 5-8. F. B. White, secy., 5 Starrett ave.
- Barnstable—Barnstable Co. Agril. Soc. Aug. 30-Sept. 1. Marcus N. Harris, secy.
- Blandford—Union Agril. Soc. Sept. 14-15. A. H. Nye, secy., Russell, Mass.
- Bridgewater—Plymouth Co. Agril. Soc. Sept. 13-15. Alice G. Leach, secy.
- Brookton—Brookton Fair. Oct. 4-7. Perley G. Flint, secy.
- Charlemont—Deerfield Valley Agril. Soc. Sept. 8-9. Stephen W. Hawkes, secy.
- Greenfield—Franklin Co. Agril. Soc. Sept. 13-15. J. H. Murphy, secy.
- Marshfield—Marshfield Agril. Soc. Aug. 24-26. Wm. A. Burton, secy. & gen. mgr., Egypt, Mass.
- Northampton—Hampshire, Franklin & Hampshire. Agril. Soc. Oct. 4-6. Sterling R. Whitbeck, secy.
- Springfield—Eastern States Agril. & Industrial Expo., Inc. Sept. 15-24. John Simpson, secy., 292 Worthington st.
- Westport—Westport Agril. Soc. Sept. 27-30. C. R. Tallman, secy., South Westport.
- Worcester—New England Fair. Sept. 2-6. Bertram Durell, secy., 405 Main st.

MICHIGAN

- Adrian—Lenawee Co. Fair. Sept. 19-23. F. A. Bradish, secy.
- Alligen—Allegan Co. Agril. Soc. Aug. 6-10. Sept. 3. S. M. Sequist, secy.
- Allenville—Mackinac Co. Fair Assn. Oct. 10-12. Paul A. Luepeltz, secy.
- Bad Axe—Huron Co. Fair Assn. Aug. 6-10. Sept. 2. A. Cornell, secy.
- Bay City—Northeastern Mich. Fair Assn. Sept. 12-16. Jim H. Rutherford, secy.
- Bellaire—Antrim Co. Fair. Sept. 6-9. S. B. Owen, secy.
- Big Rapids—Grangers, Gleaners & Farmers' Fair Assn. Sept. 27-30. Geo. E. Hurst, secy.

WANTED—For 17th ANNUAL MONEE DISTRICT FAIR

Monee, Will Co., Ill., Sept. 21-23, 1921. Concessions of all kinds: Bides, Shows, etc., wanted. Send bids to secretary. Large attendance. Best fair in Northeastern Illinois. HARRY J. CONRAD, Secy., Monee, Illinois.

THE GREAT DAY and NIGHT FAIR

AT OSHTKOSH, WISCONSIN, dates Sept. 20, 21, 22, 23, 1921. Is now ready to book coal live, money-getting Shows for the Midway on a percentage basis. We have the greatest Day and Night Fair in the Middle West. Mismoth new grand stand now under construction. T. O. BROWN, Secretary, Oshkosh, Wisconsin.

GRUNDY COUNTY AGRICULTURAL FAIR

MAZON, ILL., SEPT. 20, 21, 22, 23, 1921. Contracts open for Ferris Wheel, Swings, Merry-Go-Round, clean Shows and Concessions. F. A. MURRAY, Secretary.

Cadillac—Northern District Fair Assn. Sept. 13-16. John E. Martin, secy., People's Bank Bldg.

Detroit—Michigan State Fair. Sept. 2-11. G. W. Dickinson, secy.-mgr.

East Jordan—Charlevoix Co. Agrl. Soc. Sept. 12-10. Dwight L. Wilson, secy.

Escanaba—Delta Co. Agrl. Soc. Sept. 12-16. B. P. Pattison, secy.

Grand Rapids—West Michigan State Fair. Sept. 19-23. Olive G. Jous, secy., 220 Ashton Bldg.

Greenville—Greenville Fair Assn. Aug. 23-26. Don L. Beardale, secy.

Harrison—Clare Co. Agrl. Assn. Sept. 20-23. Elmer C. Clute, secy.

Hart—Oscoda Co. Agrl. Soc. Sept. 20-23. G. E. Wyckoff, secy., Mears, Mich.

Hartford—Van Buren Co. Fair Assn. Sept. 27-Oct. 1. Stephen A. Doyle, secy.

Houghton—Houghton Co. Agrl. Soc. Sept. 27-Oct. 1. John T. McNamara, secy.

Ionia—Ionia Free Fair. Aug. 16-19. Fred A. Chapman, secy.

Jackson—Jackson Co. Agrl. Soc. Sept. 12-17. John H. Lourim, secy., W. Main St.; W. B. Burris, mgr.

Lake City—Missaukee Co. Agrl. Soc. Sept. 7-9. Anton Iverson, secy.

Manistique—Schoolcraft Co. Fair Assn. Sept. 6-9. E. G. Amos, secy.

Marquette—Marquette Co. Agrl. Soc. Sept. 20-23. L. H. Walker, secy.

Marshall—Calhoun Co. Fair Assn. Sept. 20-23. John R. Smith, secy.

Midland—Midland Co. Fair. Sept. 20-23. Arthur G. Beden, secy.

Millford—Oakland Co. Fair Assn. Sept. 14-17. W. R. Loveloy, secy.

North Branch—North Branch Fair. Sept. 20-23. J. H. Vandecar, secy.

Northville—Wayne Co. Fair Assn. Sept. 29-Oct. 1. James A. Huff, pres.

Norway—Dickinson Co. Menominee Range Agrl. Soc. Sept. 2-5. A. T. Sethney, secy.

Onkams—Manistee Co. Agrl. Soc. Sept. 27-30. H. B. Brodie, secy., Bear Lake, Mich.

Owosso—Owosso Fair. Aug. 23-26. W. J. Dowling, secy.-mgr.

Petoskey—Emmet Co. Agrl. Soc. Sept. 7-10. L. L. Thomas, secy.

Saginaw—Saginaw Co. Agrl. Soc. Sept. 12-17. Wm. J. Morgan, secy., 209 Goeschel Bldg.

Stephenson—Cloverland Farmers' Fair Assn. Sept. 14-17. Ben S. Nevers, secy.

Traverse City—Northwestern Mich. Fair Assn. Sept. 19-23. Chas. B. Dye, secy.

West Branch—Ogemaw Co. Fair. Sept. 7-9. A. C. Neilson, secy.

Wolverine—Cheboygan Co. Fair Assn. Sept. 27-30. W. C. Mealey, secy.

MINNESOTA

Ada—Norman Co. Agrl. Soc. Aug. 9-6. Leo H. Scherf, secy.

Appleton—Swift Co. Fair Assn. Sept. 15-17; W. N. Pederson, secy.

Arlington—Sibley Co. Agrl. Assn. Sept. 1-3. O. S. Vesta, secy.

Austin—Mower Co. Agrl. Soc. Aug. 23-26. J. W. Hare, secy.

Barnesville—Clay Co. Fair & Agrl. Assn. Sept. 13-16. E. J. Masterson, secy.

Barnum—Carlton Co. Agrl. & Industrial Assn. Sept. 13-15. A. H. Dsthe, secy.

Breckenridge—Wilkin Co. Agrl. Soc. & Fair Assn. Sept. 19-23. L. S. Stallings, secy.

Brown Valley—Traverse Co. Agrl. Fair Assn. Aug. 30-Sept. 2. Geo. H. Bailey, secy.

Caledonia—Houston Co. Agrl. Soc. Sept. 14-16. Ed. Zimmerhaki, secy.

Cannon Falls—Cannon Valley Agrl. Assn. Sept. 14-17. C. A. Rehder, secy.

Carver—Carver Co. Agrl. Soc. Sept. 23-25. Geo. K. Dols, secy.

Clinton—Big Stone Co. Agrl. Soc. Sept. 12-15. H. B. Adams, secy.

Crookston—Northwestern Minn. Agrl. Soc. July 6-9. Chas. H. Gelse, secy.

Dassel—Meeker Co. Agrl. Soc. Sept. 20-22. D. E. Murphy, secy.

Farmington—Dakota Co. Agrl. Soc. Sept. 21-24. Chas. S. Lewis, secy.

Fertile—Polk Co. Agrl. Fair Assn. July 4-6. H. A. Malmberg, secy.

Garden City—Blue Earth Co. Agrl. Soc. Aug. 25-27. A. D. McCormack, secy.

Glenwood—Pope Co. Fair Assn. Sept. 19-21. W. H. Engbretson, secy.

Hallock—Kittson Co. Agrl. Soc. July 4-6. W. V. Lougley, secy.

Hamline—Minnesota State Fair. Sept. 3-10. Thos. H. Canfield, secy.

Hyman—Grant Co. Agrl. Assn. Sept. 10-13. H. H. Haney, secy.

Hibbing—St. Louis Co. Agrl. Soc. Sept. 2-5. R. L. Griffin, secy.

Jackson—Jackson Co. Fair Assn. Aug. 25-27. B. E. Grottmann, secy.

LeSueur—LeSueur Co. Agrl. Assn. Aug. 29-31. Carl S. Eastwood, secy.

Little Falls—Morrison Co. Co-operative Agrl. Soc. Sept. 10-13. N. N. Berghelm, secy., Box 29.

Mankato—Mankato Fair & Blue Earth Co. Agrl. Assn. Sept. 14-17. Wm. Schuttis, secy.

Marshall—Lyon Co. Agrl. Soc. Aug. 30-Sept. 2. J. M. Strader, secy.

Mora—Mnaboc Co. Agrl. Soc. Aug. 27-31. Almer J. Peterson, secy.

Owstonna—Steele Co. Fair Assn. Aug. 29-Sept. 3. M. J. Patcher, secy., 421 S. Cedar St.

Perham—Perham Agrl. Soc. Sept. 1-15. C. W. Lotterer, secy.

Pine City—Pine Co. Agrl. Assn. Aug. 17-20. W. S. McEachern, secy.

Plainview—Wabasha Co. Agrl. Soc. Sept. 6-9. A. S. Kennedy, secy.

Princeton—Fillmore Co. Fair. Aug. 23-26. Frank J. Bach, secy.

Princeton—Millie Lac Co. Agrl. Soc. Aug. 31-Sept. 3. Ira G. Stanley, secy.

Redwood Falls—Redwood Co. Agrl. Soc. Sept. 20-30. C. V. Everett, secy.

Rochester—Olmsted Co. Fair. Sept. 12-16. E. O. Hackett, secy.

Rush City—Chisago Co. Agrl. Soc. Aug. 22-24. H. B. Johnson, secy.

Sank Center—Stearns Co. Agrl. Soc. Aug. 30-Sept. 2. E. M. Gillig, secy.

Slavton—Murray Co. Agrl. Soc. Sept. 1-3. Holt H. Forrest, secy., Lake Wilson, Minn.

St. James—Watsonwan Co. Agrl. Assn. Aug. 29-31. O. O. Lawrence, secy.

St. Peter—Nicollet Co. Agrl. Soc. Sept. 1-3. Wm. Maligren, secy.

Concessionaires, Demonstrators, Premium Users, Salesboard Operators, Etc.

The Pocket-book store with the wheel brought the BACON last year and will do the same this year. We manufacture this year a larger and more complete line of bill books, souvenir leather goods, leather library table covers, and many other flashy articles. Before making your arrangements for the season write us or call and see what we have to offer.

A FEW OF OUR SPECIAL OFFERS:



No. 48—7-1 Bill Books, made of genuine sheep leather; soft, flexible, finish; assorted grains, alligator, seal, morocco, etc. These books are made exactly as the illustration, nicely creased and finished. Size, when open, 9x5. Made in black and tan colors. Black, Per Gross, \$39.00. Tan, Per Gross, \$44.00.

No. 18—7-1 Bill Books, made of black leather, assorted grains. Size, when open, 8 3/4 x 4 3/4. Per gross, \$28.00.

No. 17—7-1 Bill Books, made of genuine leather cover. Auto leather inside parts. Per gross, \$24.00.

No. 16—Indk. head Basket Design, 7-1 Bill Books. Per Gross, \$24.00. All These Books Come With Snap Fasteners.

No. 8—Bill Books, made of auto leather. ESPECIALLY MANUFACTURED FOR WHEEL PURPOSE. In 10-Gross Lots, Per Gross, \$12.00. Less Than 10-Gross Lots, Per Gross, 13.50. 6 SAMPLES, \$1.50; SINGLE SAMPLE, 30c.

The Chicago-Boston Style Bag

made of heavy stock auto leather; size, 14 inches. The bag which will bring the crowd to your store. Made with pinned frame. Corner bumpers. Lined with beautiful cretonne lining. Per Dozen, \$21.00. Sample, \$2.25. Same bag made of genuine leather. Per Dozen, \$30.00. Sample, \$3.00.



26-Piece Silveroid Silverware

consisting of 6 knives, 6 forks, 6 table spoons, 6 tea spoons, sugar shell and butter knife. This set is made of white composition metal, highly silveroid finish. Each set packed in a plain shipping carton.

Price per Set, - \$1.35 Sample mailed for \$1.65

GIRLS' PURSES made of white metal, fancy engraved, beautifully colored. This is a big flash. Every child wants one. Per Gross, \$39.00. Sample, 50c.

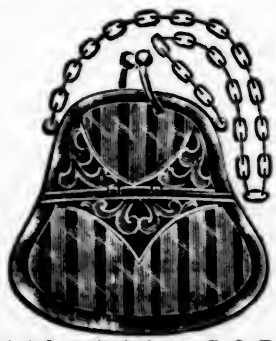
BLANKET OPERATORS We have a line of genuine leather Library Table Covers, Leather Vanity Purse that will make big money for you. (Excellent for intermediate.)

PITCHMEN We have an assortment of five pieces which you will clean up with. Per Gross, \$39.00. Sample, 50c.

We also carry a complete line of slums, jewelry, watches, Sales Board assortments and wheels.

Write for our complete catalogue. One-third deposit, balance C. O. D. When in Chicago don't fail to visit our office. In the heart of the Loop.

N. GOLDSMITH & BROS., 160 N. WELLS ST., CHICAGO, ILL. Long Distance Telephone: Franklin 3654.



Thief River Falls—Pennington Co. Agrl. Soc. Aug. 3-6. Herbert Fuller, secy.

Two Harbors—Lake Co. Agrl. Soc. Sept. 14-16. Fred D. W. Tulas, secy.

Tyler—Lincoln Co. Agrl. Soc. & Fair Assn. Aug. 31-Sept. 3. Phil J. Ehret, secy.

Waconia—Farmers' Co-operative Agrl. Soc. Sept. 12-14. W. J. Scharmer, secy.

Wadena—Wadena Co. Agrl. Soc. Sept. 13-16. Nels Peterson, secy.

Warren—Marshall Co. Agrl. Assn. July 1-5. E. T. Frank, secy.

Wheaton—Traverse Co. Agrl. Assn. Sept. 14-17. J. B. Bruns, secy.

Willmar—Kandiyohi Co. Fair. Sept. 14-17. Wm. O. Johnson, secy.

Worthington—Nobles Co. Fair Assn. Aug. 22-24. J. E. Godfrey, secy.

Zumbrota—Goodhue Co. Agrl. Assn. Sept. 20-23. A. J. Knutson, secy.

MISSISSIPPI

Jackson—Miss. State Fair. Oct. 17-22. Mabel L. Stire, secy.

Meridian—Miss-Ala. Fair. Oct. 10-15. A. H. George, secy.

Philadelphia—Neshoba Fair Assn. Aug. 9-12. John H. Huston, secy., R. S.

MISSOURI

Bethany—Harrison Co. Fair Assn. Sept. 6-10. W. T. Lingle, secy.

Cape Girardeau—Cape Co. Fair. Sept. 20-24. Rodney G. Whitelaw, secy.

Easton—Buchanan Co. Fair. Sept. 14-17. Henry B. Iba, secy.

Fayette—Howard Co. Fair Assn. Aug. 2-4. A. E. Frazier, secy.

Forest Green—Forest Green Agrl. Soc. Sept. 8-10. Henry Rohwer, secy.

Kahoka—Clark Co. Agrl. Assn. Aug. 30-Sept. 2. P. I. Wilsey, secy.

Kansas City—American Royal Livestock Show. Nov. 12-19. W. H. Weeks, secy., 211 Livestock Ex. Bldg.

Lockwood—Dade Co. Fair. Sept. 6-9. Dr. R. A. Frye, secy.

Memphis—Scottland Co. Fair Assn. Aug. 23-26. J. R. Hudson, secy.

New Cambria—New Cambria Agrl. Fair Assn. Sept. 21-23. L. E. Reedy, secy.

Rolla—Phelps Co. Agrl. Soc. Sept. 13-16. J. A. Morse, secy., Box 613.

Savannah—Andrew Co. Fair Assn. Aug. 29-Sept. 3. D. D. Hooper, secy.

Sedalia—Mo. State Fair. Aug. 14-20. E. G. Bylander, secy.

Sedalia—Mo. Centennial Expo. Aug. 8-13. E. G. Bylander, secy.

Shelbina—Shelby Co. Fair Assn. Aug. 20-Sept. 2. Wm. K. Lasley, secy.

Sikeston—Southeast Mo. District Fair. Sept. 28-Oct. 1. T. A. Wilson, secy.

Springfield—Osark Stock Show. Oct. 3-8. H. E. Nelson, mgr., Room 3, Jefferson Theater Bldg.

Upper Creve Coeur Lake—St. Louis Co. Fair. Sept. 1-5. Geo. B. Bowles, secy., Afton, Mo.

MONTANA

Billings—Midland Empire Fair. Sept. 19-23. F. M. Lawrence, mgr.

Glasgow—Valley Co. Fair Commission. Aug. 29-31. L. E. Jones, secy.

Helena—Montana State Fair. Sept. 12-17. Horace S. Ensign, secy.

NEBRASKA

Albion—Boone Co. Agrl. Assn. Sept. 20-23. O. E. McCorkle, secy.

Beaver City—Furnas Co. Agrl. Soc. Sept. 20-23. J. E. Bonser, secy.

Bladen—Webster Co. Fair. Aug. 23-26. S. P. Duncan, secy.

Broken Bow—Custer Co. Agrl. Soc. Aug. 23-26. N. Dwight Ford, secy.

Butte—Boyd Co. Fair Assn. Sept. 14-16. H. H. Story, secy.

Clay Center—Clay Co. Agrl. Soc. Sept. 26-30. H. H. Harvey, secy.

Concord—Dixon Co. Agrl. Soc. Aug. 30-Sept. 2. E. J. Hughes, secy.

Culbertson—Hitchcock Co. Fair. Sept. 15-17. J. A. Kirk, secy.

David City—Butler Co. Fair. Sept. 20-23. W. H. McGaffin, secy.

Desbler—Thayer Co. Agrl. Soc. Aug. 30-Sept. 2. E. J. Mitchell, secy.

Franklin—Franklin Co. Fair. Sept. 13-16. J. A. Stewart, secy.

Geneva—Fillmore Co. Agrl. Soc. Sept. 14-16. S. E. Raisten, secy.

Hooper—Dodge Co. Fair. Aug. 30-Sept. 2. Bernard Monnich, secy.

Lexington—Dawson Co. Fair Assn. Sept. 13-16. R. E. Falkenburg, secy.

Lincoln—Nebraska State Fair. Sept. 4-9. E. R. Danielson, secy.

McCook—Red Willow Co. Fair. Sept. 13-16. Eimer Kay, secy.

Nelligh—Antelope Co. Agrl. & Fair Assn. Sept. 13-16. Fred D. Spencer, secy.

Norden—Keyapaha Co. Agrl. Assn., latter part of August. Percy L. Strenger, secy., 103 Logan at.

Omaha—Ak-Sar-Ben Fall Festival & Race Meet. Sept. 13-24. Chas. R. Gardner, secy.

Ord—Loup Valley Agrl. Soc. Sept. 13-16. H. D. Leggett, secy.

Pierce—Pierce Co. Fair Assn. Aug. 30-Sept. 2. F. H. Glendon, secy.

Scribner—Scribner Agrl. Soc. Sept. 14-16. Walter Sievers, secy.

Stapleton—Logan Co. Agrl. Assn. Sept. 7-9. Wm. H. Schmidt, secy.

York—York Co. Agrl. Soc. Oct. 3-7. Geo. W. Shreck, secy.

NEW HAMPSHIRE

Bradford—Bradford & Newbury Fair Assn. Sept. 21-23. Dana N. Peaslee, secy., Box 4.

Greenfield—Hillsborough Co. Fair Assn. Aug. 24-25. A. W. Proctor, secy., Antrim, N. H.

Lancaster—Coos & Essex Agrl. Soc. Sept. 20-23. D. J. Truland, secy.

Rochester—Rochester Agrl. Assn. Sept. 20-23. E. H. Neal, secy.

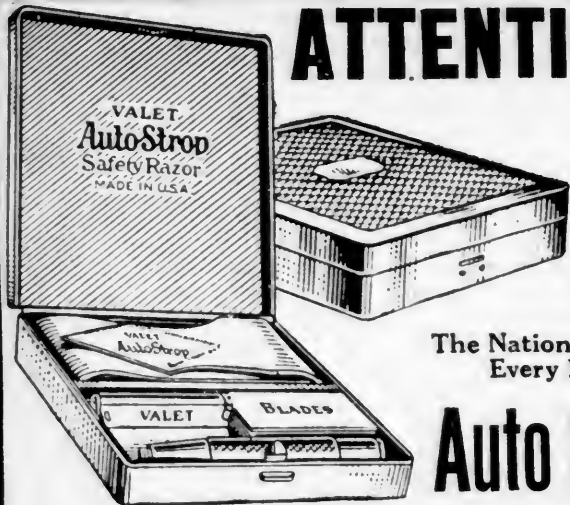
NEW JERSEY

Cape May Court House—Cap May Co. Fair. Approx. middle of Sept. Ralph Scheillinger, secy.

Mount Holly—Burlington Co. Fair Assn. Sept. 13-16. R. W. Willis, secy.

Trenton—Trenton Inter-State Fair. Sept. 20-30. M. B. Margerum, secy.

ATTENTION—PREMIUM DEALERS and SALESBOARD OPERATORS



THE BIGGEST PREMIUM FOR THE MONEY ON THE MARKET

The Nationally Advertised Safety Razor, Known to Every Man in the Country—the wonderful

Auto Strop Razor—Gold Plated



THE FIRST TIME EVER OFFERED TO PREMIUM AND SALESBOARD DEALERS

WRITE TODAY FOR PRICES

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NOTE—The Auto Strop Razor is the only Safety Razor that sharpens its own blades

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We want every man in the business to write for our New Spring Catalog—the largest of its kind ever issued.

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ESTABLISHED 1904

LARGEST DEALERS OF FISHING TACKLE, GUN AND SALESBOARD ASSORTMENTS IN THE U. S.

NEW MEXICO

Las Cruces—Dona Ana Co. Fair Assn. Approx. Sept. 22-25. Percy W. Barker, secy., Mesilla Park, N. M.

NEW YORK

Albion—Orleans Co. Agrl. Soc. Aug. 17-20. Wm. E. Karns, secy.

Altamont—Albany Co. Agrl. Soc. & Expo. Sept. 20-23. Walter Severson, secy.

Batavia—Genesee Co. Agrl. Soc. Sept. 20-24. F. B. Parker, secy.

Binghamton—Binghamton Industrial Expo. Sept. 27-30. Henry S. Martin, secy.

Brookfield—Brookfield Madison Co. Agrl. Soc. Sept. 6-8. F. M. Spooner, secy.

Brockport—Monroe Co. Fair. Aug. 24-27. P. J. Willison, secy.

Cambridge—Cambridge Valley Fair. Aug. 16-19. Eliot B. Norton, secy.

Canandaigua—Ontario Co. Agrl. Soc. Sept. 15-17. Floyd D. Butler, secy.

Chatham—Columbia Co. Agrl. Soc. Sept. 5-8. W. A. Da. secy.

Cobleskill—Cobleskill Agrl. Soc. Sept. 26-30. Wm. H. Goding, secy.

Cuba—Cuba's Big Fair. Sept. 13-16. Geo. H. Swift, secy.

DeRuyter—Four-County Fair. Aug. 16-19. J. C. Stillman, secy.

Ellenville—Ulster Co. Agrl. Soc. Aug. 23-26. Brice Moore, secy.

Elmira—Chemung Co. Agrl. Soc. Oct. 4-7. M. B. Heller, secy., City Hall.

Fonda—Montgomery Co. Agrl. Soc. Sept. 5-8. Seely Hodge, secy.

Gloversville—Fulton-Hamilton Counties Agrl. Soc. Aug. 23-27. Harry C. Morse, secy., Johnstown, N. Y.

Hornell—Great Hornell Fair. Aug. 30-Sept. 2. Clyde E. Shulls, secy.

Hudson Falls—Washington Co. Agrl. Soc. Aug. 23-26. Geo. A. Ferris, secy.

Livonia—Livingston & Ontario Carnival. Aug. 8-13. F. R. Bolles, mgr.

Little Valley—Cattaraugus Co. Agrl. Soc. Sept. 5-9. H. F. Lee, secy.

Middletown—Orange Co. Agrl. Soc. Aug. 16-19. Albert Manning, secy., Otisville, N. Y.

Morris—Morris Fair Assn. Oct. 4-7. D. F. Wightman, secy.

Norwich—Chenango Co. Agrl. Assn. Aug. 30-Sept. 2. W. W. Smith, secy., 33 Elm St.

Odensburg—Oswego Co. Agrl. Soc. Aug. 16-19. J. Ralph Brandy, secy.

Orangeburg—Rockland Co. Agrl. Assn. Sept. 5-7. Elbert Talman, secy., Sparkill, N. Y.

Owego—Tioga Co. Agrl. Soc. Sept. 6-9. S. M. Lounsbury, secy.

Penn Yan—Yates Co. Agrl. Soc. Aug. 30-Sept. 2. M. F. Buckley, secy., 222 Lawrence St.

Perry—Silver Lake Agrl. Soc. Aug. 16-18. Chas. E. Chase, secy.

Plattsburgh—Clinton Co. Agrl. Soc. Sept. 6-10. B. L. Botsford, secy.

Potsdam—Racquette Valley & St. Regis Valley Agrl. Soc. Sept. 6-9. F. T. Swan, secy., 14 Main St.

Rhinebeck—Dutchess Co. Agrl. Soc. Sept. 7-10. Benjamin Trempier, secy., Realty Bldg.

Riverhead—Suffolk Co. Agrl. Soc. Sept. 20-24. Harry Lee, secy.

Rochester—Industrial Expo. Assn. Sept. 5-10. Edgar F. Edwards, secy., 209 Powers Bldg.

Rome—Oneida Co. Agrl. Soc. Sept. 19-23. G. W. Jones, secy., Stittville, N. Y.



SEE WHAT HAS HAPPENED IN KANSAS SINCE THE DAY OF THE INDIAN
KANSAS FREE FAIR
TOPEKA-SEPT. 12-17 1921
FROM SECOND PRIZE POSTER BY RUTH WITWER

CONCESSIONAIRES!

Get Your Spots Now.

The concession plats of the Kansas Free Fair are open and space is now being contracted.
350,000 Attendance in 1920.
6 Big Days and Nights.

Old timers, write for your old spots. Newcomers, ask for a plat. Space limited. Last year late comers failed to secure locations.

PHIL EASTMAN, Secretary.
Topeka, Kansas.

GLOTH'S GREATER SHOWS

has a few Fair dates open through Virginia and North and South Carolina. Would like to hear from Fair Secretaries. Address all mail to **ROBERT GLOTH**, care **GLOTH'S GREATER SHOWS**, P. O. Box 1121, Pittsburgh, Pa.

The "MAINE STATE FAIR"

SEPTEMBER 13, 14, 15, 16, 17, 1921, LEWISTON, MAINE.

One of the big best in Fairdom. \$35,000 in Purses and Premiums. CLASSES to suit every CAMPAIGNING HORSEMAN. Fair treatment to Concessionmen. Annual attendance over 100,000.
J. S. BUTLER, Secretary, No. 532 Main Street, LEWISTON, MAINE.

ROCHESTER FAIR

Sept. 20, 21, 22, 23, 1921. Rochester, N. H. **E. H. NEAL, Secretary**

JOHNSON COUNTY FAIR FRANKLIN, INDIANA, AUGUST, 1921

Concessions and Midway Attractions wanted. Carnival Company without Concessions.
M. E. SCANDRETT, Secretary **DAVE HUNTER, Concessions**

Sandy Creek—Sandy Creek Fair. Aug. 23-26. Dr. J. B. Allan, secy.

Syracuse—New York State Fair. Sept. 12-17. J. Dan Ackerman, Jr., secy.

Troupsburg—Southern Steuben Agrl. Soc. Sept. 6-9. R. J. Resue, secy.

Trumansburg—Union Agrl. & Hort. Soc. Aug. 15-18. Joel Horton, secy.

Vernon—Vernon Agrl. Assn. Sept. 22-24. A. B. Gordinear, secy.

Warrensburg—Warren Co. Fair. Aug. 16-19. Fred J. Hayes, secy.

Warsaw—Wyoming Co. Fair. Aug. 23-26. W. J. Davidson, secy.

Watkins—Schuyler Co. Agrl. Soc. Sept. 12-15. J. E. Beardsley, secy., Odessa, N. Y.

Wellsville—Wellsville Fair Assn. Aug. 9-12. Noel Cook, secy., care Dunn Hotel, Logansport, Ind.

Whitney Point—Broome Co. Agrl. Soc. Aug. 16-19. W. F. Allen, secy.

NORTH CAROLINA

Clinton—Sampson Co. Agrl. Soc., Inc. Nov. 1-4. T. B. Smith, secy.

Dunn—Harnett Co. Agrl. Fair Assn. Oct. 11-14. T. L. Riddle, secy.

Fayetteville—Cape Fear Fair Assn. Oct. 23-28. R. M. Jackson, secy.

Kinston—Kinston Fair Assn. Oct. 11-14. W. D. Hood, secy.

Leaksville—Spray—Rockingham Co. Fair. Oct. 4-8. C. P. Robertson, secy., Leaksville, N. C.

Lumberton—Robeson Fair Assn. Oct. 18-21. W. O. Thompson, secy.

Mebane—Mebane Fair Assn. Sept. 6-9. J. B. Johnston, secy.

Mount Airy—Surry Co. Fair. Sept. 27-30. Edw. M. Linville, secy.

Raleigh—N. C. State Fair. Oct. 17-22. Joseph E. Pogue, secy.

Rocky Mount—Rocky Mount Fair. Sept. 27-30. P. C. Shore, secy.

Sylva—Jackson Co. Fair Assn. Sept. 27-30. A. J. Dilla, secy.

Tarboro—Coastal Plain Fair Assn. Nov. 1-4. Geo. Howard, secy.

Winston-Salem—Winston-Salem & Forsyth Co. Fair. Oct. 4-7. F. J. Lippert, secy.

NORTH DAKOTA

Benlah—Mercer Co. Fair. Sept. 8-10. S. A. Murray, secy.

Fargo—N. D. State Fair Assn. for Fargo. July 11-16. F. W. McRoberts, secy.

Grand Forks—N. D. State Fair Assn. July 18-23. E. R. Montgomery, secy.

Mandan—Mo. Slope Agrl. & Fair Assn. Sept. 20-22. J. I. Rovig, secy.

Valley City—Barnes Co. Agrl. Fair Assn. July 5-8. I. J. Moe, secy.

OHIO

Akron—Summit Co. Agrl. Soc. Sept. 27-Oct. 1. M. H. Warner, secy., B. D. 22, East Akron, O.

Ashley—Ashley Fair. Sept. 13-16. F. W. Sharp, secy.

Berea—West Cuyahoga Co. Fair. Sept. 13-15. L. M. Coe, secy., N. Olmsted, O.

Blanchester—Clinton Co. Agrl. Fair. Aug. 23-26. Astma Laymon, secy.

Bowling Green—Wood Co. Fair. Sept. 12-16. R. S. Sweet, secy.

Bueyrus—Crawford Co. Agrl. Soc. Sept. 7-10. Jay W. Haller, secy.

Button—Geauga Co. Agrl. Soc. Sept. 13-16. W. S. Ford, secy.

JERSEY RINGEL

AN ORIGINATOR, NOT AN IMITATOR

Imitators and would-be aerial acrobats and ordinary aviators are making claims regarding their ability to duplicate the stunts which "Jersey" Ringel originated.

Why take a chance on disappointing your patrons?

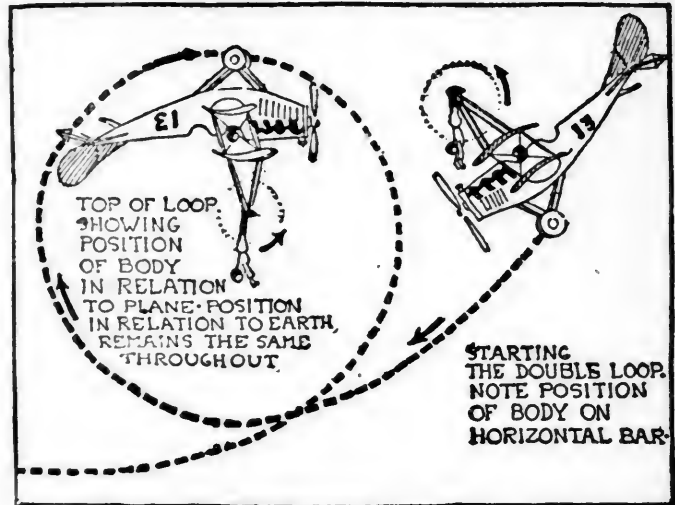
YOU KNOW Ringel has made good his every claim. Every outdoor showman and every fair manager who has seen him work has unqualifiedly acclaimed him the GREATEST AERIAL ACROBAT in the world. So why take a chance?

RINGEL'S PROGRAM FOR 1921:

- 1—His newest, latest, most thrilling feat—the double loop-the-loop. (See illustration.)
- 2—Standing on the top wing and looping-the-loop with hands above his head. (This is the stunt which others are advertising and HOPING that they may be able to imitate.)
- 3—Changing from AUTO to Airplane. (This feat has been accomplished several times in the past six or eight years, but Ringel is the first person to make it practical for the fairs. His work in this regard is being featured by the INTERNATIONAL NEWS WEEKLY as the greatest air acrobatics in the world.)
- 4—Night flying—see special announcement.
- 5—Changing from one plane to another in midair—Of course!
- 6—Wing walking and other stunts too numerous to mention—Sure!
- 7—Trick and fancy flying of every description—If you want it!

DON'T TAKE OUR WORD FOR IT. Just ask any Fair Manager or Outdoor Showman who has ever seen Ringel work.

HERE'S HIS LATEST SENSATION



THE DOUBLE LOOP-THE-LOOP

NIGHT FLYING

Ringel's night flying program does not merely consist of a ship flying around with a few fireworks burning. He puts on a REAL ACT. He does his standing Loop-the-Loop (Act No. 2) and Act No. 6 at night, with the ship lighted up so that the acrobatics may be seen from the ground. Billy Brock, his pilot, is the oldest and most experienced night-flying aviator in the United States.

JERSEY RINGEL AERIAL CIRCUS, 813 Broad Street, CHATTANOOGA, TENN.

Canton—Stark Co. Agrl. Soc. Sept. 21-24. Ed. S. Wilson, secy.
 Carrollton—Carroll Co. Agrl. Soc. Sept. 27-30. J. R. Booth, secy., R. R. 3.
 Carthage, Cincinnati—Hamilton Co. Agrl. Soc. Aug. 10-13. D. L. Sampson, secy., Room 510, Court House, Cincinnati.
 Celina—Mercer Co. Agrl. Soc. Aug. 16-19. Wm. Wiley, secy., R. R. 1, Coldwater, O.
 Chesterhill—Eastern Ohio Agrl. Soc. Sept. 6-7. Frank Hart, secy., Sharpsburg, O.
 Columbus—Ohio State Fair, Aug. 29-Sept. 3. E. V. Walborn, mgr.
 Cronon—Hartford Central Agrl. Soc. Sept. 7-9. R. B. Stumph, secy.
 Dayton—Montgomery Co. Fair, Sept. 5-9. I. L. Holderman, secy., 603 Reibold Bldg.
 Dover—Tuscarawas Co. Agrl. Soc. Oct. 10-13. J. D. Craig, secy.
 East Palestine—E. Palestine Fair, Sept. 27-29. M. H. Eaton, secy.
 Eaton—Preble Co. Agrl. Soc. Sept. 28-30. Harry D. Silver, secy.
 Elvira—Lorain Co. Agrl. Soc. Sept. 3-6. H. C. Harris, secy.
 Fremont—Sandusky Co. Agrl. Soc. Sept. 20-23. C. A. Hochenedel, secy.
 Gallipolis—Gallia Co. Agrl. Soc. Aug. 30-Sept. 1. W. B. White, secy.
 Greenville—Darke Co. Agrl. Soc. Aug. 22-26. Herman K. Smith, secy., Arcanum, O.
 Hillsdale—Franklin Co. Agrl. Soc. Sept. 14-16. Leroy Dobyns, secy.
 Lebanon—Warren Co. Agrl. Soc. Sept. 13-16. Ed. S. Conklin, secy.
 Lima—Allen Co. Fair, Aug. 23-26. M. L. Mayer, secy., 219 Opera House Block.
 Lisbon—Columbiana Co. Agrl. Soc. Sept. 13-15. H. H. Marsden, secy.
 Logan—Hocking Co. Agrl. Soc. Sept. 28-30. G. W. Christman, secy.
 London—Madison Co. Agrl. Soc. Aug. 23-26. Lamar P. Wilson, secy.
 Londonville—Londonville Agrl. Assn. Sept. 27-29. Ned L. Ruth, secy.
 Lucasville—Scioto Co. Agrl. Assn. Aug. 9-12. Maurice Caldwell, secy., Wakefield, O.
 McConnellsville—Morgan Co. Agrl. Soc. Sept. 14-16. John D. Barkhurst, secy.
 Muskefeld—Rielland Agrl. Soc. Sept. 21-24. W. H. Stronck, secy.
 Marysville—Union Co. Agrl. Soc. Sept. 6-9. W. C. Moore, secy.
 Mountpelier—Williams Co. Agrl. Soc. Sept. 13-17. A. C. Hulse, secy.
 Mount Vernon—Knox Co. Agrl. Soc. Aug. 23-26. Chas. L. Belmont, secy.
 Newark—Licking Co. Agrl. Soc. Sept. 13-16. Harry D. Hale, secy.
 New Lexington—New Perry Co. Agrl. Soc. Sept. 7-9. Ed. Howarth, secy.
 Old Washington—Guernsey Co. Agrl. Soc. Sept. 27-30. J. F. St. Clair, secy.
 Owensville—Clermont Co. Agrl. Soc. Aug. 16-19. J. E. Christy, secy.
 Paulding—Paulding Co. Fair, Aug. 29-Sept. 2. Harry B. Brattain, secy.
 Portsmouth—Scioto Co. Fair, Aug. 10-13. M. J. Caldwell, secy.
 Ravenna—Portage Co. Agrl. Soc. Aug. 23-26. F. M. Knapp, secy.
 Richwood—Richwood Fair, Aug. 8-6. D. E. Ogan, secy.

THE FAIR THAT MAKES THE CONCESSIONAIRES HAPPY

IONIA FREE FAIR

1921—AUGUST 16-17-18-19—1921

A Fair with six years of successful operations. Day and Night Fair featuring many free attractions. Four days of fast horse racing. No admission.

Only the best attractions booked and only Clean and Up-To-Date Concessions allowed. Last Year's Attendance 85,000.

FRED A. CHAPMAN, Secretary, Ionia, Michigan.

4 DAYS 2 NIGHTS NEW ENGLAND FAIR 4 DAYS 2 NIGHTS WORCESTER, MASS.

September 2, 3, 5 (Labor Day) 6, 1921
WIDELY ADVERTISED—ATTENDANCE, 100,000

Big Midway—Concession rates: \$4.00 to \$7.00 front foot. Every foot of desirable space sold last season before the opening of the Fair. Don't get left this year. Apply early to

A. H. EVANS, Supt. Ground Rentals, Room 12, 311 Main Street, Worcester, Mass.

Fifth Annual Glenn County Fair —AT—Orland, Calif.

September 19 to 24, inclusive, 1921. Six big days and nights. California's largest real County Fair. Reservations now. JNO. J. FLAHERTY, Pres.; E. A. KIRK, Secy.; E. J. FALK, General Manager. Address the Manager, Orland, Cal.

MENTION US, PLEASE—THE BILLBOARD.

Ripley—Ripley Fair, Aug. 2-5. E. L. Campbell, secy.
 Rock Springs—Meigs Co. Agrl. Soc. Sept. 6-8. James M. Lyman, secy., Pomeroy, O.
 Seneca—Guernsey-Noble Fair Assn. Aug. 9-11. J. T. Day, secy.
 Sidney—Shelby Co. Agrl. Soc. Sept. 13-16. J. E. Russell, secy.
 Tiffin—Seneca Co. Agrl. Soc. Aug. 23-26. Geo. L. Rakestraw, secy.
 Upper Sandusky—Wyandot Co. Agrl. Soc. Sept. 13-16. Ira T. Matteson, secy.
 Van Wert—Van Wert Co. Agrl. Soc. Sept. 5-9. W. A. Marker, secy.
 Wapakoneta—Auglize Co. Agrl. Soc. Aug. 30-Sept. 2. A. E. Schaffer, secy.
 Warren—Trumbull Co. Agrl. Soc. Aug. 31-Sept. 3. Homer C. Mackey, secy., 10 Orchard st.
 Wauseon—Fulton Co. Agrl. Soc. Sept. 6-9. Carl F. Orth, secy.
 Wellington—Wellington Agrl. Soc. Aug. 23-25. C. E. Diriam, secy.
 Wellston—Jackson Co. Agrl. Soc. July 26-29. John B. Bain, secy.
 Woodfield—Monroe Co. Agrl. Soc. Aug. 23-25. Geo. P. Derr, secy., Box 353.
 Wooster—Wayne Co. Agrl. Soc. Oct. 3-6. G. J. Ebright, secy., 44 Spink st.
 Xenia—Greene Co. Agrl. Soc. Aug. 2-5. J. Robert Bryson, secy.
 Zanesville—Muskingum Co. Agrl. Soc. Aug. 16-19. R. Y. White, secy.

OKLAHOMA

Altus—Jackson Co. Free Fair Assn. Sept. 7-10. C. D. Powell, secy.
 Claremore—Rogers Co. Free Fair Assn. Sept. 20-24. W. R. Holland, secy.
 Guthrie—Logan Co. Free Fair Assn. Sept. 19-22. W. E. McKean, secy., Box 267.
 Guymon—Texas Co. Free Fair Assn. Oct. 18-21. W. W. Kennedy, secy.
 Hallett—Pawnee Co. Fair Assn. Oct. 5-8. W. A. McCabe, secy.
 Muskogee—Ok. Free State Fair, Oct. 3-8. Ethel Murray Simonds, secy.
 Oklahoma City—Oklahoma State Fair & Expo. Sept. 24-Oct. 1. I. S. Mahan, gen. mgr., Box 974.
 Oklahoma City—Ok. County Free Fair Assn. Sept. 20-21. C. R. Donart, secy., care Chamber of Commerce.
 Okmulgee—Okmulgee Co. Free Fair Assn. Sept. 14-17. D. P. Trent, secy.
 Sigler—Haskell Co. Free Fair Assn. Sept. 22-24. T. W. McKinley, secy.
 Tishomingo—Johnston Co. Free Fair Assn. Sept. 8-10. John P. Gray, secy.

OREGON

Albany—Linn Co. Fair, Oct. 3-8. Alfred C. Schmitt, secy., care First Nat'l Bank.
 Portland—Pacific Internat'l Live Stock Expo. Nov. 5-12. O. M. Plummer, secy.
 Prineville—Oregon Inter-State Fair, Oct. 5-8. R. L. Schee, secy.
 St. Helens—Columbia Co. Fair Assn. Sept. 21-23. J. B. Wilkerson, secy.
 Salem—Oregon State Fair, Sept. 26-Oct. 1. A. H. Lea, secy.

PENNSYLVANIA

Allentown—Great Allentown Fair, Sept. 19-24. H. B. Schaff, secy.

Wanted---Shows, Concessions 8 BIG KENTUCKY-ILLINOIS-INDIANA FAIRS



Henderson, Ky., July 26-30; Jacob Zimbro, Secretary. McLeansboro, Ill., Aug. 2-5; W. E. Severs. Uniontown, Ky., Aug. 9-13; V. L. Givens. New Harmony, Ind., Aug. 16-20; L. Wade Wilson. Rockport, Ind., Aug. 23-27; C. M. Patridge. Boonville, Ind., Aug. 30-Sept. 3; L. A. Folson. Hopkinsville, Ky., Aug. 30-Sept. 3; John W. Richards. Benton, Ill., Sept. 20-24; E. B. Nolen.

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.

Apollo—Kiskadee Valley Agrl. Assn. Aug. 3-6. W. T. Smith, secy., Vandergrift, Pa.
 Athens—Inter-State Fair Assn. Week Sept. 12. Chas. E. Mills, secy.
 Bloomsburg—Columbia Co. Agrl. Assn. Oct. 4-7. Harry B. Correll, secy.
 Brookville—Jefferson Co. Agrl. Assn. Sept. 13-16. G. A. Carmalt, secy.
 Burgettstown—Union Agrl. Assn. Oct. 4-6. J. L. McGough, secy.
 Carmichaels—Greene Co. Agrl. & Mfg. Soc. Sept. 20-23. C. J. Lincoln, secy.
 Carrolltown—Cambria Co. Agrl. Assn. Sept. 13-16. G. E. Hipps, secy.
 Dawson—Great Dawson Fair. Sept. 13-16. Harry Cochran, secy.
 Dayton—Dayton Agrl. & Mechl. Assn. Sept. 13-16. M. H. Redding, secy., R. D. 2.
 Dubois—Dubois Fair. Aug. 16-19. A. M. Nail, secy., Driving Park, Dubois.
 Hanover—Hanover Agrl. Soc. Sept. 20-23. S. A. Gelselman, secy.
 Honesdale—Wayne Co. Agrl. Soc. Oct. 4-7. E. W. Gammell, secy., 1040 Main st.
 Hughesville—Lycoming Co. Fair Assn. Oct. 18-21. Edward E. Frontz, secy.
 Lancaster—Lancaster Co. Agrl. Fair Assn. Sept. 27-30. J. F. Seldomridge, secy., 34 1/2 N. Queen st.
 Lebanon—Lebanon Valley Fair Assn. Aug. 30-Sept. 2. J. A. Bollman, secy.
 Lewisburg—Union Co. Agrl. Soc. Oct. 25-28. C. M. Renner, secy.
 Mansfield—Smyth Park Assn. Sept. 20-23. F. H. Marvin, secy.
 Mercer—Mercer Co. Fair. Sept. 13-15. James Young, secy.
 Meyersdale—Meyersdale Fair & Race Assn. Sept. 20-23. D. J. Fike, secy.
 Milton—Great Milton Fair. Oct. 11-14. T. H. Paul, secy., 24 Walnut st.
 Montrose—Susquehanna Co. Agrl. Soc. Sept. 13-15. W. J. Baker, secy.
 New Castle—New Castle Agrl. Assn. Oct. 4-7. W. M. C. Drake, secy., Richelleu ave.
 New Brighton (Junction Park)—Beaver Co. Fair. Week Sept. 19. M. J. Patterson, secy., Beaver, Pa.
 Newport—Perry Co. Agrl. Soc. Sept. 13-16. M. L. Ritter, secy.
 Philadelphia—Phila. Co. Fair Assn. Sept. 5-10. Walter B. Buckman, secy., Byberry, Phila., Pa.
 Port Royal—Juniata Co. Agrl. Soc. Sept. 6-9. J. H. Rook, secy.
 Reading—Reading Fair. Sept. 13-17. Wm. M. Hartenstein, secy., 30 N. 6th st.
 St. Marys—Elk Co. Farmers' Agrl. Fair Assn. Sept. 20-22. G. B. Strain, secy.
 Titusville—Oil Creek Agrl. Fair Assn. Aug. 30-Sept. 2. G. A. Brown, Box 547.
 Towanda—Bradford Co. Agrl. Soc. Aug. 30-Sept. 2. Robert F. Adam, secy.
 Troy—Troy Agrl. Soc. Sept. 6-9. W. S. Montgomery, secy.
 Tunkhannock—Wyoming Co. Fair Assn. Sept. 20-23. O. D. Stark, secy.
 Warren—Warren Co. Agrl. Assn. Sept. 6-9. E. M. Lowe, secy.
 Wattsburg—Wattsburg Agrl. Assn. Sept. 6-9. W. H. More, secy.
 Waynesburg—Waynesburg Fair & Agrl. Assn. Aug. 23-27. Henry F. Baily, secy.
 West Chester—Chester Co. Agrl. Assn. Aug. 31-Sept. 2. Norris G. Temple, secy., Pocopan, Pa.
 Westfield—Cowanque Valley Agrl. Soc. Sept. 13-16. J. W. Smith, secy.
 Williams Grove—Williams Grove Plenic. Aug. 29-Sept. 2. C. A. Markley, mgr., address Mechanicburg or Williams Grove, Pa.

Wisconsin State Fair

AT MILWAUKEE

SIX DAYS AND SIX NIGHTS

Aug. 29, 30, 31, Sept. 1, 2, 3

1920 ATTENDANCE 329,394

Secretary, Oliver E. Remey, Supt. of Concessions, Charles W. Harte

Allegan County Fair, Aug. 30th to Sept. 3rd, 1921

ONE OF MICHIGAN'S OLDEST AND RICHEST FAIRS.

We had a whale of a show last year. We always do. We are spending \$5,000.00 on Free Attractions this year. Come and see our crowds spend money. We want more Concessions, Ice Cream, Dolls, Novelties, and any others that will keep our Midway right up to the minute. Write me today.

SWAN SEQUIST, Secretary, Allegan, Michigan.

NEW ORLEANS GROCERS' EXPOSITION

OPENS MARCH 28 FOR 10 DAYS—CONCESSION PRIVILEGES

Ice Cream Cones, Candy, Pop Corn, Pens, Vegetable Slicer and any selling Concession. No gambling devices. Last show, 80,000 paid admissions.

J. W. DEAN, Manager, 209 Pan-American Building, New Orleans, Louisiana.

Richland County Fair

OLNEY, ILLINOIS, SEPTEMBER 6, 7, 8 AND 9 1921.

Good Stock Company, Wild Animal Show and Concessions wanted. DONOVAN D. McCARTY, Secy.

ADAMS COUNTY BIG FAIR

FRIENDSHIP, WIS., SEPT. 13, 14, 15, 1921. RAIN OR SHINE.

Have a city pay roll of \$30,000.00 semi-monthly, as well as the entire county to draw from. Located midway between Milwaukee and Winona, C. & N. W. R. WANT Free Attractions, Vaudeville Shows, Rides, Aeroplane and Concessions. Small Carnival Co. preferred. GEO. W. BINGHAM, Secretary.

The Allen County Fair Ass'n Wants

to book three Free Attractions, three or four good, clean Shows and Rides, for September 13, 14, 15, 16, 1921, day and night. Eight miles from Ft. Wayne, Ind., on good paved road and traction service every hour. Address S. REN WARDNOCK, Secretary, Huntertown, Indiana.

LOUDONVILLE AGRICULTURAL SOCIETY

THIRTY-SECOND ANNUAL FAIR, September 27, 28 and 29, 1921.

NEED L. RUTH, Secretary, Loudonville, Ohio.

RHODE ISLAND
 Kingston—Washington Co. Agrl. Soc. Sept. 13-16. John G. Clarke, secy., West Kingston.
 Portsmouth—Newport Co. Agrl. Soc. Sept. 20-23. J. R. Chasand, secy., 202 Thames at., Newport, R. I.

SOUTH CAROLINA
 Andrews—Tri-County Fair Assn. Oct. 11-14. James D. Lee, gen. mgr.
 Columbia—S. C. State Fair. Oct. 24-25. D. F. Ebird, secy.
 Greenwood—Piedmont Fair Assn. Oct. 19-22. Warren T. King, secy., Box 38.
 Lexington—Lexington Co. Fair Assn. Oct. 18-20. S. J. Leaphart, secy.
 Orangeburg—Orangeburg Co. Fair Assn. Nov. 8-11. J. M. Hughes, secy.

SOUTH DAKOTA
 Aberdeen—Tri-State Fair Assn. Sept. 5-9. Geo. C. Mantor, secy., Box 1257.
 Huron—S. D. State Fair. Sept. 12-17. C. N. McIlvaine, secy.
 Lenmon—Inter-State Fair Assn. Sept. 7-9. M. K. Dallas, secy.
 Platte—Charles Mix Co. Fair. Aug. 31-Sept. 2. S. A. Hussey, secy.
 Roscoe—Edmunds Co. Fair Assn. Sept. 7-9. W. L. McAderty, secy.
 Tripp—Hutchinson Co. Agrl. Fair Assn. Sept. 6-9. Otto Wildermuth, secy.
 Vermilion—Clay Co. Fair Assn. Aug. 23-26. E. C. Barton, secy.
 Winner—Tripp Co. Agrl. Fair Assn. Sept. 5-7. Chas. J. Ray, secy., Box 281.

TENNESSEE
 Alexandria—DeKalb Co. Agrl. Assn. Sept. 1-3. Rob Roy, secy.
 Carthage—Carthage Agrl. Assn. Sept. 8-10. Thos. J. Fisher, secy.
 Chattanooga—Chattanooga Interstate Fair. Oct. 1-8. Jos. R. Curtis, secy.

Plainview—Northwest Texas State Fair. Latter part of Sept. or first part of Oct. E. B. Miller, secy.
 San Angelo—San Angelo Fair Assn. Oct. 23-29. Thos. F. Owen, secy.
 San Saba—San Saba Co. Fair Assn. Aug. 16-19. J. E. Bell, secy., Box 420.
 San Marcos—Fair, auspices Chamber of Commerce. April 19-21. J. W. Gantt, secy.
 Temple—Bell Co. Agrl. Fair Assn. Sept. 27-Oct. 1. W. A. Spetter, secy.
 Victoria—County Fair, auspices Chamber of Commerce. Nov. 13. J. H. Stoltzfus, secy.
 Yorktown—Yorktown Fair. Oct. 19-21. W. C. Metz, secy., care Chamber of Commerce.

UTAH
 Logan—Cache Valley Fair Assn. Sept. 26 Oct. 1. M. R. Hovey, secy.
 Manti—Sanpete Co. Fair Assn. Sept. 6-9. Glen A. Jensen, secy.
 Richfield—Sevier Co. Fair Assn. Sept. 1-3. Geo. M. Jones, secy.
 Salt Lake City—Utah State Fair. Oct. 3-5. J. L. Horne, secy., Room 121, Capitol Bldg.

VERMONT
 Barton—Orleans Co. Fair. Sept. 6-8. H. R. Barron, secy.
 Brattleboro—Valley Fair, Inc. Sept. 27-28. D. E. Tasker, secy., Box 639.
 Manchester Center—Battenkill Valley Indust. Soc. Sept. 13-15. W. H. Shaw, secy.
 Middlebury—Addison Co. Agrl. Soc. Aug. 30-Sept. 2. R. W. McCune, secy., Vergennes, Vt.

Morrisville—Lamoille Valley Fair Ground Co. Aug. 23-25. O. M. Waterman, secy.
 Rutland—Rutland Fair & Horse Show. Sept. 5-10. W. E. Farnsworth, secy.
 St. Johnsbury—Caledonia Co. Fair. Sept. 13-15. Fred S. Harriman, secy.
 White River Junction—Vermont State Fair. Oct. 3-6. F. L. Davis, secy.
 Woodstock—Windsor Co. Agrl. Soc. Sept. 20-22. Fay J. Burnell, secy.

VIRGINIA
 Carysbrook—Falmanna Fair Assn., Inc. Oct. 15-20. J. B. Underhill, secy., Fork Union, Va.
 Covington—Allegheny Co. Fair Assn. Oct. 11-15. Thos. B. McCaleb, secy.
 Danville—Danville Fair Assn., Inc. Oct. 11-14. Henry B. Watkins, secy., care Chamber of Commerce.
 Dowell—Inter-County Fair Assn., Inc. Sept. 27-30. J. S. Potts, pres., Richmond, Va.
 Fredericksburg—Fredericksburg Fair Assn. Sept. 27-30. C. R. Howard, secy.
 Galax—Galax Fair Assn. Sept. 14-16. W. C. Roberson, secy.
 Keller—Eastern Shore Agrl. Fair. Aug. 30-Sept. 2. H. E. Mears, secy.
 Lawrenceville—Brunswick School & Agrl. Fair. Oct. 11-13. T. H. Dugger, secy.
 Lynchburg—Interstate Fair Assn. of Lynchburg. Sept. 27-30. F. A. Lovelock, secy.

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It makes no difference what you have been selling, but any live man can make more money by selling

RAINCOATS

Price of Men's Coats, \$2.00 Each, in quantity lots. Cash deposit with order.

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THE GREAT YATES COUNTY FAIR

To be held at Penn Yan, N. Y., on Aug. 30, 31-Sept. 1-2, 1921.

Offers good opportunity to Concession Men. Liberal purses for Horse Races.

M. F. BUCKLEY, Secy.

The CAMPBELL COUNTY AGRI. SOCIETY

Alexandria, Ky., will hold its annual fair Aug. 31-Sept. 3, inclusive. RALPH L. WACHFORD, Secy., 324 Grandview Ave., Bellvue, Kentucky.

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53 EAST 8th STREET
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THE LATEST NOVELTY MINIATURE COW BELLS ATTACHED TO SWAGGER STICKS MAKE A BIG HIT WHEREVER WORKED.

MINIATURE COW BELLS BRIGHT WITH STICKS \$3.25 PER GROSS.

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FRESH STOCK—When you buy direct from balloon headquarters, you get absolutely fresh stock, in most cases balloons which only pass their final inspection the day they are shipped to you. More than that, you get the finest quality balloons which can be made, for Faultless Balloon Standards have long set the pace for all other factories making balloons. And this year Faultless Balloons are better than ever—the colors are better and for our balloon stocks this year we bought many tons of the finest grade of crude rubber that ever came into this plant. We make all kinds, all sizes, all shapes of balloons—plain or decorated—with or without Faultless Patented Closing Valve—also Squawkers, Balloon Novelties, Come-Back Balls, etc.



EXTRA MONEY Plan —You are not making as much money as you can on balloons unless you are buying under the Faultless EXTRA MONEY Plan. This is the plan by which you not only secure the highest quality of balloons, which keep your losses down to practically nothing and pay for them fair prices which enable you to make fine profits on your daily sales, but IN ADDITION you also get, at the end of your season, EXTRA MONEY on your entire season's purchases of balloons from us, the percentage being governed by the total amount you buy. Line up quick and get your balloons right. WRITE TODAY for full particulars, prices, etc.

THE FAULTLESS RUBBER CO. 330 Rubber St., Ashland, Ohio.

Marion—Smyth Co. Fair & Agrl. Assn. Aug. 30-Sept. 2. E. K. Coyner, secy. Norfolk—Norfolk Agrl. & Indust. Fair Assn. Sept. 5-10. Frederic Crafton, mgr., 620 Dickson Bldg. Orange—Orange Fair Assn. Oct. 25-28. E. V. Breeden, secy., Gordonsville, Va. Pearisburg—Giles Co. Fair Assn. Sept. 13-16. Robt. H. Woods, secy. Richmond—Virginia State Fair. Oct. 1-8. W. C. Saunders, secy., 7 Mutual Bldg. South Boston—Halifax Fair Assn. Oct. 17-21. W. F. Bonnett, secy. Staunton—Shenandoah Valley Fair Assn. Sept. 5-10. C. B. Ralston, secy. Suffolk—Tidewater Fair Assn. Oct. 18-21. Dr. E. L. H. Rance, secy., 630 E. Washington st. Tazewell—Peninsula Fair Assn. Aug. 9-12. D. Frank White, secy., Parkside, Va. Waverly—Sussex Co. Fair Assn., Inc. Oct. 4-7. E. J. Mace, secy.

WASHINGTON

Burlington—Skagit Co. Fair Assn. Aug. 8-13. W. J. S. Gordon, secy., Mt. Vernon, Wash. Centralia—Chehalis—Southwest Wash. Fair Assn. 22-27. George R. Walker, secy., Chehalis, Wash. Spokane—Spokane Interstate Fair & Live Stock Show. Sept. 5-10. Waldo G. Paine, secy., 7 Terminal Bldg. Walla Walla—Walla Walla Agr. & Live Stock Show. Sept. 15-17. L. L. Lyon, secy.

WEST VIRGINIA

Bluefield—Bluefield Fair Assn. Sept. 5-10. W. L. Oney, secy. Clarkburg—W. Va. Fair Assn. Sept. 12-15. James N. Hess, secy. Oak Hill—Fayette Co. Fair. Sept. 1-5. W. R. Hayes, treas. Pennington—Ritchie Co. Agrl. & Fair Assn. Aug. 30-Sept. 2. H. J. Scott, secy. Shepherdstown—Morgans Grove Fair. Sept. 5-9. C. S. Musser, secy. Wheeling—W. Va. State Fair. Sept. 5-10. Bert H. Swartz, secy.

WEST VIRGINIA

Dnrand—Chippewa Valley District Fair. Sept. 23-30. C. A. Ingram, mgr. Hortonville—Outagamie Co. Agrl. Soc. Aug. 31-Sept. 2. L. A. Carroll, secy. Keyser—Upper Potomac Fair Assn. Oct. 12-14. J. E. Laps, secy. Madison—Dane Co. Fair. Aug. 23-24. M. M. Parkinson, secy. Plymouth—Shelbygan Co. Agrl. Assn. Aug. 16-20. Otto Gaffron, secy.

WISCONSIN

Antigo—Langlade Co. Agrl. Soc. Aug. 30-Sept. 1. Henry Berner, secy. Boscobel—Boscobel Agrl. & Driving Park Assn. Aug. 9-12. E. J. Beiser, secy. Chilton—Calumet Co. Agrl. Assn. Sept. 6-9. Royal Kofanda, secy., New Holstein, Wis. Chippewa Falls—Northern Wis. State Fair. Sept. 12-16. A. L. Putman, secy. Darlington—LaFayette Co. Agrl. Soc. Aug. 23-25. Thos. Klrwan, secy. Evansville—Rock Co. Agrl. Assn. Sept. 6-9. C. S. Ware, secy. Fond du Lac—Fond du Lac Co. Agrl. Soc. Sept. 5-9. S. D. Boreham, secy., 83 S. Main st. Friendship—Adams Co. Fair Assn. Sept. 13-15. George W. Bingham, secy. Galeville—Trempealeau Co. Agrl. Soc. Aug. 23-26. Ben W. Davis, secy. Grantsburg—Burnett Co. Agrl. Soc. Sept. 14-16. Byron Selver, secy. Green Bay—DePere—Northeastern Wis. Fair. Aug. 29-Sept. 1. Herb J. Smith, secy., DePere, Wis. Jefferson—Jefferson Co. Fair. Sept. 13-16. O. F. Rosner, secy. Luxemburg—Kewaunee Co. Agrl. Assn. Sept. 5-7. Julius Cahn, secy. Manitowish—Manitowish Co. Fair Assn. Aug. 13-26. F. C. Borchardt, Jr., secy., 729 N. 4th st. Marshfield—Central Wis. State Fair Assn. Sept. 6-9. H. R. Williams, secy. Milwaukee—Wisconsin State Fair. Aug. 29-Sept. 3. O. E. Remy, secy., Madison, Wis. Oshkosh—Winnebago Co. Fair Assn. Sept. 20-23. Taylor G. Brown, secy. Phillips—Price Co. Agrl. Soc. Sept. 13-16. Felix A. Kremer, secy. Rice Lake—Barron Co. Agrl. Soc. Aug. 30-Sept. 2. J. G. Rude, secy. Richland Center—Richland Co. Fair. Sept. 13-16. A. N. Clark, secy. Seymour—Seymour Fair & Driving Park Assn. Aug. 23-25. Geo. F. Fiedler, secy. Shawano—Shawano Co. Agrl. Soc. Aug. 16-19. J. J. Winter, secy. Stevens Point—Stevens Point Fair Assn. Aug. 16-20. A. E. Bourn, secy. Sturgeon Bay—Door Co. Fair Assn. Sept. 15-15. N. C. Garland, secy. Watertown—Watertown Inter-County Fair. Sept. 20-23. C. W. Harte, secy.

NOTICE Pacific Coast Exposition Company NOW LOCATED IN THEIR NEW OFFICES 230 SAN FERNANDO BLDG., LOS ANGELES [H. ELMO LABREQUE, MANAGING DIRECTOR] Greater Santa Ana Exposition, April 9 to 16

TOY BALLOONS The Barr Rubber Products Co. Lorain, Ohio OUR BALLOONS ARE MADE OF THE RIGHT MATERIALS AND BY THE RIGHT PROCESS. Write for Samples and Circulars. Territory Open for Desirable Dealers. THE BARR RUBBER PRODUCTS CO., Lorain, Ohio, U. S. A. MANUFACTURERS OF HIGH-GRADE TOY BALLOONS.

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UP HIGH BILLY KLEIN AMERICA'S GREATEST HIGH DIVER CLASS, SPEED, ABILITY PERSONIFIED THE ANSWER—NEVER LOOKING FOR A CONTRACT. Booked solid. International Amusement Exposition. Per. Address, 613 Collier St., PITTSBURGH, PA.

DAVISS COUNTY FAIR, Owensboro, Ky. September 5-10, 1921 GEORGE W. BALES, Secretary

THE RICHWOOD FAIR AUGUST 3, 4, 5, 6, 1921 SPACE FOR SALE. Good Shows and Concessions that can stand the test. D. E. OGAN, Secretary, Richwood, Ohio.

FORTY-FIRST ANNUAL FAIR MILFORD, MICH., SEPT. 14 TO 17, 1921. Only fair in Oakland County, Mich. WANTS to book Shows, Rides and Concessions. No Caraval Co. No Exchange Rights. Address AMOS WATERS, Supt. Concessions.

CRAWFORD COUNTY FAIR ROBINSON, ILLINOIS September 5-9, inclusive. Address HERBERT ATHEY, Secy., Eaton, W.I.

THE GREAT LEIGHTON FAIR September 27-28-29-30, 1921 JOE EREY, Race Secretary. LEIGHTON, PA. WILLIAM J. ZAHN, Secretary.

Wassan—Marathon Co. Agrl. Soc. Aug. 23-27. A. W. Prehn, secy. Wautoma—Wausara Co. Fair. Sept. 23-30. Chas. T. Taylor, secy. West Bend—Washington Co. Agrl. Soc. Oct. 4-7. Jos. F. Huber, secy.

WYOMING

Douglas—Wyoming State Fair. Sept. 13-16. E. Ewel, secy.

CANADA ALBERTA

Calgary—Calgary Exhibition. June 30-July 8. E. L. Richardson, secy. Edmonton—Edmonton Exbn. Assn., Ltd. July 8-16. W. J. Stark, secy., Room 504, Civic Block. Medicine Hat—Medicine Hat Agrl. Soc. June 27-29. C. A. Richardson, secy. Red Deer—Red Deer Agrl. Soc. July 18-20. J. Edward Welton, secy., Box 504. Wetaskiwin—Wetaskiwin Agrl. Soc. Aug. 1-3. R. N. Shaw, secy.

BRITISH COLUMBIA

Chilliwack—Chilliwack Agrl. Assn. Sept. 6-9. S. A. Cawley, secy. New Westminster—B. C. Provincial Exbn. Sept. 12-17. D. E. Mackenzie, secy., Rooms 16-19 Hart Block, Columbia st. Vancouver—Vancouver Exbn. Assn. Aug. 13-20. H. S. Rolston, secy., 130 Hastings st., W.

MANITOBA

Brandon—Manitoba Provincial Exbn. July 23-30. W. I. Smale, secy. Carman—Dufferin Agrl. Soc. June 30-July 2. Neil A. Love, secy.

NEW BRUNSWICK

Centerville—W. W. & K. Agrl. Soc. Sept. 20-21. A. A. H. Margeson, secy., East Centerville. Chatham—Miramichi Agrl. Exbn. Assn. Sept. 28-Oct. 1. Geo. E. Fisher, mgr. Fredericton—Fredericton Exbn. Sept. 17-24. W. S. Hooper, secy., Box 772. St. John—St. John Exbn. Assn. Sept. 3-10. Horace A. Porter, secy., Box 299. Woodstock—Woodstock Fair. Sept. 13-16. John S. Leighton, secy.

NOVA SCOTIA

Antigonish—Antigonish Co. Farmers' Assn. Sept. 29-30. Thos. P. Macdonald, secy., Box 206.

ONTARIO

Barrie—Barrie Agrl. Soc. Sept. 19-21. R. J. Fletcher, secy. Beaverton—Beaverton Agrl. Soc. Sept. 15-17. George R. Yule, secy. Belleville—Belleville Agrl. Soc. Sept. 5-7. R. H. Kelchson, secy., 278 Front st. Elmville—Flos Agrl. Soc. Sept. 25-27. Jas. McDermott, secy. Kingston—Kingston Indust. Agrl. Assn. Sept. 20-28. R. J. Bushell, secy., Bath Road, via Kingston. London—Western Fair Assn. Sept. 10-17. A. M. Hunt, secy. Midland—Tinty & Tay Agrl. Soc. Sept. 29-Oct. 1. A. R. Stell, secy. Napanee—Lennox Fair. Sept. 13-15. J. L. Boyes, secy.

Ottawa—Central Canada Exbn. Assn. Sept. 9-19. James K. Paisley, secy. Owen Sound—Owen Sound Agrl. Soc. Sept. 13-15. R. Patterson, secy., 974 2nd ave. E. Picton—Prince Edward Agrl. Soc. Sept. 20-23. A. F. MacVannell, secy. Saint Ste. Marie—Central Algoma Agrl. Soc. Sept. 19-22. J. M. MacIntosh, secy., Box 334. Simcoe—Norfolk Agrl. Soc. Oct. 3-5. H. B. Donly, secy.

Toronto—Canadian Natl. Exbn. Assn. Aug. 27-Sept. 10. John G. Kent, gen. mgr., 36 King st., East. Welland—Welland Co. Agrl. Soc. Oct. 4-6. E. R. Somerville, secy., 36 N. Main st.

QUEBEC

Richmond—Richmond Co. Agrl. Soc. Sept. 7-8. A. E. Main, secy., Upper Melbourne, Que. Shawville—Pentiac Co. Agrl. Soc. Sept. 20-22. R. W. Hodgins, secy. Sherbrooke—Eastern Townships Agrl. Assn. Aug. 27-Sept. 2. Sydney E. Francis, secy. Trois Rivieres—St. Lawrence Valley Exbn. Aug. 22-27. Dr. J. H. Vigneau, secy.

SASKATCHEWAN

Estevan—Estevan Agrl. Soc. July 4-6. E. W. Garner, secy. Lloydminster—Lloydminster Agrl. Soc. July 25-27. H. Huxley, secy., Box 234. Melfort—Melfort Agrl. Soc. Aug. 9-12. Geo. R. Jamison, mgr. Prince Albert—Prince Albert Agrl. Soc. Aug. 2-5. W. O. McDougal, secy., Box 123. Saskatoon—Saskatoon Indust. Exbn., Ltd. July 14-23. C. D. Fisher, secy., 53 York Bldg. Weyburn—Weyburn Agrl. Soc. July 7-9. Frank Heard, secy.

AMUSEMENT PARKS

This List Contains All of the Important Parks Which Will Be in Operation During the Season of 1921

ALABAMA

Annisou—Oxford Lake & Hobson City Parks, Alabama Power Co., propa.; E. W. Shinn, mgr.; E. Brockman, asst.; plays bands and vaudeville, the latter booked by Southern Booking Co.

Birmingham—West Lake Park, J. F. Ryan, mgr. and mgr. attractions; plays bands, but no vaudeville.

Birmingham—Edgewood Park, Hugh Hill, mgr. Birmingham—East Lake Park, Miles Bradford, mgr.; does not play vaudeville; plays bands.

Gadsden—Noccalula Park, Louie Hart, mgr.; plays vaudeville, skating attractions and bands.

Mobile—Monroe Park, Mobile Light & Railroad Co., propa.; Buck Taylor, mgr.; no vaudeville; local band.

Montgomery—Washington Park, Walter L. Thomas, mgr.; C. B. Jones, prop.; park plays vaudeville and bands.

Sheffield—Tri-Cities Park, The Sheffield Co., propa.

Sheffield—Lincoln Park (Colored) Sheffield Co., propa.; E. H. Fields, mgr. and mgr. attractions; plays vaudeville, but no bands.

Tuscaloosa—Hiverside Park, J. R. Stallworth, prop., mgr. and mgr. attractions.

ARIZONA

Phoenix—Hiverside Park, Brandon Bros., propa.; Ray F. Brandon, mgr. and mgr. attractions; plays vaudeville and bands.

Tucson—Elysian Grove, E. Drachman, mgr.; park plays vaudeville and bands; booked by Bert Levy.

ARKANSAS

Eureka Springs—Auditorium Park, Wm. G. Kappen, prop., mgr. and mgr. attractions.

Ft. Smith—Electric Park, A. J. Toland, mgr.; park plays vaudeville and bands.

Helena—Beach Crest Park, Jos. C. Meyers, prop.; Leo Marcus, mgr.

Little Rock—Forest Park, O. B. Blankenship, lessee, mgr. and mgr. attractions; plays bands, but no vaudeville.

Russellville—Crescent Park, E. H. Butler, mgr. and mgr. attractions; park plays vaudeville; no bands.

CALIFORNIA

Alameda—Neptune Beach, Alameda Park Co., propa.; August Gebelt, mgr.; plays bands but no vaudeville.

Coronado Beach—Coronado Tent City Park, George S. Cheney, mgr.; plays bands and vaudeville occasionally.

Fresno—Zapp Park; does not play vaudeville.

Long Beach—Long Beach Pleasure Pier, E. B. Campbell, mgr.

Long Beach—Silver Spray Pier, Fortune Lanier, mgr.

Oakland—Idora Park, Idora Park Co., propa.; L. B. York, mgr.; plays bands occasionally, but no vaudeville.

Ocean Park—Pickering Pleasure Pier, Chas. Pickering, mgr.

W. Leyne, mgr.; plays vaudeville and bands.

Sacramento—Joyland Park, Joyland Co., propa.; T. L. Shore, mgr. park and attractions; plays musical comedy.

San Bernardino—Urbita Springs Park, Lou Somers, mgr.; C. M. Burnett, mgr. attractions, 708 P. E. Bldg., Los Angeles; vaudeville on Sundays and holidays; local bands.

Seal Beach—Seal Beach, Bayside Land Co., propa.; J. P. Trauane, mgr. and mgr. attractions; plays bands, but no vaudeville.

Venice—Venice Pier, Abbott Kinney Co., propa.; F. W. Kurten, bus. mgr.; plays bands.

COLORADO

Denver—Lakeside Park, Denver Park & Amusement Co., propa.; Phillip P. Friederich, mgr. and mgr. attractions; does not play vaudeville or bands.

Denver—Elitch Gardens, Elitch Gardens Co., propa.; George L. Roberts, mgr.; plays stock, denmer, jr., mgr.; park does not play vaudeville; plays bands.

Pueblo—Lake Minnequa Park, J. J. McQuillan, mgr. and prop.

Trinidad—Central Park, Central Park Am. Co., prop. a.; W. P. Woodriddle, mgr. and mgr. attractions; does not play vaudeville or bands.

CONNECTICUT

Bristol—Lake Compounce Park, T. E. Pierce, mgr.; plays vaudeville and local bands.

Bridgeport—Pleasure Beach, J. D. Lawler, mgr., 1700 North ave.

Bridgeport—Pleasure Beach Park, Address, 509 Liberty Bldg.

Danbury—Kenosia Park, M. L. Lesieur, lessee; Wm. H. Jarvis, jr., mgr. and mgr. attractions; plays vaudeville; booked by Fally Mark-uss, New York; bands and stock.

Hartford—Laurel Park, Chas. P. Hatch, prop. and mgr. attractions; plays bands and vaudeville.

Hartford—Capitol Park, S. A. DeWaltorf, mgr.; care White City Park, Savin Rock, West Haven, Conn.

Killingly—Wildwood Park, W. E. La Bell, mgr.; park plays bands and vaudeville.

Manchester—Laurel Park, Chas. P. Hatch, mgr. and prop., 18 Windsor ave., Hartford, Conn.; park plays bands; no vaudeville.

Meriden—Manover Park, Maloney & Kraemer, mgrs., Hall & Lewis Bldg.

Meriden—Terrace Garden, A. Grotzka, mgr.

Milford—Joyland Park, John H. Lawler, prop., mgr. and mgr. attractions; plays local bands, but no vaudeville.

Milford—Oak Grove Park (Walnut Beach), John J. Bennett, mgr.; Ansonia, Conn.

New Haven—Lighthouse Point Park, East Shore Amusement Co., propa.; Thomas B. Shanley, mgr. and mgr. attractions; plays bands, but no vaudeville.

Rockville—Crystal Lake Park, Lonis Koelach, prop., mgr. and mgr. attractions; does not play vaudeville or bands.

South Norwalk—Roton Point Park, Gorge Scenic Water Ride Co., propa.; Neville Bayley, mgr.; does not play vaudeville or bands.

Walnut Beach—Walnut Amusement Park, Address, 33 Shore Front, Myrtle Beach.

Warehouse Point—Piney Ridge, Jos. Mibill, mgr.; park plays vaudeville and bands; books independently.

Waterbury—Lakewood Park, Lakewood Park Am. Co., propa., mgrs. and mgrs. attractions; plays bands and vaudeville occasionally.

West Haven—Savin Rock Park, L. A. De Waltorf, gen. mgr.

CUBA

Havans—Palsade Park, E. F. Heymann, mgr., National Bank of Cuba, 416.

DELAWARE

Rehoboth Beach—Royal Park, C. I. Horn, mgr. and prop.; park plays bands and independent vaudeville.

Wilmington—Shelltop Park and Brandywine Springs Park, Henry & Young Amusement Co., propa.; F. MacFarland, mgr. and mgr. attractions; plays bands, but no vaudeville.

DISTRICT OF COLUMBIA

Washington—Glen Echo (Md.) Park, near Washington, Glen Echo Park Co., propa.; L. B. Schloss, mgr.; F. M. Finlon, mgr. attractions; plays bands on Sundays and vaudeville occasionally, booked by John C. Jackel.

Washington—River View Park (Colored); Edward S. Whiting, gen. mgr., care Colliseum, Pa. ave., at 9th st., N. W.

FLORIDA

Clearwater—Clearwater Beach, Clearwater Isl. and Bridge Co., Inc., propa.; W. H. Schooley, mgr.; plays bands, but no vaudeville.

Jacksonville—Southside Park at Ferry Dock, across St. John River; Jacksonville Ferry & Land Co., J. N. Cooke, mgr., P. O. Box 1124.

Pablo Beach (Near Jacksonville)—Little Concy Island, Pablo Development & Power Co., propa., Jacksonville.

Pensacola—Bayview Park, Address City Commissioners.

St. Petersburg—St. Petersburg Beach, Frank P. Caranagh, mgr.

Tampa—DeSoto Park, J. C. Woodsome, mgr.

Tampa—Ballast Point Park, John F. Q. Smith, owner and mgr.; plays bands; no vaudeville.

GEORGIA

Atlanta—Lakewood Park, Southeastern Fair Assn., propa.; R. M. Striplin, mgr. and mgr. attractions; plays bands, but no vaudeville.

Augusta—Lake View Park, C. C. Shetterly, mgr.; plays bands and free attractions.

Columbus—Wildwood Park, J. A. Cameron, mgr.; plays vaudeville and bands.

Gainesville—Chattahoochee Park, Gainesville Ry. and Power Co., propa. and mgrs.

Isle of Hope (Near Savannah)—Barbee's Zoo & Amusement Park, A. M. Barbee & Son, propa.; W. J. Brady, mgr.; plays bands and vaudeville.

Macon—White City Amusement Park, J. Lamia, mgr.; address, 563 Cherry st.

IDAHO

Boise—White City Park, Natatorium Park Am. Co., propa.; G. W. Hull, mgr. and mgr. attractions; plays bands, but no vaudeville.

Weiser—Oregon Trail Park, Frank Mortimer, mgr.; plays vaudeville; but no bands.

ILLINOIS

Alton—Chautauqua Bathing Pool, Chautauqua Bathing Pool Co., propa.; W. M. Sauvage, mgr. and mgr. attractions; plays bands, but no vaudeville.

Aurora—Fox River Amusement Park, Roy Green, mgr., Traction Terminal Bldg.

Bloomington—Lake Park, Fred Wolkau, Jr., mgr.

Charleston—River View Park, Erie Threhold, prop., mgr. and mgr. attractions; plays vaudeville and bands at times.

Chicago—Woodlands Park, Milwaukee & Devon ave., Paul W. Cooper, pres.; Wm. M. Johnson, asst. gen. mgr.

Chicago—Riverview Park, A. R. Hodge, asst. mgr.; plays revues.

Chicago—Moseley's Dixieland Park, Beauregard F. Moseley, prop. and mgr.; plays vaudeville and bands at times.

Chicago—Forest Park, Forest Park Amusement Co., propa.; H. V. McGurran, secy.; plays revues.

Chicago—White City, Herbert M. Beifeld, pres. and gen. mgr.

Cicero (26th, Ordan & 48th ave., Chicago)—Hawthorne Park, Bob Parchmann, mgr.

Decatur—Breamland Park, Ed Johnson, mgr.; plays bands; no vaudeville.

Freeport—Highland Park, Freeport Ry. & Light Co., propa.

Galesburg—Highland Park, D. McAfee, mgr.; park does not play vaudeville; plays bands.

Havana—Quiver Beach, Wm. Hanlon, mgr.

Homer—Homer Park, C. B. Burkhardt, mgr.; plays vaudeville and bands on Sunday.

Joliet—Dellwood Park, J. P. MacCulloch, supt.; no vaudeville or bands.

Kewanee—Windmont Park, Galva & Kewanee Electric Ry., propa.; Chris C. Taylor, mgr.; plays vaudeville occasionally and bands.

Macomb—Holmea Amusement Park, Frank Holmes, mgr.; plays independent vaudeville.

Mattoon—Urban Park, Wm. Brown, mgr.; plays vaudeville and bands.

Ottawa—McKinley Park, Chicago, Ottawa & Peoria Ry., propa.; W. F. Fisher, mgr. and mgr. attractions; plays bands and vaudeville at times.

Paris—Twin Lakes Park, Twin Lakes Amusement Co., propa.; E. S. Rogers, secy.

Peoria—Riverview Park, Barney Wood, mgr.

Peoria—Al Fresco Park, Al Fresco Am. Co., propa.; C. E. Gaylor, mgr., 223 First st.

Petersburg—Old Salem Park, Rev. J. M. Johnson, prop. and mgr.; park plays bands, but no vaudeville.

Peru—Minerva Park, Robt. Hochguertel, mgr.; plays vaudeville; no bands.

Quincy—Highland Park, Breinig & Smith, mgrs.

Rock Island—Black Hawk's Watch Tower Park, G. R. Stephenson, prop., mgr. and mgr. attractions; plays bands and vaudeville, the latter booked by Carrell's Agency, Chicago.

Rockford—Central Park Gardens, Central Park Am. Co., propa.; Geo. A. Rubin, mgr. and mgr. attractions; plays bands, but no vaudeville.

Rockford—Harlem Park, C. C. Shockley, mgr.; plays vaudeville and bands.

Shelbyville—Forest Park, J. C. Westervelt, mgr.; plays bands; no vaudeville.

Streator—Northern Illinois Fair Park, A. S. Johnson, mgr.; plays vaudeville and bands.

Streator—McKinley Park, Chicago, Ottawa & Peoria Railroad Co., propa.

Waukegan—Waukegan Am. Co. Park, Mike McGuire, mgr.

INDIANA

Anderson—Monnda Park, F. D. Nowell, mgr.; Angola—Lake James Park, Ind. Utilities Co., propa. and mgrs.; plays local bands.

Eaton—Riverside Park, Union Traction Co., propa.; John A. Klime, mgr.; does not play vaudeville.

Evansville—Exposition Park, Jacob H. Weber, prop.; H. W. English, mgr.; plays bands.

Fort Wayne—Trier's Amusements, West Swinney Park, Geo. F. Trier, prop., mgr. and mgr. attractions; plays bands, but no vaudeville.

Ft. Wayne—Robison Park, Charles H. Williams, mgr. and mgr. attractions; plays bands, but no vaudeville.

Hammond—Coy's Park, Wm. Coy, mgr.

Indianapolis—Broad Ripple Park, Edw. Grimes, mgr.; Union Traction Co., owners; F. D. Norvell of Anderson, Ind., books attractions.

Indianapolis—Riverside Park, Riverside Exhn. Co., propa., 1341 Lemcke Annex; Lewis A. Coleman, pres., 115 N. Penn st.

Kokomo—Athletic Park, Kokomo, Marion and Western Traction Co., mgrs.; does not play vaudeville; plays bands.

Lafayette—Jecumseh Trail Park, L. L. Luder, mgr.; park does not play vaudeville; plays bands.

Logansport—Riverside, Spencer & Dykeman Parks, City of Logansport, prop.; Chas. B. Longwell, secy.; play bands occasionally.

Marion—Wonderland Park, Mina Lent, prop.; S. M. Lent, mgr.; Leslie Reynolds, mgr. attractions; plays bands, but no vaudeville.

Michigan City—Washington Park, W. K. Greenbaum, care Chamber of Commerce, mgr.; plays vaudeville, but no bands.

Muncie—Westside Park, James Lettch, mgr.; park plays bands.

New Albany—Glenwood Park, Anderson G. Moore, prop.; plays bands, but no vaudeville.

New Albany—Triangle Park, John Ray, mgr.

New Castle—Blue Valley Park, E. L. Harvey, prop., mgr. and mgr. attractions; plays bands, but no vaudeville.

New Castle—Shirely's Park, Marsh & Vance, propa.; W. E. H. Marsh, mgr. and mgr. attractions; does not play vaudeville or bands.

South Bend—Springbrook Park, Eph. P. Dalley, mgr.; no vaudeville; plays bands.

Vincennes—Lakewood Park, Allega Bros., propa.; Chas. F. Allega, mgr. and mgr. attractions; plays vaudeville and bands.

Washington—East Side Park, Jos. A. Morton, mgr.; 528 Front st.; plays outdoor acts.

IOWA

Albia—Urban Park, Albia Light and Ry. Co., propa.; C. A. (Happy) Hillbard, mgr.; park and attractions; plays independent vaudeville and bands.

Arnolds Park—Arnolds Park, A. L. Pick, prop. and mgr.; park plays vaudeville and bands.

Burlington—Crapo Park, C. H. Walsh, mgr.; park plays vaudeville and bands.

Clear Lake—Bayside Park, Clear Lake Park Co., propa.; George W. Keel, of Des Moines, pres. and gen. mgr.; H. M. Jones, secy.

Clinton—Eagle Point Park, Barney Robinson, mgr.

Davenport—Forest Park, Tobe Watkins, prop., mgr. and mgr. attractions; plays bands, but no vaudeville.

Des Moines—Riverview Park, Riverview Am. Co., propa.; Omer J. Kenyon, mgr. and mgr. attractions; plays musical revues and bands with added attractions.

Dexter—Dexfield Park, Dexfield Park Co.; propa.; A. M. Thurlb., pres. and mgr.; W. E. Snyder, mgr. attractions; plays vaudeville and bands.

Dubuque—Union Park; plays vaudeville.

Gilmore City—Lakeside Electric Park; plays bands.

Lake City—Rainbow Resort, Walt Fulkerson, mgr.; plays independent vaudeville.

Mason City—Bayalde Amusement Park, Roy R. Stanfield, mgr., 100 The Kirk Apts.

Nevada—Dayton's Amusement Park, A. L. Dayton, prop., mgr. and mgr. attractions; plays bands, and vaudeville occasionally.

Oelwein—Wildwood Park, J. W. Miles, mgr.

Ruthven—Electric Park, The Tishenbanners, propa.; F. G. Tishenbanner, mgr. and mgr. attractions; plays vaudeville and bands.

Sionx City—Riverside Park, Carl H. Edwards, prop., mgr. and mgr. attractions; plays local vaudeville and bands.

Villisca—Tyler Park, Tyler Bros., mgrs.; plays vaudeville.

Waterloo—Electric Park, H. R. Parker, mgr.; plays vaudeville; no bands.

KANSAS

Atchison—Forest Park, W. O. Vance, mgr.; plays vaudeville and bands.

Drury—Drury Park, Frank Boban, mgr.

Eldorado—Wondeland Park, W. A. Beaumont, mgr.

Emporia—Sodeus Park, M. Duuworth, mgr.; plays bands, but no vaudeville.

Ft. Scott—Gunn Park, B. F. Othick, mgr.; park owned by city; plays bands.

Hatchinson—Riverside Park, K. C. Beck, mgr.; plays vaudeville; no bands.

Salina—Mount Barbara Park, Mount Barbara Amusement Co., propa.

Topeka—Gardiel Park, Chas. C. Mathews, mgr.; plays independent vaudeville and local bands.

Wichita—Woodland Park, J. T. Nuttle, mgr.; plays vaudeville and bands.

KENTUCKY

Ashland—Clyde Park, H. D. Via, mgr.

Lexington—Blue Grass Park, Blue Grass Park Co., propa.; H. J. Nave, mgr.; park does not play vaudeville; plays local bands.

Louisville—Riverview Park, Lum Simons, mgr.

Louisville—Fountain Ferry Park, Park Circuit & Realty Co., propa.; Chas. A. Wilson, mgr. and mgr. attractions; plays bands and vaudeville, the latter booked by Keith Vaudeville Exchange, Chicago.

Owensboro—Hickman Park, Mr. Sillman, mgr.; does not play vaudeville; plays bands.

LOUISIANA

New Orleans—City Park, City of New Orleans, propa.; Joseph Bernard, mgr.; plays bands, but no vaudeville.

New Orleans—Spanish Fort Park, New Orleans Ry. & Light Co., propa.; N. H. Brown, mgr. and mgr. attractions; plays bands, but no vaudeville.

Shreveport—Fair Park, Ehrlich Brothers, mgr.; plays local band; no vaudeville.

MAINE

Bangor—Riverside Park, Bangor Ry. & Electric Co., propa.

Lewiston—Lake Grove Park, Lewiston, Augusta & Waterville St. Ry., prop.

Norway—Central Park, A. P. Russell, mgr.; Little A. York, mgr. attractions; plays vaudeville and bands.

Old Orchard Beach—Sea Side Park, L. Carlsmith, mgr.; no vaudeville; no bands.

Old Orchard Beach—Old Orchard Amusement Co., C. W. Usen, pres. and gen. mgr.

Portland—Hiverton Park, D. B. Smith, mgr.; G. Sablin Brush, mgr. attractions; plays vaudeville, booked by J. W. German.

Skowegan—Lake Park, H. I. Sweet, mgr.; park does not play vaudeville; plays bands.

MARYLAND

Baltimore—Frederick Road Park, Frederick Road Park Co., propa.; B. J. Megginson, mgr. and mgr. attractions; does not play vaudeville or bands.

Baltimore (on Chesapeake Bay)—Merry-Land Beach, Sandy Beach Am. Co., Inc., propa.; J. F. Grigor, gen. mgr.; 702 Lexington Bldg.

Baltimore—Hollywood Park, Joe Goeller, prop.; plays vaudeville and musical comedy.

Baltimore—River View Park, M. J. & Wm J. Fitzsimmons, propa.; William J. Fitzsimmons, mgr.; H. J. McIntyre, mgr. attractions; plays bands, but no vaudeville.

Baltimore—Suburban Gardens, Edw. A. Powers, prop. and mgr.; Dan Powers, mgr.; Edgar Hollman, mgr. attractions, plays vaudeville; booked by Markua & Sabellia; park plays bands.

Baltimore—Pospisell's Park, Jim Pospisell, prop.

Baltimore—Liberty Heights Park, John J. Carlin, owner and gen. dir.

Braddock Heights—Braddock Heights Park, Mrs. Beale M. Poole, mgr.; plays vaudeville, booked by Roland Long, and bands.

Crisfield—Asbury Park, Asbury Park Am. Co., propa.

Hagerstown—Woody Park, Wilbur J. Cosgrove, mgr.; plays vaudeville and stock.

Ocean City—Windsor Resort and Luna Park, D. Trimpet, mgr.; plays vaudeville and bands.

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PARK LIST

(Continued from page 105)

Overlea—Easter's Park, G. W. Easter, mgr.; W. J. Parker, mgr. attr.; plays vaudevils and bands; books direct.

MASSACHUSETTS

Agawam—Riverdale Park, Ted Butterworth, mgr. Auburndale—Norumbega Park, Norumbega Park Co., props.; Carl Alberto, mgr. and mgr. attractions; plays vaudeville booked by Keith Vaudeville Exchange; bands on holidays. Bellingham—Silver Lake Beach, Emile P. Ganwin, mgr.; P. O. Box 510, Woonsocket, R. I.; plays bands, but no vaudeville. Boston—Itovere Beach, W. E. McGinnis, mgr. Boston—Paragon Park & Palm Garden, Paragon Park Co., props.; Albert A. Golden, pres.; plays outdoor acts and bands. Brockton—Highland Park, Bay State St. Ry. Co., props. Bryantville—Mayflower Grove Park, B. S. Littlefield & Son, mgrs. and mgrs. attractions; plays vaudeville occasionally and local bands. Dedham—Westwood Park, Bay State Ry. Co., Boston, props.; park plays vaudeville. Dedham—Charles River Park, Dubois Bros., props.; A. V. Dubois, of Fall River, Mass., mgr. and mgr. attractions; does not play vaudeville or bands. Dighton—Dighton Rock Park, G. K. Wilbur, mgr.; plays vaudeville; Gorman's Circuit. Fall River—Sandy Beach Park, A. V. Dubois, prop., mgr. and mgr. attractions; plays vaudeville and bands. Fitchburg—Whiston Park, W. W. Sargent, prop., mgr. and mgr. attractions; plays vaudeville; bands on Sundays. Haverhill—The Pines, Bay State St. Ry. Co., props. Holyoke—Mountain Park, J. D. Pellissier, mgr.; plays vaudeville; no bands. Lawrence—Glen Forest Park, Bay State St. Ry. Co., props. Lowell—Csnoble Lake Park, North Eastern Railroad Co., props.; Franklin T. Woodman, Haverhill, Mass., mgr. Mendon—Lake Nipmuc Park, Milford & Uxbridge St. R. R. Co., props.; D. J. Sprague, mgr. and mgr. attraction; plays bands on Sundays, and vaudeville, booked by Fred Mardo, Tremont Theater Bldg., Boston. Nantasket Beach—Paragon Park, George A. Dodge, mgr. New Bedford—Acushnet Park, Daniel E. Bauer, prop., mgr and mgr. attractions; plays local, no vaudeville. Peabody—Rockdale Trotting Park, Edward C. Cann, prop. & mgr., 113 Essex st., Lynn, Mass.; plays outdoor acts and attractions and bands. Salem—Salem Willows Park, M. J. Doyle, mgr.; park plays musical comedies. Springfield—Riverside Park, Riverside Park Amuse. Co., prop., Box 956. Taunton—Sabbath Park, D. J. Horgan, mgr. Westerfield—Pequot Park, R. L. Poole, mgr. Worcester—Lincoln Park, George Gostt, mgr.; park plays vaudeville and bands. Wrentham—Lake Pearl Amusement Park, E. P. Enegren, mgr.; plays bands; no vaudeville.

MICHIGAN

Battla Creek—Liberty Park, Amusement Construction Co., owners and operators; Joseph M. Wild, pres. & mgr.; Herman S. Becker, secy & treas.; Harry B. Fitzpatrick, resident mgr. Bay City—Weona Beach Park, Seginaw-Bay City Ry. Co., props.; plays vaudeville and bands. Benton Harbor—Eden Springs Park, Israelite House of David, props., mgrs. and mgrs. attractions; plays vaudeville and bands. Cadillac—The Park of the Lakes, Holmen Bros., owners. Detroit—Palace Gardens, Palace Gardens Co., props.; Milford Stern, mgr.; plays bands and vaudeville at times. Flint—Flint Park, on Flint Park Lake, Flint Park & Am. Co., props., 904 Genesee Bank Bldg. Grand Rapids—Ramona Park, Grand Rapids Ry. Co., props.; L. J. Delamarter, mgr. and mgr. attractions; vaudeville booked by B. F. Keith Circuit. Hancock—Electric Park, Frank O. Mayotte, mgr.; park plays bands on Sunday. Houghton—Electric Park, Frank Williams, mgr.; plays bands. Jackson—Hague Park, Jackson Amusement Co., props.; J. A. Albert Odell, mgr. and mgr. attractions; plays bands occasionally, but no vaudeville. Kalamazoo—Oakwood Park, Mich. Ry. Co., props.; plays free attractions and local bands. Lansing—Lime Lake Park, E. N. Reid, mgr. Muskegon—Lake Michigan Park, H. P. French, prop. & mgr.; plays bands, but no vaudeville. Orion—Park Island, Thomas M. Reid, prop. and mgr.; Louis Huzill, mgr. attractions; plays outdoor attractions and bands. Saginaw—Riverside Park, Saginaw Bay City Ry. Co., props.; W. F. Jahnke, mgr. and mgr. attractions; plays vaudeville occasionally, and local band on Sundays and holidays. Shelbyville—Forest Park, J. C. Westervelt, mgr.; park plays bands. South Haven—Dreadnaught Park, Frank Taylor, mgr. St. Joseph—Silver Beach, Louis W. Wallace, mgr.; park does not play vaudeville or bands. MINNESOTA Duluth—Lester Park, J. T. Condon, mgr.; park does not play vaudeville; plays bands. Fairmont—Interlaken Park, Interlaken Improvement Assn., props.; H. E. Wade, mgr. and mgr. attractions; plays free acts and bands. Minneapolis—Longfellow Gardens, R. F. Jones, mgr.; park plays bands. Minneapolis—Forest Park, S. H. Kahm, prop. and mgr.; J. V. Kahm, mgr. attractions; plays vaudeville, but no bands. Minneapolis—Minnehaha Falls and Lake Harriet, Board of Park Commissioners, props.; Chas. O. Johnson, mgr. and mgr. attractions; plays municipal bands, but no vaudeville. St. Paul—Wildwood Park, Minnetonka & White Bear Navigation Co., props.; P. J. Metzdorf, mgr. and mgr. attractions, care St. Paul City Ry. Co.; does not play vaudeville or bands.

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MISSISSIPPI

Biloxi—Amusement Park, Biloxi Amusement Corp., props.; address, Box 1425, New Orleans, La. Columbus—Lake Park. Meridian—Highland Park. Pascagoula—Amusement Park, A. D. Treloar, mgr., P. O. Box 264.

MISSOURI

Kansas City—Electric Park, M. G. Helm, prop., John T. McGuire, mgr. and mgr. attractions; plays revues and bands; vaudeville booked by Western Vaudeville Mgrs.' Assn. Kansas City—Fairmont Park, Fairmont Park Amusement Co., props.; Sam Benjamin, mgr.; plays vaudeville and bands. Nevada—Hadjo Springs Park, Louis Gruntsch, mgr.; park plays vaudeville; plays bands on Sundays. St. Joseph—Lake Contrary Park, St. Louis—Forest Park Highlands, Robert Haf-ferkamp, mgr.; park plays vaudeville and bands. St. Louis—Mennon Park, Mennon Bros., props. and mgrs.; plays musical comedy and bands. St. Louis—Weiz Garden, 6432 Gravois ave. St. Louis—Mueller's Park, at 5810 Gravois ave. Springfield—Doling Park, Springfield Amusement Corp., props.; W. H. Jezzard, mgr. and mgr. attractions; plays bands, but no vaudeville. Webb City—Lakeside Park, A. L. Justin, mgr.; plays bands, but no vaudeville.

MONTANA

Absarokee—Midnight Frolic Park resort, Dave & Perle Martin, props.; Dave A. Martin, mgr. and mgr. attractions; plays vaudeville, skating acts and bands. Billings—Riverside Park, L. T. and Chas. A. Lewis, props.; L. T. Lewis, mgr. and mgr. attractions; plays orchestra, but no vaudeville. Butte—Lake Amusement Park (Lake Avoca); offices, 63 E. Broadway. Butte—Columbia Gardens, W. A. Clark, prop.; J. R. Wharton, mgr.; George Forsythe, mgr. attractions; plays bands, but no vaudeville.

NEBRASKA

Grand Island—Delwood Park, W. E. Ronnda, mgr. Kearney—Midway Amusement Park, Julius Steln, mgr. and mgr. attractions; plays bands, but no vaudeville. Lincoln—Capitol Beach, Central Realty & Inv. Co., props.; C. W. Elrod, mgr. and mgr. attractions; plays vaudeville and bands. Loup City—Jenner's Zoological and Amusement Park, Henry Jenner, prop. and mgr. attractions; R. B. Jenner, mgr.; plays bands and vaudeville occasionally. Omaha—New Krug Park, Ingersoll Bros. & Gutz Bros., props.; A. D. Palmer, mgr. Omaha—Laketown Park, Munchhoff Bros., props.; J. W. Munchhoff, gen. mgr. and mgr. attractions; plays free acts and bands. Wilber—Country Club Park, Magnusson & Pasek, props.; H. P. Magnusson, mgr. and mgr. attractions; plays vaudeville and bands on Sunday.

NEW HAMPSHIRE

Claremont—Pine Grove Park, John Lynch, prop.; E. T. McLaughlin, mgr. and mgr. attractions; plays vaudeville booked by Keith-Quigley, free acts, circuses, tent shows. Concord—Contoocook River Park, Wm. J. Gallagher, mgr.; park plays musical comedy and bands. Dover—Central Park, W. L. Gallagher, mgr.; plays musical comedy and bands. Keene—Wilson Recreation Park, Wyman Bros., props.; C. L. Wyman, mgr. and mgr. attractions; plays bands on Sundays, but no vaudeville. Manchester—Pine Island Park, Manchester Traction, Light & Power Co., props. and mgrs.; Geo. E. Atherton, mgr. attractions; plays bands on Sundays, but no vaudeville. Manchester—Lake Massabesic Park, Manchester St. Ry., props. & mgrs.; plays vaudeville, musical comedy and Sunday concerts.

Salem—Canobie Lake Park, Mass. Northeastern St. Ry. Co., props.; D. F. Bowser, mgr.; plays bands.

NEW JERSEY

Almonesson—Lake View Park, Chas. Christo, prop.; John Gleadall, mgr. and mgr. attractions; plays bands, but no vaudeville. Atlantic City—Rendezvous Park, Boardwalk Park Co., props.; Oscar C. Jurney, pres.; Elwood Salisbury, gen. mgr. Atlantic Highlands—Bay View Park. Atlantic City—Strel Pier, J. Buttwall, mgr.; plays bands, but not vaudeville. Atlantic Highlands—Little's Park, L. W. Spitznagel, mgr.; Box 205, Highlands, N. J. Atlantic City—Young's Ocean Pier, Ocean Pier Amusement Co., Chas. Kerler, Jr., secy.; Atlantic City—Steeplechase Pier, Wm. Fennan, mgr.; Geo. C. Tillyou, prop.; no vaudeville; plays bands. Atlantic City—Young's Old Pier, Michael Sursock, pres., Boardwalk Amusement Co. Bayonne—Washington Park Amusements, John H. & Emil Giese, props. and mgrs.; does not play vaudeville or bands. Boundbrook—Wayside Park, opposite Dunellen Trolley Junction; T. W. Sisty, mgr.; R. F. D. Bridgeton—Tumbling Dam Park, H. L. Tyler, mgr.; plays stock and bands. Clementon—Clementon Park, M. Michelson, prop., mgr. and mgr. attractions; does not play vaudeville or bands. Irvington—Olympic Park, Henry A. Guenther, prop. and mgr.; James F. Caffrey, mgr. attractions; plays bands; vaudeville booked by Wm. S. Cleveland. Kennsburg—Hunter Beach, Paul C. Hunter, prop. Richard Thomas, mgr. (New York office, 191 Ninth Ave.) Keypoint—Keypoint Amusement Park, Fred Frick, mgr.; plays vaudeville and bands. Lake Hopatcong (Bertrand Island)—Amusement Park, L. C. Schoof, 252 North 4th st., Newark, N. J. Lakewood Heights—Lakewood Heights Park, J. F. Woods, gen. mgr., 1328 Chestnut St., Philadelphia, Pa. Long Branch—Ocean Park, A. D. Storey, mgr.; park plays bands. Long Branch—Long Branch Pier, M. Allman, mgr. Millville—Union Lake Park, Union Lake Park Co., props.; Wm. B. Baneh, mgr. and mgr. attractions; plays vaudeville, and bands on special occasions. Mt. Holly—Rancocas Park, Browne & Phares, props.; Samuel Browne, mgr.; H. W. Phares, mgr. attractions; plays bands occasionally, but no vaudeville. Newark—Hillside Park, W. E. Thaller, mgr.; plays vaudeville, booked by Jackel; no bands. North Bergen—Columbia Park, Aeschbach & Schwartz, props.; C. Frank Stillman, mgr. and mgr. attractions; plays vaudeville and bands. Ocean City—Fogg's Ocean Pier, Frank H. Platt, mgr.; park plays vaudeville. Ocean City—Amusement Pier Hippodrome. Palisades—Palisades Amusement Park, Schenck Bros., mgrs. Pitman—Alicyn Park, George W. Carr, prop., mgr. and mgr. attractions; plays vaudeville, and bands occasionally. Seavaren—Boynton Beach, Albert B. Boynton, mgr.; does not play vaudeville; plays bands. Trenton—White City, Peter E. Hurley, mgr. West Orange—Eagle Rock Summer Resort, John Cox, mgr., 85 Harrison Ave. Wildwood—New Wildwood Excursion Pier, Frederick H. Luff, prop.; T. E. Luff, mgr. Wildwood—Ocean Pier, Ocean Pier Co., props.; L. S. Johnson, mgr. and mgr. attractions; plays vaudeville booked by Nixon-Nirdlinger Co.; no bands.

NEW YORK

Albany—Midway Beach Park, Altro Steamboat Co., props.; Howard J. Swartz, mgr. and mgr. attractions; plays outdoor free acts and bands. Albany—Mid-City Park, Fred J. Collins, gen. mgr., 116 State st.; plays vaudeville, but not bands.

Amsterdam—Crescent Park, the Crescent Park Am. Co., Inc., props.; Edward A. McCaffrey, mgr. and mgr. attractions; plays local bands, but no vaudeville. Auburn—Island Park, M. J. Carmody, prop. and mgr.; plays bands. Ballston Lake—Forest Park, Demarest & Linker, props., mgrs. and mgrs. attractions; plays bands, but no vaudeville. Binghamton—Casino Park, Binghamton Ry. Co., props. Binghamton—Rosa Park, Binghamton Ry. Co., mgrs.; plays vaudeville and bands. Hardsell—Itay View Beach, A. Busch, park mgr.; park plays bands and free acts. Brooklyn—Brighton Beach Park, Brighton Recreation Co., props.; Chas. J. Hess, mgr.; plays bands, but no vaudeville. Buffalo—Braun's Park, Phillip Braun, prop.; R. J. Sampson, mgr. and mgr. attractions; plays vaudeville and bands. Buffalo—Crystal Beach (Ontario), near Buffalo, The Lake Erie Excursion Co., props.; M. J. McAlpine, mgr. and mgr. attractions; plays vaudeville and bands. Buffalo—Woodlawn Beach, J. T. Sherlock, prop.; plays bands. Celoron—Celoron-on-Chautauqua-Lake, Celoron Amusement Co., props.; George E. Mathey, gen. mgr. and mgr. attractions; plays vaudeville and bands. Coney Island—Steeplechase Park, Edward J. Tilyou, mgr.; plays bands, but no vaudeville. Coney Island—Coney Island Realty Amusement Co. Coney Island—Luna Park, Luna Amusement Co., props.; A. B. Wallace, mgr. and mgr. attractions; plays bands, but no vaudeville. Corning—Bijou Park, S. H. Clark, mgr.; park plays vaudeville and bands. Croton-on-Hudson—Croton Point Beach, Croton Beach Corp., props.; L. J. Quick, mgr. Dunkirk—Point Gratiot Park, Point Gratiot Amusement Co., props.; C. W. Dimock, mgr. and mgr. attractions; plays vaudeville occasionally, and bands. Elmira—Eldridge Park, owned by city; Grant N. Lawson, mgr. and mgr. attractions; plays vaudeville and local bands. Elmira—Roric's Glen Park, Elmira Water, Light & R. R. Co., props.; F. G. Maloney, mgr. and mgr. attractions; plays bands, but no vaudeville. Endicott—Ideal Park, Endicott Johnson Corp., props.; Elmer B. Lacey, mgr. and mgr. attractions; plays bands, but no vaudeville. Irondequoit—Sea Breeze Park, B. E. Wilson, mgr. Ithaca—Renwick Park, Capt. C. E. Sykes, mgr. and prop.; plays bands and vaudeville. Kingston—Kingston Point Park, City of Kingston, prop.; Board of Public Works, mgrs.; plays bands, but no vaudeville. Loch Sheldrake—Loch Sheldrake Park, Loch Sheldrake Am. Co., Inc., props.; W. Donnese, mgr. and mgr. attractions; plays vaudeville and bands. Lynbrook, L. I.—Lynbrook Amusement Park (20 miles from N. Y. C.), Tom Coyne, mgr., P. O. Bldg. Middletown—Midway Electric Park, W. Donnese, mgr., 153 North st. Midland Beach—Midland Beach, Midland Beach Co., props.; Daniel W. Leonard, mgr. and mgr. attractions; plays bands, but no vaudeville. Newburg—Orange Lake Park, Orange County Traction Co., props.; B. Bryson Odall, mgr.; M. HeRoy, adv. mgr. New York (Bronx)—Clason's Point Park, A. E. Downes, mgr.; park does not play vaudeville; plays bands. New York (Bronx)—Starlight Amusement Park, H. K. Mount, mgr. Northville—Sacandaga Resort, Fonda, Johnstown & Gloversville R. R. Co., props.; F. W. Wilson, summer resort mgr.; F. A. Moore, of Gloversville, mgr. attractions; plays bands, and vaudeville occasionally. Olcott Beach—Rialto Park, W. L. Valley, mgr.; plays vaudeville and bands. Olean—Rock City and Riverhurst Park, W. P. Bailey, mgr.; does not play vaudeville; plays bands. Oriskany—Summit Park, S. W. Baker & C. S. Donnelly, props.; C. S. Donnelly, mgr.; plays bands and open air attractions. Oswego—Beach Oswego, S. F. Gokey, prop.; plays bands at times. Oswego—Ontario Lake Park, Morton, Miller & Morton, props.; Harry E. Morton, mgr.; Fred W. Miller, mgr. attractions; plays vaudeville, booked by Edwin A. Morton, but no bands. Richfield Springs—Canadara Park & Pavilion, James McClelland, mgr.; John S. & Fred F. Fox, props. Rochester—Moore Park, Lynn Hilt, mgr., 1068 Main st., East. Rochester—Sea Breeze Park, N. Y. State Railways, props.; H. E. Wilson, mgr. and mgr. attractions; plays vaudeville, but no bands. Rye—Itye Beach Amusement Park, I. Anstia Kelly, gen. mgr.; does not play vaudeville or bands. Schenectady—Roxford Amusement Park, Hardy, Kromer & McKee, props.; R. Kromer, mgr. and mgr. attractions; plays vaudeville, booked by J. Harry Allen. Schenectady—Forest Park, W. S. Hamilton, mgr.; does not play vaudeville or bands. Schenectady—Colonnade, Hardy, Kromer & McKee, props.; R. Kromer, mgr. and mgr. attractions; plays free acts; booked by J. Harry Allen. Sylvan Beach—Carnival Park, M. Cavana, mgr.; plays local bands and vaudeville. Syracuse—Long Branch Park, H. Maurer, mgr.; park does not play vaudeville or bands. Syracuse—Valley Park, P. J. Honold, mgr.; park does not play vaudeville or bands. Troy—Crystal Lake Park, A. S. Crabs, mgr., 17 Woodlawn st. NORTH CAROLINA Durham—Lakewood Park, Durham Traction Co., props.; J. E. Carden, mgr., address B. F. B. J. Hendersonville—Laurel Park, W. A. Smith, prop., mgr. and mgr. attractions; plays vaudeville occasionally and bands occasionally. Newbern—Ghent Park, Ghent St. Ry. Co., props. itaigh—Dulien Park. Wilmington—Lakeside Park, Lakeside Amusement Co., props.; furt Hartino, mgr. and mgr. attractions; plays vaudeville and bands.

NORTH DAKOTA

Jamestown—Tha M. & M. Amusement Resort, O. Marlett & L. J. Muenz, propa. and mgrs.; plays bands, but no vaudeville.

OHIO

Akron—River View Park. John Giffin, owner; Lloyd Jeffries, mgr. Akron—Summit Beach Park, Summit Beach Park Co., propa.; F. C. Manchester, gen. mgr.; Wm Hoffman, secy.-treas.; plays free circus acts.

Alliance—Lake Park. Jack Snyder, mgr. Alliance—Maple Beach Park, C. N. Godwin, mgr.

Ashtabula—Woodland Park. J. C. Hurd, mgr.; plays bands, but no vaudeville. Buckeye Lake—Buckeye Lake Park, The Buckeye Lake Park Co., propa.; E. H. Deffenbaugh, mgr. and mgr. attractions; plays vaudeville and bands occasionally.

Canton—Myers Lake Park, Northern Ohio Traction & Light Co., propa.; E. R. Booth, mgr. and mgr. attractions; plays vaudeville, booked by Shea-McCallum Agency, Cleveland, and bands.

Cedar Point—Cedar Point-on-Lake-Erie, The G. A. Boeckling Co., propa.; G. A. Boeckling, mgr.; E. A. Smith, mgr. attractions; plays outdoor attractions and bands.

Cincinnati—Zoological Garden, Sol A. Stephan, gen. mgr.; C. G. Miller, bus. mgr.; plays bands, but no vaudeville.

Cincinnati—Chester Park, I. M. Martin, mgr.; plays Sun vaudeville; no bands.

Cincinnati—Coney Island, Coney Island Park Co., propa.; A. L. Biesenberger, mgr. and mgr. attractions; plays vaudeville, but no bands.

Cincinnati—Belchraha Park, 3720 Spring Grove ave.; plays bands, burlesque and musical comedies.

Cleveland—Puritas Springs Park, Puritas Springs Am. Co., propa., 7108 Hough ave.

Cleveland—Euclid Beach Park, Harris C. Shannon, mgr.; does not play bands nor vaudeville.

Cleveland—Luna Park, Luna Park Amusement Co., propa.; Wm. Reutener, mgr. and mgr. attractions; plays vaudeville, but no bands.

Columbus—Oleantany Park, J. W. & W. J. Dubensky, propa.; Will D. Harris, mgr. and mgr. attractions; plays vaudeville and bands.

Columbus—Indianola Park, The Indianola Park Co., propa.; C. H. Miles, mgr. and mgr. attractions; plays outside attractions and bands.

Conneaut—Lake View Park, Capt. J. Van Buskirk and K. E. Gibbs, lessees.

Dayton—Lakeside Park, Lakeside Park Co., prop.; L. M. Humphrey, mgr.; does not play vaudeville.

E. Liverpool—Rock Springs Park, C. A. Smith, owner; Chas. Smith, Jr., mgr.

Evans—Riverview Park, Eastern States Park Co., propa., address, 411 Masonic Bldg.; K. P. Kuhlke, mgr.

Findlay—Riverside Park, City of Findlay, prop.; C. B. Ludwig, mgr. and mgr. attractions; plays vaudeville and bands.

Keaton—Lake Idlewild, A. V. Salisbury, prop., mgr. and mgr. attractions; plays bands.

Lakeside—Lakeside Park, Arthur B. Jones, prop., mgr. and mgr. attractions; plays bands, but no vaudeville.

Lakeville—Lakeview Park Resort, Address Box 70.

Lima—McCullough Lake Park, Mrs. G. M. McCullough, prop.; W. J. Hoffmann, lessee and mgr. attractions; plays free acts and bands.

Mansfield—Luna Park, Luna Park Co., propa.; C. H. Gorman, mgr.; does not play vaudeville or bands.

Marletta—Ferncliffe Park, E. Willis, mgr. Nelsonville—Idle Hour Park, T. Koen, mgr. New Philadelphia—Tuscon Park.

Paral (Postoma, Dover)—Sunyside Park, C. R. Wagner, prop. and mgr.

Put-in-Bay—Midway, T. R. Alexander, mgr.; plays bands; no vaudeville.

Ravenna—Lake Brady Park, Hartman & Gardner, propa., mgrs. and mgrs. attractions; plays bands on Sundays, but no vaudeville.

Sandusky—Lakeside Park, A. B. Jones, mgr.; park does not play vaudeville; plays bands and orchestras.

Serville—Chippewa Lake Park, A. M. Beach, prop. and mgr.; plays bands, but no vaudeville.

Toledo—Walbridge Park, H. T. Covode, mgr. Toledo—Toledo Beach, Toledo Beach Co., propa.; Edward R. Kelsey, mgr. and mgr. attractions; plays vaudeville and local band.

Vermilion—Crystal Beach Park, located between Cleveland and Sandusky, on Lake Erie; G. H. Blachet, owner and mgr.

Warren—Mahoning Park, J. L. Herbold, prop. Leavittsburg, O.

Warren—Avon Park, W. E. Genbo, prop., mgr. and mgr. attractions; plays bands, but no vaudeville.

Youngstown—Southern Parks, F. A. Stadler, mgr., Wick & Commerce sts.

Youngstown—Idora Park, Rex D. Millings, mgr. Youngstown—Avon Park, R. F. Case, mgr.

Zanesville—Moxahala Park, Southwestern R. R. Co., propa.; W. D. Brookover, mgr.; M. Brookover, mgr. attractions; plays bands, but no vaudeville.

OKLAHOMA

Bartlesville—Duree Electric Park, D. O. Duree & Bros., mgrs. and propa.; park plays bands; no vaudeville.

Enid—Wiens Jungle Park, Herman Wiens, mgr. McAlester—Sons South Park, C. W. Bridges, mgr.; plays vaudeville and bands.

Miami—Riverview Park, Chamber of Commerce, propa. & mgrs.; does not play vaudeville or bands.

Muskogee—Hyde Park, Hyde Park Am. Co., propa.; E. N. Badger, gen. mgr.; plays free attractions.

Oklahoma City—Belle Isle Park, Belle Isle Boat-Ing Co., propa.; C. G. Pickering, mgr. and mgr. attractions; plays vaudeville occasionally and local band.

Sand Springs—Sand Springs Park, E. M. Monwell, mgr. and mgr. attractions; plays bands, but no vaudeville.

Shawnee—Benson Park, George Grimes, mgr.

OREGON

Bayocean—Bayocean Park, T. B. Pottar Realty Co., prop. and mgr.; park does not play vaudeville; bands once a week.

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Portland—Connell Crest Park, Finley Construction Co., Sweetland Bldg., prop.; Chas. A. Finley, mgr., mgr. attractions; plays bands, but no vaudeville. Portland—Columbia Beach, Sand Island Amusement Co., propa.; Joseph M. Rieg, mgr. and mgr. attractions; does not play vaudeville or bands.

Portland—Oaks Amusement Park, United Am. Co., prop.; J. F. Condray, mgr. and mgr. attractions; plays bands and vaudeville.

PENNSYLVANIA

Allentown—Dorney Park, F. S. Kinsey, mgr.; park does not play vaudeville; plays local bands.

Allentown—Central Park, Lehigh Valley Transit Co., propa.; Thomas V. Long, mgr.; plays bands on Sundays.

Altoona—Wopsonneck Amusement Park, Chas. Reich & Edward Keifner, mgrs., 6 Maiden Lane, New York City.

Altoona—Lakemont Park, Amusement Co. of Central Pa., propa.; J. M. Stouck, mgr. and mgr. attractions; plays bands and stock.

Beaver Falls—Morado Park, W. H. Boyce, mgr. Berwick—Fairchild's, H. W. Fairchild, mgr. Chambersburg—Red Bridge Park, Chamberburg & Shilppenburg Ry. Co., prop.; E. F. Goetz, mgr.; does not play vaudeville or bands.

Chester—Chester Fair & Amusement Park, Stock Enterprise, propa.; James E. McDevitt, mgr. and mgr. attractions (address R. F. D. 1); plays vaudeville and bands.

Conneaut Lake—Conneaut Lake Park, H. O. Holcomb, mgr. and mgr. attractions; plays bands, but no vaudeville.

Connellsville—Shady Grove Park, B. E. Miller, mgr.; plays bands.

DuBois—Edgemoat Park, Abe Shalala, mgr.; park plays vaudeville; also plays bands.

Easton—Greater Island Park, H. R. Fehr, mgr.; park plays vaudeville, musical comedies and comic opera; plays local bands on Sundays.

Erie—Waldmeier Park, Alex. Moeller, mgr.; plays vaudeville.

Erie—Four-Mile Creek Park, H. T. Foster, prop. and mgr.; plays vaudeville.

Greensburg—Oakford Park, West Penn. Ry. Co., propa.; O. C. Hartley, mgr.; plays bands.

Hanover—Elchelberger Park, Hanover & McSherrystown R. R. Co., prop.; E. M. Grumble, mgr. and mgr. attractions; plays vaudeville and bands.

Harrisburg—Paxtang Park, Harrisburg Railways Co., propa.; F. M. Davis, mgr. and mgr. attractions; does not play vaudeville or bands.

Hershey—Hershey Park, M. S. Hershey, owner; A. T. Hellman, mgr. and mgr. attractions; plays vaudeville and stock; vaudeville booked by Rudy Heller, Philadelphia.

Jersey Shore—Nippeno Park, C. B. McCullough, mgr.; park does not play vaudeville; plays bands.

Johnstown—Luna Park, I. Sipe, mgr.; does not play vaudeville or bands.

Kittanning—Lenape Park, West Pa. Traction Co., prop.; O. C. Hartley, of McKeesport, supt.; plays bands.

Lancaster—Onestoga and Peoples' parks, John B. Peoples, mgr.; parks do not play vaudeville; plays bands.

Leechburg—Allison Park, located between Apollo and Vandergriff, West Pa. Traction Co., prop.; O. C. Hartley, of McKeesport, supt.; plays bands, but no vaudeville.

Walnutport—Edgemoat Park, between Walnutport & Danielsville, Pa.; Joseph A. Hoffmann mgr.; plays vaudeville and bands on Sunday.

West Chester—Lenape Park, Norbert B. Hamilton, prop. and mgr.; park does not play vaudeville; plays Sunday concerts occasionally.

Williamport—Fischer's Dream City Park, L. F. Rager and E. A. Galtaler, propa.; E. A. Galtaler, mgr. park and attractions; plays vaudeville and bands.

Wilkes-Barre—Sons South, G. K. Brown, mgr.; plays vaudeville and bands occasionally.

Wilkes-Barre—Fernbrook Park, owned by and on line of Wilkes-Barre Ry. Co.; leased and operated by Fernbrook Park Assn., General Offices, 533 Miners Bank Bldg.

Williamstown—Midway Park, Edgar D. Rank, mgr.; park plays vaudeville and bands.

York—Highland Park, York Railways Co., propa.; F. H. Hartley, mgr.; plays bands, but no vaudeville.

RHODE ISLAND

Newport—Shedy's Freebody Park, Charles E. Cook, mgr.; park plays vaudeville; does not play bands.

Newport—Atlantic Beach Corporation, William Quigley, pres.

Newport—Atlantic Beach Park, Max Kenner, mgr.; Box 188.

Oakland Beach—Oakland Beach Amusement Park, Oakland Beach Am. Co., inc., propa.; Joseph L. Carrolo, mgr. and mgr. attractions; plays bands, but no vaudeville.

Providence—Palace Gardens near Providence, R. E. French, mgr.; address, 76 Dorrance st., Room 401.

Providence—Rocky Point Park, A. Castiglioni, mgr.; park plays vaudeville and bands.

Riverside—Crescent Park, Chas. Loof, mgr., Box 40; plays attractions.

Warwick—Rocky Point Park, Rocky Point Am. Co., lessees and managers; Alfred Castiglioni, mgr. attractions; plays vaudeville occasionally and bands.

SOUTH CAROLINA

Anderson—Duesen Viata Park; Furman Smith, mgr.; park plays vaudeville and bands.

Charleston—Isle of Palms, Isle of Palms Traction Co., propa.; James Sotilla, pres.; W. W. Fuller, gen. supt.; plays bands, but no vaudeville; all attractions booked by James Sotilla.

Columbia—Victory Amusement Park, L. Shafkin & B. H. Berkman, propa.; Loula Shafkin, mgr. and mgr. attractions; plays vaudeville and bands, the former booked by J. Spiegelberg.

SOUTH DAKOTA

Forestburg—Ruskin Park, B. H. Millard & R. E. Dowdell, propa.; B. H. Millard, mgr. & mgr. attractions; does not play vaudeville or bands.

Sioux Falls—West Soo Amusement Park, Ark Am. Co., propa.; B. W. Phillips, mgr.; plays vaudeville and bands.

Yankton—Wildwood Park, Adolph Schwenk, mgr.

TENNESSEE

Chattanooga—Warner Park, H. P. French, gen. mgr.

Clarksville—Dunbar's Cave Park, L. I. MacQueen, mgr.; books independent vaudeville.

Knoxville—Chilhowee Park, K. G. Barkoot, prop.; F. H. Scott, mgr. and mgr. attractions; plays vaudeville and bands.

Memphis—Lakeview Park, Cerrigan & Fritz, propa.; James J. Carrigan, mgr. and mgr. attractions; does not play vaudeville or bands.

Memphis—Aerial Amusement Park, Nashville—Glendale Park, Nashville Ry. & St. Co., propa.; Clare Lovett, mgr. and mgr. attractions; plays bands, but no vaudeville.

TEXAS

Austin—Deep Eddy Bathing Beach & Amusement Park, Geo. Rowley, mgr., mgr. attractions; plays bands and vaudeville occasionally.

Coleman—Coleman Park, B. F. Robey, mgr. and mgr. attractions.

El Paso—Amusement Park, Park Amusement Co., propa., 3221 Alamed ave.

Ft. Worth—Lake Como and Lake Erie, T. C. Hunch, mgr.; does not play vaudeville; plays bands.

Galveston—Crystal Amusement Palace, G. E. Jorgensen, mgr.; plays bands, but no vaudeville.

Galveston—Galveston Beach, R. S. Lindamood, secy. & gen. mgr.

Galveston—Joyland Park, J. E. Stratford, pres.; Len Jones, secy.-treas.

Marshall—Sue Belle Lake Park, Morgan & Clayton, lessees, mgrs. and mgrs. attractions; does not play vaudeville or bands.

Port Arthur—Port Arthur Pleasure Plar Park, C. E. Dunatan, lessee; plays free attractions and bands.

Ranger—Mirror Lake Park, Black Bros., propa.; C. E. Black, mgr.; plays bands on Sundays, but no vaudeville.

San Antonio—Brookfield Electric Park, DaKrahe Bros., mgrs.

San Antonio—National Park of Amusement, Mrs. George M. Padgett, mgr.

Sulphur Springs—Meagher Park, T. Coleman, mgr.; park does not play vaudeville or bands.

Texarkana—Spring Lake Park, C. W. Grassblatt, mgr.

UTAH

Salt Lake City—Saltair Beach, Saltair Beach Co., inc., propa.; Joel Richards, mgr. and mgr. attractions; does not play vaudeville or bands.

Salt Lake City—Lagoon Park, Amusement Concession Co., propa.; A. C. Christensen, mgr. and mgr. attractions; plays bands, but no vaudeville.

Salt Lake City—Majestic Park, J. E. Langford, mgr.

Salt Lake City—Calders Park, S. H. Love, mgr.; plays bands.

Salt Lake City—Wandmera Park.

VERMONT

Bellows Falls—Barber Park, B. F. & S. R. St. Ry. Co., propa.; T. F. Kiniry, mgr. attractions; plays vaudeville and bands.

VIRGINIA

Lynchburg—Rivarmont Park, D. C. Frost, mgr.; plays stock.

Norfolk—Ocean View Park, Va. Ry. & Power Co., propa.; Otto Wells, mgr. and mgr. attractions; plays bands, but no vaudeville.

Norfolk—Virginia Beach, T. J. Long, mgr.; plays musical comedy, opera and dramatic attractions; no vaudeville; plays band and two orchestras.

Petersburg—Lakemont Park, Richmond—Forest Hill Park, E. O. Berger & Bros. of Pittsburg, Pa., props.; T. B. Slaughter, mgr. and mgr. attractions; plays bands, but no vaudeville.

Virginia Beach—Va. Beach Casino, Captain G. M. Reynolds, mgr and mgr. attractions; plays bands, but no vaudeville.

WASHINGTON

Bellingham—White City Park, W. F. Gwynne, mgr.

Everett—Crescent Amusement Park; address, Box 444.

Spokane—Coeur d'Alene Park.

Spokane—Natarium Park, H. A. Willson, mgr.; plays bands occasionally; no vaudeville.

WEST VIRGINIA

Charleston—Luna Park, J. B. Crowley, mgr.; plays vaudeville and bands.

Chester—Rock Springs Park, Chas. Smith, Jr., Clarkburg—Newwood Park, Ed Denham, owner.

Huntington—Camden Park, Camden Park Am. Co., props.; H. O. Via, mgr. and mgr. attractions; plays bands on Sundays, but no vaudeville.

Mannington—Eureka Park, H. C. Anderson, prop., mgr and mgr. attractions; plays vaudeville, and bands occasionally.

Martinsburg—River Park, Falling Waters Amusement Co., props.

Paden City—Paden Park, Charles Drieborst, mgr.; plays bands; no vaudeville.

Parkersburg—Terra Park, J. Paul Crane, mgr.; park plays bands and vaudeville.

Sistersville—Ogden Park, W. J. McCoy, mgr.

Wheeling—Wheeling Park, J. A. Moore, mgr.; plays vaudeville and bands.

Wheeling—State Fair Park, W. Va. Expo. and State Fair Assn., props.; Bert H. Swartz, mgr and mgr attractions; does not play vaudeville or bands.

WISCONSIN

Beloit—Yost's Park, John A. Yost, mgr.; park plays vaudeville and bands.

Beloit—Waverly Beach, Munger, Whipple & Munger, props, mgrs and mgrs. attractions; W. H. Munger, secy.; plays vaudeville and bands.

Chippewa Falls—Wisota Amusement Park, E. L. Snyder, pres.

Eau Claire—Electric Park (between Eau Claire and Chippewa Falls), A. B. Manley, mgr.; plays bands, but no vaudeville.

Fond du Lac—Lake Park.

Green Bay—Ridge Point Park, William Brendemehl, mgr.; park does not play vaudeville nor bands.

Janesville—Crystal Springs Park, Alex. Bucholz, manager.

Kaukauna—High Cliff Park, M. H. Niesen, prop., mgr and mgr. attractions; plays vaudeville and bands.

Kenosha—Anderson Park, Andrew Anderson, prop. and mgr.; free acts; no bands or vaudeville.

Kenosha—Central Park, Peter Galles, mgr.; plays bands, but no vaudeville.

Milwaukee—Pabst Park, F. W. Harland, mgr.

Oshkosh—Eweco Park, Eastern Wis. Electric Co., props.; B. W. Arnold, mgr and mgr. attractions; plays vaudeville and bands.

Pewaukee—Waukesha Beach, Theodore M. Toll, prop. & mgr.; 604 Germania Bldg., Milwaukee, Wis.; park does not play vaudeville; plays bands on special occasions.

Racine—Klinkert's Park, Arnold F. Fehl & Son, mgrs; park plays vaudeville at times; also plays bands.

Wausau—Rothschild Park, Wausau Ry. Co., props.; park plays vaudeville and bands; books independently.

WYOMING

Glenrock—Riverside Park, Eddie Woods, prop., mgr. and mgr. attractions; plays dance orchestras.

CANADA

Erie Beach, Ont.—Erie Beach, Erie Beach Amusement Co., Ltd., props.; F. V. E. Bardol, mgr.; W. H. Conboy, mgr. attractions; plays bands, but no vaudeville.

Grimsby Beach, Ont.—Grimsby Beach Park, Canada Ry. News Co., props.; John McBride, gen. mgr.

Hamilton, Ont.—Wabasso Park, Park Board (City Commission), prop.; J. G. Cloke, chairman Park Board; A. P. Kappelle, secy.; plays bands.

Kingston, Ont.—Lake Ontario Park, Hugh G. Nickle, mgr.; plays vaudeville; no bands; on Griffin Circuit.

Kitchener, Ont.—Riverside Park, Bridgeport Street Ry. Co., props.; George O. Phillip, mgr. and mgr. attractions; plays local band and vaudeville occasionally.

Leamington, Ont.—Sea Cliff on the Lake Park, Zimmerman & Lewis Amuse. Co., props.; 9 Pitt St., West Windsor, Ont., Can.

London, Ont.—Springbank Amusement Park, Victor Amuse. Co., Ltd., prop.; George G. Holding, mgr.; plays free attractions and bands, but no vaudeville.



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Montreal, Que.—Zoological Garden, D. LaRose, mgr.; plays vaudeville and bands.

Montreal, Que.—Schmer Park, D. LaRose, mgr.; vaudeville, booked by U. B. O.; plays bands.

Montreal, Que.—Dominion Park, Dominion Park Co., Ltd., props.; H. A. Dorsey, mgr. and mgr. attractions; plays bands, but no vaudeville.

Montreal, Que.—Venetian Park, Ltd.; address, P. O. Box 123.

Quebec, Que.—Exhibition Park, City of Quebec, props.; Georges Morisset, mgr. and mgr. attractions; plays vaudeville and bands.

St. Catharines, Ont.—Lakeside Park, Colonial Am. Co., props.; G. B. Odium, mgr.; W. J. Malcomson, mgr. attractions; plays vaudeville booked by Berman & Griffith, Buffalo, N. Y., and bands.

St. Thomas, Ont.—Pinesore Park, F. L. Brinkman, mgr.; plays bands.

Toronto, Ont.—Scarboro Beach, F. L. Hubbard, mgr.; E. G. Rust, asst. mgr.; plays bands and open-air attractions; on United Booking Office Circuit.

Toronto, Ont.—Hanson's Point, L. Solman, mgr.; open-air acts and bands.

Vancouver, B. C.—Athletic Park, J. J. Kirby, manager.

Winnipeg, Man.—Keenora Park, Fred Hilson, mgr.; address, care Lake Winnipeg Navigation Co., Ltd., P. O. Box 921.

INDIANA

Anderson—Mounds Park Rink, J. E. Baldwin, mgr.; plays attractions.

Eaton—Riverside Park Roller Rink, James H. Holman, mgr.; plays attractions.

Muncie—West Side Skating Rink, Jas. Lutch, mgr.; plays attractions.

IOWA

Albia—Urban Park Roller Rink, "Happy Hill" Hibbard, mgr.; plays attractions.

Arnolds Park—Majestic Rink, C. P. Beult, mgr.; plays attractions.

Cornell—Country Club Roller Rink, George O. Steig, mgr.

Dea Moines—Riverside Park Skating Rink, Max Kroumer, mgr.; plays attractions.

KENTUCKY

Mayfield—Skating Rink, H. L. Horner, mgr.; plays attractions.

MAINE

Norway—Central Park Rink, A. P. Bassett, mgr.; plays attractions.

Old Orchard Beach—Arcade Roller Rink, Maine Investment Co., Ltd., props.; plays attractions.

MARYLAND

Barton—Logsdon's New Rink Opera House, Jos. F. Logsdon, mgr.; plays attractions.

Cumberland—Narrows Park Roller Rink, Brice Amusement Co., props.; A. C. Brice, mgr.; plays attractions.

MASSACHUSETTS

Agawam—Riverside Park Rink; plays attractions.

Fitchburg—Whalom Park Rink, W. W. Sargent, mgr.; plays attractions.

Lowell—Willowdale Park Rollaway Rink, Chas. Clark, mgr.

Oak Bluffs—Pastime Skating Rink, Monahan & Whelan, mgrs.; plays attractions.

Revere Beach—Casino Roller Rink, Jacob Diehl, mgr.; plays attractions.

Southbridge—Hippodrome Rink, Blanchard Bros. Co., mgrs.; plays attractions.

Springfield—De Luxe Riverside Park Rink, Mrs. Marie Getzking, prop.

Worcester—Linden Park, Roller Rink, Coburn & Irwin, mgrs.

MICHIGAN

Battle Creek—Liberty Park Roller Rink, J. T. Hefferman, mgr.

Flint—Lakeside Park Coliseum Rink, J. D. Stuart, prop.; Albert Light, mgr.; plays attractions.

Jackson—Hague Park Rink, J. Albert Odell, mgr.; plays attractions.

Midland—Pastime Roller Rink, F. Heinzelman, mgr.; plays attractions.

Munising—Grand Roller Rink, Nellie McCutcheon, mgr.; plays attractions.

Muskegon—Lake Michigan Park Rink, H. P. French, mgr.

Orion—Park Island Rink, Thomas M. Reid, mgr.; plays attractions.

SUMMER RINKS

ALABAMA

Gadsden—Pavilion Rink, Gadsden, Bellevue & L. M. Ry., props.; plays attractions.

CALIFORNIA

Fresno—(Zapp's Park) Roller Rink.

Los Angeles—Lincoln Park Rink, Rutherford & Rolph, mgrs.

San Diego—Kirkham's Broadway Roller Rink, Edw. A. Kirkham, mgr.

Venice—Mer Skating Rink, M. Roth, mgr.

COLORADO

Colorado Springs—Metropolitan Rink, Walter Colburn, prop.; plays attractions.

Denver—Broadway Roller Rink, J. R. Crabb, mgr.; plays attractions.

CONNECTICUT

Meriden—Hanover Rink, The Hanover Amuse. Co., props.; plays attractions.

ILLINOIS

Bloomington—Lake Park Rink, Fred Wolkan, Jr., mgr.

Chicago—White City Roller Rink, White City Am. Co. prop.; H. W. Plahn, mgr.

Forest Park—Forest Park Roller Rink; plays attractions.

NEBRASKA

Saginaw—Riverside Park Rink, Fred Jenks, mgr.

Sault Ste. Marie—Palace Skating Rink, Wm. H. Godfrey, mgr.; plays attractions.

St. Ignace—Grand Roller Rink, Wm. Albright, mgr.

Walkerville—Pastime Roller Rink, C. C. Twinling & Son, mgrs.

NEW BRUNSWICK

Grand Island—Skating Rink, No. 41, A. C. Losee, mgr.

Loup City—Collins Golden Gate Skating Rink, H. L. Collins, mgr.; plays attractions.

NEW HAMPSHIRE

Manchester—Pine Island Park Rink, L. D. Mathis, mgr.

NEW JERSEY

Atlantic City—Million Dollar Pier Rink, W. E. Shakerford, mgr.

Asbury Park—Steepchase Roller Rink, Warren Eccles, mgr.

Newark—Palace Roller Skating Rink, Bud Noble & Tad Trube, mgrs.; plays attractions.

Newark—Hillside Park Rink, N. O. Waiters & Lucky Mason, mgrs.

Newark—Olympic Park Rink, Herman Schmidt, mgr.

NEW YORK

Blasdell—Bay View Beach Rink, Adolphus Busch, mgr.

Buffalo—Niagara Square Roller Rink, J. T. Sherlock, prop. & mgr.; plays attractions.

Buffalo—Woodlawn Beach Roller Rink, J. T. Sherlock, mgr.

Lake Chautauqua—Midway Park Rink, Harry Teets, mgr.

Maspeth, L. I.—Juniper Park Rink, Harry Friedland, mgr.

Ogdensburg—Sandy Beach Rink, James Bristow, mgr.

Penn. Yan—Penn Yan Rolling Palace, Jacob Diehl, mgr.; plays attractions.

Richfield Springs—Canadarago Park Rink, J. S. Fox & Son, mgrs.; plays attractions.

Rochester—Stratford Roller Rink, Frank E. Solomon, mgr.; plays attractions.

Rochester—Genesee Roller Rink, 110 South ave., Jacob Diehl, mgr.; plays attractions.

Rye—Rye Beach Rink, E. P. Barnea, mgr.

Sea Breeze—Liberty Roller Rink, Jack Wythe & Jacob Diehl mgrs.; plays attractions.

NORTH CAROLINA

Newbern—Ghent Park Rink, C. J. McCarthy, mgr.

OHIO

Akron—Park Roller Rink, B. F. Thammann, mgr.; plays attractions.

Akron—Summit Beach Park Roller Rink, Lloyd Lowther, mgr.; plays attractions.

Cleveland—Euclid Beach Park Roller Rink.

Cleveland—Luna Park Rink, Luna Park Am. Co., prop.; plays attractions.

Coshocton—Auditorium Rink, Fairlawn Park, Tarney & Ogle, mgrs.

Lorain—Glens Beach Rink, A. W. Glendinning, mgr.

Toledo—White City Rink, Mr. Foley, mgr.

OKLAHOMA

Sand Springs—Sand Springs Park Skating Rink, Sand Springs Am. Co., Inc., mgrs.

OREGON

Portland—Oaks Park Rink, United Amusement Co., mgrs.

PENNSYLVANIA

Boswell—Boswell Roller Rink, Gust. Belgay, mgr.; plays attractions.

Butler—Alameda Park Rink, George A. Williams, mgr.; plays attractions.

Conneaut Lake—Conneaut Lake Skating Rink, B. F. Thammann, mgr.

Connellsville—Sylvan Roller Rink, C. V. Park, prop.

Lancaster—Rock Springs Park Rink, Chas. De Phillip, mgr.

Lansdale—Zieber Park Skating Rink, Frank Quinn, mgr.

New Castle—Cascade Park Rink, Harry Teets & W. E. Genno, mgrs.

New Brighton—Junction Park Dreamland Rink, Paul R. Engle, mgr.

Pittsburg—Homestead Park Rink, John Davenport, mgr.

Reading—Carsonia Park Rink, Jesse Carey, mgr.; plays attractions.

TENNESSEE

Chattanooga—Warner Park Skating Rink, Warner Park Am. Co., props.

Jackson—West End Skating Rink, G. W. Trollinger, mgr.

TEXAS

Austin—Deep Eddy Skating Rink, W. Quebedaux, mgr.; plays attractions.

Childress—Palm Garden Rink, Dodson & Rogers, mgr.; plays attractions.

WASHINGTON

Seattle—Koller's Rink, H. G. Koller, mgr.; plays attractions.

WEST VIRGINIA

Charleston—Luna Park Rink, J. B. Crowley, prop.; Daniel J. Driscoll, mgr.; plays attractions.

Huntington—Camden Skating Rink, Strobe Followy, mgr.; plays attractions.

WISCONSIN

Beaver Dam—Pastime Roller Rink, Lewis Payne, mgr.; plays attractions.

Elroy—Pastime Rink, Lewis Payne, mgr.

Green Bay—Park Roller Rink, Winfred Umbmann, mgr.; plays attractions.

CANADA

Toronto, Ont.—Riverside Skating Rink, C. W. Smith, mgr.; plays attractions.

Peterboro, Ont.—Brock St. Rink, John Meharry, mgr.

ICE SKATING RINKS

NEW JERSEY

Atlantic City—Islesworth Ice Palace, Wm. Thammann, mgr.; plays attractions.

OHIO

Cincinnati—Zoo Open-Air Ice Rink, C. G. Miller, bus, mgr.

CANADA

Westmount, Que.—Ice Rink, Montreal Arena Co., prop.; plays attractions.

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Permanent Address, Cresco, Iowa. Strictly Union Musicians. Can furnish 4 to 7 Pieces for Parks or Resorts. Also booking Fairs for Season 1921.

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Star Lyceum Bureau, Tribune Bldg., New York, N. Y.; Thornton Webster, mgr.
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Elwyn Concert Bureau, J. R. Ellison, pres.; Oliver O. Young, vice pres.; C. H. White, secy-treas., 654 Everett st., Portland, Ore.
Hewitt Bureau, 627 Fine Arts Bldg., Chicago, Ill.; Jessie Kavanaugh Read, mgr.
Hinshaw Conservatory, 910 Kimball Hall, Chicago, Ill.; Marvin Hinshaw, director.

INDEPENDENT CHAUTAUQUAS AND THEIR DATES

The following independent chautauquas, with their local secretaries, are about the most complete that has been made for a number of years. If there are any independent chautauquas that are not on this list or if the dates are not given or are wrong we will take it as a great favor if any of our readers will supply the information needed.

LIST OF INDEPENDENT CHAUTAUQUAS AND SECRETARIES

COLORADO
Boulder—F. A. Boggess.....July 1-Aug. 28
ILLINOIS
Aledo—E. T. Potter
Avon—G. E. Simmons
Barrington—W. H. Gronemeler

IOWA
Allerton—O. B. Cobb.....Aug. 14-21
Bloomfield—G. C. Bristow
Carroll—Mrs. J. S. Light.....Aug. 10-12
Charlton—O. A. Stafford
Clarinda—Lester Milligan
Clinton—J. C. Vant Hul, Jr.
Columbus Junction—W. E. Ruston
Fairfield—Mrs. Alice B. Booker.....Aug. 19-25

MINNESOTA

Worthington—A. T. Latta.....July 3-10
MISSOURI
Belton—S. E. Jerard
Cameron—C. E. Hedlin
Fairfax—Ralph Phillips.....Aug. 24-28

MICHIGAN

Bay View—Dr. E. W. Greene, Abingdon, Ill.
Homer—E. F. Campbell
Ludington—W. S. Naylor, Appleton, Wis.
NEBRASKA
Beatrice—C. E. Jones
Fairbury—F. L. Rain
Fullerton—W. P. Hatten.....Aug. 7-11

NORTH DAKOTA

Crosby—V. F. Goddard
Devis Lake—Edgar LaRue.....June 25-July 10
Fessenden—B. D. Whipple
Madock—C. G. Bayne
Minot—H. E. Wheeler
Mouse River Loop—W. E. Grinnell
Tolley, N. D.
Spiritwood Lake—Alex. Karr, Fargo, N. D.
Valley City—J. Moe.....June 25-July 4

OHIO

Arcanum—J. A. Smith.....Aug. 14-21
Bethesda—Chas. P. Askew, Bellaire, O.
Bowling Green—Prof. D. C. Bryant
Cadiz—Fred Sharon
Fremont—E. C. Gast
Georgetown—C. P. Ugray
Greenfield—W. Roy Gray
Granville—Rer. R. O. Carver, 902 Engineers' Bldg., Cleveland, O.
Kenton—R. D. Turner
Lakeside—C. E. Jones, Delaware, O.
Lancaster—Rev. H. Wilbur, Bremen, O.
Marion—R. T. Lewis.....July 24-31
Marysville—P. M. Borner
McConnellsville—J. E. Torbert, Sebring, O.
Mechanicsburg—T. E. Burnham
Miami Valley—J. B. Shores, U. B. Bldg., Dayton, O.
Middleport—Rev. C. M. Graham, July 31-Aug. 7
New Carlisle—W. A. Higgins
Newton Falls—J. C. Skuggs
Oxford—Dean H. C. Minnick
Plain City—Louise F. Hodges
Upper Sandusky
West Union—Jas. S. Frame.....July 30-Aug. 8

SOUTH DAKOTA

Aberdeen—H. W. Foght
Chamberlain—M. A. Brown
Madison—H. H. Holdridge

ELLISON-WHITE SEVEN-DAY CIRCUIT

Apr. 4.....Abbeville, La.
5.....Orange, Tex.
6.....Port Arthur, Tex.
7.....Beaumont, Tex.
8.....Navasota, Tex.
9.....Brenham, Tex.
10.....Galveston, Tex.
11.....Victoria, Tex.
12.....Cnero, Tex.
13.....Corpus Christi, Tex.
14.....San Marcos, Tex.
15.....New Braunfels, Tex.
16.....Ovalde, Tex.
17.....Del Rio, Tex.
18.....Marfa, Tex.
19.....El Paso, Tex.
20.....Nogales, Ariz.
21.....Tucson, Ariz.
22.....Phoenix, Ariz.
23.....Mesa, Ariz.
24.....Miami, Ariz.
25.....Globe, Ariz.
26.....Safford, Ariz.
27.....Yuma, Ariz.
28.....Redlands, Cal.
29.....Pomona, Cal.
30.....Azusa-Glendora, Cal.
May 1.....San Pedro, Cal.
2.....Bakersfield, Cal.
3.....Porterville, Cal.
4.....Lindsay, Cal.
5.....Visalia, Cal.

(Continued on page 119)

LIST OF CONVENTIONS CONCLAVES AND ASSEMBLIES

Compiled by Means of The Billboard's Unequaled Facilities and of Special Interest to Novelty Manufacturers and Dealers, Street Men, Fair Followers, etc.

ALABAMA

Albany—State Fed. of Labor, May 15-17. J. Bowen, 910 Farley Bldg., Birmingham, Ala. Birmingham—Ala. Bankers' Assn. May —, H. T. Bartlett, 1st Nat'l Bank Bldg., Montgomery, Ala. Montgomery—Modern Woodmen, May —, R. A. McLean, Box 318, Gadsden, Ala. Montgomery—State Optical Soc. May —, J. H. Tindler, 1927 1st ave., Birmingham, Ala. Montgomery—Ala. Dental Assn. April 12. Dr. S. B. Hopkins, Greenville, Ala. Montgomery—Med. Assn. of Ala. April 19. Dr. H. G. Perry, care State Board of Health. Sheffield—Sunday School Assn. of Ala. April 26-28. J. B. Greene, 627 Bell Bldg., Montgomery, Ala.

ARIZONA

Bisbee—Knights of Pythias, April 21. J. D. Lopez, Box 1281, Phoenix, Ariz. Clifton—Rebekah Assembly, April 21. Mrs. Emaline Henniger, Tucson, Ariz. Clifton—Odd Fellows, April 19. George A. Mintz, Phoenix, Ariz. Miami—State Fed. Women's Clubs, April 5-9. Mrs. Hans, Bisbee, Ariz. Phoenix—Bro. American Yeomen, April —, W. Stinson, Box 1496, Bisbee, Ariz. Phoenix—G. A. R. Encampment, April —, A. J. Sanipson. Tucson—State Med. Assn. April —, Dr. D. F. Harbridge, Goodrich Bldg., Phoenix. Yuma—Knights of Columbus, May —, J. F. Fitzpatrick, Bisbee, Ariz.

ARKANSAS

Ft. Smith—Knights of Pythias, May 17. G. A. Kimberley, 16 Pythian Bldg., Little Rock, Ark. Helena—Knights of Columbus, May —, Lawrence Keating, 1004 N. 33rd st., Ft. Smith, Ark. Hot Springs—Ark. Press Assn. June —, R. O. Schaefer, 314 Boyle Bldg., Little Rock, Ark. Hot Springs—Ark. Funeral Dir. Assn. May —, J. M. Silwson, Camden, Ark. Hot Springs—Modern Woodmen, May 2. Frank L. Darmer, Augusta, Ark. Little Rock—Ark. Sunday School Assn. April 13-15. H. C. Chiland, secy., 1100 N. Ash ave. Pine Bluff—Un. Com'l. Travelers of Ark. May 13-14. R. E. Gray, 2304 N. 1 st., Ft. Smith, Ark. Stuttgart—Ark. Assn. Lumber Dir. April —, J. B. Webster, Little Rock, Ark.

CALIFORNIA

Coronado—Medical Soc. of Cal. May 10-12. Dr. S. T. Pope, 135 Stockton st., San Francisco. Fresno—Order Sons of Herman, May 9-11. E. G. Brugger, 374, 24th ave., San Francisco. Fresno—Western Retail Lumbermen's Assn. April —, A. L. Porter, 308 Columbia Bldg., Spokane, Wash. Long Beach—Knights of Columbus, May 9-10. C. F. Lenz, 720 Security Bldg., Los Angeles. Long Beach—Gr. Chapter H. A. M., Council R. & S. M., & Gr. Commandery K. T. April 18-22. Thos. A. Davies, Room 423 Masonic Temple, San Francisco. Los Angeles—Junior Order, National Council, June 14. W. M. Woods, Box 874, Phila., Pa. Oakland—Rebekah Assembly, May 10-13. Mrs. E. M. Cyrus, Odd Fellows' Hall, San Francisco. Pasadena—Order of the Amaranth, April —, E. Behrens, 412 Maple st., San Francisco. San Francisco—Natl. Assn. Credit Men, June —, J. H. Tregoe, 41 Park Row, New York. San Francisco—Southern Pacific Millers' Assn. June —, L. B. Wilson, 512 Merchants' Ex B. San Francisco—Natl. Fire Protective Assn. June 7-9. P. H. Wentworth, 87 Milk st., Boston, Mass. San Francisco—Native Daughters of Golden West, June 14-17. Miss A. H. Dougherty, Spreckles Bldg. San Francisco—Pacific Coast Poster Adv. Assn. April 11-12. G. M. Smith, 534 20th st., Oakland, Cal. San Francisco—State Homeopathic Med. Soc. May 12-14. Dr. G. E. Manning, 516 Sutter st. San Francisco—Sons of Am. Revolution, April 19. P. A. Perkins, Mills Bldg. San Francisco—Western Retail Lumbermen's Assn. April 25-21. A. L. Porter, secy., 308 Columbia Bldg., Spokane, Wash. San Jose—Companions of Forest of Am. May 4-7. A. D. Bremer, 509 Grant Bldg., San Francisco. San Jose—Foresters of America, May 4-6. J. B. Hebbell, 401 Grant Bldg., San Francisco. San Jose—Laundry Owners' Assn. of Cal. June —, W. T. Latimer, Jr., Oakland, Cal. Santa Rosa—Knights of Pythias, May 16. H. Schaffner, 721 Market st., San Francisco. Santa Rosa—Pythian Sisters, May 17. Mrs. L. Holmes, 478 19th st., Oakland, Cal. Stockton—Daughters of Veterans, G. A. R. May —, Cora Nichols, 201 W. 23rd st., Los Angeles. Stockton—Women's Relief Corps, May —, Mary E. Hartwell, 833 W. 17th st., Los Angeles. Yosemite Valley—State Fed. Women's Clubs. Last week in May. Mrs. P. T. Robinson, Stanford Ranch, Vina, Cal. Yosemite Valley—Cal. Pharmaceutical Assn. May 24-26. E. A. Henderson, 946 W. 80th st., Los Angeles.

COLORADO

Colorado Springs—Junior Order, May 11. H. F. Watkins, 301 N. Santa Fe ave., Pueblo, Col. Colorado Springs—State Sunday School Assn. June 21-23. Rev. E. B. Martin, 702 Interstate Trust Bldg., Denver. Colorado Springs—Natl. Eclectic Medical Assn. June 21-24. H. H. Helbing, 4933 Mountain ave., St. Louis, Mo. Denver—Internatl. Labor Press of Am. June 12-18. R. E. Woodmansee, Box 15, Springfield, Ill. Denver—Am. Fed. of Labor, June 13. F. Morrison, A. F. of L. Bldg., Washington, D. C. Denver—Am. Assn. Freight Agents, June 21. R. O. Wells, care I. C. R. B., E. St. Louis, Ill. Lakonia—Modern Woodmen, May —, E. L. Callahan, Ft. Morgan, Col. Lakonia—Knights of Columbus, May 9. A. T. Cowan, 1400 Pine st., Pueblo, Col.

CONNECTICUT

Bridgeport—Royal Arcanum, April 20. C. E. Hooley, 39 Church st., New Haven, Conn.

Bridgeport—State Fed. of Labor, June 6-9. I. U. Ornburn, 215 Meadow st., New Haven, Conn. Derby—Sons of Veterans, April 20-21. I. T. Jenks, Box 1233, New Haven, Conn. Hartford—Natl. Cigar Leaf Tobacco Assn. May —, Milton H. Itanck, Lancaster, Pa. Hartford—R. A. Masons, May 10. George A. Kies, Masonic Temple. Hartford—Order Odd Fellows, May 18. W. S. Hutchinson, Drawer 1689, New Haven, Conn. Hartford—State Medical Soc. May 18-19. C. W. Comfort, Jr., 1193 Chapel st., New Haven, Conn. Hartford—N. E. Order of Protection, April 13. H. P. Cummings, 287 York st., New Haven, Conn. Hartford—Woman's Relief Corps, April 15. Ada H. Witte, 30 Fairfield ave. Meriden—Knights of Columbus, May 10. J. M. Phillips, 88 Bushnell st., Hartford, Conn. New Haven—R. & S. Masons, June 1. Geo. A. Sturdy, Box 326, New London, Conn. New Haven—S. D. of Liberty, May 17. Florence LaPage, Shelton, Conn. Norwich—Rebekah Assembly, April 20. Mrs. M. E. Johnson, 26 Alford st., Torrington, Conn. Torrington—Order Red Men, May 4. W. Saunders, 319 Grand View ave., Waterbury, Conn. Waterbury—State Dental Assn. April 21-23. Dr. C. F. Gibbs, 886 Main st., Bridgeport, Conn.

DISTRICT OF COLUMBIA

Washington—American Fed. of Arts, May —, Miss L. McClain, 1741 N. Y. ave. Washington—Colonial Dames of Am. May —, Mrs. B. Wendell, 358 Marlboro st., Boston. Washington—Natl. Congress Mothers & Parent Teachers, April —, Mrs. A. C. Watkins, 1313 Mass. ave.

FLORIDA

Arcadia—Odd Fellows, April 12. M. M. Little, Ocala, Fla. Gainesville—Un. Com'l. Travelers, May 18-20. E. B. Biddup, Jr., Box 264. Jacksonville—R. A. Masons, May 17-19. W. P. Webster, Box 618. Miami—Fla. Bankers' Assn. April 13-16. G. R. DeSaussure, secy., Jacksonville, Fla. Miami—State Retail Jewelers' Assn. June —, L. L. Hull, Plant City, Fla. Miami—State Pharmaceutical Assn. June 8. J. H. Houghton, Palatka, Fla. Orlando—American Legion of Fla. June —, S. L. Lowry, Jr., Citizens Bank Bldg., Tampa, Fla. Orlando—Knights of Columbus, May —, W. Kruse, Box 711, Tampa, Fla. Orlando—State Hotel Assn. April 1-3. J. H. Whitney, 1531 Silver st., Jacksonville, Fla. Pensacola—Fla. Medical Assn. May —, Graham E. Henson, Jacksonville, Fla. Pensacola—Modern Woodmen, May —, G. M. Strayhorn, Ft. Myers, Fla. St. Petersburg—Knights Templar, April 19-20. W. P. Webster, Box 618, Jacksonville, Fla. St. Petersburg—Order Eastern Star, April 21. Arthur H. Carter, Holly Hill, Fla. Tampa—G. L. K. of P. April 27. L. B. Sparkman, secy., 601 Lafayette ave. West Palm Beach—Fla. Elks' Assn. April 27-30. N. M. Hunt, secy., Box 736, Tampa, Fla.

GEORGIA

Atlanta—State Pharmaceutical Assn. June —, T. A. Cheatham, 122 State Capitol. Atlanta—Associated Retail Advertisers, June 12-16. P. A. Weston, care Rothchild & Co., Chicago, Ill. Atlanta—Associated Advertising Clubs of the World, June 12-16. P. S. Flores, 110 W. 40th St., New York. Atlanta—State Fed. of Labor, April 20. J. A. McCann, Box 899, Savannah, Ga. Athens—Rebekah Assembly, May 25. Mrs. M. C. Strickland, 332 Luckie st., Atlanta, Ga. Atlanta—S. E. Hardware & Imp'l. Assn. May 12-20. W. Harlan, 701 Grand Theater Bldg. Augusta—Knights of Pythias, May 18-19. W. H. Leopold, P. O. Box 12, Savannah, Ga. Columbus—Internatl. Circulation Mgrs.' Assn. June 7-9. Clarence Eyster, care Evening Star, Peoria, Ill. Columbus—Degree of Pochontas, June 14. Cora E. Smith, 131 W. Alexander st., Atlanta, Ga. Columbus—Order Red Men, June 15. T. M. Poole, 28 Inman Bldg., Atlanta, Ga. Macon—State Dental Soc. June 8-10. Dr. J. B. Mitchell, Chandler Bldg., Atlanta, Ga.

Macon—Knights Templar, May 18. C. S. Wood, 10 E. Taylor st., Savannah, Ga. Macon—Order Eastern Star, May 31. June 1. Mrs. W. Coolquist, 509 14th ave., Cordele, Ga. Macon—Loyal Arch & R. & S. M. Masons, April 20-27. E. A. Mellan. Rome—Medical Assn. of Ga. May 6. Dr. A. H. Hince, Healey Bldg., Atlanta, Ga. Savannah—Order R. K. State Telegraphers, May 10. C. B. Rawlins, Mo. State Life Bldg., St. Louis, Mo.

IDAHO

Coeur d'Alene—R. A. Masons, May 19-20. Perry C. Marshall, Boise, Id. Coeur d'Alene—Knights Templar, May 20-21. P. W. Fushin, Boise, Id. Rupert—Pythian Sisters, June —, Grace Cook, Box 446, Coeur d'Alene, Id.

ILLINOIS

Chicago—Ill. Homeopathic Med. Assn. May —, Dr. T. Bachmeister, 4041 N. Keeler ave. Chicago—Internatl. R. F. Fuel Assn. May —, J. G. Crawford, 702 E. 51st st. Chicago—Natl. Assn. Music Merchants, May —, C. L. Dennis, 432 Broadway, Milwaukee. Chicago—Am. Wholesale Lumber Assn. May 20. L. R. Putnam, 620 S. Michigan ave. Chicago—Royal Arcanum, April 27. J. Kiley, 29 W. Monroe st. Chicago—Natl. Wholesale Grocers of U. S. June —, M. L. Touline, 6 Harrison st., New York. Chicago—Am. Assn. Nurses, June 24-26. John Watson, Box 235, Princeton, N. J. Chicago—Am. Gynaecologic Union, Nat'l. Tournament, Last week in June. H. Steichmann, 415 E. Michigan st., Indianapolis, Ind. Decatur—Ill. Div. T. P. A. May 13-14. W. E. Gopen, 301 Lehmann Bldg., Peoria, Ill. Freeport—Ill. State Gideons, Christian Commercial Travelling Men of America, April 23-24. E. L. Vogel, pres., Wheaton, Ill. Galesburg—Modern Woodmen, May —, T. B. Spruce, Murreysboro, Ill. Joliet—Foresters of Am. May 17-19. M. J. Donna, Broadwood, Ill. Kankakee—Bro. American Yeomen, April —, J. Ames, 2950 Park ave., Chicago. Springfield—Ill. Music Teachers' Assn. May —, Herbert O. Merry, 702 Lincoln ave., Lincoln, Ill. Springfield—State Medical Soc. May 17-19. W. H. Gilmore, Mt. Vernon, Ill. Springfield—State Retail Merchants' Assn. June —, F. A. Tessler, 523 Murphy Bldg., E. St. Louis, Ill.

INDIANA

Culver—State Pharmaceutical Assn. June —, W. A. Oren, 1211 W. Washington st., Indianapolis. La Fayette—State Sunday School Assn. June 21-23. E. T. Albertson, 823 Occidental Bldg., Indianapolis. Ft. Wayne—Natl. Firemen's Assn. May 17-19. J. E. Merach, 759 Chicago ave., Evanston, Ill. Indianapolis—Tribe of Ben Hur, May 11-12. Lora B. Dick, Columbia City, Ind. Indianapolis—Rebekah Assembly, May 16-17. Mrs. Vallette Kimmel, Kendallville, Ind. Indianapolis—State Dental Soc. May 16-19. Dr. A. J. Kimm, 594 Citizens Bk. Bldg., Evansville, Ind. Indianapolis—State Grain Dealers' Assn. June —, Chas. B. Riley, 600 Board of Trade. Muncie—Sons & Daughters of Liberty, June 2. Myrtle Hurd, 1532 N. B. st., Elwood, Ind. Terre Haute—Un. Com'l. Travelers, May —, H. A. Pritchett, 609 S. 8th st., Ft. Wayne, Ind. West Baden—State Travelers' Protec. Assn. May —, C. M. Zink, 408 Pythian Bldg., Indianapolis, Ind.

IOWA

Burlington—State Travelers' Protec. Assn. May —, B. H. Allen, Cedar Rapids, Ia. Burlington—State Fed. of Labor, May 10. Earl C. Willey, care Star Pig. Co., Sioux City, Ia. Cedar Rapids—Grand Council of Ia. R. A. April 11. J. N. Lathre, secy., Waterloo, Ia. Des Moines—Shriners of North America Conclave, June 14-16. C. E. McClain. Des Moines—State Dental Soc. May 3-5. Dr. B. S. Smith, Iowa City, Ia. Des Moines—A. O. T. W. Lodge, May 10. W. H. Stowell, 2109 Grand ave. Des Moines—Knights of Columbus, May 22-24. Joe McCormick, Box 24, Cedar Rapids, Ia.

Des Moines—Iowa Bankers' Assn. June —, F. Warner, 710 Fleming Bldg. Ft. Dodge—Catholic Order of Foresters, June —, Chas. E. Hyrnes, Cedar Rapids, Ia. Waterloo—A. F. & A. Masons, June 14-16. N. R. Pravin, Masonic Library, Cedar Rapids, Ia.

KANSAS

Chanute—State Fed. of Labor, May 11. Chas. Hamlin, Labor Temple, Pittsburg, Kan. Hutchinson—State Sunday School Assn. May 3-5. J. H. Engle, 611 Jackson st., Topeka, Kan. Hutchinson—Knights Templar, May 10-11. A. K. Wilson, Masonic Temple, Topeka, Kan. Pittsburg—Knights of Columbus, May 15-16. G. Bordenkircher, Emporia, Kan. Pittsburg—Order of Moose, May 2-4. Ezra Harrison, 816 Edmond st., St. Joseph, Mo. Topeka—Kansas Bankers' Assn. May 19-20. W. W. Howman, Millrane Bldg. Wichita—State Dental Soc. March 21-26. C. K. Weaver, Clay Center, Kan. Winfield—Kansas Pharmaceutical Assn. May 16-18. D. F. Derill, Box 90, Stockton, Kan.

KENTUCKY

Bowling Green—Order of Red Men, May 10. S. I. Bell, Box 238, Lexington, Ky. Louisville—Ky. Educ. Assn. April 19-22. R. E. Williams, 4515 Southern Parkway. Louisville—Ky. State Dental Assn. April 13-15. Dr. W. M. Randall, secy., 1035 2nd st. Louisville—Ky. Foster Adv. Assn. May —, B. T. Loveridge, 628 N. Broadway, Lexington, Ky. Louisville—Modern Woodmen, May 3. V. C. King, Fulton, Ky. Louisville—Travelers' Protective Assn. June —, T. S. Logan, 915 Olive st., St. Louis. Louisville—Natl. Retail Hardware Dir. Assn. June —, H. F. Sheets, Argos, Ind. Louisville—State Funeral Directors' Assn. June 10. W. E. Pearson, 3d & Chestnut sts. Mt. Sterling—Knights Templar, May 20. A. A. Hazelrigg. Owensboro—Knights of Columbus, May 10. G. A. Buckley, 396 Columbia Bldg., Louisville, Ky. Paducah—State Travelers' Protec. Assn. May —, C. H. Finch, 110 N. 4th st., Louisville, Ky.

LOUISIANA

Baton Rouge—La. State Fed. of Labor, April 4-6. E. H. Zwally, secy., Box 291, Shreveport, La. Hammond—Knights of Columbus, May 8. J. J. Ferguson, 4439 S. Liberty st., New Orleans. Jennings—La. Sunday School Assn. April 11-14. Van Carter, secy., 829 M. B. Bldg., New Orleans, La. Lafayette—Order Eastern Star, May —, Miss F. B. Nelkin, 1108 Weber st., New Orleans. Lake Charles—Knights of Pythias, May 23. J. H. Searing, 134 S. Rampart st., New Orleans. Lake Charles—Pythian Sisters, May 23-24. Ruts M. Miller, 2533 Cadla st., New Orleans. New Orleans—Greeters of Am. May 9-11. V. S. Warriner, 1633 Arapahoe st., Denver, Col. New Orleans—Bice Millers' Assn. May 10. F. B. Wise, 730 Granier st., Lake Charles, La. New Orleans—Knights Templar, Grand Commandery, Mar. 28. J. B. Parker, 301 Masonic Temple. New Orleans—Miss. Valley Assn. April 22-29. J. B. Morrow, 511 Locust st., St. Louis, Mo. New Orleans—Order Red Men, April 11. G. A. Treadwell, 337 St. Charles st. New Orleans—La. Medical Soc. April 19-20. Dr. P. T. Talbot, 1551 Canal st. New Orleans—Natl. Marine League of U. S. of A., April —, A. E. McKinnon, secy., 263 E. Pearl, New York City. New Orleans—Pan-American Life Ins. Agents, April —, J. E. Woodward, secy. New Orleans—I. O. R. M. Grand Council, Apr. 11. G. R. Treadwell, secy., 337 St. Charles st. New Orleans—Triennial Conclave Grand Commandery, Knights Templar, April 28. Hon. Frank Johnson, Grand Rec., 201 Masonic Temple, Louisville, Ky. New Orleans—Natl. Assn. Master Plumbers, June —, Richard J. Welch, Lowell, Miss. Shreveport—Knights Templar, April 4. J. B. Parker, 301 Masonic Temple, New Orleans, La. Shreveport—K. of P. April 18-20. J. D. Brown, secy., Gray, La.

MAINE

Auburn—I. O. G. T. Lodge, April 13-14. C. A. Maxwell, 67 West st., Portland, Me. Augusta—Foresters of Am. May 11. J. J. White, 38 Child st. Bangor—N. E. Typographical Union, June 27-28. John P. Murphy, Box 712, Providence, R. I. Dover—Modern Woodmen, May —, A. B. Boston, R. D. No. 40, Waterville, Me. Lewiston—Knights of Columbus, June 1. Jos. J. Smith, 586 Congress st., Portland, Me. Portland—State Fed. of Labor, June 7-10. H. B. Brown, Box 22, Augusta, Me. Portland—Pythian Sisters, May 18. Edith I. Newcomb, Scarborough, Me. Portland—Order Eastern Star, May 25-26. Mrs. A. H. Hooper, Biddeford, Me. Portland—D. A. B. Lodge, March 14-17. Mrs. O. C. Stevens, 451 Union st., Bangor, Me. Portland—N. E. Order of Protection, April 6. Forest E. Ludden, Auburn, Me.

MARYLAND

Baltimore—M. A. S. Photographers' Assn. April 18-21. L. L. Higginson, secy., Ashville, N. C. Baltimore—Odd Fellows, April 18-20. Wm. S. Jones, 844 Fellows' Temple. Baltimore—Shield of Honor, April 19. Wm. J. Cunningham, 63 Franklin st. Baltimore—Junior Order, April 19-20. Chas. S. Davis, 100 N. Paca st. Baltimore—Order Red Men, April 27. Dr. J. C. Littleton, 100 N. Paca st. Baltimore—Fall Cedars of Lebanon, April 27-28. John M. Wright, Fenton, N. J. Baltimore—Royal Arcanum, April 26. C. Hoken-dorp, 18 W. Saratoga st. Baltimore—Daughters of Am. May 17. Mrs. M. L. Connor, 2709 W. North ave. Baltimore—Foresters of Am. May 22. Theo. Hantz, 3019 Westwood ave., Walkboro, Md. Baltimore—U. A. B. of Md. April 8-9. R. C. Sunstrom, Day & Lombard sts. Baltimore—O. U. A. M. Lodge, June 9. C. H. Stein, 1521 W. Franklin st. Cambridge—State Firemen's Assn. June 8-10. George R. Lindsay, Hagerstown, Md.



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Cumberland—Order Eastern Star, April 25-27. R. M. Coomba, Preston & Guilford aves., Baltimore.

MASSACHUSETTS

Boston—New England Coal Dirs.' Assn, March 23-24. C. R. Elder, 141 Milk st. Boston—Woman's Relief Corps, April —, Mary E. Elliott, 657 Washington st. Boston—Sons of Veterans, April 5-6. H. F. Weiler, 15 Beacon st.

MICHIGAN

Ann Arbor—Foresters of Am. June 21. Wm. Brown, 125 Oakland ave., Pontiac, Mich. Battle Creek—F. & A. Masons, May 24-25. Lou B. Winsor, Masonic Temple, Grand Rapids, Mich.

MINNESOTA

Duluth—Knights Templar, June 15-16. J. Fishel, Masonic Temple, St. Paul. International Falls—State Fire Dept. Assn. June 14-15. John A. Gross, Red Wing, Minn.

MISSISSIPPI

Greenville—Knights of Columbus, May 8-9. J. Schweerke, Box 206, Biloxi, Miss. Hattiesburg—Eastern Star Order, Assn. —, Miss M. C. Eaton, 105 Melrose.

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Meridian—Junior Order, April 26. W. D. Hawkins, Box 592. Vicksburg—Un. Com'l Travelers, May 20-21. Vicksburg—Miss. Bankers' Assn, May 10-11. GEORGIA Cape Girardeau—Knights of Pythias, May 24. E. Ettinger, 3507 Pine st., St. Louis.

Columbus—State Pharmaceutical Assn, June —, J. McBride, University Place, Neb. Fremont—Un. Com'l Travelers, May 20-21. H. C. Price, Beatrice, Neb. Hastings—G. A. R. of Neb, May —, H. Bross, State House, Lincoln, Neb.

NEVADA Reno—F. & A. Masons, June 8. E. D. Vandenberg. Reno—Order Odd Fellows, June 15. Wm. Sutherland, Box 586. NEW HAMPSHIRE Concord—N. H. G. A. R. April 7-8. Frank Battles, secy.

NEW JERSEY Atlantic City—Pa., N. J. & Dela. Wholesale Grocers' Assn, April 13-14. A. M. Graves, 690 Brouse Bldg., Philadelphia, Pa. Atlantic City—Chamber of Commerce of U. S. A., April 27-29. D. A. Skinner, secy., Mills Bldg., Washington, D. C.

Paterson—Sons of Veterans, June —, John L. Reeger, 74 Hudson st., Trenton, N. J. Spring Lake—N. J. Pharmaceutical Assn, June 14-17. Jeanott Hostmann, 1208 Hudson st., Hoboken, N. J.

NEW MEXICO Las Cruces—Knights of Columbus, May 1. J. D. Sena, Santa Fe, N. M. Las Vegas—Modern Woodmen, June —, E. B. Holmes, Aztec, N. M.

NEW YORK Albany—Head Camp W. O. W., April 25-26. E. O. Rose, secy., 322 Security Bldg., Binghamton, N. Y. Albany—State Eclectic Med. Assn, April 20-21. Dr. T. D. Alderman, 690 St. Marks ave., Brooklyn.

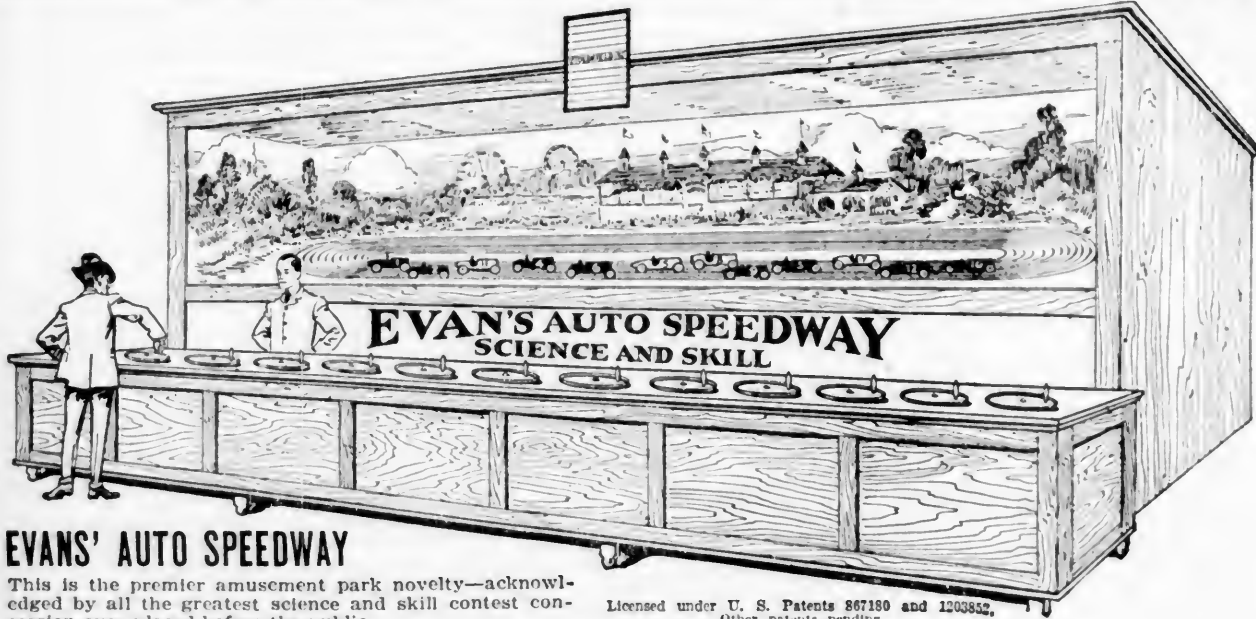
NORTH CAROLINA Badin—Patriotic Sons of Am, May 17. W. A. Daniel, 901 N. Main st., Salisbury, N. C. Charlotte—N. C. Pharmaceutical Assn, June 21-23. J. G. Beard, Chapel Hill, N. C.

NORTH DAKOTA Bismarck—A. O. U. W. Lodge, 3d week in May. E. J. Moore, Fargo, N. D. Bismarck—Order Odd Fellows, June 1-2. Don McDonald, Grand Forks, N. D.

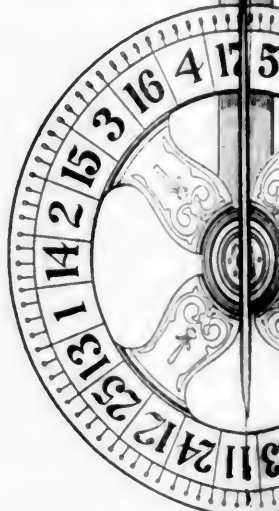
OHIO Akron—Modern Woodmen, 1st week in May. W. M. Hunt, 74 Lincoln st., Westerville, O. Cedar Point—State Assn. Optometrists, June 7-9. F. A. Stengel, Marion, O.

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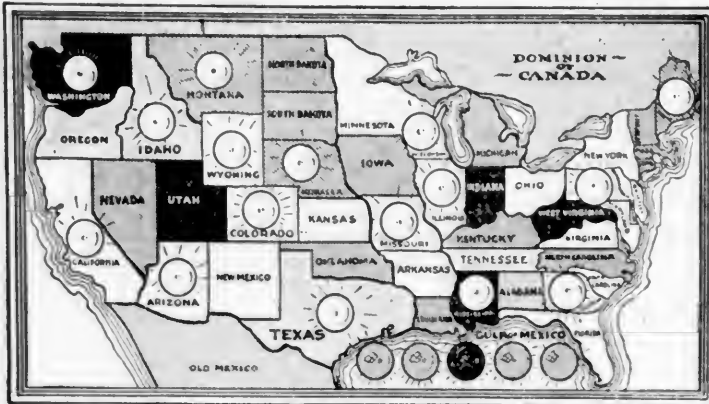
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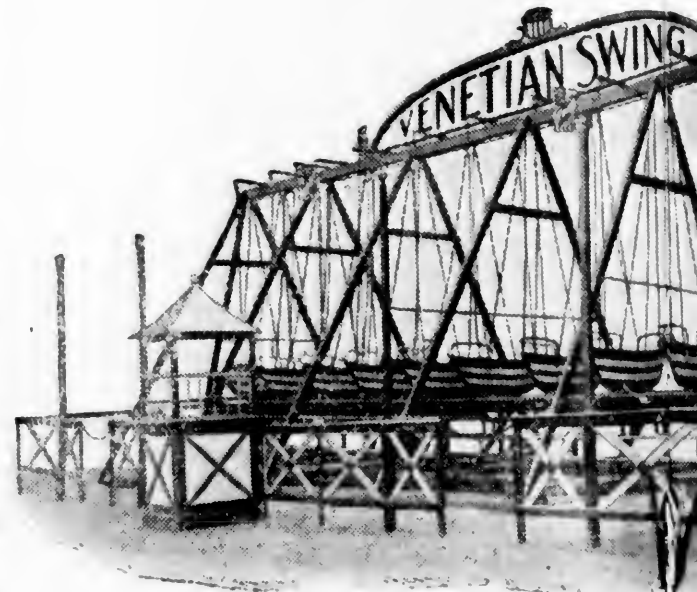
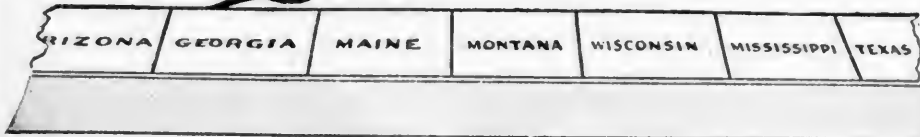
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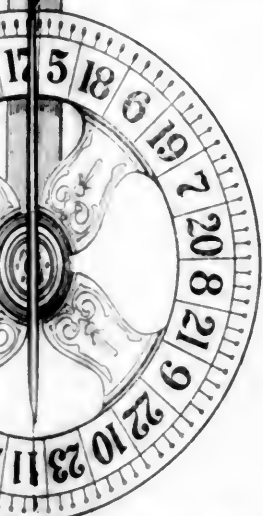
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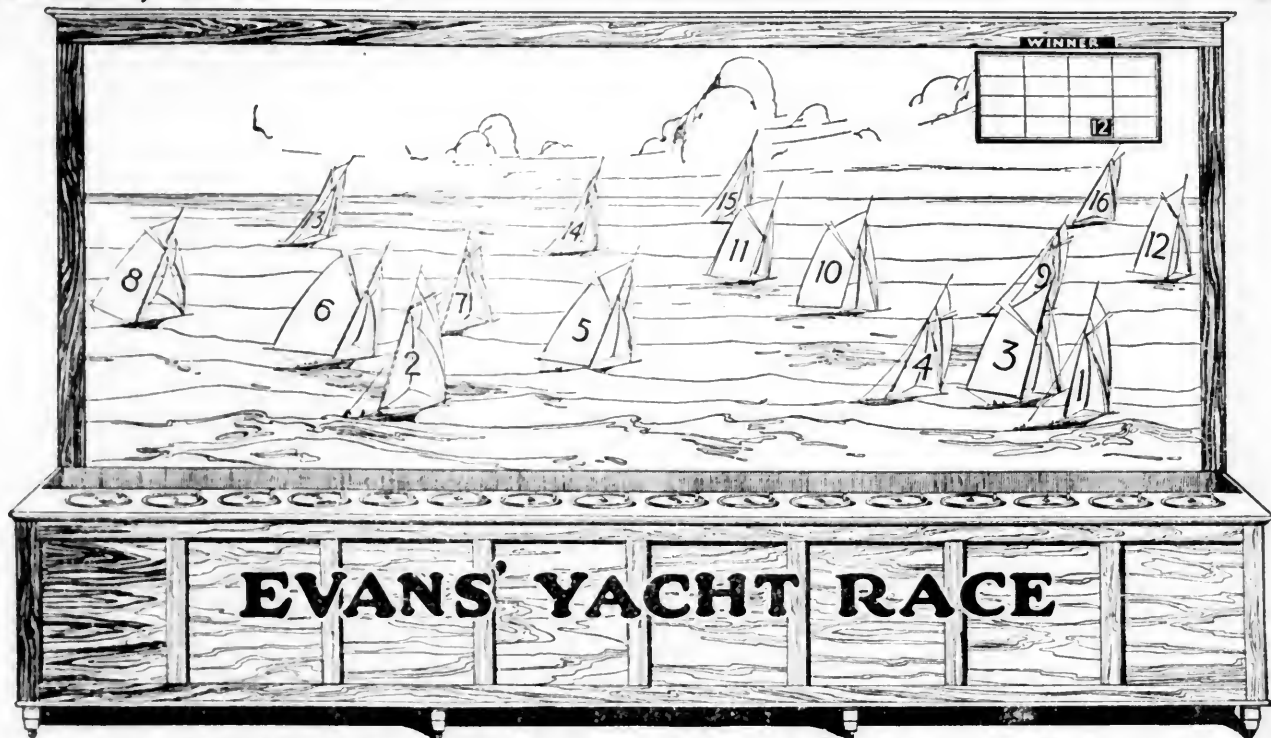
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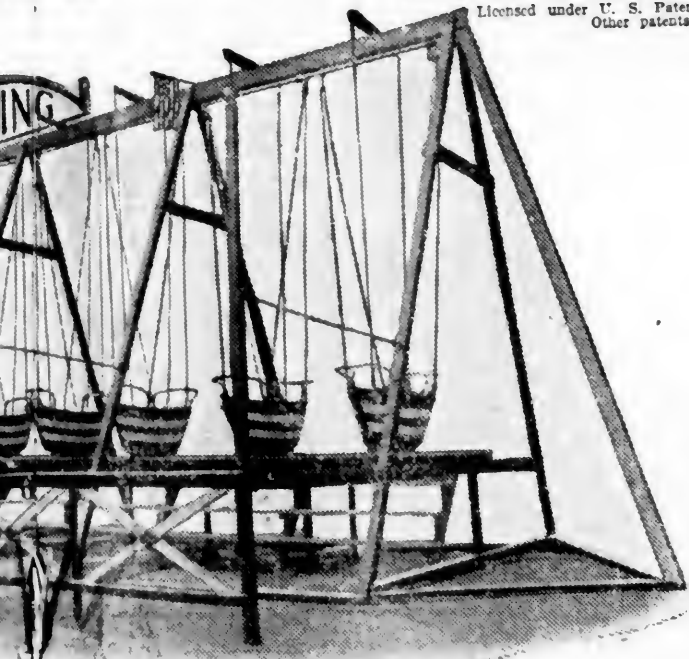


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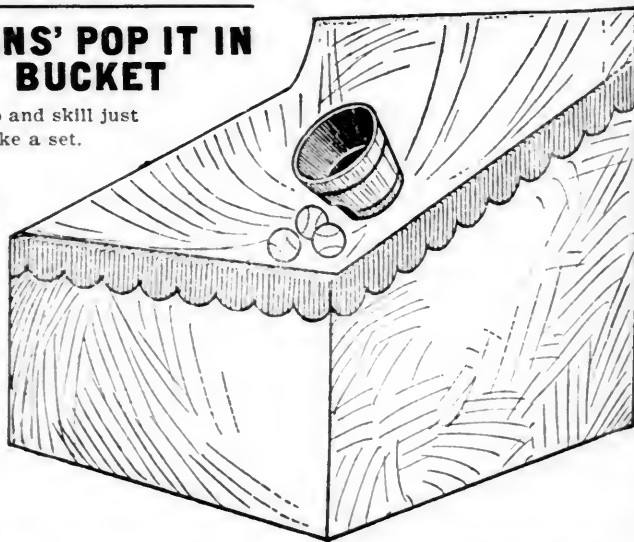
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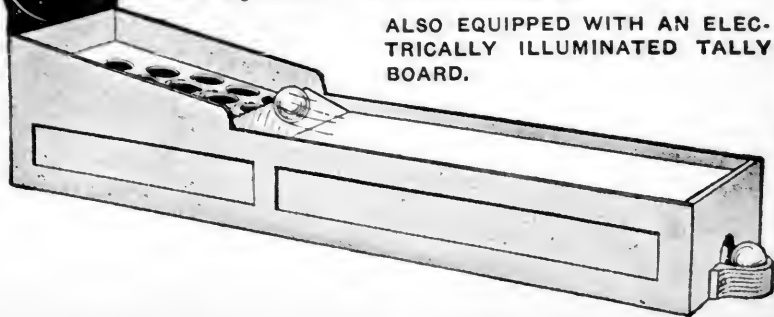
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LIST OF CONVENTIONS

(Continued from page 113)

Cincinnati—Southern Wholesale Grocers' Assn. May 10-13. E. L. Adams, 406 Consolidated Bldg., Jacksonville, Fla. Cincinnati—Assa. Gas Supply Men. May 15-18. W. B. Way, Oliver Bldg., Pittsburg, Pa. Cincinnati—Assa. Retail Confectioners. May 18-20. Chas. G. Mullane. Cleveland—Rotary Clubs of Ohio. April — Sam Squires, Elyria, O. Cleveland—Intl. Assn. Garment Mfrs. May — A. F. Allison, 329 Broadway, New York City. Cleveland—Natl. Foreign Trade Council. May 4-7. O. K. Davis, 1 Hanover Sq., New York City. Cleveland—Woodmen of the World. May 9-10. H. Distelhorst, 805 Gilbert st., Columbus, O. Cleveland—Bro. Locomotive Engineers. May 11-13. W. B. Preater, 1118 E. of L. E. Bldg. Cleveland—Ladies' Oriental Shrine of N. A. Last week in May. S. A. Summers, 85 Maryland ave., Wheeling, W. Va. Cleveland—Natl. Fine & Supplies Assn. May 10-11. G. D. McIlvaine, 909 Oliver Bldg., Pittsburg, Pa. Cleveland—Royal Neighbors of Am. May — H. M. Carlson, Rock Island, Ill. Cleveland—Internat. Kiwanis Club. June — O. S. Cummings, 5 S. Washburn ave., Chicago. Cleveland—Am. Water Works Assn. June 6-12. J. M. Diven, 153 W. 71st st., New York. Cleveland—Natl. Live Stock Exchange. June 16-18. C. B. Heinemann, Union Stock Yards, Chicago. Columbus—Ohio Funeral Directors' Assn. June 15-17. F. M. Barnhart, 112 S. Main st., Findlay, O. Columbus—Order Bagman of Bagdad. June 28. L. Wirth, 604 4th Natl. Bank Bldg., Cincinnati. Columbus—Order Un. Coml. Travelers. June 28-30. W. D. Murphy, 638 N. Park at. Columbus—Royal Arcanum. April 20-21. C. H. Sexauer, Lancaster, O. Columbus—State Medical Assn. May 3-5. Don K. Hartin, 131 E. State st. Columbus—Order Red Men. May 10. T. J. Irwin, Box 143, Martins Ferry, O. Columbus—Degree of Pocahontas. May 10. Ella M. Browning, 221 E. 6th st., Uhrichsville, Ohio. Coshocton—Rebekah Assembly. May 11-12. Emma M. Bell, 392 W. 4th ave., Columbus, O. Dayton—Pythian Sisters. June 14. Ella Given, 315 S. Franklin ave., Sidney, O. Toledo—Switchmen's Union of N. A. May — M. Welch, 328 Brisbane Bldg., Buffalo, N. Y. Toledo—Foresters of Am. May — N. K. Sharp, 6609 Whitney ave., N. E., Cleveland.

OKLAHOMA

Ardmore—State Elks' Assn. May — E. E. Kirkpatrick, 612 Am. Natl. Bank, Okla. City. Bartlesville—R. A. & R. S. Masons. May 18-20. Jas. A. Scott, Muskogee, Ok. Guthrie—Odd Fellows' Encampment. May 17-18. H. A. Herwig, Box 704. McAlester—State Pharmaceutical Assn. April 11-13. H. S. Shackelford, Wynnewood, Ok. McAlester—State Medical Assn. May — C. A. Thompson, Surety Bldg., Muskogee, Ok. Norman—Ok. State Sunday-School Assn. March 22-24. C. H. Nichols, secy., 1229 E. 9th st., Oklahoma City. Oklahoma City—Southern Water Works Assn. June — E. L. Fulkerson, 617 Washington st., Waco, Tex. Oklahoma City—Un. Coml. Travelers. May 19-21. K. Hodges, Clinton, Ok. Oklahoma City—P. O. Clerks of Okla. May 31. Frank Perette, Clerks' Box, Oklahoma City. Oklahoma City—Okla. Bankers' Assn. May 24-25. E. P. Gum, 90 Kollord Bldg. Tulsa—Pythian Sisters. May — Nellie G. Graf, 225 1/2 Exchange ave., Okla. City.

OREGON

Albany—Rebekah Assembly. May 17. Mrs. Ora Cooper, Dallas, Ore. Albany—Odd Fellows' Encampment. May 17-18. E. E. Sharon, 226 Alder st., Portland. Eugene—State Letter Carriers' Assn. June 25. Fred P. Holm, 422 Blackstone st., Portland, Ore. Pendleton—G. A. R. Encampment. June — C. A. Williams, 575 Court House, Portland. Portland—Natl. Assn. Building Owners & Mgrs.' Assn. June — H. G. Loomis, 1001 Omaha Natl. Bank Bldg., Omaha, Neb. Portland—Rose Festival. June — F. V. Smith, 14th & Davis sts. Portland—State Medical Assn. June — R. E. Watkins, 903 Corbett Bldg. Portland—A. F. & A. Masons. June 14. J. F. Robinson, 415 Yeon Bldg. Portland—Order Eastern Star. June 15. Miss N. McKinley, 802 Wilcox Bldg. Portland—A. O. U. W. Lodge. April 19. N. Clark, Oregonian Bldg. Portland—Foresters of Am. May 22-23. Jas. Bain, 129 4th st. Portland—Knights of Columbus. May 30. A. A. Mickel, Salem, Ore.

PENNSYLVANIA

Allentown—G. A. R. Encampment. June — S. P. Town, 1523 Arch st., Philadelphia. Allentown—Order of Eagles. June 23. A. J. Dougherty, 431 3d ave., Pittsburg. Allentown—Sons of Veterans. 2d week in June. W. B. McNulty, Liberty Title & Tr. Bldg., Philadelphia. Allentown—State Assn. Master Plumbers. May 10-11. H. B. McClure, 1001 Capitol, Harrisburg, Pa. Bradford—Order Red Men. June 12. T. L. Fraser, Box 917, Philadelphia. DuBois—O. E. A. M. Lodge. June 14. H. O. Holstein, 420 Market st., Harrisburg, Pa. Easton—Knights Golden Eagle. May 10. L. L. Gallagher, 814 Broad st., Philadelphia. Harrisburg—Travelers' Protec. Assn. April 23-24. A. McGuilkin, 1212 Walnut st., Philadelphia. Harrisburg—State Fed. of Labor. May 10. C. P. Quinn, Commonwealth Tr. Bldg. New Castle—Kings Daughters & Sons. May — Miss M. f. Boyer, 227 Beech st., Pottstown, Pa. Philadelphia—Orthodox Friends Meeting. March 28. W. B. Harvey, 304 Arch st., secy. Philadelphia—Penn. State Dental Soc. April — Dr. H. D. Swing, pres., 1611 Walnut st. Philadelphia—N. J. Gas Assn. April — H. E. Mason, Long Branch, N. J.

Philadelphia—Penn. Gas Assn. April 13. W. O. Lamson, Jr., secy., W. Chester, Pa. Philadelphia—Penn. Institute of Certified Public Accountants. April 18. R. J. Benaert, Land Title Bldg. Philadelphia—Knights Templar. May 22-24. A. H. Thomas, Masonic Temple. Philadelphia—Am. Cotton Mfrs. Assn. May 30-31. W. D. Adams, Box 322, Charlotte, N. C. Philadelphia—Needlework Guild of Am. May 2-6. Miss R. K. Bender, 505 Franklin Bldg. Philadelphia—State Pharmaceutical Assn. June — Louis Saalback, Pittsburg. Philadelphia—Order Odd Fellows. June 7. U. A. Hall, 1723 Arch st. Philadelphia—Natl. Fed. Chiropractors. Last week in June. Dr. F. J. Root, 404 C. A. C. Bldg., Cleveland, O. Pittsburgh—Natl. Assn. Sheet Metal Contractors. June 9-12. C. L. Sellbrook, 261 S. 4th st., Philadelphia. Pittsburgh—Natl. Pipe & Supply Assn. May — G. D. McIlvaine, 909 Oliver Bldg. Scranton—Order Knights of Malta. May 10. J. H. Hoffman, 400 Bulletin Bldg., Philadelphia. Scranton—Pa. Funeral Directors' Assn. June 15-16. W. S. Newcomer, 2108 Perryville ave., Pittsburg. Wilkes-Barre—Order Eastern Star. June 14. Mrs. A. W. Barnes, 375 S. Atlantic ave., Pittsburg.

RHODE ISLAND

Newport—Order Red Men. May 26. H. F. Carpenter, 1 Summit st., Central Falls, R. I. Pawtucket—H. & B. Machine Co. Men's Banquet. May 14. T. W. Winstanley, Box 678. Providence—Rebekah Assembly. April 14. Miss C. A. Aldrich, 43 Violet st. Providence—N. E. Order Protection. April 20. R. W. Syddall, 41 Bowers st., Pawtucket, R. I. Providence—Royal Arcanum. April 28. Chas. M. Bishop, 107 Westminster st. Providence—Knights of Columbus. May 10. Wm. P. Nolaa, 261 Admiral st. Providence—Order of Odd Fellows. May 3. K. H. Wilson, 86 Weybosset st. Providence—Foresters of Am. May 26. F. H. Bellin, 49 Westminster st. Woonsocket—Modern Woodmen. May — Geo. V. Vieault, Box 413, Pawtucket, R. I.

SOUTH CAROLINA

Charleston—Rebekah Assembly. May 12. Mrs. P. E. Hardy, Anderson, S. C. Columbia—S. C. Medical Assn. April 19. Edgar A. Hines, M. D., Seneca, S. C. Gaffney—State Travelers' Protec. Assn. May 12-13. H. G. LaBree, Box 321. Greenville—State Dental Soc. June — Dr. E. C. Dye, 201 S. Main st. Newberry—Degree of Pocahontas. April 12. Mrs. B. Livingston, 934 Main st. Newberry—R. A. M. & R. S. M. Masons. April 12. O. Frank Hart, Columbia, S. C. Newberry—Knights Templar. April 13. Jos. Lindsay, Chester, S. C. Rock Hill—S. C. Sunday School Assn. June 8-10. L. C. Palmer, 714 Allen-Law Bldg., Spartanburg.

SOUTH DAKOTA

Aberdeen—Retail Jewelers' Assn. May — C. R. Damuth, Redfield, S. D. Aberdeen—Odd Fellows' Lodge. May 15. H. J. Rice, Box 57, Huron, S. D. Aberdeen—State Elks' Assn. June — D. M. Bannister, care Elks' Lodge No. 838, Watertown, S. D. Hot Springs—A. O. U. W. Lodge. May 24. Henry Neill, Aberdeen, S. D. Mitchell—Rebekah Assembly. May 18-20. Mrs. H. B. Roland, 215 First st., S. E., Madison. Mitchell—Retail Merchants' Assn. June — E. U. Berdahl, Webster, S. D. Redfield—S. D. Laundrymen's Assn. May 9-10. H. O. Fish, 114 120 W. 5th ave. Watertown—F. & A. R. A. Masons. June 14-16. G. A. Pettigrew, Masonic Temple, Sioux Falls, S. D. Watertown—Order Eastern Star. June 14. Mrs. A. L. Williams, 520 Lee ave., N., Madison, S. D.

TENNESSEE

Bristol—Un. Coml. Travelers. May 20-21. G. D. Helms, Box 333. Chattanooga—Daughters of Am. May 12-13. Mrs. G. Cunningham, 2208 Leslie ave., Nashville, Tenn. Chattanooga—Order Red Men. May 17. C. R. Jackson, 315 Wilburn st., Nashville, Tenn. Clarksville—Un. Daughters of Confederacy. May 11-13. Mrs. C. Thompson, Roe Apts., Jackson, Tenn. Nashville—State Medical Assn. April — Dr. Olin West, 301 Cedar st. Nashville—State Fed. of Labor. May 24. W. C. Rutledge, 207 1/2 Second ave., North Nashville. Nashville—Knights Templar. June — S. M. Cain. Rockwood—G. A. R. Encampment. May — B. F. Bashor, 310 Prince st., Knoxville, Tenn.

TEXAS

Amarillo—Panhandle Press Assn. April 21-22. P. R. Jamison. Brownwood—State Retail Grocers' & Merchants' Assn. May 16-18. Adolf Grasso, 112 1/2 W. Commerce st., San Antonio, Tex. Dallas—S. W. Professional Photographers' Assn. April — N. B. Stall, Ada, Ok. Dallas—Ind. Order B'nai B'rith. May 1. M. M. Goldman, Whitney Bldg., New Orleans. Dallas—State Medical Assn. May 10-12. Dr. H. Taylor, Texas State Bank Bldg., Ft. Worth, Tex. Dallas Travelers' Protec. Assn. May 13-14. Fred N. Palmer, Box 878. Dallas—U. S. Junior Chamber of Commerce. 3d week in June. W. K. Simmons, Chamber of Commerce, Terre Haute, Ind. El Paso—Texas Funeral Directors' Assn. June — D. W. Frazer, Carthage, Tex. Ft. Worth—State Sunday School Assn. April 2. W. N. Wiggins, 405 Marvin Bldg., Dallas, Tex. Ft. Worth—Knights of Columbus. May — W. E. Baun, Texarkana, Tex. Ft. Worth—Knights of Pythias. May 10-11. H. Miller, Box 314, Weatherford, Tex. Galveston—State Fed. of Labor. May 16. Robert McKinley, Box 417, Temple, Tex. Houston—Retail Credit Men's Natl. Assn. June 21-25. D. J. Woodcock, 610 Equitable Bldg., St. Louis, Mo. San Antonio—State Pharmaceutical Assn. June — W. H. Cousins, Box 1536, Dallas, Tex. San Antonio—Texas Bankers' Assn. May 10-12. W. A. Philpot, Jr., Box 1447, Dallas, Tex.

San Antonio—Un. Coml. Travelers and Bagmen of Texas. May 13-14. W. P. Gilbert, Drawer 43, Waco, Tex. Waco—Rebekah Assembly. March 20. Mrs. J. D. Alexandria, Ave. E. & 6th st., Cisco, Tex. Waco—Grand Lodge I. O. O. F. of Texas. March 21-24. E. Q. Vestal, Grand Secy., 312 N. Texas Bldg., Dallas. Wichita Falls—Knights Templar. April 20. J. C. Kidd, 211 Fagan st., Houston, Tex.

UTAH

Salt Lake City—Am. Institute Electrical Engineers. 3d week in June. F. L. Hutcheson, 33 W. 39th st., New York. Salt Lake City—Odd Fellows' Encampment. April 18. W. J. Moore, Box 1028. Salt Lake City—Knights of Columbus. May — L. J. Healy, 2277 Washington ave., Ogden, Utah. Salt Lake City—Women's Relief Corps. May — Ella V. Brooks, 173 Q st. Salt Lake City—R. A. Masons. May 4. W. Daniels, Masonic Temple. Salt Lake City—Knights Templar. May 10. W. H. Chatterton, Masonic Temple.

VERMONT

Burlington—State Pharmaceutical Assn. June — John B. Lambert, 143 Elmwood ave. Burlington—Knights Templar, R. & S. R. A. & F. & A. Masons. June 14-17. H. H. Ross, Masonic Temple. Burlington—State Letter Carriers' Assn. May 30. Frank B. Fuller, Rutland, Vt. Rutland—Knights of Columbus. May — P. J. Hicke, Middlebury, Vt. St. Johnsbury—N. E. Order of Protection. April 26. E. W. Cranell, 75 Loomis st., Burlington, Vt. St. Johnsbury—Odd Fellows' Encampment. May 18. G. F. Walker, Bellows Falls, Vt. St. Johnsbury—Rebekah Assembly. May 20. Miss Emma H. Gates, Ludlow, Vt.

VIRGINIA

Fredericksburg—Order Red Men. May 18. A. M. Tennis, Hampton, Va. Hot Springs—Am. Dental Trade Assn. June — A. R. Keltie, 175 Tremont st., Boston, Mass. Lynchburg—Royal Arcanum. April 19. J. B. Blaaks, Box 55, Petersburg, Va. Norfolk—Order Eastern Star. May 11. Mrs. H. M. Barbour, Stonehall Apts., Danville, Va. Richmond—Daughters of Am. May 17. I. J. Stone, 1101 N. 21st st. Roanoke—Grand Council Order of Fraternal Americans. April 19-20. James H. Masfield, secy., 106 N. Pitt st., Alexandria, Va. Roanoke—State Travelers' Protec. Assn. May — H. V. Harwood, 301 E. Main st., Richmond, Va. Staunton—Rebekah Assembly. May 10-11. Mrs. Ola L. Bunch, 1134 16th st., Lynchburg, Va. Staunton—Odd Fellows' Encampment. May 9. E. M. Buach, Box 303, Lynchburg, Va.

WASHINGTON

Aberdeen—Order of Eagles. June — Frank Dowd, Eagle Hall, Seattle, Wash. Colville—P. of H., State Grange. June 7-11. Fred W. Lewis, Tumwater, Wash. Hoquiam—Modern Woodmen. First week in May. A. Ashby, Marysville, Wash. Seattle—A. O. U. W. Lodge. 2nd week in April. J. Heimer, 4170 Arcade Bldg. Seattle—R. A. M., R. S. M., & Knights Templar. May 23. Y. C. Blalock, Masonic Temple, Walla Walla, Wash. Spokane—Order Eastern Star. June — Vesta A. Schuff, 5729 Woodlawn ave., Seattle, Wash. Spokane—Order Odd Fellows. June 7. Fred W. Bier, 710 1/2 Pacific Ave., Tacoma, Wash. Spokane—P. M., Odd Fellow. June 7. H. D. Merritt, N. 36 Wall st. Spokane—F. & A. Masons. June 14-16. H. W. Tyler, Masonic Temple, Tacoma, Wash. Spokane—D. A. R. State Conf. April 6-8. Mrs. G. H. Tarbell, Olympia, Wash. Yakima—Knights of Pythias. May 17-19. H. M. Love, Drawer G, Colfax, Wash. Yakima—Pythian Sisters. May 17-20. Nellie G. Fair, Dayton, Wash.

WEST VIRGINIA

Charleston—Royal Arcanum. April 19. C. F. Young, Box 414. Charleston—Sunday School Assn. May 10-12. W. A. Snow, 1006 Un. Bank Bldg., Clarksville, W. Va. Grafton—Order Red Men. May 10-12. T. H. Clay, Box 931, Huntington, W. Va. Grafton—Order of Red Men. May 10-11. Mrs. O. E. Harden, 705 Glenn ave., Fairmont, W. Va. Huntington—State Fed. of Labor. May 2. J. L. Pauley, Box 138, Charleston, W. Va. Huntington—Odd Fellows' Encampment. May 10. K. T. Evans, 34 Vine at., Elkins, W. Va. Pence Springs—State Medical Assn. Fourth week in May. Robt. A. Ashworth, Moundsville, W. Va. Wheeling—Shield of Honor. April 28. F. W. Doyle, 2242 Chapline st. Wheeling—Internationals Bro. Stationary Firemen. May — C. S. Shamp, 3615 N. 24th at., Omaha, Neb.

WISCONSIN

Ashland—Rebekah Assembly. June 1-3. Mrs. Emory Perry, Rosendale, Wis. Ashland—Order Odd Fellows. June 7. R. Hoe, 19 10th st., Milwaukee. Janesville—Wis. Music Teachers' Assn. First week in May. Lillian Watts, Park ave. Kenosha—State Elks' Assn. June — Jos. Brenck, care Elks' Club, Milwaukee. La Crosse—Knights of Pythias. June 21. Wm. M. Gillet, 320 Goldsmith Bldg., Milwaukee. Madison—Miss. Valley Historical Assn. April 14-16. Mrs. O. S. Paine, Station A., Lincoln, Neb. Milwaukee—Wis. Electrical Assn. March 22-24. Hotel Pfister, J. P. Fullam, secy., 1408 First Wis. Natl. Bank Bldg. Milwaukee—State Retail Jewelers' Assn. April — A. W. Anderson, Neenah, Wis. Milwaukee—Royal Arcanum. April 27. C. D. Simonds, Room 7 Mack Bldg. Milwaukee—Wis. Gas Assn. March 22-23. H. Harman, secy., 182 Wisconsin at. Milwaukee—Natl. Probation Assn. May — C. L. Chute, 58 N. Pearl st., Albany, N. Y. Milwaukee—F. & A. Masons. June — Wm. W. Perry, 470 Van Buren st. Oshkosh—Travelers' Protec. Assn. May — Wm. S. Shad, 1009 Ry. Exchange Bldg., Milwaukee.

Tomah—Pythian Sisters. June 16-17. A. Jung, 609 3rd st., Milwaukee. Two Rivers—Catholic Order of Foresters. June 14. L. P. Fox, Gibson, Wis. Whitewater—State Firemen's Assn. June — Benj. R. Bury, Jefferson, Wis. Wisconsin Rapids—Knights of Columbus. May — Thos. A. Delaney, Green Bay, Wis.

WYOMING

Casper—State Dental Soc. June 6-7. Dr. Wm. Koehler.

CANADA

Digby, N. S.—A. F. & A. Masons. June 8. J. C. Jones, Free Masons' Hall, Halifax, N. S. Edmonton, Alta.—Orange Lodge of Alta. March 16-19. W. L. Hall, 1713 2nd at., E. Calgary. Montreal, Que.—Royal Arcanum. April 26. S. W. Trench, 25 Bisset at. Niagara Falls, Ont.—Order of Foresters. June 21. A. P. Van Someren, Brantford, Ont. Regina, Sask.—Order Odd Fellows. June 13. Geo. M. Baird, 2229 15th ave. Toronto—Ont. Educational Assn. March 28-30. Robt. W. Donn, secy., 306 Walmer Road. Toronto, Ont.—Canadian Order Chosen Friends. June 1. W. F. Montague, Box 349, Hamilton, Ont. Winnipeg, Man.—A. F. & A. Masons. June 8-9. J. A. Ovas, Masonic Temple.

COMING EVENTS

ALABAMA

Albany—Auto Show. April — B. L. Malone, 303 2nd st.

CONNECTICUT

Torrington—Auto Show. March 19-26. J. J. Callahan, Box 1186, Pittsfield, Conn.

ILLINOIS

Bridgeport—Bridgeport Stock Show. Sept. 13-16. J. M. Humphrey & C. A. Schmalhausen, committee.

INDIANA

Jeffersonville—Masonic Mardi Gras Convention. April 2-9. Address Masonic Templars' Convention Club, Dept of Entertainments, Box 85.

LOUISIANA

New Orleans—Natl. Marine Expo. May 27. General Expo. Co., mgrs. Chicago—"Own Your Home" Expo; (Coliseum) Mar. 26-April 2.

MASSACHUSETTS

Boston—Home Beautiful Expo. (Mechanics' Bldg.). April 16-30. Alf. L. DeNoyer, asst. mgr., Prince George Hotel.

MICHIGAN

Grand Rapids—Grand Rapids Expo. & Fair (Killingham Bldg.). March 12-19. Jas. Hartselle, secy., 205 Ashton Bldg.

MISSOURI

Kansas City—Electrical Show (Convention Hall). April 17-22. W. B. Satterlee.

NEW YORK

Buffalo—Am. Bowling Congress. March 1-31. A. L. Langtry, 175 Second at., Milwaukee, Wis. New York—Internat. Flower Show. March 14-20. John Young, 43 W. 18th st. New York City—Own Your Own Home Expo. (22d Reg. Armory). April 16-30. New York—New York Spring Horse Show. April 26-29. New York—Fourth Natl. Expo. of Printing, Advertising, Publishing, Lithographing, Paper Making, Stationery and Allied Industries (12th Reg. Armory). April 25-30.

OHIO

Cincinnati—Cin. Kennel Club's Dog Show. March 24-26. (Music Hall). A. J. Smith, secy.

PENNSYLVANIA

Philadelphia—American Marine Expo. Mar. 14-19. J. Howard Goodwin, 803 Real Estate Trust Bldg. Philadelphia—Natl. Championship Athletic Meet. April 29-30. Dr. G. W. Orton, 332 S. 43d at.

CANADA

Edmonton, Alberta—Can. Spring Live Stock Show. April 11-16. Grimby, Ont.—Old Boys' Reunion. Aug. 25-27. J. O. Livingston, gen. mgr.

HINDU ROSE logo. PERFUME ON WHEEL. Something new that draws the crowd. Beautiful sateen-lined combination set of Perfume, Toilet Water, Powder and Rouge. \$30.00 dozen. 1-oz. Perfume, fancy box, - - \$10.00 doz. 4-oz. Toilet Water, fancy box, - - 6.75 doz. 4-oz. Vamp Sateen lined box. - 11.00 doz. Attention Salesboard Operators. 1 dozen Vamp, on 800-1,000-Hole Salesboard, only \$12.00. Something that will bring you live customers. ROMOLA PARFUMERIE 5757 Drexel Ave., CHICAGO, U. S. A. 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 with foto. etc. Sample check with foto, etc. and address. 50c your name and address. PEASE DIE WERKE, Dept. 9, Wiesbaden, G. G.

CIRCUSES AND WILD WEST SHOWS

App's, Emil A., Circus, Emil A. App, mgr.: Fourth & Cedar st., Davenport, Ia.
Atterbury's Trained Animal Circus, R. L. Atterbury, mgr.: 303 Adams ave., Memphis, Tenn.
Backman-Tinsch Trained Wild Animal Circus, John T. Backman, mgr.: Expo. Park, Sta. A, Hot Wells, San Antonio, Tex.
Barnes, M. G., Trained Wild Animal Circus: James Circus City, R. F. D. No. 1, Palma, Cal.
Caglin's Frank's Western, O. Hapley, mgr.: Highway, Col.
Campbell's Bailey & Hutchinson Circus & Wild West: Samsou, Ala.
Campbell Bros.' Circus: Hueneue, Cal.
Cattle Wild West Show, R. C. Carlisle, mgr.: Catskill, N. Y.
Christy Bros.' Greater United Wild Animal Shows, G. W. Christy, mgr.: Gates Handle Factory Bldg., Beaumont, Tex.
Clark, M. L., & Sons' Show, M. L. Clark & Sons, props.: Alexandria, Ia.
Clark's Carl H., Trained Animal Circus: Carl H. Clark, mgr.: Chambersburg, Pa.
Cole Bros.' Shows, E. H. Jones, mgr.: Spartanburg, S. C.
Engle Bros.' New Model Shows, R. R. Engle, mgr.: Bridgeton, Ind.
Fschman, J. H., Railway Circus, J. H. Fschman, mgr.: Lake Harriet, Minneapolis, Minn.
Gentry Bros., J. D. Newman, mgr.: Houston, Tex.
Great Keystone Show, Sam Dock, mgr.: Henderson, Va.
Great Sanger Circus, Howard King, mgr.: Memphis, Tenn.
Haag Shows, Mighty, Ernest Haag, mgr.: Marianna, Fla.
Hagenbeck-Wallace Circus, Hagenbeck-Wallace Shows Co., prop.: Bert Bowers, mgr.: West Baden, Ind.
Hoast Bill Shows, Wm. Newton, Jr., mgr.: Ada, Ok.
Howe's Great London Shows, Mugivan & Bowers, mgrs.: Peru, Ind.
Hubbard's Dog & Pony Show & Wild Animal Circus, Dr. B. N. Hubbard, mgr.: 427 Western Indemnity Bldg., Dallas, Tex.
Johnson's, Earl, Greater European Circus: 241 Water st., Lexington, Ky.
Lincoln Bros.' Circus & Trained Animal Shows, H. S. Palmer, mgr.: Box 170, Pswtucket, R. I.
Lindeman Bros.' Greater Shows, Wm. Lindeman, mgr.: 1613 S. 14th St., Sheboygan, Wis.
Lowery Bros.' Shows, George B. Lowery, owner: Shenandoah, Pa.
Main, Walter L., Circus, Andrew Downie, prop.: Havre de Grace, Md.
Morgan, W. E., Shows, W. E. Morgan, mgr.: 202 1/2 S. Central st., Knoxville, Tenn.
Myhre's Motor Shows, Edw. H. Myhre, mgr.: Grand Meadows, Minn.
Palmer Bros.' Circus: 120 Tremlett ave., San Antonio, Tex.
Rice Bros.' Shows, Alex C. Jones, mgr.: Spartanburg, S. C.
Richard Bros.' Shows, W. C. Richards, mgr.: Box 325, Dothan, Ala.
Ringling Bros.-Barnum & Bailey Combined Shows, Ringling Bros., props.: Bridgeport, Conn.; general office, 221 Institute Place, Chicago, Ill.
Rippel Bros., Gua Rippel, mgr.: Box 57, Orange, Va.
Robinson's, John, Circus, John Robinson Shows Co., props.: Jerry Mugivan, mgr.: Peru, Ind.
Rosal, Rhoda, Shows, Rhoda Royal, mgr.: Montgomery, Ala.
Sells-Floto Circus, H. B. Gentry, mgr.: General offices, 237 S. S. Block, Denver, Col.
Shropshire's Motorized Show, James Shropshire, mgr.: Maysville, Ky.
Sipes, Jack, Animal Show: 246 N. Main st., Wichita, Kan.
Sparks' World-Famous Shows, Charles Sparks, mgr.: Central City Park, Macon, Ga.
Texas Bill Wild West Show, Willie Cox, mgr.: Houston, Tex.; main office, Dallas, Tex.
Texas Bill's Wild West, C. Anderson & R. Short, mgrs.: 311 Pitney ave., Atlantic City, N. J.
Wheeler Bros' Show, Al F. Wheeler, mgr.: Spartanburg, S. C.; offices at Oxford, Pa.
Wild Bill's Round Up & Frontier Days, Doc Hall & J. H. Roby, mgrs.: Lancaster, Mo. Address until Jan. 1, 1921, Box 55, Hot Springs, Ark.
Yankee Robinson Circus, Dan Odum, mgr.: Lancaster, Mo.

CARNIVAL COMPANIES

All-American Shows, Kirk Allen, mgr.: 711 Capp st., Texarkana, Tex.
Allens, C. B., Big League Shows: 308 Galety Theater Bldg., New York City.
Allied Church Shows, O. C. Brooks, mgr.: Valdosta, Ga.
Allied Shows, Mithla & Shades, mgrs.: 4129 Langland st., Cincinnati, O.
American Exposition Shows, K. F. Ketchum & M. J. Lapp, mgrs.: Room 208, 1431 Broadway, New York City.
American Amusement Co., Martin Pitman, mgr.: Williamsport, Pa.
Anderson-Stader Shows, H. W. Anderson, mgr.: Hastings, Neb., Box 649.
Angel's Midway Shows, Angel & Martines, mgrs.: Box 274, E. Palestine, O.
Barkoot, K. G., Shows, K. G. Barkoot, mgr.: Barney Smith Car Co., Dayton, O., office 1016 Chamber of Commerce Bldg., Detroit.

WHERE THEY WINTER

Barnett & Schutz Greater Shows, E. T. Schutz, mgr.: (State Fair Grounds) Memphis, Tenn.
Beadler & Epstein Shows: Room 710, 1431 Broadway, New York City.
Beane's Greater Shows, F. H. Beane, mgr.: 1424 Ridge avenue, Philadelphia, Pa.
Beasley-Boucher Shows, R. C. Beasley, mgr.: P. O. Box 798, Covina, Cal.
Benson, James M., Shows: Box 349, Johnstown, Pa.
Bistany's Inter-Ocean Attractions, Leo M. Bistany, mgr.: Room 709, 1416 Broadway, New York City.
Black Diamond Shows, Al Smedes, mgr.: 1416 Broadway, New York City.
Boucher, A. C., United Shows: 1273 Folsom st., San Francisco, Cal.
Bright Light Shows, Frank West, mgr.: Kingston, N. C.
Brown & Dyer Shows: Detroit, Mich.
Brundage, S. W., shows, S. W. Brundage, mgr.: Denison, Tex.
Buckeye Amusement Co., Jesse R. Edwards, mgr.: Wooster, O.
Burns Greater Shows, Robert Burns, mgr.: Lawrenceburg, Ind.
California Shows, Sam Anderson, mgr.: 75 Astor st., Boston, Mass.
Camac Greater Shows: 2131 North Camac st., Philadelphia, Pa.
Campbell, H. W., United Shows: Corsicana, Tex.
Canadian Victory Expo. Shows, Maury Neiss, mgr.: Room 55, Yonge st. Arcade, Toronto, Ont.
Carnival of Nice, S. H. Fraser, mgr.: 3211 Amburst ave., Des Moines, Ia.
Central States Exposition, J. T. Pinfold, mgr.: (Fair Grounds) Columbus, Ga.
Clark's Greater Shows: Houston, Tex.
Clark's, Billie, Broadway Shows, Billie Clark, mgr.: Fair Grounds, Greensboro, N. C.
Cole, P. H., Shows, Ben Hyman, mgr.: 1420 E. Grand ave., Des Moines, Ia.
Coley's Greater Shows, W. R. Coley, mgr.: Sylva, N. C.
Colonial Shows, R. E. Ice & J. Lavine, mgrs.: Mecca Hotel, Cleveland, O.
Cook's Victory Shows, Robert Cook, mgr.: Dania, Fla.
Cooper Rialto Show, John L. Cooper, mgr.: 119-1-2 E. Boardman st., Youngstown, O.

Copping's, Harry, Shows, Harry Copping, mgr.: Reynoldsville, Pa.
Corey's Frank D., Little Giant Shows: Box 511 St. Paul, Minn.
Cramer's, M. W., United Shows: 1208 Seneca st., Buffalo, N. Y.

J. L. CRONIN SHOWS

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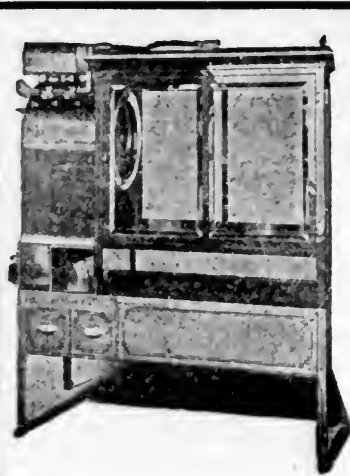
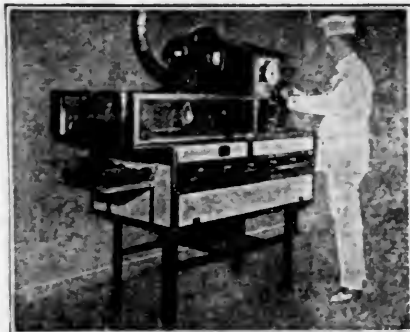
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 Allison Amusement Co., Edw. C. Allison, mgr.: 1911 Liberty st., Erie, Pa.
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 Belmont Bros.' Dog & Pony Show, J. G. Lombard, mgr.: Somerville, Mass.; offices, 40 Howard st., Boston, Mass.
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 Brown, Harry O., Tent Show: Weston, Wis.
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 Carter Dramatic Co., J. E. Carter, mgr.: Metropolitan, Ill.
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 Frantz Medicine Co., Jerry Frantz, mgr.: Walnutport, Pa.
 French's New Sensation Floating Theater, J. W. Menke, mgr. and owner; Coal Center, Pa.
 Gessley Bros' Med. Show, Chas. Gessley, mgr.: Phillipsburg, N. J.
 Gilmore's Fry Goats & Dogs: Box 41-A, Route 4, Columbia, S. C.
 Golden Rod Show Boat, Ralph Emerson, mgr.: Palmetto, Ky.
 Gordineer, Chas. Tent Show: Buda, Ill.
 Great Miller Show, R. M. Miller, mgr.: Swanwick, Ill.
 Hamilton, Ollie, Show, Ollie Hamilton, mgr.: Hartsville, S. C.
 Hart's, Billy, Show Boat: Parkersburg, W. Va.
 Hillman Picture Show: 237 Goodale st., Watertown, N. Y.
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 Ruth, Chas. V., Vaude-Show: R. F. D. No. 1, Sinking Springs, Penn.
 Sincley, W. E. Attractions, W. E. Sincley, mgr.: 222 S. Queen st., Kingston, N. C.
 Sipe's, J. S., Animal Shows: 246 N. Main st., Wichita, Kan.
 Smith's, Wm. H., Independent Shows: 766 So. Boulevard, Tampa, Fla.
 Spann Family Show: Saint Clairsville, O.
 Staats Bros' Shows, W. H. Stevens, mgr.: Bloomsbury, N. J.; offices, 83 Court st., Newark, N. J.
 Stowell's Uncle Tom's Cabin, Frank H. Stowell, mgr.: 74 Bay st., Glen Falls, N. Y.
 Sutherland Tent Show: Packwaukee, Wis.
 Swafford, J. B., Pavilion Theater Stock Co.: White River Junction, Vt.
 Thompson, Leo A., Tent Show: Plum City, Wis.
 Thompson, Frank H., Tent Show: Belleville, Wis.
 Todd, Wm., Motorized Vaude. Show: Cary, N. C.
 Vasey Amusement Co., Frank R. Vasey, mgr.: Clairmont Hotel, Sumter, S. C.
 Vincent's All Feature Shows, Vincent C. Mues-nan, mgr.: Harris ave. & Hancock st., Long Island City, New York.
 Walo Walo Girls, Jack Lanley, mgr.: 41 Perkins st., Charlestown, Mass.
 Wallace Monkey Circus, J. S. Wallace, mgr.: 75 Trinity av., Atlanta, Ga.
 Waltz, Earle, Players Gainesville, Ga.
 Willis, Buddy, & Co.: Box 292, Van Buren, Ark.
 Wing's Baby Joe Show, R. G. Wing, mgr.: 14 Pine st., Elmira, N. Y.
 Woodward's Vaude. & Novelty Show, Harry A. Woodward, mgr.: Beverly, Mass.
 Wright's Trained Dog Show, C. A. Wright, mgr.: South Sutton, N. H.

ELLISON-WHITE SEVEN-DAY CIRCUIT

(Continued from page 111)

9	Tulare, Cal.
10	Hanford, Cal.
11	Fowler, Cal.
12	Turlock, Cal.
13	Modesto, Cal.
14	Stockton, Cal.
15	Lodi, Cal.
16	Sacramento, Cal.
17	Los Gatos, Cal.
18	Redwood City, Cal.
19	Petaluma, Cal.
20	Sacramento, Cal.
21	Healdsburg, Cal.
22	Fortuna, Cal.
23	Eureka, Cal.
24	Willits, Cal.
25	Liklah, Cal.
26	Lakeport, Cal.
27	Santa Rosa, Cal.
28	Richmond, Cal.
29	Marysville, Cal.
30	Grass Valley, Cal.
31	Reno, Nev.
1	Lovelock, Nev.
2	Elko, Nev.
3	Deien, Utah
4	Tooele, Utah
5	Provo, Utah
6	Brigham, Utah
7	Logan, Utah
8	Boston, Id.
9	Pocatello, Id.
10	Rexburg, Id.
11	Idaho Falls, Id.
12	Blackfoot, Id.
13	Burley, Id.
14	Twin Falls, Id.
15	Boise, Id.
16	Caldwell, Id.

June 17	Payette, Id.
18	Weiser, Id.
19	Baker, Ore.
20	La Grande, Ore.
21	Pendleton, Ore.
22	Walla Walla, Wash.
23	Lewiston, Id.
24	Colfax, Wash.
25	Hillyard, Wash.
26	Wenatchee, Wash.
27	Tacoma, Wash.
28	Olympia, Wash.
29	Chehalis, Wash.
30	Gladstone, Ore.
July 1	Dallas, Ore.
2	Corvallis, Ore.
3	Eugene, Ore.
4	Ashland, Ore.
5	Roseburg, Ore.
6	Salem, Ore.
7	Portland, Ore.
8	Raymond, Wash.
9	Aberdeen, Wash.
10	Puyallup, Wash.
11	Victoria, B. C.
12	Port Angeles, Wash.
13	Port Townsend, Wash.
14	Seattle, Wash.
15	Anacortes, Wash.
16	Lynden, Wash.
17	Bellingham, Wash.
18	Sedro Woolley, Wash.
19	Everett, Wash.
20	Ellensburg, Wash.
21	Sunnyside, Wash.
22	Yakima, Wash.
23	Kellogg, Id.
24	Wallace, Id.
25	Hamilton, Mont.
26	Missoula, Mont.
27	Deer Lodge, Mont.
28	Anconda, Mont.
29	Dillon, Mont.
30	Great Falls, Mont.
31	Lewistown, Mont.
Aug. 1	Poundup, Mont.
2	Bozeman, Mont.
3	Billings, Mont.
4	Forstth, Mont.
5	Miles City, Mont.
6	Glendive, Mont.

SWARTHMORE CHAUTAUQUA ASSOCIATION

(Paul M. Pearson, Director, Swarthmore, Pa.)

AMERICAN ADIAN CIRCUIT

May 28-June 3	Wilson Boro, Pa.
30	Parkersburg, Pa.
31	Towson, Md.
June 1-7	Elkton, Md.
2-8	Wilmington, Del.
3-9	Smyrna, Del.
4-10	Denton, Md.
6-12	Cambridge, Md.
7-13	Parkside, Va.
8-14	Dover, Del.
9-15	Landsdale, Pa.
10-16	Newtown, Pa.
11-17	Bristol, Pa.
13-19	Freehold, N. J.
14-20	Hightstown, N. J.
15-21	Mr. Holly, N. J.
16-22	Millsville, N. J.
17-23	Pottstown, Pa.
18-24	Tamaqua, Pa.
20-26	Shamokin, Pa.
21-27	Mahanoy City, Pa.
22-28	Freeland, Pa.
23-29	Nanticoke, Pa.
24-30	Pittston, Pa.
25-July 1	Hazleton, Pa.
27	Phillipsburg, N. J.
28	New London, Conn.
29	Norwich, Conn.
30	Willimantic, Conn.
July 1-7	Rockville, Conn.
2-8	Westfield, Mass.
4-10	Athol, Mass.
5-11	Fitchburg, Mass.
6-12	Framingham, Mass.
7-13	Danvers, Mass.
8-14	Beverly, Mass.
9-15	Westbrook, Me.
11-17	Bath, Me.
12-18	Augusta, Me.
13-19	Pittsfield, Me.
14-20	Brewer, Me.
15-21	Orono, Me.
16-22	St. John, N. B.
17-23	Sussex, N. B.
18-24	Moncton, N. B.
19-25	Open
20-26	Alberton, P. E. I.
21-27	Summerside, P. E. I.
22-28	Montague, P. E. I.
23-29	
24-30	
25-31	

July 26-Aug. 1	Charlottetown, P. E. I.
27	Sackville, N. B.
28	Halifax, N. S.
29	Windsor, N. S.
30	Yamouth, N. S.
Aug. 1-7	Kentville, N. S.
2-8	Truro, N. S.
3-9	Glace Bay, N. S.
4-10	Sydney, N. S.
5-11	North Sydney, N. S.
6-12	Sydney Mines, N. S.
8-14	New Glasgow, N. S.
9-15	Spring Hill, N. S.
10-16	Parrsboro, N. S.
11-17	Amherst, N. S.
12-18	Fredericton, N. B.
13-19	E. Florenceville, N. B.
15-21	Hartland, N. B.
16-22	Woodstock, N. B.
17-23	Bridgewater, Me.
18-24	Smyrna Mills, Me.
19-25	Milo, Me.
20-26	Bar Harbor, Me.
22-28	Madison, Me.
23-29	Waltham, Mass.
24-30	Tilton, N. H.
25-31	Newport, N. H.
26-Sept. 1	Claremont, N. H.
27	Brattleboro, Vt.
29	Williamstown, Mass.
30	Adams, Mass.
31	Cohoes, N. Y.

SWARTHMORE THE PILGRIM CIRCUIT

June 10-15	Rising Sun, Md.
11-16	Salem, N. J.
13-17	Glenside, Pa.
14-18	Ambler, Pa.
15-20	Sellersville, Pa.
16-21	Souderton, Pa.
17-22	Westwood, N. J.
18-23	Amesbury, N. Y.
20-24	Collinsville, Conn.
21-25	Stafford, Conn.
22-27	Needham, Mass.
23-28	Suffield, Conn.
24-29	Windsor, Conn.
25-30	New Milford, Conn.
27-July 1	Branford, Conn.
28	Madison, Conn.
29	Mystic, Conn.
30	Jewett City, Conn.
July 1-6	Danielson, Conn.
2-7	Uxbridge, Mass.
4-8	Oxford, Mass.
5-9	Grafton, Mass.
6-11	Hudson, Mass.
7-12	Maryland, Mass.
8-13	Orange, Mass.
9-14	Townsend, Mass.
11-15	Walpole, N. H.
12-16	Randolph, Vt.
13-18	White River Jct., Vt.
14-19	Groveton, N. H.
15-20	Sandwich, N. H.
16-21	Pittsfield, N. H.
18-22	Somersworth, N. H.
19-23	Goffstown, N. H.
20-25	Billerica, Mass.
21-26	Orleans, Mass.
22-27	Falmouth, Mass.
23-28	Wareham, Mass.
24-29	Middleboro, Mass.
25-Aug. 1	Taunton, Mass.
2	N. Attleboro, Mass.
3	Westerly, R. I.
4	Simsbury, Conn.
5	Manchester, Conn.
Aug. 1-7	Putnam, Conn.
8-8	Milford, Mass.
3-9	Clinton, Mass.
4-10	Winchester, N. H.
5-11	Keene, N. H.
6-12	Ludlow, Vt.
8-14	Brandon, Vt.
9-15	Rutland, Vt.
10-16	Whitehall, N. Y.
11-17	Hudson Falls, N. Y.
12-18	Granville, N. Y.
13-19	Greenwich, N. Y.
14-20	Shelburne Falls, Mass.
15-21	Holyoke, Mass.
16-22	Bristol, Conn.
17-23	New Britain, Conn.
18-24	Milford, Conn.
19-25	Stamford, Conn.
20-26	Newton, N. J.
22-28	Hackettstown, N. J.
23-29	Washington, N. J.
24-30	New Hope, Pa.
25-Sept. 1	Toms River, N. J.
2	Doylstown, Pa.
3	Quakertown, Pa.
4	Perkasie, Pa.
5	Kennett, Pa.
6	Oxford, Pa.

CARNIVAL ROSTERS

The Executive Staffs of Most of the Carnival Companies for the Season of 1921 Are Contained in this List

ALL-AMERICAN SHOWS—Kirk Allen, prop., mgr.; D. V. Cooke, asst. mgr.; Catherine Allen, treas.; Harry Cooke, secy.; Jim Matthews, aud.; R. J. Grammar, gen. agt.; Ed Shultz, press agt.; Nip Butts, gen. supt., legal adj.; Clyde Choulett, supt. concessions; W. T. McQuaid, mus. dir.; Curley Jones, trainmaster; E. Croft, supt. lights; Frank Roberts, gen. announcer; ten cars. Show opens Texasiana, Tex., April 2.

ALLIED SHOWS—Shades & Matthews, props.; Carl F. Shades, mgr.; Warren Woodbury, asst. mgr. and treas.; Jack Purdy, secy.; Dyck Huse, gen. agt.; Frank Conners, gen. supt. and supt. concessions; Capt. Craster, mus. dir.; Ed Rayson, trainmaster; Cash Ray, supt. lights; six cars. Show opens at Hamilton, O., April 23.

ALLIED CHURCH SHOWS—O. C. Brooks, prop., mgr. and treas.; Bery Clayton, asst. mgr. and gen. supt.; Mrs. O. C. Brooks, secy.; S. O. Job, gen. agt.; Victor Valdes, press agt.; Madam Rosa Carl, mus. dir.; Dick Turner, trainmaster; "Big Bill" Brown, supt. lights; ten cars.

AMERICAN AMUSEMENT COMPANY—Martha Pitman, prop., mgr.; Wad. Burrell, asst. mgr.; Norman Johnson, treas.; Wad. Burrell, asst. mgr.; George James, gen. agt. and legal adj.; Joseph Finmore and Frank Williams, spe. agts.; Joe Finmore, press agt.; Jordan Finmore, gen. supt.; Sam Winters, supt. concessions; Sig. Anton Millick, mus. dir.; Gray Tunison, trainmaster; Happy Hooters supt. lights; Louise Hanson, gen. announcer; ten cars. Show opens at Williamsport, Pa., April 23.

ANDERSON-STRADER SHOWS—H. W. Anderson, M. A. Strader, props.; Wad. Burrell, asst. mgr.; M. A. Strader, treas.; Mrs. M. A. Strader, secy.; R. S. Halise, gen. agt.; W. J. Edius, special agent; Alberta Miller, press agt.; H. W. Anderson, gen. supt.; L. Aldrich, supt. concessions; Jake Kumalae, mus. dir.; F. G. Miller, trainmaster; James H. Bush, supt. lights; Ralph Anderson, legal adj.; Chobie Stanley, gen. announcer; ten cars. Show opens Hlast-rage, Neb., April 23.

BEADLES & EPSTEIN EXPOSITION—C. H. Beadles, Max Epstein, props.; C. H. Beadles, mgr.; Max Epstein, treas., secy., aud.; James W. Boyd, gen. agt.; "Blackie," press agt.; C. H. Beadles, gen. supt.; William H. Stahl, supt. lights; C. H. Beadles, legal adj.; ten cars. Show opens Hickson City, Pa., April 23.

BEANE'S GREATER SHOWS—F. H. Beane, prop., mgr.; S. W. Reid, asst. mgr.; H. M. Beane, treas.; W. I. Spencer, secy.; J. A. Thornton, aud., press agt.; O. Malburg, gen. agt.; H. A. Foster, gen. supt.; E. T. Evans, supt. concessions; Prof. V. Conolico, mus. dir.; C. A. Pen-ton, trainmaster; J. E. Kane, supt. lights; S. R. Scott, legal adj.; A. J. Mitchell, gen. announcer; fifteen cars. Show opens at Newark, N. J., April 23.

BEASLEY-BOUCHER UNITED SHOWS—Beasley & Boucher, props.; R. C. Beasley, mgr.; Bert Hart, gen. agt.; Billy Geyer, supt. concessions and supt. lights; B. Drake, trainmaster; ten cars. Show opened at Covina, Cal., March 7.

BENSON, JAMES M., SHOWS—James M. Benson, prop. and mgr.; H. A. Ward, asst. mgr.; E. H. Brenner, treas.; Frank M. Gordan, secy.; David Mann, gen. agt.; Louis King and W. B. Fox, spe. agts.; Harold Rossiter, press agt.; William Everett, gen. supt.; Fred Markle, supt. concessions; Tony Nascia, mus. dir.; Jos. DeVoe, trainmaster; Richard Carlin, supt. lights; Billy Collins, gen. announcer; fifteen cars. Show opens at Norfolk, Va., April 9.

BILBICK, HARRY E. GOLD MEDAL SHOWS—Harry E. Bilbick, prop., gen. mgr.; James McDermott, asst. mgr. and secy.; Madam Bilbick, treas.; R. L. (Bob) Carroll, gen. agt.; J. C. Gates, press agt. and supt. concessions; Prof. Brooks, mus. dir.; Ganes Mamu, trainmaster; Frank Mills, supt. lights; H. H. Walker, legal adj.; P. C. Martin, gen. announcer; Irish Murry, boss hostler; twenty cars. Show opened at Texasiana, Tex., February 26.

BISTANY INTER-OCEAN ATTRACTIONS—Leo M. Bistany, prop., mgr.; Victor F. Hoffman, asst. mgr., secy.; Ben J. Walcott, gen. agt.; W. J. Burns, spec. agt.; W. F. Scott, press agt.; Harry Smith, gen. supt.; James Frugella, mus. dir.; A. Abbott, trainmaster; Frank Dooly, supt. lights; Mae McDonald, gen. announcer; ten cars. Show opens Bloomfield, N. J., April 16.

BROWN & DYER SHOWS—Alexander Brown, Wm. A. Dyer, props.; Wm. A. Dyer, mgr.; T. E. McNew, asst. mgr.; Charles McDonald, treas. and secy.; W. A. Messenger, nud.; B. H. Patrick, gen. agt.; Harry G. Clark, spe. agt. and contest man; Wm. Haggard, press agt.; J. L. Harris, gen. supt.; John H. Jameson, supt. concessions; Bobby Giles, mus. dir.; Curley Wilson, trainmaster; Doc Lane, supt. lights; B. M. Turner, legal adj.; Geo. F. Donovan, gen. announcer; twenty cars. Show opens about April 15.

BRUNDAGE, S. W. SHOWS—S. W. Brundage, prop., mgr.; A. L. Crouch, secy.-treas., auditor; M. F. Clark, gen. agt.; D. E. Howard, F. H. Handie, spe. agt.; H. L. Gray, press agt.; Harvey L. Miller, gen. supt.; Bob Taylor, supt. concessions; G. G. Bosworth, mus. dir.; Thomas (Slim) Kelley, trainmaster; Roy Hollow, supt. lights; E. A. McKenzie, legal adj.; Warren Davis, gen. announcer; twenty-five cars. Show opens Denison, Tex., March 28.

CALIFORNIA EXPOSITION SHOWS—Sam Anderson, H. P. Hall, props.; Sam Anderson, mgr.; H. P. Hall, asst. mgr.; Sam Anderson, treas.; Nell Creamer, secy.; Harry Morrison, gen. agt.; Frank Spellman, special agt.; Harry Morrison, press agt.; Sam Anderson, gen. supt.; H. P. Hall, supt. concessions; Harry Griffin, trainmaster; Billy Maya, supt. lights; H. P. Hall, legal adj.; Tommy Clayton, gen. announcer; fifteen cars. Show opens Stamford, Conn., April 23.

CAMAC GREATER SHOWS—John Arthur, prop., treas.; John Wheatley, mgr., legal adj.; Jack A. Wilson, asst. mgr.; supt. concessions; William Haney, secy.; David Brenner, aud.; Frank McLaughlin, gen. agt.; Wm. Haggerty, Chas. Keller, special agts.; Jim Watson, press agt.; Joe Gallagher, gen. supt.; William Kurtz, mus. dir.; George Ostram, trainmaster; Eddie Morris, supt. lights; Patrick O'Donnell, gen. announcer; six motor trucks. Show opens at Philadelphia, Pa., April 15.

CAMPBELL'S H. W. UNITED SHOWS—H. W. Campbell, prop. and mgr.; James B. Campbell, asst. mgr.; Theo. Forstall, secy. and treas.; Gordon D. Calvit, aud. and legal adj.; Herman Q. Smith, gen. agt.; Frank G. Walker and Doc Broadwell, special agts.; Harry Tokio, press agt.; Al H. Hogan, gen. supt. and supt. concessions;

Dan Frisbie, trainmaster; Charles Coleman, supt. lights; Starr DeBelle, gen. announcer; thirty cars. Jim Wilson, boss hostler; Doc E. J. Webber, equis. dir. and veterinary; Fred Delmar, head animal trainer. Show opened at Corsicana, Tex., February 28.

CANADIAN VICTORY EXPOSITION CIRCUS SHOWS—Maurice Nease, prop. and mgr.; Joe Williams, treas.; Walter A. Schilling, secy. and press agt.; Victor F. Nease, gen. agt.; Michael Daley, special agt.; Moss Levitt, gen. supt.; Guiseppe Darno, mus. dir.; Geo. V. King, trainmaster; George Farley, supt. lights; Guillaume Dupuis, legal adj.; twenty-four cars. Show opens at Sherbrooke, Que., Can., May 2.

CARNIVAL OF NICE—S. H. Fraser, prop. and mgr.; G. J. Fraser, treas.; Charles Kohn, secy., aud.; Frank Dreyler, gen. agt.; Harry Thompson, gen. supt., trainmaster; Chas. A. Booker, supt. lights; H. F. Samuels, legal adj.; "Denver Kid" Curley, gen. announcer; three cars. Show opens Des Moines, Ia., April 21.

CLARKE'S, BILLIE, BROADWAY SHOWS—Billie Clark, prop., mgr.; Jack Dempsey, asst. mgr.; Harry Martin, secy.-treas.; Glenn Turner, aud.; H. A. Joseph, gen. agt.; J. C. Ashwood and L. Leesman, special agts.; Harry Fitzgerald, press agt. and gen. announcer; Tom Howard, gen. supt.; Billie Winters, supt. concessions and legal adj.; Tony Passadume, mus. dir.; C. M. Pate, trainmaster; Doc Warner, supt. lights; twenty-five cars. Show opens at Greensboro, N. C., March 19.

COLEY GREATER SHOWS—W. R. Coley, prop. and mgr.; Billy C. Martin, asst. mgr.; Jack Adams, treas., secy.; J. E. Weathers, gen. agt.; A. L. Day, special agt.; Jack Adams, press agt.; Hughie Evans, supt. concessions; Prof. H. D. Matthews, mus. dir.; E. C. Bowman, trainmaster; A. W. Harring, supt. lights; Billy C. Martin, legal adj.; A. L. Day, gen. announcer; ten cars. Show opens (Spring) Appalachia, Va., March 28.

COLONIAL SHOWS—Roy E. Tice and Joe E. Lavine, props.; Roy E. Tice, mgr. and legal adj.; Joe E. Lavine, asst. mgr. and gen. supt.; John Sweeney, treas. and secy.; Clyde Fohl, aud.; Frank, gen. agt.; J. H. Howard, special agt.; Myer Lavine, press agt.; Charles Michaels, supt. concessions and supt. lights; Al Doty, mus. dir.; Red Watson, trainmaster; ten cars. Show opens at Cleveland, O., April 11.

COOPER RIALTO SHOWS—J. L. Cooper, prop. and mgr.; L. H. Schmidt, asst. mgr.; R. H. Cooper, treas. and aud.; F. B. Findley, secy.; H. H. Bain, gen. agt.; Mrs. H. H. Bain, R. D. Pitzer and G. H. Hilleman, special agts.; Edward E. Shirley, press agt.; Adam Mayenschen, gen. supt.; W. A. Dean, supt. concessions; Nick Sims, mus. dir.; Lester R. Hendricks, trainmaster; John Waldron, supt. lights; Manning D. Cooper, legal adj.; Bob Ferrler, gen. announcer;

fifteen cars. Show opens at Youngstown, O., April 21.

COPPING, HARRY, SHOWS—Harry Copping, prop. and mgr.; Robert Work, asst. mgr.; Mrs. Harry Copping, treas.; B. A. Hoffman, secy.-press agt. and legal adj.; Herman Bantley, aud.; Harry Dinkle, gen. agt.; Mr. Baily, special agt.; James Marshall, gen. supt.; Charles Goodman, supt. concessions; Prof. Higgins, mus. dir.; Neal Hunter, trainmaster; Tyson Whitaker, supt. lights; Jay Mangel, gen. announcer; thirteen cars. Show opens at Reynoldsville, Pa., April 23.

CRAMER'S UNITED SHOWS—Al W. and L. R. Cramer, props.; L. R. Cramer, mgr.; John R. Heady, asst. mgr.; Mrs. A. P. Cramer, treas.; C. R. Cramer, secy.; Al W. Cramer, gen. agt.; Charles Kyle, special agt.; press agt.; C. R. Cramer, supt. concessions; Prof. O. Ruta, mus. dir.; Charles How, trainmaster; Curley LeGere, supt. lights; Mart McCormack, legal adj.; Dan Enright, gen. announcer; ten cars. Show opens Conahohocken, Pa., April 30.

DICKERSON COMBINED SHOWS—John A. Dickerson, prop.; Frank J. Powers, mgr.; Hamlet B. Howe, secy.-treas.; G. W. Ral, gen. agt.; W. M. Murphy, special agt.; Fred Schultz, supt. priv.; Wm. Moore, mus. dir.; three cars. Show opens Minneapolis, Minn., May 7.

DONEY & FOLEY GREATER SHOWS—Capt. W. H. Doney and Tom R. Foley, props.; Capt. W. H. Doney, mgr.; Tom R. Foley, asst. mgr. and press agt.; John J. Gerrity, treas.; Miss Pearl Hayes, secy.; F. J. Kingman, aud.; Thea Strain, special agt.; Chill Neary, press agt.; J. D. Morrison, gen. supt.; Geo. W. Howard, supt. concessions; Thos. Sacco, mus. dir.; Stanley Burk, trainmaster; Fred Mitchell, supt. lights; F. J. Kingman, legal adj.; Doc Decker, gen. announcer; fifteen cars; show opens at Scranton, Pa., May 2.

DUFOUR, LEW, SHOWS—Lew Dufour, prop., mgr.; York Rosen, asst. mgr.; Wm. Rosenbaum, treas.; J. F. Wilson, secy.; T. A. Carlton, gen. agt.; Charles Thomas, special agt.; Mrs. James Wilson, press agt.; Fred Lawyer, gen. supt.; T. Gloria, mus. dir.; Charles Rothrock, trainmaster; F. A. Rothrock, supt. lights; Billy Gear, legal adj.; fifteen cars. Show opens at Richmond, Va., April 2.

EHRRING'S ATTRACTIONS, INC.—Ehring's Attractions, Inc., props.; Mrs. Otto Ehring, mgr.; treas.; Charles McMaisters, secy. and aud.; Don C. Wagner, gen. supt., supt. concessions; Erwin Messmer, trainmaster, supt. lights; Otto F. Ehring, legal adj.; seven cars. Show opens Central Ohio April 23.

EVANS, ED A., GREATER SHOWS—Ed A. Evans, prop., mgr.; George Harris, asst. mgr.; O. E. Rasor, geny.-treas.; C. B. Burge, aud.; Harry A. Rose, gen. agt.; Jack Bartlett, J. M. Scooby, special agts.; C. K. Harris, press agt.; C. G. Stewart, gen. supt.; Geo. Harris, supt.

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NORMAN COUNTY AGRICULTURAL SOCIETY, Ada, Minnesota.

concessions; John Bloum, mus. dir.; Wade David, trainmaster; John Bright, supt. lights; Jim Robey, legal adj.; twenty cars. Show opens Oklahoma City, Ok., March 21.

FAIRLY, NOBLE C. SHOWS—Nobly Fairly, prop., mgr.; L. W. Hutchison, asst. mgr.; Mrs. M. C. Fairly, treas.; C. E. O'Brien, gen. agt.; Charles Stevens, special agt.; R. B. Kusano, trainmaster; R. V. Johnson, supt. lights; four cars. Show opens Leavenworth, Kan., April 15.

FASHION-PLATE SHOW—Weider & Fields, props.; Will H. Weider, mgr.; O. B. Fields, asst. mgr.; Al B. Fields, gen. agt.; Belle C. Palasio, aud.; Harry A. Fields, gen. agt.; Glenna M. Weider, press agt.; F. M. Repplogie, supt. concessions; William Nolen, mus. dir.; A. L. Stine, trainmaster; W. H. Matzenbach, supt. lights; ten cars. Show opens Rosville, O., April 23.

FEHARI, JOSEPH G., SHOWS—Benjamin Williams, Samuel Kitz, Ralph Finney, props.; Benjamin Williams, mgr.; Samuel Kitz, asst. mgr.; R. Finney, secy.-treas.; aud.; William Marcus, gen. agt.; Herman Newman, James Kane, special agts.; Joseph Hughes, press agt.; legal adj.; Joseph McField, supt. concessions; gen. supt.; William Forman, trainmaster; Roy Dale, supt. lights; Victor Lee, gen. announcer; fifteen cars. Show opens Danbury, Conn., April 26.

FIDELITY EXPOSITION SHOWS—The Fidelity Amusement Corporation, prop.; John Muldoon, pres. and gen. mgr.; James D. Wright, asst. mgr.; Frank J. Byrne, secy., treas., gen. agt.; D. Howard O'Shea, press agt.; Wm. M. Taylor, gen. supt.; Harry W. Stagg, supt. concessions; Harry Kaiser, trainmaster; Edward Murphy, supt. lights; James Turco, legal adj.; Aaron Demerest, gen. announcer. Show opens at Hackensack, N. J., April 23.

FOLEY & BURK COMBINED SHOWS—F. M. Foley and E. M. Burk, props.; E. M. Burk, mgr.; M. L. Barnes, asst. mgr.; Henry Babson, treas.; O. Perry Latham, secy.; Scotty Vincent, aud.; L. G. Chapman, gen. agt.; Ralph Lacey, special agt.; C. A. Bosworth, press agt.; Ralph Houser, gen. supt.; Tom Farrell, supt. concessions; Ben Taylor, mus. dir.; Carl Dickman and Jim Babcock, trainmasters; S. P. Moore, supt. lights; Eddie Thomas, legal adj.; F. Mills and Doc Ford, gen. announcers; fifteen cars. Show opens Oakland, Cal., April 4.

FRANCIS, JOHN, SHOWS—John Francis, prop. and mgr.; Charles Snow, asst. mgr.; Mary C. Francis, treas.; Marie Martin, secy.; Ray Colvin, gen. agt.; William Oliver, Jack Bartlett, special agts.; H. W. Smith, press agt.; Clarence Lutz, supt. concessions; Roy O'Brien, mus. dir.; Frank Bush, trainmaster; James C. Arnold, supt. lights; John T. Higgins, legal adj.; ten cars. Show opened at Guthrie, Ok., March 1.

FREED, H. T., EXPOSITION—H. T. Freed, prop., mgr.; L. E. Duke, bus. mgr.; Geo. Foot, secy.-treas.; Chas. F. Watumff, gen. agt.; Harry Row, special agt.; H. E. (Punch) Wheeler, press agt.; Harry Fink, supt. concessions; John White, trainmaster; Lewie Stone, supt. lights; fifteen cars. Show opens Galesburg, Ill., April 16.

FRISCO EXPOSITION SHOWS—Chas. Martin, mgr. and prop.; Dave Lachman, asst. mgr., legal adj., aud.; Elmer Collins, secy.-treas.; Paul L. Clark, gen. agt.; James Cooper, E. L. Christie, special agts.; Clarke B. Felgar, press agt.; Andy Carson, gen. supt.; Happy Hamilton, supt. concessions; Prof. Jules Martinez, mus. dir.; E. C. Bates, trainmaster; W. A. Spencer, supt. lights; Doc Perkins, gen. announcer; thirty cars. Show opened Abilene, Tex., March 5.

GERARD'S GREATER SHOWS—Charles Gerard, prop., mgr.; Anna Gerard, secy., mgr.; Billy Kelly, aud.; Elwood M. Johnson, gen. agt.; Barney McCann, special agt.; Harry Miller, press agt.; Elwing Udowitz, gen. supt.; Max Gould, supt. concessions; John Diano, mus. dir.; Joseph Pollock, trainmaster; Blackie, supt. lights; Mr. Moore, legal adj.; Alfonso, gen. announcer; fifteen cars. Show opens at Pittsburgh, Pa., April 23.

GLOTH EXPOSITION SHOWS—Gloth and Crane, props.; Joseph Gloth, mgr.; W. J. Murphy, asst. mgr.; Harry Brown, treas.; John W. Sweeney, secy.; Lou Padolph, gen. agt.; Rowland Koener, spec. agt.; Frank Marsh, press agt.; Alex Loew, gen. supt.; Geo. (Pop) Wink, supt. concessions; Frank Harris, trainmaster; John Moore, supt. lights; ten cars. Show opens Pittsburgh, Pa., April 23.

GLOTH GREATER SHOWS—Joseph Gloth and Allen Crane, props.; Joseph Gloth, mgr.; Samuel Davis, asst. mgr.; Lou Gloth, secy.-treas.; Lou Padolph, gen. agt.; Billy Murphy, special agt.; press agt.; Bob Jenkins, gen. supt.; E. J. Rowland, supt. concessions; Mike Mustascio, mus. dir.; Joe Liberty, trainmaster; Johnny Barnes, supt. lights; Joseph Harris, legal adj.; Bob Warner, gen. announcer; ten cars. Show opens at Pittsburgh, Pa., April 23.

GOLDEN RIBBON SHOWS COMBINED—Anna J. Kline, prop.; Johnny J. Kline, mgr.; Major Diamond, asst. mgr., secy.; Manny Kline, treas.; Al Pitt, aud.; Charles Bohannon, gen. agt.; William Davis and Harry Carlisle, special agts.; Burns O'Sullivan, press agt.; Maurice Jacobs, gen. supt.; Louis Henry, supt. concessions; Prof. Avello, mus. dir.; Sidney Varney, trainmaster; Louisa Show, aud. and Addison White, supt. lights; James McGuire, legal adj.; Colorado Charlie, Mike Curran and M. W. Taylor, gen. announcers; ten cars. Show opens at West New York, N. J., April 16.

GRAY SHOWS—Roy Gray, prop., mgr.; Mrs. Roy Gray, treas.; Louis Bright, secy.; A. Bates, trainmaster; Jack Liggitt, supt. lights; ten cars. Show opens at Nashville, Tenn., March 19.

GREAT PATTERSON SHOWS—The Great Patterson Shows, Inc., props.; James Patterson, mgr.; James Patterson, Jr., asst. mgr.; Otis N. Patterson, treas.; F. B. Mauck, secy., aud.; Thad. W. Roderker, gen. agt.; Wallace Tyson, special agt.; Mrs. Thad. W. Roderker, press agt.; Artie Brainerd, gen. supt.; George Eichen, supt. concessions; E. D. Stroud, mus. dir.; Harry "Red" Jones, trainmaster; T. J. Allen, supt. lights; Joe Scastin, legal adj.; Eddie Hearts, gen. announcer; thirty-five cars. Show opens Paola, Kan., April 25.

GREAT MIDDLE WEST SHOWS—H. T. Pierson, prop., mgr.; Geo. B. Blackstone, asst. mgr.; Mrs. H. T. Pierson, treas.; Bert D. Small, secy.; H. E. Camp, gen. agt.; Geo. P. Stevens, T. B. Curtis and Sam Snow, special agts.; Mrs. T. B. Curtis, press agt.; Alex. M. Sutton, gen. supt.; Dick Dykman, supt. concessions; Antonia Z. De Monia, mus. dir.; John Hewitt, trainmaster; Alton H. Pierson, supt. lights; W. H. (Slim) Redford, gen. announcer; twelve cars. Show opens at Detroit, Mich., April 30.

GREAT WHITE WAY SHOWS—O. M. Nigro, prop., mgr.; Mrs. C. M. Nigro, treas.; Mrs. Sam

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apt: James Sperry, press apt: George (Red) Fink, gen. supt., concessions; James Sperry, mng. dir. George Glover, trainmaster; Leslie Washburn, supt. lights; Earl Glenn, gen. announcer; five cars. Show opens Walsenburg, Col., April 19.

MINER R. H. MOSEL EXPOSITION—R. H. Moser, prop. mgr.; W. E. Ward, asst. mgr.; gen. apt: Mrs. R. H. Moser, treas.; John L. Appat, secy.; E. C. Jones, and Joe O'Connor, Billy McEwen, special apt.; Eddie Edwards, press apt.; Frank L. Trimmer, gen. supt.; Joe Gross, supt. concessions; C. L. Smith, mus. dir.; Ernest Booth, trainmaster; E. Kirk Adams, supt. lights; Sam Parks, legal adj.; John Koster, gen. announcer; fifteen cars. Show opens Philadelphia, N. J., April 20.

MOSS PROS' GREATER SHOWS—T. O. Moss, prop. mgr.; Charles K. Vance, asst. mgr.; secy.: Mrs. T. O. Moss, treas.; Z. J. Moss, and L. C. (Doc) Erhard, gen. apt.; L. F. Day, W. E. Jack, special apt.; Thos. Orey, gen. supt.; Sol Waterman, supt. concessions; Chas. S. Reed, mus. dir.; J. E. Briggs, trainmaster; W. E. Ellis, supt. lights; Chuck Harding, legal adj.; J. F. McGarry, gen. announcer; fifteen cars. Show opens Muskogee, Ok., March 25.

MULHOLLAND SHOWS—A. J. Mulholland, prop. mgr.; Tom Groves, secy. treas.; Frank O'Neil, and E. G. Biesinger, gen. apt.; James Packham, special apt.; press apt.: Leona Hukt, gen. supt.; Van Oho, mus. dir.; Tood Hunt, trainmaster; C. Trapp, supt. lights; fifteen cars. Show opens Kalamazoo, Mich., May 1.

MURPHY, FRANK J. SHOWS—Frank J. Murphy, prop. mgr.; Mrs. Frank J. Murphy, secy. treas.; Russell W. Stuart, gen. apt.; John C. Burns, special apt.; James Clarke, press apt.; Norman G. Woodward, gen. supt.; Mike Korris, supt. concessions; Antonio Cutrona, mus. dir.; Charlie Warren, trainmaster; James Curtis, supt. lights; fifteen cars. Show opens Brookton, Mass., April 23.

MURPHY, J. F. SHOWS—J. F. Murphy, mgr.; Harry Ramish, bus. mgr.; supt. concessions; N. D. Brown, secy. treas.; Owen A. Brady, gen. apt.; W. W. Downing, special apt.; Fred Delver, gen. supt.; Frank Meeker, mus. dir.; Jas. Sullivan, trainmaster; R. A. Martin, supt. lights; W. Patterson, gen. announcer; twenty cars. Show opens at Savannah, Ga., March 24.

NATIONAL EXPOSITION SHOWS—Russell G. Knisely, A. A. Bancroft, props.; Russell G. Knisely, mgr.; A. A. Bancroft, asst. mgr., legal adj., and Raymond (Brownie) Gilcher, secy. treas.; Wm. (Bill) Jones, gen. apt.; "Pete" Moore, Alvin Brady, special apt.; "Boss" L. Roberts, press apt.; Elmer Bollenbaugh, L. E. Robertson, supt. concessions; Albert J. Salavatore, mus. dir.; B. M. Millmore, trainmaster; A. H. Hutchison, supt. lights; Harry (Spot) Neal, gen. announcer; Earl Armentrout, supt. rides; Jesse Finch, truck master; L. W. Atwood, r. con. ten cars. Show opens Barber-ton, O., April 30.

NORTH BEND AMUSEMENT CO.—Ervin & McKeefer props.; C. E. Evans, mgr.; treas.: Joe Sherrin, asst. mgr.; F. K. Egan, secy.; F. Rudolph, and supt. concessions; J. McKeefer, gen. apt.; Al Oates, special apt.; W. Kern, press apt.; Al Smith, gen. supt.; Leonard Jackson, mus. dir.; C. E. Egan, Jr., supt. lights; two cars. Show opens Avenon, Pa., April 23.

NORTHWESTERN SHOWS—Northwestern Shows Corporation, prop.; F. L. Black, mgr., legal adj.; John F. Reid, secy. treas.; Chas. O. Stewart, gen. apt.; L. A. Whisman, gen. supt.; Prof. Carl Hahn, mus. dir.; Joseph Wotypha, trainmaster; fifteen cars. Show opens Detroit, Mich., April 23.

OLD KENTUCKY SHOWS—Lee and Rader, props.; L. M. Rader, mgr.; Joe Lee, gen. apt.; J. S. Bullock, supt. concessions; Chas. Fontmer, mus. dir.; W. G. Murphy, trainmaster; Wm. Gaw, supt. lights; D. A. Powers, gen. announcer; five cars. Show opens at Kimball, W. Va., April 9.

PATTERSON-KLINE SHOWS—James Patterson and Abner K. Kline, props.; Abner K. Kline, mgr.; B. E. Tompkins, asst. mgr.; treas.: Bert Wedge, secy.; Harry S. Noyes, gen. apt.; R. E. Scott, press apt.; Elmer K. Kline, gen. supt.; Jake Braxton, supt. concessions; Charles B. Warner, mus. dir.; Frank Medaris and John Van Street, trainmasters; Ed A. Marshall, supt. lights; William Gynn, gen. announcer; twenty cars. Show opens Independence, Kan., April 4.

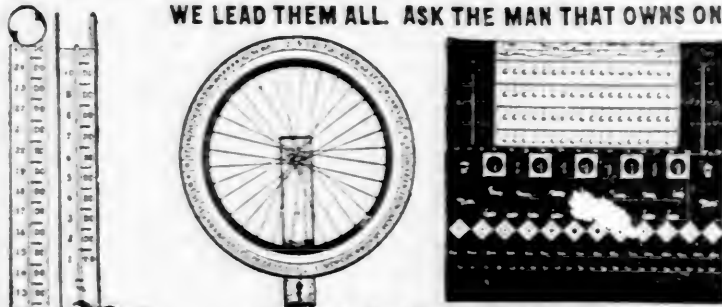
PEARSON'S EXPOSITION—Capt. C. E. Pearson, prop. and mgr.; Mrs. C. E. Pearson, secy. treas.; Geo. Geiden, gen. apt.; Velden E. Pearson, press apt.; Ben Harris, gen. supt.; Willis Van Vicker, supt. concessions; William Halterman, trainmaster; Fred Wandrey, supt. lights; Andrew Webster, gen. announcer; four cars. Show opens Westfield, Ill., April 23.

PILBEAM 20TH CENTURY MOTORIZED AMUSEMENT CO.—F. E. Pilbeam, mgr.; twenty-five motor trucks. Show opens Detroit, Mich., April 23.

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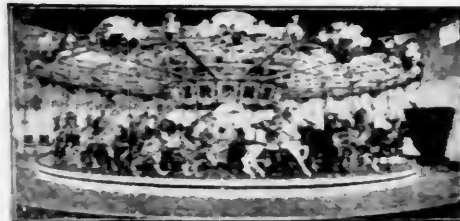


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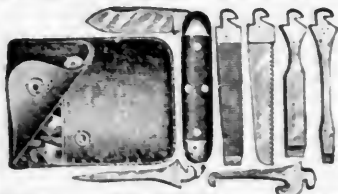
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POOLE SHOWS—Harry B. Poole, prop. and mgr.; Lattie B. Poole, secy. treas.; H. R. Williams, apt. press apt.; Earl Lay, supt. concessions; Albert Moore, supt. lights; "Doc" Perkins, gen. announcer. Show opens El Paso, Tex., March 28.

REEDS GREATER SHOWS—E. B. Reed, prop. mgr.; Russell Reed, treas.; Roy Cato, secy.; supt. concessions; Phil E. White, gen. apt.; Fred Reed, press apt.; C. N. Hill, legal adj.; Jack Foster, gen. announcer; twenty cars. Show opens Waco, Tex., March 7.

REISS, NAT. SHOWS—Velare Bros. lessees; R. L. Lohmar, mgr.; legal adj.; Edward H. Hays, secy.; Chas. Morgan, treas.; Edw. A. Hagan, Audit Co., and C. W. (Billy) Marcus, gen. apt.; L. C. Beckwith, L. S. Hoest, Perry Jones, special apt.; W. Bennett Stevens, press apt.; J. L. Edwards, gen. supt.; P. J. O'Brien, supt. concessions; F. Howard Fick, mus. dir.; Wm. Miller, supt. baggage stock; Louis Rantz, supt. ring stock; P. Stucky, trainmaster; J. L. Edwards, Jr., supt. lights; "Doc" Metcalfe, gen. announcer; thirty cars. Show opens at Peoria, Ill., April 14.

REITHOFFER'S UNITED SHOWS—J. Reithoffer, prop.; P. E. Reithoffer, mgr.; S. S. S. Reithoffer, asst. mgr.; Mrs. J. Reithoffer, secy. treas.; Nick Sowing, gen. apt.; J. P. Joyce, special apt.; Chas. Ague, press apt.; J. Reithoffer, Jr., gen. supt.; Al Gogols, mus. dir.; Stonewall Jackson, supt. lights; Claude Meyer, gen. announcer; ten five-ton trucks. Show opens Honesdale, Pa., April 24.

RICE & QUICK SHOWS—W. L. and N. M. Quick, props.; W. L. Quick, mgr.; gen. apt.; N. M. Quick, treas.; Beniah Simmons, secy.; Roscoe Rice, gen. supt.; supt. concessions; Lige Mitchell, mus. dir.; Henry Cassidy, trainmaster; supt. lights; two cars. Show opens in Eastern Oklahoma, May 20.

RIDDELL'S, MAGE, FAMOUS ATTRACTIONS—Maggie Ridzell, prop. mgr.; Eddie Young, asst. mgr.; Percett Johnson, secy. treas.; James W. Hayes, gen. apt.; A. W. Huke, press apt.; M. W. Ridzell, gen. supt.; E. Young, supt. concessions; Tony Hays, mus. dir.; Kid Williams, trainmaster; Oscar Harris, supt. lights; Dr. J. M. Morris, gen. announcer; eight cars. Show opens in South Carolina, March 24.

RILEY, MATTHEW J. SHOWS—Matthew J. Riley, prop. mgr.; R. M. Goeke, secy.; M. J. Swanson, auditor; Edward P. Rahn, gen. apt.; Bill Everett, gen. supt.; H. Wimer, trainmaster; Skeets Madison, supt. lights; twenty cars. Show opens Richmond, Va., April 2.

ROBERTSON & JENNINGS—John A. Robertson and C. L. Jennings, props.; C. L. Jennings, secy. mgr.; John A. Robertson, treas.; John Dale, gen. apt.; Elmer Thompson, supt. lights; A. G. Hesse, gen. announcer; six cars. Show opens Indianapolis, Ind., about April 16.

ROCCO EXPOSITION SHOWS—Chas. S. Rocco, prop. mgr.; Dan Mahoney, asst. mgr.; supt. concessions; legal adj.; Mrs. Anna Rocco, treas.; Chas. F. Manning, secy.; press apt.; Fred C. Clark, and Doc Foster, gen. apt.; Carl C. Duffy, special apt.; Jerry Champion, gen. supt.; Prof. Henry Matrese, mus. dir.; Sam Schrier, trainmaster; Ernest Willis, supt. lights; Dad Gerard, gen. announcer; ten cars. Shows opened Columbia, S. C., February 25.

ROSCOE'S IMPERIAL SHOWS—R. T. Wade, Lee Wade, props.; R. T. Wade, mgr.; Ernest L. Wade, asst. mgr. and supt. concessions; Coverdale Welt, treas.; William F. Kruger, secy.; William L. Leonard, gen. apt.; Lee Wade, gen. supt.; Prof. Frank Halley, mus. dir.; Arthur Postair, supt. lights; ten cars. Show opens Detroit, Mich., April 16.

RUBIN & CHERRY SHOWS—Rubin Gruber, prop. mgr.; Mrs. Rubin Gruber, treas.; Frank A. Reed, secy.; and W. S. Cherry, gen. apt.; E. F. Kennedy, Edw. N. Johnson, Ollie Brazee, special apt.; Wm. J. Hillier, press apt.; Adolph Seeman, gen. supt.; supt. concessions; Angelo Mummolo, mus. dir.; Baldy Potter, trainmaster; David Sorg, supt. lights; thirty cars. Show opens Spartanburg, S. C., April 2.

RUPPEL GREATER SHOWS—A. J. Ruppel, prop. mgr.; treas.: Frank Martin, asst. mgr.; Howard A. Moore, secy.; Frank Smith, and Dick Howard, gen. apt.; Harry Sims, special apt.; Dick Williams, press apt.; Ben Baker, gen. supt.; Shanty Martin, supt. concessions; T. Costello, mus. dir.; Harry Tramore, trainmaster; Ben Harris, supt. lights; Bob Stokely, legal adj.; Bob Moore, gen. announcer; five cars. Show opens Norristown, Pa., May 2.

SANTA FE TRAIL SHOWS—Emanuel Alder, prop. mgr.; Mrs. E. Alder, secy.; Mrs. Bill Eselsbren, treas.; Walter A. Clark, gen. apt.; Billy Eselsbren, gen. supt.; O. E. Beck, trainmaster; James A. Moore, supt. lights; "Miss" Brady, legal adj.; Lawrence Latham, gen. announcer; two cars. Show opened at Ajo, Ariz., March 5.

SAVIDGE, WALTER, AMUSEMENT CO.—Walter T. Savidge, prop. mgr.; Bert Ainley, asst. mgr.; Mrs. Walter T. Savidge, treas.; Jas. A. McGuire, gen. apt.; Wm. Morton, sec. apt.; H. B. Schlorf, supt. concessions; Leon Mathieu, mus. dir.; C. Powell, trainmaster; Oscar Olson, supt. lights; Barry & Davis, legal adj.; twelve cars. Show opens Wayne, Neb., early in May.

SCOTT'S, GEO. T., GREATER SHOWS—Geo. T. Scott, prop. mgr.; gen. supt.; legal adj.; George Edwards, asst. mgr.; Mrs. Geo. T. Scott, treas.; W. F. Baker, secy.; and D. S. Curless, gen. apt.; Thomas Webb, special apt.; J. W. Murray, press apt.; supt. concessions; Owens Family Band, Joe Ryne, trainmaster; Doc Witthaus, supt. lights; Earl Browne, gen. announcer; five cars. Show opened Vian, Ok., Feb. 21.

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SMEEDS, AL. SHOWS—Al. Smeeds, prop., mgr.; Thos. Murray, secy.; Frank Hogan, special agt.; Jack Ryan, supt. concessions; George Miller, supt. lights; ten cars. Show opens in New Jersey April 30.

SMITH GREATER SHOWS—C. Smith, prop.; Chas. M. Smith, bus. mgr.; Ed K. Smith, gen. dir.; F. E. Nisley, secy.-treas.; Col. I. N. Fish, gen. agt.; Harry Deiderick, White Cain, special agt.; John N. Griffin, bus. dir.; twenty cars. Show opens Augusta, Ga., March 28.

SMITH GREATER UNITED SHOWS—K. F. Smith, prop., mgr.; R. M. Chambers, asst. mgr.; secy.; Mrs. K. F. Smith, treas.; Chas. Lentz, aud.; H. H. Bain, gen. agt.; Sam Ach, George Vansant, special agts.; A. D. Risher, press agt.; Charles Parker, gen. supt., trainmaster; R. L. Risher, supt. concessions; Frank E. Lassiter, bus. dir.; R. E. Carlin, supt. lights; Ralph Pearson, legal adj.; L. V. (Jimmie) Hodgson, gen. announcer; fifteen cars. Show opens Salisbury, N. C., March 17.

SNAPP BROS. SHOWS—W. R. and I. S. Snapp, props, mgrs., supt. concessions; Fred Weddleton, asst. mgr.; E. D. Graves, secy.-treas.; L. C. Kelley, gen. agt.; J. J. Bailey, special agt.; E. A. Warren, special agt., press agt.; John Beard, Jr., gen. supt.; Park B. Prentiss, bus. dir.; Howard Ingram, trainmaster; Harry Sanders, supt. lights; Jimmy Burns, gen. announcer; twenty cars. Show opens East St. Louis, Ill., April 16.

SOLS UNITED SHOWS—Samuel Solomon, prop., mgr., treas., supt. concessions; "Happy" Holden, asst. mgr.; R. D. Russell, secy.; Wm. Solomon, auditor; M. W. McQuigg, gen. agt.; J. J. Bailey, M. Clancy, special agts.; Miss Page, press agt.; Frank Wallace, gen. supt.; H. V. Harris, bus. dir.; Wm. Steer, trainmaster; "Billie" Nichols, supt. lights; Will Wright, legal adj.; Mr. Myers, gen. announcer; twenty cars. Show at Metrocolia, Ill., April 2.

STAR LIGHT SHOWS—John J. Steblar, prop., mgr.; Herman W. Kruser, asst. mgr.; trainmaster; Jose Steblar, treas., gen. supt.; Veronica Steblar, secy.; Wm. Feeney, aud.; Willie Egenolon, press agt.; Louis Pink, supt. concessions, legal adj.; "Bill" Feeney, bus. dir.; John Polson, supt. lights; L. V. Hodgson, gen. announcer. Show opens in Pennsylvania.

STERLING SHOWS, DAN NAGLE'S—Dan E. Nagle, prop., mgr.; "Mack" McFarlan, asst. mgr., supt. concessions; Mrs. D. E. Nagle, secy.-treas.; Fred Johnson, gen. agt., press

agt., special agt.; Peter Jones, promoter; Art Arnel, gen. supt.; Glen Miller, bus. dir.; Jack McCarthy, trainmaster; Ed Farrell, supt. lights; Pete Jones, legal adj.; "Whitie" Nagle, gen. announcer; average, four cars. Shows opened Crystal River, Fla., January 8.

SWISHER & MATINAS AMUSEMENT CO.—W. J. Swisher, James Matinas, props.; W. J. Swisher, mgr., supt. concessions; James Matinas, asst. mgr.; Alfred Short, supt. lights; two cars. Show opens Caney, Kan., June 6.

TRAVER EXPOSITION SHOWS—Geo. W. Traver, prop., mgr., gen. agt.; E. Harrington, asst. mgr.; W. M. Finn, treas., gen. supt.; M. Finn, secy.; E. Wainwright, aud.; W. Poole, special agt.; E. Wilson, press agt.; F. Kramer, supt. concessions; Prof. G. W. Scott, bus. dir.; Michael Back, trainmaster; E. Lucky, supt. lights; H. Shaw, legal adj.; Robt. Straway, gen. announcer; twenty-one cars. Show opens Hackensack, N. J., April 20.

UNITED AMERICAN SHOWS—B. E. Nugent, prop., mgr.; George Campbell, asst. mgr.; Don Graham, treas.; Mrs. Don Graham, secy., aud., press agt.; Grant Hillman, gen. agt.; Amos James, Hillary Caswell, Ray Kirk, special agts.; Larry Muth, gen. supt.; Slim Ashley, supt. concessions; Prof. Kinslow Hickman, bus. dir.; Chuck Michaels, trainmaster; Walter Harris, supt. lights; Fred Randall, legal adj.; Curtia Udell, gen. announcer; fifteen cars. Show opens Philadelphia, Pa., April 23.

UNITED AMUSEMENT CO.—J. V. Morasca, C. W. Hart, props.; J. V. Morasca, mgr., legal adj.; C. W. Hart, asst. mgr.; Mrs. C. W. Hart, treas.; Mrs. J. V. Morasca, secy.; E. Brown, gen. agt.; Cracker Cox, press agt.; Mrs. R. R. Miller, bus. dir.; Frank Smith, trainmaster; Forrest Nuarse, supt. lights; Red Lemon, gen. announcer; four cars. Show opens Point Marion, Pa., April 23.

VEAL BROS. SHOWS—Veal Bros., props.; John Veal, mgr.; Raymond D. Misamore, asst. mgr., secy., press agt.; Louis McAbee, gen. agt.; E. E. Hopkins, Fred Ruhl, special agts.; Jack Rainey, gen. supt.; Earl Veal, supt. concessions; Gay Gasperson, bus. dir.; W. C. Gibbons, trainmaster; George (Blackie) Crist, supt. lights; Dick Utter, gen. announcer; twenty cars. Show opened Fitzgerald, Ga., February 19.

VERMETO'S GREATER SHOWS—Clarence Vermeto, prop., mgr.; H. E. Van Gorder, bus. mgr., secy.; D. E. Ferry, aud.; Chas. H. McCarthy, gen. agt.; Frank Turley, Billy Murray, special agts.; F. Preston, press agt.; Geo. Crowder, gen. supt.; E. B. Hyde, supt. concessions; F. A. Feagan, bus. dir.; Jas. (White) Smith, trainmaster; Claud Kincaid, supt. lights; E. Davis, legal adj.; T. Aumann, gen. announcer; fifteen cars. Show opens Grand Rapids, Mich., April 16.

WADE & MAY SHOWS—W. G. Wade, E. C. May, props.; W. G. Wade, mgr., treas.; E. C. May, asst. mgr.; P. Hughes, secy.; Franklin Searight, gen. agt.; Prof. Tony Gloria, bus. dir.; Mike Carter, supt. lights; fifteen cars. Show opens Detroit, Mich., April 16.

WALLACE MIDWAY ATTRACTIONS—Wallace and Richards, props.; Jack Richards, mgr.; I. K. Wallace, secy.-treas.; Buck Eldred, special agt.; Allan Richards, press agt.; Chas. Fournier, bus. dir.; Blackie Smith, trainmaster; Robert McEee, supt. lights; George Balkin, gen. announcer; six cars. Show opens in Ohio April 23.

WATERMAN'S GREATER SHOWS—Waterman and Leader, props.; Sam Waterman, mgr.; Lawrence Leader, asst. mgr., legal adj.; Kathryn Waterman, secy.-treas.; Billie Davis, aud.; Alvin Porter, gen. agt.; Frank Abrams, Frank Harrison, special agts.; Robt. Waterman, press agt.; Lenard Harrison, gen. supt., supt. concessions; Sam Davis, bus. dir.; A. W. Willard, trainmaster, supt. lights; O. R. Gillespie, gen. announcer; five cars. Now en route.

WESTERMAN BROS.' SHOWS—Geo. W. Westerman, prop., mgr.; B. (Jack) St. Clair, secy.; Chas. LaPearl, gen. agt.; Charles Hamon, Andy Blake, special agts.; Harry Purcell, press agt.; Geo. D. Emero, gen. supt.; Harry Wright, supt. concessions; J. T. Mohr, bus. dir.; Lee Bishop, gen. announcer; fifteen cars. Show opens at Tulsa, Okla., March 26.

WILLMANS & TRIBBLE GREATER SHOWS—W. E. Willmans, W. A. Tribble, props.; W. A. Tribble, mgr.; L. C. Goodman, asst. mgr.; Mrs. Ida Tribble, secy.-treas.; J. E. Thomaston, aud.; R. O. Young, gen. agt.; E. Moore, special agt.; Millie Copper, press agt.; W. E. Willmans, gen. supt.; Eltine Willmans, supt. concessions; Ed Hunter, bus. dir.; Harry Batts, trainmaster; Ed West, supt. lights; Col. Martin, legal adj.; Lee Whitman, gen. announcer; twenty cars. Show opened Anniston, Ala., February 14.

WHITE CITY SHOWS—Ray La Boeuf, prop., mgr., supt. concessions; Charles M. Powell, asst. mgr.; Frank Wilson, secy.; Wm. F. Walker, gen. agt.; John DeWald, special agt.; Fred Hinkle, trainmaster; Charles Warren, supt. lights; five cars. Show opens at St. Louis, Mo., April 2.

WOLFE'S, T. A. SUPERIOR SHOWS—T. A. Wolfe, prop., mgr.; Ethel E. Jones, secy.-treas.; Lewis Kimberley, aud.; W. C. Fleming, gen. agt.; W. H. Brownell, W. H. Bluedon, special agts.; Sydney Wire, press agt.; Gordon Calvit, gen. supt., supt. concessions; T. R. Yarborough, bus. dir.; John McKinstry, trainmaster; Ed Latham, supt. lights; Bob Sherwood, gen. announcer; twenty-five cars. Show opens Louisville, Ky., April 9.

WORLD FAMOUS SHOWS—Harry Witt, mgr.; Harry Davis, secy.-treas.; James Markham, gen. agt.; Ralph Cushing, special agt.; James Holley, press agt.; Herbert Reinwald, gen. supt.; Mark Witt, supt. concessions; Peter De Noto, bus. dir.; Harold Tinney, trainmaster; Herbert Reinwald, supt. lights; Thos. Fallon, legal adj.; Beth Johnson, gen. announcer; fifteen cars. Show opens Bayonne, N. J., April 30.

WORLD OF MIRTH SHOWS—Arthur Wright, Max Linderman, props.; Arthur Wright, mgr.; George Church, secy. treas.; Larry Boyd, gen. agt.; C. A. Bell, special agt.; Max Linderman, supt. concessions; Sam Colasanti, bus. dir.; Bill Hiene, trainmaster; Bill Gilbride, supt. lights; Sig. Guilmette, gen. announcer; fifteen cars. Show opens Richmond, Va., in April.

WORLD'S FAIR SHOWS—C. G. Dodson, owner, mgr.; Mrs. C. G. Dodson, treas.; W. B. Johnson, secy.; M. G. Dodson, gen. agt.; W. B. Mills, Harry Moore, special agts.; Roy Ayres, press agt.; Ed Holmes, gen. supt.; Johnny Hoffman, supt. concessions, gen. announcer; Joe Scammess, bus. dir.; Ed Holmea, trainmaster; George Hall, supt. lights; William Brown, legal adjuster; twenty-five cars. Show opens Gary, Ind., April 28.

WORTHAM, C. A. WORLD'S GREATEST EXPOSITION SHOWS—C. A. Wortham, prop.; W. F. Stanley, mgr.; J. C. (Jimmy) Simpson, asst. mgr.; T. M. Warren, treas.; Steve A. Woods, gen. agt.; W. D. Cohn, special agt.; Wm. F. Floto, press agt.; Jack Rhodes, gen. supt.; Henry Knight, supt. concessions; Chas. Jameson, bus. dir.; forty cars. Show opens at San Antonio, Tex., April 18.

WRIGHT'S, J. LAWRENCE, GREATER SHOWS COMBINED—J. Lawrence Wright, prop., mgr.; Michael Wright, asst. mgr.; Mrs. J. Lawrence Wright, treas.; Edw. F. Clark, secy.; Wm. H. Webb, aud.; Linden Haddox, gen. agt.; Milton Roth, press agt.; Roy W. Keese, bus. dir.; Geo. McCann, trainmaster; Harold T. Young, supt. lights; Frank Nelson, legal adj.; Daniel T. Kelley, gen. announcer; five cars. Show opens Washington, D. C., April 16.

ZEIDMAN & POLLE EXPOSITION SHOWS—Henry J. Polle, Wm. Zeidman, props.; Henry J. Polle, mgr.; Wm. Zeidman, treas.; J. J. Riese, secy.; Felix Biel, gen. agt.; Harry Dunkle, gen. supt., supt. concessions; Frank Higgins, bus. dir.; Ed Roy, trainmaster; Howard Hughes, supt. lights; Edward Duncan, gen. announcer; twenty cars. Show opens Lynchburg, Va., April 7.

ZEIGER, C. F. UNITED SHOWS—C. F. Zeiger, prop. and mgr.; Col. Frank W. Green, gen. agt.; three cars. Show opens Fremont, Neb., April 23.

AL G. BARNES RIG FOUR-RING WILD ANIMAL CIRCUS—A. L. Sanda, mgr.; R. Fritz, treas.; A. Zelf, aud.; Murray Penneck, gen. agt.; Wm. K. Beck, r. con.; Duke Michell, Max Fletcher, special agts.; Frank Cassidy, con. press agt.; Tom Heney, press in adv.; Rex DeRossell, press with show; John R. Fowler, mgr. side-show; Robert Thornton, eques. dir.; R. E. Schiller, gen. supt.; George Davis, supt. priv.; Ed Woelckner, bus. dir.; John Dobbett, supt. res. seat tickets; A. E. King, supt. canvas; Elmer Lingo, trainmaster; Frank Rooney, boss hostler; R. E. Welisa, supt. com. dept.; Wm. P. Saunders, supt. lights; J. E. West, supt. props.; A. McLaren, supt. ring stock; J. C. Rhodes, 24-hour agt.; Cheerful Gardner, supt. elephants; H. A. Bosser, bus. car; Eddie Trees, supt. animals; Al Blackman, blacksmith; W. J. Erickson, mgr. No. 1 adv. car; Frank D. Garrigus, mgr. No. 2 adv. car; C. S. Giles, checker up; Bert Rickman, announcer; thirty cars. Show opened at Pomona, Cal., March 8.

ATTERBURY BROS. TRAINED ANIMAL CIRCUS—L. Atterbury, prop., mgr., legal adj.; Rose Atterbury, secy., treas., aud.; W. A. Allen, gen. agt., press agt., mgr. adv. car; M. E. Ellis, local con.; Mike Wilson, mgr. side-show; George Proctor, eques. dir.; B. Langart, gen. supt.; K. Atterbury, supt. priv.; W. M. Sweet, bus. dir.; Thomas W. Powell, supt. res. seat tickets; Wm. Lash, supt. canvas; Slim Adkins, boss hostler; Luke Killkarn, supt. com. dept.; F. Keller, supt. lights; George Conner, supt. props.; John Kelley, supt. ring stock; Slim Flannigan, supt. stock; Ben Reed, supt. elephants; Captain Snyder, supt. animals; Fat Smith, blacksmith; Bob Anderson, checker-up; Roland Karl, announcer. Show opens at Memphis, Tenn., March 19.

CAMPBELL BROS. TRAINED ANIMAL CIRCUS—Campbell Bros., props.; William Campbell, secy.; Mabel Campbell, treas.; Clar Auskings, gen. agt.; r. con., local con., con. press agt.; C. O. Shultz, adv. press agt., mgr. adv. car; W. A. Ernest, bus. dir.; George Williams, trainmaster; E. Johnson, supt. lights; White Barnes, supt. elephants; Henry Newmyer, supt. animals; Jim Britt, announcer; two cars. Show opened Hueneme, Cal., March 4.

CHRISTY BROS. GREATER UNITED WILD ANIMAL EXPOSITION—Christy Bros., props.; G. W. Christy, mgr.; L. C. Highlands, treas.; J. C. Admire, gen. agt.; Walter McCormick, special agt.; Milton Jehu, excursion agt.; Jake Friedman, mgr. side-show; B. B. Dennis, eques. dir.; J. Haley, gen. supt.; C. Shelton, supt. priv.; Everett James, bus. dir.; Chas. Lamokin, supt. res. seat tickets; C. McNeely, supt. canvas; Jack Morrison, trainmaster; H. A. Speedy, boss hostler; E. Richardson, supt. com. dept.; Harry Mills, supt. lights; Frank McCoy, supt. priv.; H. J. Cook, supt. ring stock; Floyd Meister, supt. stock; C. C. Gibson, side-show canvas; Walter Hodgson, pit show canvas; Geo. Evans, 24-hour man; Lynn Tyler, supt. elephants; Chas. Nelson, boss carp.; I. Smith, checker up; Thas. T. Mason, legal adj.; Merritt Belleu, announcer. Show opens at Beaumont, Tex.

GREAT SANGHEI CIRCUS—Howard and Floyd King, props.; Howard King, mgr.; Claude Jarbo, secy. and treas.; L. E. C. Shaw, gen. agt. and r. con.; Joe Marthage, local con.; Geo. Wight, press agt. back with show; Arthur Berre, eques. dir.; Peter Loftus, gen. supt.; H. Ireland, supt. priv.; Jess Simon, bus. dir.; Mriele, Jarbo, supt. res. seat tickets; "Hunt" Melia, supt. canvas; R. A. McCroy, trainmaster; William Streeter, boss hostler; J. H. Daley, supt. lights; A. D. Gregory, supt. ele-

phants; W. C. Chapman, legal adj. Show opens early in April.

HAGENBECK-WALLACE SHOWS—Hagenbeck-Wallace Shows Company, prop.; Bert Dowers, mgr.; Italph W. Woodward, treas.; H. E. Sarig, aud.; Ed C. Knupp, gen. agt., r. con. agt.; W. E. Haines, Wm. Rainey, local con.; H. E. Wallis, con. press agt.; Frank Wright, press agt. back with show; Arthur Hoffman, Wm. Curtis, gen. supt. canvas; Earl Moss, bus. dir.; George Brown, trainmaster; George Stumpf, boss hostler; Orrin Stevens, supt. com. dept.; Charles Krick, supt. lights; Charles Brady, supt. props.; Spot Connors, supt. ring stock; Hugh McCullough, John Nevin, 24-hour agt.; Bert Noyes, supt. elephants and animals; J. C. Donahue, mgr. No. 1 adv. car; Frank Miller, mgr. No. 2 adv. car; Charlie Proudfoot, checker up; W. R. Kellogg, legal adj.; Bert Cole, announcer; forty cars.

HONEST BILL SHOWS—Wm. Newton, Jr., prop.; Cly Newton, mgr.; Mary S. Newton, treas.; Jockey Day, gen. agt.; Wm. Cunningham, mgr. side-show; Fat E. Roe, eques. dir.; George Ratcliff, supt. priv.; Pewee Stevens, bus. dir.; R. I. Black, supt. res. seat tickets; Mike O'Connor, supt. canvas; Earle Sallee, boss hostler; Arthur Ablea, supt. lights; W. Stafford, supt. props.; M. Stanford, supt. ring stock; Mike Kitchens, supt. stock; Wm. Cunningham, supt. elephants. Show opens Ada, Ok., March 25.

HOWE GREAT LONDON SHOWS CIRCUS AND VAN AMBERG'S TRAINED WILD ANIMALS—Howe's Great London Shows Co., props.; Dan Odum, mgr.; Bert Rutherford, gen. agt., r. con.; Wm. J. Lester, John Henry Rice, local con.; F. G. Barker, special agt.; Frank O'Donnell, press agt. in adv.; Ray Daly, mgr. side-show; Harry Sells, supt. canvas; Jack Pfeifferberg, supt. side-show canvas; John E. Dusch, bus. dir.; Tom Tucker, lot supt.; Jake Besser, mgr. candy stands; Ed Snow, boss hostler, supt. ring stock; Owen Bradley, supt. prop.; Frank Waldon, master trans.; August Christ, trainmaster; Ed Brodie, supt. electric lights; Emil Dietrich, supt. gas lights; Louie Roth, supt. animals; Joe Metcalf, supt. elephants; Bert Carroll, supt. com. dept.; Jack Walsh, boss porter; twenty-seven cars. Show opens Albuquerque, N. M., March 26.

LINCOLN BROS. CIRCUS AND TRAINED ANIMAL SHOW—Remlap Amusement Co., H. S. Palmer, prop., press. treas.; H. S. Palmer, mgr.; H. F. Stonin, secy.; E. L. Vezina, treas.; C. F. Harrington, gen. agt.; C. F. Curran, mgr. side-show; Steve Lloyd, bus. dir.; I. L. Leeb, supt. priv.; Prof. W. A. Whitney, bus. dir.; P. L. Jones, supt. res. seat tickets; George Kennard, supt. canvas; Henry Hamlin, boss hostler; Harry Mitchell, supt. com. dept.; Fred Carron, supt. lights; E. L. Jenks, supt. ring stock; R. J. Smith, supt. animals.

LINDEMAN BROS. WORLD'S GREATEST MOTORIZED CIRCUS—Lindeman Bros., props.; Billy Lindeman, manager; Gus Lindeman, asst. mgr.; Charles Lindeman, secy., supt. com. dept.;

Albert Lindeman, treas.; Theo. Webber, aud.; Jas. B. Rock, gen. agt.; Billy Burkhardt, special agt.; Joseph Tolnutt; press agt., announcer; Norman Lighthart, mgr. side-show; Walter Kohls, eques. dir.; Emil Scharder, gen. supt.; Alvin Bantell, supt. priv.; Herman Webber, bus. dir.; Mrs. Albert Lindeman, supt. res. seat tickets; Lloyd Pierce, supt. canvas; Arthur Young, supt. lights; Orvil Lindeman, supt. animals; Fred Wolgram, legal adj.; eight motor trucks. Show opens at Cleveland, Wis., May 7.

MAIN, WALTER L. CIRCUS—Andrew Downey, prop. and mgr.; Burns O'Sullivan, asst. mgr.; Jas. Heron, treas.; F. J. Frink, gen. agt.; W. H. Selvase, local con.; Geo. E. Carnon, special agt.; Fletcher Smith, press agt. back with show; J. E. (Doc) Ogden, mgr. side-show; Ray Owestney, eques. dir.; Mrs. Andrew Downey, supt. priv.; W. B. Fowler, bus. dir.; Wm. Burns, supt. res. seat tickets; Geo. (Pop) Coy, supt. canvas; W. H. (Whitie) Warren, trainmaster; Jack Kent, boss hostler; Java Koen, supt. lights; Harry Duffey, supt. props.; Jack W. Davis, supt. elephants; Josh Billings, mgr. adv. cars; W. B. Amsteden, legal adj.; twenty-five cars. Show opens at Havre de Grace, Md., April 23.

NIGHTY HAAG SHOWS—E. Haag, prop., mgr.; Frank McGuyre, asst. mgr., legal adj.; Mrs. E. Haag, treas.; W. F. Fisher, aud.; Frank Brusso, gen. agt.; C. D. Cutting, local con.; H. E. Haag, press agt., supt. priv.; Sam Barham, mgr. side-show; Roy Fortune, eques. dir.; Slim Mitchell, gen. supt., supt. canvas; John Shelley, bus. dir.; Charles Langford, supt. res. seat tickets; John Henry, boss hostler; Napoleon Reid, supt. com. dept.; James (Louie) Fex, supt. lights; Cecil West, supt. props.; Thos. Mathews, supt. ring stock; Mitchell Sessions, supt. stock; Shorty Rhodes, 24-hour agt.; Chas. Duncan, supt. elephants; Boone (Lige) Profit, blacksmith; Carl Sparkes, master mechanic, supt. autos and trucks. Show opened Marianna, Fla., March 10.

MORGAN, W. E. SHOWS—W. E. Morgan and J. Marsh, props.; H. C. Jefferies, mgr.; Archie Davis, asst. mgr., gen. supt.; May Davis, treas.; Billie LeDanzel, adv. and press agt.; Jerry Marsh, mgr. side-show; Mrs. Jerry Marsh, supt. res. seat tickets; Isaac (Dad) Spence, supt. canvas; Dewey Mynatt, 24-hour agt.; Peter Whittie, blacksmith; two cars. Show opens at Knoxville, Tenn., March 31.

MYHRE'S GREAT EASTERN SHOWS—Edw. E. Myhre, prop. and mgr.; Blanch Myhre, treas.; Albert Sigbee, gen. agt.; A. J. Duffy, mgr. side-show; Jack Hasson, eques. dir.; Theo. Hasson, supt. priv.; Fred Woods, bus. dir.; Lawrence Peterson, supt. res. seat tickets; Pete Wynkop, supt. canvas; Mrs. A. J. Duffy, supt. com. dept.; Alvin Krause, supt. lights; Roy La Bell, supt. props.; Chas. B. Paul, announcer; eight trucks, one automobile. Sace opens Grand Meadow, Minn., April 30.

RINGLING BROS. BARNUM & BAILEY COMBINED SHOWS—Ringling Bros., props., mgrs.; Charles Hutchinson, treas.; Fred DeWolf, secy.;

aud.; Wm. H. Horton, gen. agt.; Wm. Conway, Al Butler, local con.; John Brice, press agt.; E. F. Norwood, Dexter Fellows, con. press agts.; J. F. Donaldson, Lester Thompson, adv. press agts.; Dan DeBaugh, excursion agt.; Lew Graham, mgr. side-show; John Agee, Fred Bradua, eques. dir.; Fred Warrell, gen. supt.; Frank Schaffer, supt. priv.; Merle Evans, bus. dir.; Chick Bell, supt. res. seat tickets; James Whalen, supt. canvas; Joe McLaughlin, trainmaster; Thomas Lynch, boss hostler; Al Webb, supt. com. dept.; Alfonso Francois, supt. lights; Arnold Graves, supt. props.; Frank Dial, supt. ring stock; Wm. Carr, Walter Wappenstein, Harry Overton, 24-hour agts.; George Denman, supt. elephants; John Patterson, supt. animals; George Goodhart, mgr. adv. car No. 1; Tom Tailey, mgr. adv. car No. 2; Charles Snowhill, mgr. adv. car No. 3; Ralph Young, checker-up; John M. Kelley, Frank A. Cook, legal adjs.; Clyde Ingalla, announcer; one hundred cars. Show opens Madison Square Garden, New York City, March 26.

RIPEL BROS.' SHOWS—Gua Rippele, prop. and mgr.; John Rippele, asst. mgr. and treas.; Harry Leon, gen. agt.; Chas. A. Rippele, gen. supt.; Robt. W. Rippele, supt. priv.; John Griffin, supt. canvas; Geo. Shay, boss hostler; Margurite Smith, supt. com. dept.; Wm. Lacy, supt. stock and blacksmith; moves made by wagons and motor conveyances.

SELLS-FLOTO CIRCUS—The Sells-Floto Circus Co., prop.; Henry B. Gentry, mgr.; Zack Terrell, asst. mgr.; Ed C. Warner, gen. agt.; r. con.; Arthur Davis, Ed Worley, local con.; Wm. Polkinghorn, special agt.; Frank Braden, press agt. in adv.; Eddie Deck, press back with show; Paul Deckell, excursion agt.; Jim McNulty, mgr. side-show; Wm. Wells, eques. dir.; "Hisppy" Brandon, supt. priv.; Don Montgomery, bus. dir.; John Eberle, supt. canvas; Jack Bigger, trainmaster; Mr. Brown, boss hostler; Fred Seymour, supt. com. dept.; "Shorty" Embleton, supt. lights; Mr. Luckey, supt. prop.; "Curley" Stewart, James Orr, 24-hour men; Paul W. Harrell, mgr. No. 1 adv. car; Carl Perter, mgr. No. 2 adv. car; F. W. Chaudier, checker-up; forty-two cars. Show opens Chicago, Ill., April 9.

SIPES, J. S. ANIMAL SHOW—J. S. Sipes, prop., mgr.; Mrs. Jack Sipes, secy.-treas.; J. B. Stone, gen. agt.; Harry Allen, local con.; D. A. Hastings, mgr. side-show; Fred Ley, eques. dir.; Ervon Gersmehl, bus. dir.; Oliver Hasinga, supt. canvas; Harry Sipes, supt. lights; Tom Whiteside, supt. animals; ten trucks. Show opens Mulvane, Kan., April 11.

TEXAS BILL'S BIG ROUND UP AND BUFFALO HUNT WEST SHOW—Clyde E. Anderson, prop.; Robert Short, mgr.; Howard Browning, asst. mgr.; Blanche Swain, treas.; Gus Conits, secy.; Ed Leonard, aud., gen. supt.; Alex. Spencer, gen. agt.; Charles Usher, local con.; Harry Zink, spe. agt.; Lew Glendey, con. press agt.; Al Jobey, adv. press agt.; Chas. Nutt, press agt. back with show; Tom Carroll, exc. eques. dir.; Rex Costello, eques. dir.; Bill Riley, supt. priv.; James Magee, bus. dir.; Otto Mutz, supt. res. seat tickets; Joe Siganm, supt. canvas, Tex Lee, boss hostler; Bill Hubbard, supt. com. dept., legal adj.; Clarence Nutt, supt. lights; Ed Riley, supt. props.; Skids Mannan, supt. stock; Bill Perry, supt. working crew; Wm. Sheldon, 24-hour agt.; Fred Talman, boss carpenter; Bill Coe, blacksmith; Wm. Lutton, mgr. adv. wagon No. 1; Charles Miller, mgr. adv. wagon No. 2; Frank Cole, announcer; twenty-eight wagons. Show opens Pleasantville, N. J., May 2.

WILD BILL'S ROUND UP AND FRONTIER DAYS COMBINED SHOW—Doc Hall, prop., mgr. (staff incomplete.) Show will not open till late in June.

CIRCUS ROSTERS

The Following List Gives the Executive Staffs and Department Heads of Circuses and Wild West Shows for the Season of 1921



CARNIVALS AND HIS MAJESTY, THE BEDOUIN



GIGANTIC CARNIVAL TO BE NATIONAL IN SCOPE

Plan of William Hale Thompson, Mayor of Chicago, for an Imposing "Pageant of Prog- ress" Elaborated on at Meeting Attended by Midwestern Governors

Chicago, March 10.—The biggest carnival the world has ever seen is planned by Mayor William Hale Thompson, and an army of associates, for the Municipal Pier, July 30 to August 14. The developers promise that it will be the greatest event since the World's Columbian Exposition of 1893.

Mayor Thompson first thought out a plan for an exposition of the products manufactured and distributed in Chicago, with the aim of stimulating business, advertising Chicago as a world market and adding stimulus to the whole business structure. At a meeting of big Chicago business men the Mayor's idea was so warmly endorsed that he suggested taking in more territory. At another meeting last week, in the Hotel La Salle, more than a dozen governors of Mid-West States were present, and enthusiastically so, together with more than six hundred leaders of big business. The Mayor looked them over and said: "Let's take in the whole country."

Inquiries have been received from every large city in America regarding the pageant. The Municipal Pier has been divided into sixteen sections, allotted to various industries. A chairman of each section has been named. David Kinley, president of the University of Illinois, has accepted the chairmanship of the educational section. Clothing manufacturers will exhibit the style developments of a century. There will be transportation, machinery, leather, furniture, packers, dairy and innumerable other lines represented.

Dr. John Dill Robertson, in charge of the tickets, has promised to sell more than a half

million pasteboards before the opening. There will also be an unrivaled program of amusement and entertainment features, including athletic sports on land and water, Indian village, bands and groups of singers, and naval militia maneuvers.

GREAT WHITE WAY SHOWS

East St. Louis, Ill., March 10.—The Great White Way Shows are almost ready to take the road for the eleventh consecutive year, not jumping by leaps and bounds, but gradually forging ahead. This year it will be a fifteen-

car show, owning all its own equipment, which will include stateroom, baggage and flat cars, and, altho heretofore it was always a gilly show, this season will find it equipped with its own wagons. The workmen are now almost finished with the painting and building, and everything will shortly receive the necessary finishing touches. All new canvas has been ordered from the U. S. Tent & Awning Co.

Two free acts will be carried; namely, Capt. George Webb, net high diver, and a comedy acrobatic act known as a trick house, which will be used when playing the fair. A twelve-piece band will also be carried, and the following showmen have signed contracts for the placing of their shows under the manager's banner: George W. Harvel, marionette circus; H. H. Rufus, pit show and ten-in-one; Chesca Bechtel, assisted by Young Gotch, athletic show; Frank A. Raymond, "Through The Falls." Also several others including the submarine show and a platform show, which are owned by Mr. Nigro. Up to the present time the rides are three in number, but the management anticipates carrying four.

Last season was the biggest year the Great White Way Shows ever had, because at no time was grift tolerated. No forty-nine cent or girl show was carried, and towns were opened by this show due to this fact, and the same policy still prevails. A prosperous season is looked for by the management. When the band starts playing the Great White Way Shows will be a credit in the carnival world.—BINGO.

Be sure to look thru the Letter List this week.

RUBIN & CHERRY SHOWS

Incorporated Under the Laws of Alabama—Rubin Gruberg President of New Corporation—Magnificent Lineup of Attractions

Spartanburg, S. C., March 10.—According to papers filed at Montgomery, Ala., a new company has just been formed, Rubin & Cherry Shows, Inc., for the purpose of conducting the business and operations of the Rubin & Cherry Shows for the coming season, and will fulfill all contracts made by that concern. The officers of the corporation are: President, Rubin Gruberg; vice-president, W. S. Cherry; treasurer, Annie Gruberg; secretary, Frank S. Reed, and manager, Adolph Seeman, the general offices being located at Montgomery, Ala.

As previously announced the Rubin & Cherry Shows, "The Aristocrat of the Tented World," will open the 1921 season at Spartanburg, S. C., Saturday, April 2, and the following is the actual lineup of the various shows and attractions that have already been engaged and contracted for: T. N. L. Ranch Wild West, most complete exhibition ever with a carnival company. Manager, Jack W. King. "Mecca" is the appropriate title that has been chosen for the spectacular fashion revue produced by Shirley Lyon, and for which thousands of dollars have been expended for wardrobe alone. "Mecca" will mark an epoch in this style of entertainment and will be under the management of Thomas L. Fryer. "Hawaiian Paradise," an exact replica of life as it is on that beautiful isle, with numberless native musicians. Manager, G. A. "Dolly" Lyons. "Intelligence," an awe inspiring dramatic spectacle, totally new to the outdoor show world, with an irresistible appeal to the better element. Producer and manager, William J. Hilliar. Lucky Roy Minstrels, a high-class musical comedy. Manager, Nalf Cory. A big circus side show or tented museum, a feature of this department being the total absence of all objectionable freaks, etc. Manager, Carl J. Lenthner. Bobby Mack's Joy Ship. Manager, Bobby Mack. Fun Alley, a laughing sensation. Manager, W. H. "Bill" Davis. Mammoth Auto-Drome. Manager, I. J. Watkins. The Fat Girl Convention. Manager, James H. Dunlavy. The Vampire, an ethnological study of a sensational nature. Manager, James H. Dunlavy. Elsie, marvelous living example of human complexity. Manager, E. H. Bell. The Arcade of Mirth. Manager, James A. Laird. Chief Pantagal, with a strange and weird show from the South Sea islands. Manager, Chief Pantagal. The Tango Twins. Manager, Dr. Williams. The following rides: Whip, merry-go-round, Philadelphia toboggan, big Eli wheel, frolic and Venetian swing are under the management of Sam and Josie Nagata. The concert band of twenty pieces will be furnished and conducted by Angelo Mummolo.

The Rubin & Cherry Shows will comprise in all about 350 people and will travel in the famous orange special of 30 cars. New arrivals at winter quarters include Ed Kennedy, Aunt Lon Blitz, who will act as governess for Mrs. Mack's little daughter; Mr and Mrs. Bobby Mack, Mr. and Mrs. Thomas L. Fryer and son, Harry Kerkis, and Ray Mierke. Rubin Gruberg has returned from his trip and expects to remain here until the opening. General Agent W. S. Cherry rushed in for a day and after five minutes' conversation with Mr Gruberg the latter's face was wreathed in smiles. But it's too good to tell at present!

Following its established custom of carrying nothing but the very best in the amusement line, and with a greatly augmented company, Mr. Gruberg confidently expects the coming season will be the lushest one for the Rubin & Cherry Shows. Its perfect railroad equipment, under the experienced eye of "Baldy" Potter, will insure the rapid loading and unloading of the train. The ability of General Superintendent Adolph Seeman is assurance of the show being always laid out to good advantage on the lot, while Chief Electrician David Sorg promises an extra bright midway.—W.M. J. HILLIAR.

COOPER RIALTO SHOWS

The Cooper Rialto Shows are about ready to hit the road, and will open at Youngtown, O., where they are wintering. Mr. Cooper has several new ones this season in the line of shows. The ten-in-one and sit-down shows are built along new lines and will be something new and novel.

Bill Dean will be with the outfit with six new concessions which he has built in the show's winter quarters. He has ordered all new Anchor canvas for his concessions. "Rubble" also will be on the show with her line of concessions. Mrs. Bain, wife of H. H. Bain, general agent with the show, has been engaged as promoter. R. D. Fitzner will be with the show as press agent.—FRANK.

OUT OF LUCK

Out of luck, discouraged, you say. Gee buddy, "how do you get that way?" You'll, a sweetheart, a mother so grand, Why buddy, you got the world in your hand. Trust in God and your dreams'll come true. Always do right, and right comes to you. Luck is just pluck, buddy, never give in. Jus' keep on smiling, you're bound to win. Out of luck, discouraged, you say. Gee buddy, "how do you get that way?" —HAPPY MACK.

Northwestern Shows

Opening at Detroit, April 23, offers a splendid opportunity to wide-awake Concessions. Organized in 1912 and incorporated in 1916, we have been unusually fortunate in gathering together an executive staff that is second to none in the country, many of our officials having been with us six or more years. All Riding Devices (Whip, Big Eli and Carry-Us-All) and most of the Shows are owned by the Company. Many of our Concessions have already been sold, but we can still find room for eight more on our train. Rates are low and we are booked until the second week in October. Address

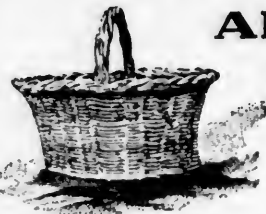
NORTHWESTERN SHOWS

36 East Woodbridge Street,

DETROIT, MICHIGAN

CONCESSIONAIRES, WHEEL MEN

ARE YOU



satisfied to plod along with junk that will bring the crowds up to look, or do you want something



new that will bring them up for a play?

We carry the most up-to-date line of Fruit and Fancy Mexican Baskets and Mexican Aztec Pottery on the market. Send \$50.00 for sample assortment of baskets and pottery, and quantity prices. All orders filled promptly. No delay or disappointment. Deposit required on all C. O. D. shipments.

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1210 ITURBIDE STREET,

LAREDO, TEXAS



SPECIAL OFFER

Send One Dollar Only as a Deposit. Bal. C. O. D.

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.

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. Write for our Catalog on Base Ball Goods.

THE GOLDSBORO MAIL ORDER HOUSE

196-198 East Center Street, GOLDSBORO, N. C. P. O. Box 432, "Department B." Mention The Billboard when answering ad.

ORDER NOW. Pay Your Postmaster on arrival. We make a specialty of catering to the requirements of troops. Cut this ad out for future reference.

H. T. FREED EXPOSITION

Newly Embellished and Improved, the Show Opens April 14

With all due respect to the grand, worthy and otherwise, achievements of all former and present caravan impresarios, Harry T. Freed's enlarged and improved amusement enterprise will be stepping along with the best of them this coming season.

On account of the increased space necessary the down-town lot at Galesburg, Ill., will not be used, but the old fair grounds will be utilized, a short distance from the winter quarters, and as the general amusement seeker here is familiar with this location, which affords ample auto space with frequent street car and suburban trolley service from fifty country towns and villages, the grand opening April 14 promises commensurately important returns.

In consonance with the newly and lately increased interest of many society leaders in fair and square wrestling, the Frank Burns athletic contingent with the H. T. Freed Exposition will, for the first time "on the road," offer sterling exhibitions under the personal supervision and auspices of many local women's clubs and societies. Burns and his sparring partners have been busy all winter on the Coast and are in the pink of condition. The "family" is now at Albuquerque, N. M., working north to join H. T. Freed at Galesburg, via their own fleet of caravan automobiles.

Frank Goldie will have charge of the new Zoo and monkey circus. All old circus folks will remember Frank for his ability and geniality. Harry Pink is superintendent of concessions, and his well-known managerial activity assures a high-class street of attractive industry. Louis Stone is also here with his own super-specialties. N. J. Melroy and his wife, Lottie, will introduce a new style open-front circus side-show, offering Major, the famous midget, and his little sister companion; Captain Chambers, armless wonder, with overseas medals galore, and other worthy attractions, announced and heralded by Tommy O'Fallon, expert announcer.

King Baile has arrived with Prince Elmer, an intelligent and entertaining midget. Also he has Jack Pearson, sharp-shooter; Harry Clayborn, expert glass worker; the illusion department, with crystal gazers, second sight mysteries, etc. A. B. Smith, for the past eight years in charge of the Lunette Sisters' act, has joined; also late arrivals are Stewart Brand, Red Doeling and Albert Mayer. Vern Swerington and the Mrs. are anxiously awaiting the opening.

Charles Watmuff, general agent, just visited after a long voyage in advance and reports the coast is clear for the Freed aggregation. "America," as beautiful and costly carousel as any ever constructed for road purposes, will be in charge of Art Lee, and Whistle Howard will again be connected in some important capacity, likewise Bert Craig. The congress of fat folks will feature "Luna," and John Panagis and Harry Akatimas have built and will conduct a high-class caravan restaurant. Harry Row is contest agent.—PUNCH WHEELER.

ATTENTION

BLANKET MEN

By experience all Concessionaires who have used blankets have found that, while the cost of the **Cayuse INDIAN Blanket** is slightly more than that of other blankets, the increased volume of business over any other blanket many, many times offsets the little difference in cost.

If you do not find that the Cayuse INDIAN will gross from 30% to 50% more than any other blanket, the **Cayuse INDIAN BLANKET CO.** will not further solicit your business.

Cayuse INDIAN Blankets

THE BLANKET THAT
HAS NO COMPETITION



THE BLANKET THAT
TRULY SELLS ITSELF

ALL WOOL NOT COTTON

Cayuse INDIAN Blankets

\$6.75 each in lots of
25 or more

TO BE APPRECIATED MUST BE SEEN

Sample Blanket, prepaid on receipt of - - \$7.50
INDIAN BATH ROBE, - - - - - \$10.00

IF YOU USE
CHINESE BASKETS
GET OUR PRICE

(25 per cent deposit with all orders, balance C. O. D.) Prices F. O. B. Chicago or San Francisco

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U. S. DISTRIBUTORS.

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A. ALBERT, 320 Market Street, San Francisco, Cal.

S. W. GLOVER, Manager.



K 6.
One of Our Live Numbers.

ATTENTION! CONCESSIONAIRES

— IN — New England!

We wish to announce that we have an entire building devoted exclusively to your wants. We carry the largest stock of Dolls, Chinese Baskets, Telephone Screen Dolls, Electric Lamp Dolls, Electric-Eye Bears, Manicure Sets, Beacon Blankets, Wheels, Serial Paddles and a big line of 16-18-inch Dolls, which are all the rage this season.

No orders too small or too large for us. All orders shipped the same day received. If you are in New England it will pay you to give us a call.



STYLE 122.
Biggest Flash on Midway.

Attention, Committees of New England!

American Legion, Fraternal Orders and Societies who propose running an affair of any kind will find it to their advantage to get in touch with us. We will furnish you with the above merchandise on consignment. We will also send one of our representatives to advise you how to manage your Fair or Bazaar successfully, without charge. Send for our catalog.

NEW ENGLAND DOLL CO., 17 Devonshire St., Boston, Mass.
TEL. CONN.

NORTHWESTERN SHOWS

Prospects for the coming season are even brighter than they usually are with the Wortham Shows at this time of the year, and indications point not only to the organization being of a higher standard, but the route, as contracted by General Agent Stewart, holds forth most alluring possibilities.

All equipment is being put in good-as-new condition, and Master Mechanic Whitman has been busy at the winter quarters for several months directing the efforts of a large force of artists, carpenters, etc. A new lighting system is being installed on the "whip," one which will not only illuminate better but will also greatly enhance the beauty of the ride and add much to the general appearance of the midway. The Big Ell seats were shipped into the factory at the close of last season, and have just been received back again. All white enameled, beveled plate mirrors in the backs, raised wooden carvings, overlaid on all sides and finished in gold leaf.

The circus side-show will again be in charge of Professor G. Burkhart, and will rank high among attractions of this class. The outfit will be entirely new from back stakes to ticket boxes, the J. C. Goss Company furnishing a 25x120 khaki top for it. Frank England and his charming wife will once more preside over the destinies of the Viretta Show, making their fifth season here. William Dumas will have three concessions: Silver Brothers, two; Frank Crooks, one; Henry Broadway, one; J. C. Poland, two; Brooks Brothers, three; L. Howard,

CHINESE BASKETS KWONG WA CHONG COMPANY

Manufacturers, Wholesalers and Jobbers.

HEAD OFFICE: 1021 Third Avenue, Seattle, Wash. BRANCH OFFICES: Canton, Hongkong and Shanghai, China.

THE McBRIDE SHOWS

OPEN AT QUINTON, OKLA., UNDER THE AUSPICES OF THE AMERICAN LEGION, ON THE STREETS. ONE OF THE BEST TOWNS IN OKLAHOMA.

Smelters working day and night. Big pay day. We have nine of the best Planes in this part of Oklahoma and Arkansas, commencing April 28, one each week for nine weeks, already booked. WANT SHOWS AND CONCESSIONS OF ALL KINDS. No graft. Also want Working Men for Ferris Wheel and Carouselle and some good Concession Agents. Must be able to take care of their own stand. Some exclusives open to people who will line up for the summer work. All people address L. R. McBRIDE, P. O. Box 112, Fort Smith, Arkansas.

SECOND-HAND TRUNKS

We carry from the smallest to the largest size. We carry the largest stock of Second-Hand Road Trunks. We also have a large stock of Shoe Trunks. Write for list of sizes and prices.

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.

two; Robert Mathews, four; S. Saburi, three; W. W. Potts, two; George Stinson, five; F. E. Jones, one; R. L. Cutting, one; O. A. Baker, two; and B. C. Kiekotta, one.

The season will open at Detroit on the Ferry and Chene show lot April 23. After a few other locations in the city, week stands on each, the show is routed thru Northern Ohio and Southern Michigan until the middle of August. From that time on a circuit of fairs will keep the show busy until the second week in October.—THE DOCTOR.

GROCERY CONCESSION MEN

write for special low prices on package Cereals. AKIN-ERSKINE MILLING COMPANY, Evansville, Ind.

We Will Book A Good Carnival Co.

for some week in June on the big Day and Night Fair Grounds, at Oshkosh, Wis. We never fail to have a big Carnival Company with us every season, and they all cash in big. Ideal location. Address T. G. BROWN, Secretary, Oshkosh, Wisconsin.

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 or F. R. Is. SILAS J. CONYNE, 3316 Palmer Street Chicago.

Baker Art Concession Tents

ARTISTIC, ATTRACTIVE, ALLURING, AS WELL AS BEING
CONSTRUCTED TO RESIST THE STRONGEST STORMS

Every style you want. Flashy combinations of colors properly arranged and with plenty of reinforcements where it rests on the frame.

SOME REAL BARGAINS ARE OFFERED YOU SECOND-HAND

—SEND FOR CATALOG OF BARGAINS—

BAKER-LOCKWOOD TENT CO., KANSAS CITY



Bayless Better Plaster Dolls and Glass Eye Dogs. Baskets at greatly reduced prices— Chinese and Mexican, Fancy Fruit and Grocery Baskets. World's largest stock.

GLASS VASES
IRIDESCENT GLASSWARE
PLASTER STATUARY
PAPER DRESSES
SLUM GIVE-AWAY



PILLOW TOPS, CANDY ALUMINUM WARE
PADDLE WHEELS
Low Prices
Quick Service



BAYLESS BROS. & CO., Inc.

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7th and Main---8th and Main, LOUISVILLE, KY.

American-Puff 5c

The biggest and best selling Cigar on the market today. Strictly hand-made, \$33.00 per M. You sell them to the trade at \$37.50 per M. Send us \$1.85 for a box of 50 Cigars, prepaid.
EL-VERONA—A good 10c cigar at \$56.00 per M. You sell to the trade at \$65.00 or \$75.00. Send \$3.75 for sample box of 50, prepaid. Agents wanted in all principal cities.

THE LIEBIG COMPANY, Cigar Dept.
BEAVER DAM, WISCONSIN

FANCY SHELL

POP CORN

Relay on us for shipment. Never miss a date or town. Supplying Carnival operators our specialty.

AMERICAN POP CORN CO.,
Box 432, SIOUX CITY, IOWA.

Gum 1c A Pack

Spearmint and other flavors at old prices.

BALL GUM SALESBOARD AND GIVE-AWAY GUMS
HELMET GUM SHOP, Cincinnati, O.

BASKETS

—OF ALL DESCRIPTIONS—

For Carnivals,
Concession Men
AND
Salcs
Boards



Write for prices on Fruit or Grocery Baskets. State kind, and size wanted.
Chinese Baskets, full trimmed, 5 in set, \$5.50 per set.

BENJAMIN & LEIPZIG, Inc.
16 E. 18th Street, NEW YORK CITY

NAT REISS SHOWS

Heads and Assistants in All Departments Busy—Many Members Arriving at Winter Quarters

Peoria, Ill., March 9.—When everybody sheds his overalls and makes a run for the waiting cars at the gate the winter quarters of the Nat Reiss Shows at the fair grounds have the appearance of a good-sized manufacturing plant at quitting time. Manager Bob Lehmar and his corps of assistants, headed by "Billy" Marcus, have been stepping, and as a result have a string of sixteen fairs already booked, among the earlier ones being Chippewa Falls, La. Crosse, Marshfield and two others in Wisconsin. Peoria and Dubuque are also closed. Mr. Marcus reports from the South, where he is contracting fairs, are very encouraging. Until the fair dates start Messrs. Velare are routing the show into the larger cities where the industrial conditions are returning to normal, and where population assures better business.

Walter A. White, for several years with the World at Home Shows, has signed, and will commence work on a new Museum, 150 feet long, immediately. M. Richambeaux, who has the Musical Revue this year, has arrived, and is busy getting his show together and rehearsing people. He closed the road show at Birmingham the first of March. Charles Morgan, formerly with the First National Bank of Denver, Col., will be treasurer for the Velare interests. Edward Blick is another newcomer in the amusement field, and will take charge of the accounting department and secretary work. Russell Thompson will direct the stage of the new "Hawaiian Show," which will be known as "The Garden of Paradise," and will be one of the most pretentious entertainments ever offered under canvas.

Two new Pullmans have arrived this week, and two more are to be added, making seven sleepers to be carried. P. Stucky, trainmaster, will take charge of the repainting of these cars. Curtis Velare is recovering from his recent injury, and, altho still confined to his apartment, hopes to be back on the job again shortly. Elmer Velare, assisted by General Superintendent J. L. Edwards, is rushing work on the new fronts and two new "fun shows." These two "miribhouskes," when finished, will embody ideas entirely new and novel in the line of laugh production.

The "Frolie" base will be mounted on a wagon this season. This time-saving arrangement and a new loading affair, which promises to add to the attractiveness of the ride, will no doubt attract the attention of owners and operators of this popular device.

Nathan Miller was a visitor at the show office and closed with Velare Brothers for a number of concessions. Late arrivals at winter quarters: William Benson and wife, George Parks, Frank Heilly, A. Barker, Charles Miles, Jack Bush, Charles Voght and wife, Mr. and Mrs. Fred Parr and son, Mr. Mar, who will have the cookhouse this year, assisted by Mr. McWilliams and George Mat Gay is expected in some time this week. His new rigging and equipment have already arrived.—W. B. S.

TENTS

KATS KAT HOODS KAT TABLES

BIG BARGAIN

20 new Khaki Concession Tents 8x10, 8-ft. wall, complete with frames. Write

NORTHWESTERN BALLOON & TENT CO.

W. F. McGUIRE, Manager

Phone Diversey 3880.

1635 Fullerton Ave., CHICAGO

Carnival Men. Park Men. Attention.

THE BLOW-BALL RACE

A New, Exciting, Absolute Game of Skill.

A real portable, quick action money getter, at a moderate price for the Carnival man. Can also be used in Parks. The BLOW-Ball Race consists of twelve or more hand-operated blowers, mounted on counter. To each blower is attached a metal glass covered chute, rising 4 ft. up from counter. A 3-inch varied colored ball is in each chute. Near top of chute is a hole in rear of chute, to admit ball into contact box. First ball entering contact box closes dry battery circuit, announcing winning ball on annunciator. Chutes can be set to play hard or easy. Each player has full control of his air-driven ball. If he blows too much air the ball goes over the top of hole, too little air, it falls below. Great sport. Fun for all. Bystanders are amused watching the balls bob up and down, until some player gets his ball into contact box and the race ends. A race is run in from five to ten seconds. Figure out the earning capacity of this quick action game yourself, depending on how quick you can make change. The entire device is on the counter except nicely ferro steel white enameled annunciator, 8x12x4 inches, with large 1-inch numbers, which sets in the rear. Nothing to spoil your flash of prizes in rear. All is enclosed and fool-proof. There is nothing hidden from the player. Everything right up to him and in plain sight. No complicated electrical or mechanical contraptions to tinker with. So simple a boy or man can set up the device ready for action in 1 1/2 hour or less. Weight only 700 lbs. Packs in two cases, one 20x32x36 inches inside measure, for the heavier material, one 32x36x48 inches, for chutes, etc.

The BLOW-Ball Race is a real portable, compact, well built outfit. Now, listen, the price, \$650. Why pay thousands for a racing game? I am the sole owner, patentee and manufacturer, that is why I can set a price that is right. Do not lay idle two weeks and work one because you have no legitimate game. Get a BLOW-Ball Race. Write for further details, cut, photos, and write before you buy any racing game.

E. E. BEHR, Mfr. AMUSEMENT DEVICES

4015 PABST AVE.

MILWAUKEE, WIS.

WANTED CONCESSIONS, CLEAN SHOWS, FERRIS WHEEL, WHIP

Other Rides. Three Running Races every day, August 9, 10, 11, 12. Lee County Fair Association, Donnell Co., Ia. H. B. HOPP, Secretary.

WORTHAM'S WORLD'S GREATEST

Pretentious and Novel Lineup of Attractions Arranged for Coming Season

C. A. Wortham, one of the mightiest powers in carnivaldom, owner of four of the largest shows in the United States, holder of many of the best fair contracts in this country, a genius whose meteoric rise to fame and fortune in ten years stands without parallel, will shortly present his 1921 edition of the C. A. Wortham World's Greatest Exposition Shows. It will be the best arranged, the most completely equipped, the most elaborately staged and the most beautiful show C. A. Wortham has ever offered outdoor amusement devotees.

During the last few weeks the news papers have devoted columns of space to Josafa and Rose Blazek, who recently reached America in charge of that veteran showman, Ike Rose. New York's leading physicians and surgeons made an exhaustive X ray study of these two women, and pronounced them the most perfect example of "Siamese Twins" ever in America. This strange and unusual exhibit has been secured by Mr. Wortham and will undoubtedly cause as big a sensation as did Jan Van Albert, who was exhibited for the first time in the United States by Ike Rose last year, and will be with one of the Wortham Shows again this year.

One of the most elaborate and expensive portable rides, the "Fly-A-ay," invented and designed by that wonderful builder of pleasing show properties, the late Frederic Thompson, is now being completed in New York for the Wortham Shows. It promises to be one of the most popular attractions on the Wortham midway.

The Hippodrome Show, of Wortham's conception, will be a wonderful attraction. Not only will it contain a large number of acts by wild animals, but one of the greatest troupes of trained animals in the country will be with this aggregation. The Robinson Elephants have been secured by Mr. Wortham, and those who have seen them perform know they are of the topnotch under the white tops. Several high-class circus acts will complete the elaborate program at the Hippodrome.

"Smiles of 1921" will be the title of probably the largest musical review ever produced under canvas. For a Water Circus this Wortham show will aim to totally eclipse anything ever before offered. There will be twenty pretty and clever diving girls, several clowns and seals. Six wagons are required to carry the paraphernalia.

Will G. Jones, whose ability to draw crowds to the Autodrome is based on a high-class and satisfactory performance, will present many death-defying and sensational acts on motorcycles and automobile. Vern Tantlinger has been secured to present a high-class Wild West Show, consisting of cowboys, cowgirls, broncho busters, rope spinners, Australian boomerang throwers, bull-whip experts, and Indians will present their native dances. These are but some of the features that will be with the C. A. Wortham World's Greatest Shows this season, and there are two attractions about which nothing can be said at this time. These will be announced as soon as they can be completed.—WILLIAM F. FLOTTO.

LIBERTY ROOT BEER TRUCK

The newest weapon devised to combat the thirst of circus and carnival crowds, the Liberty Root Beer Truck, is being put on the market by the Richardson Corporation, of Rochester, N. Y., manufacturers of the justly famous Liberty Root Beer Barrel.

It consists of a collection of root beer dispensing apparatus mounted on a three-and-a-half-ton truck, capable of supplying about 25,000 glasses of the harmless fluid without interruption. In the equipment mounted on the truck are included two large carbonating machines, two large barrels, a water tank with a capacity of 350 gallons, and a syrup tank whose capacity measures about 150 gallons, these tanks operating automatically and proportioning the right amounts for making creamy root beer. In addition, the truck has its own lighting plant for generating its own current to run the motor and the lights. The cab of the truck is equipped with two electric cash registers, and the upper part so built as to provide sleeping quarters for three persons. The side and rear door of the truck, when raised, form a canopy extending over the serving counters.

When the machinery once gets in motion five taps of beer will give a constant stream of fluid. The serving counter is 62 feet long, of German silver, and extends around the truck. There are two ticket sellers and seven clerks selling root beer all at the same time. There are other countless compartments for keeping food and ice. In fact, the truck combines all the conveniences of a home with all the necessities of a liquid dispensing stand. Much of the dispensing apparatus is finished off in silver plate.

The truck is beautifully painted and lettered, containing fourteen coats of paint.

This new invention will no doubt win instant favor in the circus and carnival field among showmen and concessioners who are in the market for a big money-maker—a practical, modern and up-to-date device.

The Richardson Corporation, of Rochester, N. Y., holds the patents on the invention.

Vinnick's Novelty House

MEGEATH STATIONERY CO., Owners

129 N. 15th Street, Omaha, Neb.

Western Headquarters for Carnival Goods

JAKE VINNICK, Mgr.

WANTED

Legitimate Concessions, Rides and Shows for several of Tennessee's best County Fairs. Write J. F. VAUGHAN, Winchester, Ten

Are You One of the Lucky Ones?

WHO OPERATED AN

Alice May

**PERFUME STORE
LAST SEASON?**



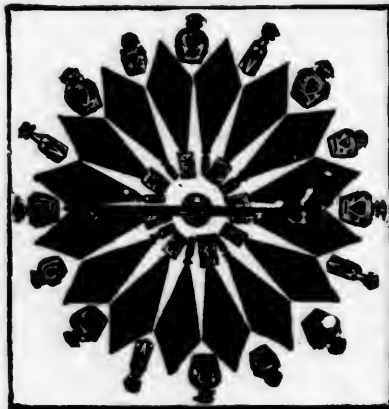
The Alice May Perfume Store brought in more money than any other Concession, because it is so designed as to attract men, women and children. IT IS operated with our own original patented

PERFUME SPINDLE

which is a legitimate game and allowed to operate in every State in the Union, because the player gets

A PRIZE EVERY TIME

We furnish the GIVE AWAY to you—any amount of it. Only one person required to operate this store. WORKS FAST. Fascinates the CROWDS. SMALL CAPITAL REQUIRED TO START THIS STORE.



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READ THESE TESTIMONIALS:

FASTEST WORKING and BEST PAYING BOOTHS

The Ladies' Auxiliary of S. L. of A. thanks you for your generous donation of a complete working ALICE MAY PERFUME STORE. This made one of the most attractive exhibits of the entire bazaar, and was also one of our fastest working and best paying booths, etc.—Mrs. Henry T. Belden, Chairman Ladies' Auxiliary of Showmen's League of America.

\$5,700.00 PROFIT

Jan. 13th, 1921.
I am still with you and for you. I've chased a home in Oklahoma City, which cost \$5,700.00. GOT MY START WITH AN ALICE MAY PERFUME STORE. Nothing but perfume for me. Am opening up bigger than ever in 1921.
LEN CROUCH,
Treas. S. W. BRUNDAGE SHOWS.

GREAT SUCCESS

I am sending you photograph of my ALICE MAY PERFUME STORE. To say that it is the FLASHIEST AND BEST MONEY GETTER is putting it mild. Etc.
MRS. L. Q. EVERETT,
JOHNNY JONES' SHOW.

FLASH

The FLASH of an Alice May Perfume Store, when properly framed, is, without question, the most attractive on the lot. The bright array of the colors, the eight-foot purple felt banners and large display bottles which we furnish will attract the crowds and hold them.

It is well known that an Alice May Perfume Store is the flashiest of all on the Midway. Banners and extra large displays furnished free.

QUALITY

Quality SUPREME is our standard. We realize that quality is just as essential as flash. Our Perfumes never fail to please.

PRICE

LOWEST IN ALL AMERICA—barring none. Enormous volume of business makes low price possible.

Write for our catalog.

SUPERIOR PERFUME COMPANY

(Originators of the Perfume Store)

336-338 West 63rd St., CHICAGO, ILL.



EVERY TIME YOU MENTION THE BILLBOARD YOU PUT IN A BOOBY FOR US

SOL'S UNITED SHOWS

Well on Way To Completion—Opening Set for April 2

Assistant Manager "Happy" Holden and Supt. Frank G. Wallick, of Sol's United Shows, say that the show now being prepared in 24 hours should be ready to ramble in 24 hours should the occasion demand it. All the wagons are in tip-top shape, the six new panel fronts have arrived, and the painting and decorating is nearing completion.

The new Traver seaplanes, five carloads of new wagons, two state-room cars and five 65-foot flats, specially built for this organization, are a part of the new equipment purchased by Mr. Solomon, whose caravan this year will be transported in a train of twenty cars. All of the tops, fronts and wagons are new this year. Two new platform show wagons were completed last week and the new decorations on the "whip" will make it look exceptionally attractive, for which much credit is due Chris Weinstein. This is to have charge of the new Traver Seaplanes.

M. W. McQuigg, general agent, has done remarkable work ahead of the show and reports that with very few exceptions his season's booking is well-nigh completed. "Mack" is a hustler of real ability, and Mr. Solomon is loud in praise of his work.

The Cole & Jessup Concession Co. has completed building. Frank Lupo and his string of concessions are also ready, as well as those of W. H. Sneathen, Ronell & Hardegree, Late Courtner and Ralph Oliver. Mr. and Mrs. Lee are breaking into the concession game this season with popcorn wagon and huckle-buck. Charley Palmer will have the long-range shooting gallery. Harry Kerbis will conduct the cookhouse. Mrs. Howard Smith's dining car has been in operation all winter, and her new specially equipped car will arrive soon. Mr. and Mrs. Lester Staley arrived on February 15 from their home in Shepherdstown, W. Va., to take charge of their beautiful merry-go-round and big Eli wheel. All rides will start in the air for inspection on Monday, March 28, Saturday, April 2, being the opening date.

Mad Cody Fleming (himself) is on the job with the Athletic Show. Prof. and Mrs. H. V. Harris have arrived from Tulsa, Ok., and rehearsal of Harris' All-American Band are going on daily. Earl May is ready with his brush to assist the advance staff. Mr. and Mrs. Claude Fondaw are here with their new wagon on which their free act rigging is to be erected. Billy Nichols and George Oliver are completing the electrical equipment. Two 25 k. w. transformers were recently purchased and mounted on a special truck.

To summarize, the attractions will consist of five riding devices, merry-go-round, ferris wheel, whip, seaplanes and airplane carousel. Among the feature shows will be found Warner's Society Circus. The All-White Minstrels, presented by "Miller, the Fool;" Happy Holden's "Original Darktown Follies" and Jazzy Jazz Band, two circus side-shows, conducted by Curly Adams and Gene Milton; Harry Bennett's "Utopia," Harry B. Klaw's Museum and Platform Show, the Busy City, Holy Moses (Kid Nectine) and Davis & Elliott's Vamp Show. Among the well-known showmen who will also be in charge of shows owned by the management will be Harry Bennett, Harry Hicks and Doc Wise.—R. D. RUSSELL.

JOHNNY J. KLINE SHOWS

Scheduled To Open at West New York, N. J., April 16

Jersey City, N. J., March 8.—Workmen have been active at the winter quarters of the Johnny J. Kline Shows for the past few weeks, repainting the paraphernalia, and Major Diamond is giving all his time seeing to the details of the work.

The advance is being taken care of by Mr. Kline whose past promotions have proven his ability as a general agent. For the coming season the management is not sparing any expense in making the organization one that will rank among the big shows of the East.

Last year some of the biggest cities were played, and the show opened April 28 and closed October 23. For the season of 1921 the show will open at the Fiftieth Anniversary Celebration at West New York, N. J., for a two weeks' stand, which will include three Saturdays and two Sundays, the location being in the heart of the town. Then the show is routed thru some of the choice towns of the East.—DAVIS.

Be sure to look thru the Letter List this week.

YOUR PROPERTY

or your business is the signal to the world of your ability, a monument of your success. Let the **Big EA** WHEEL be yours.

ELI BRIDGE COMPANY,
Case Avenue, Jacksonville, Ill.

ALLIGATOR HAND BAG

\$7.50 Each

Stuffed Alligators, \$1.50 Up
Stuffed Fish.

JOS. FLEISCHMAN, Alligator Novelties, Tampa, Fla.

Gum 1c A Pack

Spearmint and other flavors at old prices.
BALL GUM SALESBOARD AND GIVE-AWAY GUMS
HELMET GUM SHOP Cincinnati, O.

HERE THEY ARE! JUST AS WE PROMISED!

NEW, NOVEL, FLASHY MERCHANDISE OF MERIT. "NUF SED." READ, THEN ORDER



NO. A 15.



NO. A 16.



NO. A 17.



NO. A 18.



NO. A 19.



NO. A 20.

The above illustrations show our WONDER line of unbreakable Wood Pulp Dolls. Size, 14 inches. Trimmed with marabou, laces, ribbons and feathers. Dressed in beautiful radium silk metal cloth.

PRICE, \$15.00 DOZEN



CLEOPATRA—The Caliph's favorite. A beautifully colored representation of the Chief Lady of the Harem, dressed in the habiliments of the Orient, jeweled and tinted as were the beauties of the Arabian Nights' Tales. Under a silk or parchment shade of Oriental magnificence. Size, 16 in. high, 8 in. wide over all. 6-ft. cord, ready for use. Price, \$36.00 per Dozen.



CAMEL AT REST—15½ in. high, 9 in. wide, with silk or parchment Oriental shade in coloring and workmanship of the highest art. Price, \$36.00 per Dozen.



HOLLAND TWINS—Must be seen to be appreciated. Beautiful colorings, silk shade or parchment shades, showing scenes from Holland. Size, 16 in. high. Price, \$36.00 per Dozen.

GENUINE NAVAJO ALL WOOL INDIAN BLANKETS—Vivid in colorings, brilliant designs. These blankets express the Indian squaws' true love for color. Merchandise that has never been offered the concessionaire before. Edges bound with silk whipped cord, \$6.25 Each. Felt bound edges, \$6.75 Each.

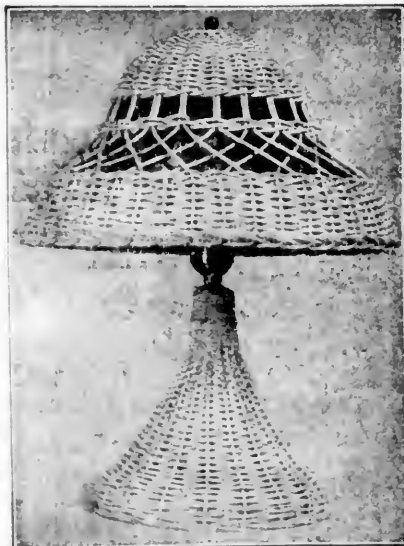
SILVERWARE WHEEL ITEMS—We are the Leaders in this line of merchandise. Real Prices That Are Astonishing!! Send for Bulletin No. 2.

Terms: 25% cash with order, balance C. O. D. All prices F. O. B. Chicago. Our policy. "Price, Merit and Personal Service."

CHINESE BASKETS—Split bamboo, fully trimmed throughout with silk Mandarin tassels, imitation jade beads, rings. Chinese coins of intrinsic value. \$5.25 per set of five with single rings and single tassels. Double rings, two tassels on two larger baskets, \$5.75 per set. Stained in dark mahogany, gloss finish.



CHINESE HAND BAGS—Made of Chinese altar cloth, worked in gold and silver thread. Many beautiful designs and gorgeous colorings. Each bag has two double silk tassels. Wonderful novelty for an exclusive wheel or a number for your silver wheel. Size, 13x10 in. Packed in assortments of five designs. \$4.75 per Bag.



GENUINE REED TABLE LAMP AND SHADE—17 in. high, 12 in. wide, in assorted designs. Shades lined with various colored silks. Price, \$5.00 Each.

ATLASTA MERCANTILE SUPPLY CO.

179 NO. WELLS STREET (COR. LAKE),

Phone State 6696,

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EDWARD A. HOCK, President.

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JOBBER, OPERATORS, SALESMEN

Here are a few more live ones. SALESMEN, get our side line proposition A TRIAL ORDER WILL MAKE YOU ONE OF OUR STEADY CUSTOMERS

We are now located at our new Address

TANEZER & NINNEMAN IMPORTERS AND JOBBERS
214-220 W. WATER ST., MILWAUKEE, WIS.

Get our new Catalog and new Prices

These prices are net cash F. O. B. Milwaukee. 25% of purchase price must accompany all orders



No. 155 Includes

- 2 Solid Gold Rings
- 2 Lady's Gold Plated Bracelet Watches.
- 2 Cuff Link Sets.
- 6 Gold Plated Gent's 16 Size Watches.
- 4 Scarf Pins.
- 1 Lady's Lavallere.
- 2 Waldemar Knives
- 2 14 Kt. Solid Gold Fountain Pens.
- 2 Always Sharp Pencils, with Extra Leads.
- 1 Eclm Cigarette Case
- 1 21-Piece Manicure Set.
- 1 Gent's Toilet Set.
- 1 \$6.00 Gillette Safety Razor
- 1 12x19-inch Velvet Display Pad.
- 1 3,000-Hole Midget Tamper Proof Salesboard, at 10 Cents a Sale.
- 17 Spring Hinge Velvet or Leatherette Jewelry Boxes.

Price, \$55.00



A FEW MORE SPECIALS 21-Piece French Ivory Manicure Set

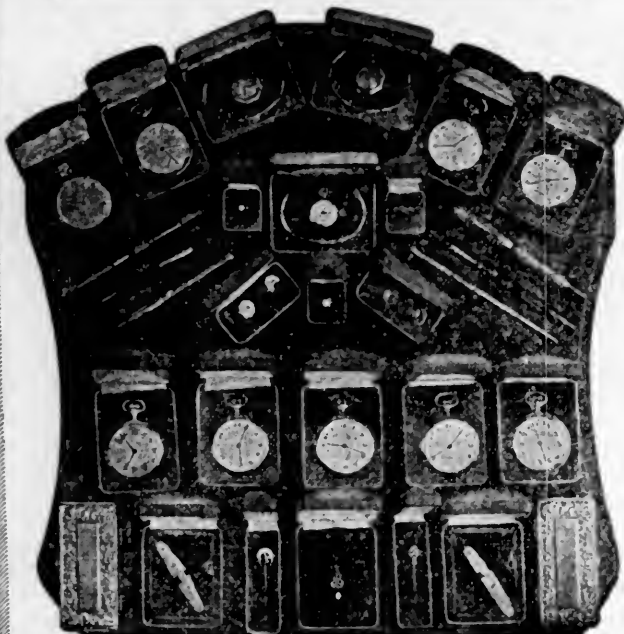
Du Barry Pattern, Flowered Velvet, Soft Roll Leatherette Case.

\$2.70 Each

Gillette Gold Plated Safety Razor

No. 503 B. A., including 12 Blades. Retail for \$6.00.

\$3.40 Each

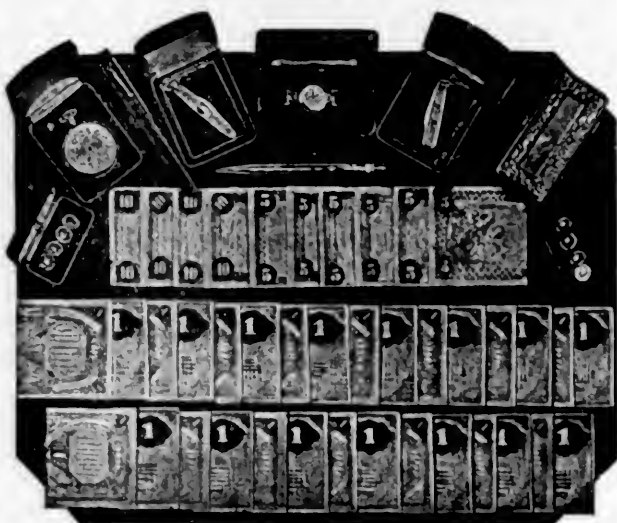


No. 12 Includes

- 1 14-Kt. Solid Gold Ladies' Bracelet Watch.
- 1 21-Jewel, 12-Size guaranteed Gold Filled Gent's Watch.
- 2 14-Kt. Solid Gold Fountain Pens.
- 2 Solid Gold Top Knife and Chain Sets.
- 1 \$6.00 Gold-Plated Gillette Safety Razor.
- 2 Solid Gold Top Cuff Link Sets.
- 1 Always Sharp Pencil.
- 3 New Five-Dollar Bills, real money.
- 2 New Ten-Dollar Bills, real money.
- 15 One-Dollar Bills, real money.

- 1 15x19-inch Velvet Display Pad.
- 1 3,000 or 3,600-Hole Tamper-Proof Salesboard at 10c a sale.
- 6 Spring-Hinge Velvet or Leatherette Jewelry Boxes.

Price, \$90.00
Without the Money, \$40.00



No. 152 Includes

- 2 21-Jewel, 12 Size, Guaranteed Gold Filled Watches.
- 2 7-Jewel, 12 Size, Guaranteed Gold Filled Watches.
- 1 14-Kt. Solid Gold, 7-Jewel Lady's Bracelet Watch.
- 2 Solid Gold Rings.
- 4 14-Kt. Solid Gold Fountain Pens.
- 1 14-Kt. Lady's Solid Gold Lavallere.
- 2 Lady's Gold Plated Bracelet Watches.
- 2 Always Sharp Pencils, with Extra Leads.
- 2 Solid Gold Top Cuff Link Sets.
- 5 16 Size, Gold Plated Gent's Watches.
- 2 \$6.00 Gold Plated Gillette Safety Razors.
- 2 Solid Gold Top Knife and Chain Sets.
- 2 Scarf Pins.
- 1 Genuine Diamond Ring
- 1 12x19-inch Velvet Display Pad
- 1 3,000 or 3,600-Hole Tamper Proof Salesboard, at 10 Cents a Sale.
- 22 Spring Hinge Velvet or Leatherette Jewelry Boxes.

Price, \$160.00. Without the Diamond Ring, \$85.00

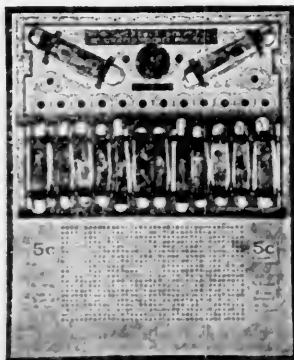
No. 100 Includes

14 BEAUTIFUL ART PHOTO KNIVES

Brass Lined, and two fine Blades. 1 800-Hole Salesboard at 5c a sale.

This is absolutely the best Knife Board on the market.

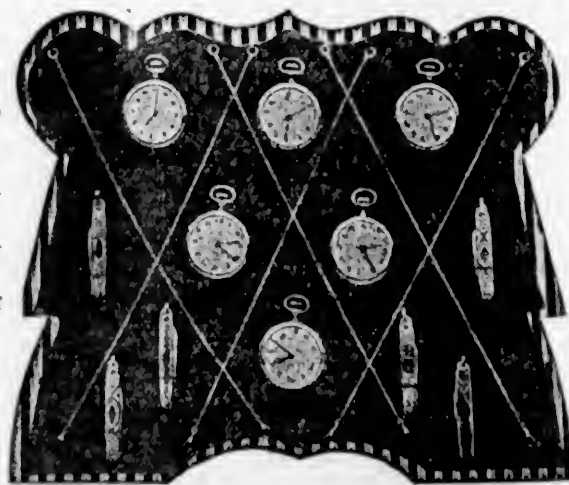
In lots of twenty-five, \$8.50
Single, \$10.00



No. 153 Includes

- 6 Electro Gold-Plated Gent's Watches.
- 6 Waldemar Watch Chains.
- 6 Gold-Plated Waldemar Knives.
- 1 12x16-inch Velvet Display Pad.
- 1 1,200-Hole Tamper-Proof Salesboard.

Price, \$12.50



The merchandise on this assortment is all very high grade. We can make UP an assortment of this kind for less money by giving you cheaper merchandise.

This assortment makes a wonderful showing. Note how the money is arranged on the display pad. Does it not look like a hundred dollars instead of fifty?

CONCESSIONAIRES

LOOK BEFORE YOU LEAP

Bigger flash than ever before. All our dolls reduced in price almost 50%.

\$8.50 Dozen and Up

These dolls are designed for the fair and carnival trade. They are made of unbreakable wood fibre composition, light in weight and dressed in new, flashy dresses of original design.

Send \$15.00 for an assortment of one dozen of our Bundie and Charms Dolls.

Packed in 3, 6 and gross case lots.

25% deposit; balance C. O. D.

All orders shipped same day as received.

MUTUAL DOLL CO., Inc.

General Office and Factory, 37-39-41-43 Greene St., New York City
Boston Office, 17 Devonshire St., Boston, Mass.



CHARMS NO. 55 (1 1/2 inch).



BUNDIE NO. 106 (1 1/2 inch).

Prices Reduced!

SAVE MONEY BY SENDING YOUR ORDERS TO US.

Plenty Stock. Prompt Shipments

- American Razors. Per Dozen.....\$5.25
(Black or White Handles.)
- Large Razor Homes Per Gross..... 7.50
- Small Razor Homes. Per Gross..... 7.00
- Razor Straps. Per Gross..... 8.50
- Needle Books. Per Gross..... 8.50
- Imported Memo. Books (4 fold). Per Gross... 9.00
- Imported Memo Books (end open). Per Gross... 7.50
- Glass Cutter Knives. Per Dozen..... 1.65
- Imported Whetstones. Per 100..... 3.00
- Dandy Tools. Per Gross..... 8.50
- 4-in-1 Tools. Per Gross..... 8.50
- Keystone Tools. Per Gross..... 7.00
- Styptic Pencils..... 2.00
- Williams' Mug Soap. Per Dozen..... .44
- Colgate's Cup Soap. Per Dozen..... .44
- Good Four-Piece Collar Button Sets. Per Gr... 4.00
- White Stone Scarf Pins. Per Gross..... 3.50
- Band Rings, best quality. Per Gross..... 1.75
- Eagle Supply Pencils. Per Dozen..... 1.50
- Magic Knives. Per Dozen..... 1.50
- Dice Clocks. Each..... 1.50

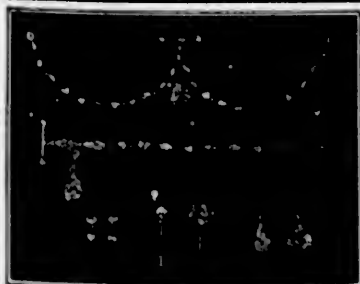
We carry a complete line of merchandise for Street-vendors, Carnival People, Notion Men, Pitchmen, Sheet-writers, Agents, Auctioneers, Demonstrators, etc., at lowest prices.

Our 1921 Catalog will not be ready for distribution before June 1. Watch The Billboard for date of issue. Orders selected from our 1920 book of previous editions will be filled at lowest prevailing prices.

LEVIN BROS.

(Established 1886.)

TERRE HAUTE, INDIANA



R. WHITE

Manufacturer COMPOSITION NUGGET JEWELRY. Send stamps for price list. Box 424, Red Bluff, Calif.

LITTLE WONDER LIGHTS

Lights for the Parlor, Library and Dining Room. Lights for stores, schools, churches, tents, showmen, etc. Park and street lights, and Little Wonder Hand Lanterns. 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 Catalog and Prices. LITTLE WONDER MFG. CO., 152 S. 5th St., Terre Haute, Ind.

DOWN GOES THE PRICE OF SPEARMINT CHEWING GUM \$1.25 Per 100 Packages, in lots of 1,200 Packages. NEWPORT GUM CO., Newport, Kentucky.

J. F. MURPHY SHOWS

Will Start Season, With Augmented Lineup, at Savannah, Ga., March 24

Savannah, Ga., March 19.—Two weeks from today will mark the opening of the J. F. Murphy Shows in Savannah under the auspices of the Savannah Trade and Labor Assembly, and the engagement promises to be a successful one.

The attractions for the opening of this twenty-five-car organization will include Howard J. Benson's Minstrel Creation, with a talented company of performers and a ten-piece brass band; D. M. Bristol's Horse Show and Review, with many new additions; Fred D'Ivey's Animal Show, Doc Hamilton's Ten-in-one, Happy Jack Eckel, the fat man; Jack Brussell will manage the "Barrel of Fun," J. F. Burns' Midget Village, with Mr. and Mrs. George Rogers and Baby Margaret as features; Daredevil Zeke Shumway will be seen on the big motor-drome; L. B. Walker, with his Monkey Speedway and several concessions; F. W. Biddle, "Land of Reptiles," the "Mysterious Girl," Athletic Arena, Bug-House, Webb Platform and other shows. Geo Jones will manage the Busy City—a number of improvements have been made to this show. Theodore Taxier will present the "Whip," managed by D. McDonald. Mr. Taxier will also have a number of concessions. Eddie Pine, with the Fern's wheel and a string of concessions. Frank P. Lee, with the "Seaplanes" and "Aeroplane Swings." The merry-go-round will be managed by W. Jackson. New concessions will include Mr. and Mrs. Billy Stauffer, Mr. and Mrs. Clint Roberts, Mr. and Mrs. Tom Wilson, Tom Hudgins, Frank Serrett, Kay Yoshida.

Under the supervision of Fred D'Ivey this show has overhauled all paraphernalia. The blacksmith shop, under the management of Fred Monroe, has produced wonderful results. Mart Goodwin, scenic artist, is responsible for elaborate designs on the wagons and show fronts. Jas. Sullivan, trainmaster, has turned out very good work. Jas. Mooney, stable boss, has the stock in very good condition and capable of handling the added work caused by the show being increased. Frank Meeker, with his excellent band, will furnish the music.

James Fleming, secretary of the Tri-State Fair Association, made the winter quarters season a pleasant period. Mr. Fleming and Louis Garfunkle, a successful business man here, have gracefully assisted—in fact, are responsible—for this show establishing headquarters in Savannah. Being assured of their co-operation this show will be glad to establish here permanently.—N. D. BROWN.

EDWARDS IS PLEASED

Goldsboro, N. C., March 8.—N. J. Edwards, of the Goldsboro Mail Order House, is highly elated over the expressions of satisfaction he has received from his customers for his line of goods. Here's one he is particularly proud of:

"It is with pleasure I acknowledge receipt of the leather bag which arrived in due time and in good condition. I have compared the bag with other higher priced ones and find it not only has a better appearance, but the general construction is an improvement over any I have seen."

(Signed) M. C. WILLIAMS.

DREYFACH'S NEW CREATIONS

M. D. Dreyfach, the well-known pillow manufacturer, of New York City, will, as usual, introduce this season a number of new and timely subjects in the pillow line. His new creations include "Babe Ruth" and "Man of War," as well as a number of other new designs and novelties.

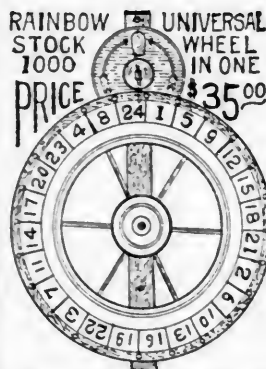
With increased facilities Mr. Dreyfach will be in a better position than ever before to supply his large clientele of concessioners he has served in the past, as well as take on many new patrons which his line is bound to attract.

Have you looked thru the Letter List in this issue? There may be a letter advertised for you.

DEVIL FISH

The real thing. Caught in the Pacific Ocean. Preserved to keep as natural as life. Nothing to break or spoil. Can be rolled up and carried in a wooden bucket with just liquid enough to cover it. The best attraction ever offered for Store Shows, Fair Grounds or Museums. Price, \$3.00 and up according to size. Address FRED EDWARDS & BRO, 1307 6th Ave., Tacoma, Wash. Reference: National Bank of Commerce.

STOCK WHEEL OPERATORS, ATTENTION!



We have just perfected the RAINBOW UNIVERSAL PERCENTAGE LAY-DOWN WHEEL. This wheel is 26 in. in diameter and suitable to use on all classes of merchandise—Candy, Dolls, Chinese Baskets, Fruit, Ham and Bacon, Biscuits, Glassware, etc. The winning number is indicated on the wheel in the usual way. The values are indicated by the colored lights in the window above wheel indicator. Color combinations are interchangeable. Wheels are numbered on both sides. Any combination up to 60 numbers.

Amusement Devices and Games of Every Description

Paddle Wheels, Lay-Down and Percentage Wheels, all styles and sizes; Hand Strikers, High Strikers, Spindles, Beehives, Percentage Roll-Down and other Marble Games; "Devil's" Bowling Alley, Ball Games, etc. Something new in Balls for Bowling Alleys.

Write for our list. The best is the cheapest.

C. L. THORNE MFG. CO.

1238-1240 W. Van Buren St., Chicago, Ill.

W. S. TOTHILL

Webster Ave., Wood Street and Elston Ave., CHICAGO, ILL. Manufacturers of

Park Playground, Toyland Carnival and Circus Apparatus

Miniature Merry-Go-Rounds, Slides, Etc.

Write for Catalog and Price Lists.

Sane Fourth Celebration

The largest celebration in Central Ohio. Attendance last year, 25,000. WANTED—Free Acts, Animal and Aerial, Concessions, Shows, Midway Attractions and Feature Acts. Address M. L. BROWN, F. O. E. Bldg., Springfield, O.

MENTION US, PLEASE—THE BILLBOARD.

BUY DANVILLE DOLLS



Dumpie Hair Dolls, - - 45c each
 Dumpie Dolls (No Hair), - - 25c each



Lamp Dolls, 13-in. complete, \$2.50 each



Look In Dolls, - - - - 70c each



Beach Hair Dolls, - 7-in. 40c each
 Beach Dolls (No Hair), 7-in. 25c each
 Beach Baby, - - 4-in. 5c each
 Beach Baby, - - - 7-in. 15c each



Vases, Assorted Fruits and Flowers
 12-in. size, - - - - 40c each
 16-in. size, - - - - 75c each
 22-in. size, - - - - \$1.50 each



12-in. Rover Dogs, - - - 50c each
 5-in. Dog and Cat Assortment, 15c each

DOLL DRESSES

Three-piece Dresses in assorted colors of Oriental and Flower Crepe Paper. Come sewed together ready to slip on. (No pins or rubbers needed.)

100 Lots, - - - 5c each
 500 Lots, - - - 4c each

CREPE PAPER

All assorted shades including Oriental and Japanese designs in
 100 Fold Lots. - 7c per fold

DOLL WIGS

All assorted shades of Mohair Wigs, complete with nets, 15c each.

All orders leave same day received One-half deposit is required on all C. O. D. orders. All dolls packed in new wire bound cases.

CIRCULAR ON REQUEST.

DANVILLE DOLL COMPANY, DANVILLE, ILLINOIS

Southern Branch, B. U. JONES, 109-11 Peters St.,

ATLANTA, GA.

GET YOURS

Let Shimmie Sue

—AND—

Hula Hula Dancing Girl

Hold your crowds. Be first on the show to get the X. The Dolls that will do your bally, will run twenty minutes with one winding. Let them all work for you.



Shimmie Shaker Sue dresses in shimmie trimmed with baby ribbons and lace, each in a separate box.

Sample \$ 3.50
 Dozen Lots, per doz. 36.00

Hula Hula Dancing Girl, dressed in knitted dancing skirt trimmed with gold braid, each in separate box.

Sample \$ 3.50
 Dozen Lots, per doz. 39.00

Dolls are 14 inches in height, made of Wood Fibre, absolutely unbreakable, best of finish with Mohair Wigs of assorted colors. A Flash that a crowd will not leave. Just wind them up and the dolls will do the rest.

ALL ORDERS LEAVE SAME DAY RECEIVED.

ONE-THIRD DEPOSIT IS REQUIRED ON ALL C. O. D. ORDERS

DANVILLE DOLL COMPANY

Danville, Illinois

CONCESSIONAIRES! ATTENTION!



K-12A—A real live wire, 13½ inches high, dressed in silk metal ribbon, beautiful transparent shades. Skirt and Pants trimmed with fancy colored French marabou. Wristlet and Head Band to match. English mohair Wig, in assorted colors.



11-K-9-A—"Some speed," and she knows it. 11 inches high. Dressed in fancy colored silk metal ribbon, bordered with beautiful French marabou trimming. Pom Pom and Head Band to match. English mohair Wig. Fancy Vell.



9-K-11-A—"Regular Vamp." 9 inches high, attired in finest silk metal ribbon suit (all flashy colors), French marabou trimming, also Pom Pom and Head Band to match. English mohair Wig.



BEACH QUEEN—The very newest unbreakable Composition Novelty Doll, 9¼ inches high. A real live wire, attired in her beautifully painted one-piece bathing suit and finely arranged English mohair coiffured Wig.

BUY DIRECT FROM MANUFACTURER

All Dolls are made of wood fibre, unbreakable composition, guaranteed against cracking and peeling. Our Novelty Dolls are dressed in finest material of Silks, Satins, Malines, Metal Ribbon, fancy colors, with Marabou, Gold and Silver Lace Trimmings.

\$7.50 DON'T FAIL TO SEND FOR OUR SAMPLE ASSORTMENT CONSISTING OF SIX OF OUR VERY BEST SELLERS **\$7.50**

We manufacture a complete line of dressed and undressed Novelty Dolls, in 9¼, 11¼ and 13½-inch sizes.

SEND FOR OUR LATEST CATALOG, JUST OFF THE PRESS.

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

AMERICAN OCARINA & TOY CO., Largest Doll Manufacturers. 69-73 Bruen St., Newark, N. J.

LOCAL AND LONG DISTANCE PHONE, MARKET 849.

Cupid and Japanese DOLLS



JAPANESE DOLLS. Boy and Girl, in 10 and 15-inch Sizes.

We are the largest manufacturers of Japanese Dolls in the United States. Our latest Novelty, the Japanese Kneeling Doll.

SEA FLOWER

The leader of the season, with hair wig and flower in hand, is bound to create a sensation this season.

We manufacture a complete line of Sitting, Kneeling and Standing Porcelain Composition Dolls.

OUR PRICES ARE THE LOWEST.

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

C. PIEROTTI, 1183 Second Avenue,

NEW YORK CITY.



SEA FLOWER.

S. W. BRUNDAGE SHOWS

Work in Winter Quarters Nearly Completed—Open at Denison, Tex., March 28

Manager S. W. Brundage announces that not since 1909 has he spent so much money as this winter in building up the S. W. Brundage Shows for the coming season. He is quite optimistic as to the result of the tour, and last season having been the most successful for him in his 21 years' experience, he has not hesitated in turning the money right back into new attractions and the thorough overhauling of the old.

Shows now ready for the opening are J. C. Hunt's Wild West, with 28 head of horses, mules and steers; men and women riders and featuring a cowboy band. Bobby Jewell, with the Autodrome and four riders. Jewell and his fellow riders will have charge of the two airplanes, doing advertising duty and carrying passengers. Slaughter's Water Circus, with six mads and three men in high and fancy diving and water sports. Thomas (Slim) Kelly's Circus Annex, under 135 feet of canvas; Bud Losey's Side Show and Wonderland, under 110 feet of canvas; Prof. Dick Kanthe will manage the Athletic Show, with four assistants; "Thru the Falls," C. W. Piekler, manager; "Mystic Grotto," Harve Miller, manager; "Mystery Palace," L. C. Carlton, manager; "Isle of Spice," Warren Davis, manager; "Mexican Village," Edwin Todd, manager—a show entirely new to carnivaldom, featuring Mexican vaudeville, musicians; carrying 18 native Mexican and stock; "Wichita Wonder," J. J. Temple, manager; Illusion Show, "Skeleton Dude," with Walter Cole, platform arrangement managed by Jack Crouch. W. A. Miller's "Airplane Swings" have been lowered closer to the ground by the use of cables and now has a seventy-foot sweep. "Whip," W. A. Miller, manager; Carry-us-all, Ellsworth McAtee, manager; Ferris wheel, Charles Cohn, manager.

A 20-piece all-American band is working overtime on concert music, as is "Crazy Ray" Choiseur on the 36-whistle steam calliope. Slim Kelly, trainmaster, and crew are now putting the equipment in shape, ready to go. The shows will open March 28 for one week on the main streets and avenues of Denison, with a big "welcome" arch over the entrance to the midway, and under the auspices of the Elks' Building Fund and Merchants' Spring Jubilee.—DICK GRAY.

TIP TOP TOY NEW NUMBERS

New York, March 10.—The Tip Top Toy Co., of this city, is introducing two new numbers to the concession and carnival trade which are bound to meet with instant favor this season. "Shimmie Shaker Sue" and "Hula Hula Dancer" are high-class mechanical dolls that will make a real flash and attract the crowds. This concern reports a big sale of these numbers thus far. M. L. Kahn, of Philadelphia, has been successful in securing the Philadelphia distribution. The Western Doll Mfg. Co., of Chicago, is the Western distributor.

BALLOONS NOVELTIES

- MECHANICAL CLIMBING MONKEY, Per Doz. \$ 2.75
- MECHANICAL PAN-GEE DANCER, Per Doz. 3.00
- MECHANICAL COON JIGGERS, Per Doz. 5.00
- MECHANICAL CHARLIE CHAPLIN, Per Doz. 6.00
- CANARY BIRD WARBLER WHISTLES, Per G. 5.00
- NO. 50 AIR BALLOONS, Per Gross. 2.50
- NO. 60 AIR BALLOONS, Per Gross. 3.00
- NO. 60 GAS 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 SQUAWKERS, Per Gross. 6.50
- NO. 160 MAMMOTH SQUAWKER, Per Gross. 9.00
- NO. 115 MAMMOTH BALLOON, Per Gross. 12.00
- NO. 90 ASST ART MIRRORS, Per 100 6.00
- REED BALLOON STICKS, Per Gross. .50
- NO. 10 RETURN BALLS, Threaded, Per Gr. 4.00
- NO. 5½ RETURN BALLS, Threaded, Per Gr. 4.75
- NO. 10x RETURN BALLS, Taped, Per Gr. 7.20
- TISSUE 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. 8x BEAUTY TOY WHIPS, Per Gross. 7.50
- CONFETTI DUSTERS, Plain, Per 100. 2.00
- CONFETTI DUSTERS, Colored, Per 100. 3.00
- ASSORTED PAPER HATS, Per Gross. 6.00
- PATRIOTIC R. W. & B. 7-IN. HOLES, Per Gr. 7.50
- 100 ASSORTED CANES, Per Gross. 3.00
- 100 ASSORTED KNIVES, \$10.00, \$15.00, 25.00
- SIMPLEY 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
- ASH TRAYS, 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.

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ORGANS for MERRY-GO-ROUNDS, SHOWS, Etc

A few fine, rebuilt IMPORTED ORGANS, guaranteed first-class condition, with all NEW MUSIC. An exceptional opportunity to purchase a really high-grade instrument at a ridiculously low price. Please state your wants fully.

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\$28.50 per 100 **MARY BICKFORD** **\$28.50** per 100

Keuple Marabou or Ribbon Trimmed.

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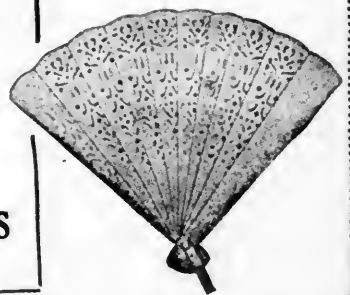
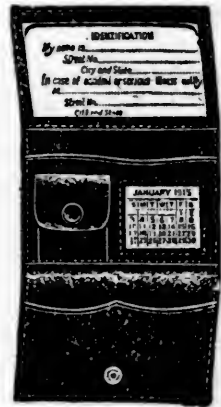
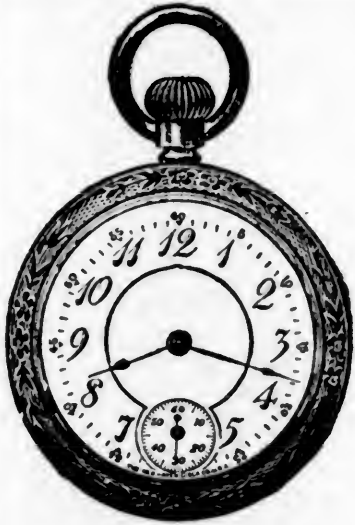
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We illustrate but a few of our vast assortment, which also includes SILK HOSE, SILK HANDKERCHIEFS, FOUNTAIN PENS, CLUTCH PENCILS, MEN'S and WOMEN'S JEWELRY and 1,000 different novelties of unusual merit.

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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.

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No. 45—Air. \$2.00 Gross.
No. 60—Air. \$2.50 Gross.
No. 60—Heavy Gas, \$3.50 Gross.
No. 90—Heavy Gas, \$4.50 Gross.
No. 65—Large Airships, \$3.60 Gross; in two colors, \$4.50 Gross.
No. 45—With Long Squawker, \$4.50 Gr.
No. 60—With Long Squawker, \$5.50 Gr.
Balloon Sticks, selected quality, 50c Gross.
Half cash with order

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We carry three sizes of Imported and Domestic Wigs

MOHAIR WIGS
\$5, \$10 and \$15 per 100

Curled, assorted shades. Samples, \$1.00, prepaid. Write for our new catalog and prices. Free.
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BRIGHT FLASHY FRENCH ART RUGS
AT PRE WAR PRICES

A Peach to look at. Wears like iron. Sells on sight. Use them for a leader in these hard times. Blue, brown or green stenciled borders. Size 27x54, \$12.00 per dozen. Sample, \$1.50 prepaid. Write for sample or better order a dozen. Retail, \$1.75.

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Perrin Sold \$350 One Day

Melaner, \$250 in one day
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Erwin boy (going to school) makes \$35 every Sat. afternoon.
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No theory! No guesswork!
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HOROSCOPES
Future Photos, Printed Fortunes, etc. 4c for sample.
J. LEDOUX
169 Wilson Avenue, Brooklyn, N. Y.

CARNIVAL CARAVANS
By ALI BABA

Everybody tell of winter, "G-O-O-D B-Y-E." Thoughts now turn to the season's start and finish.

The spirit of optimism is often the forerunner of success.

Fat Duneson—What do they mean when they say, "Call Grand 3600"?

Welcome to spring. Thousands sing its praises.

"Red" Murray, "as a new member," will you say a few words? Who asked that question?

Eleven dollars is a lot of money for a box of lunch. Harry Brown, please rise and tell the story.

Rubin Gruber's favorite diversion is listening to a Jewish rabbi sing—on the "Victrola"—at the winter quarters.

Doc Bergman—How much of the only pure and non-kick liquid did you use during the last Kansas City auto show?

The Harry C. Hunter Shows have signed Teddy Bayer to place his two shows. Teddy is a hard worker, and is looking forward to a good season.

Rumor has it that J. M. Sullivan, of Sully Photo fame, recently joined an organization, somebody captioned, "The Steam Roller Gang." How about it, Sully?

Skeptics cannot be convinced—for any great length of time—by just talk. You have to "show 'em," after which, generally, they are one's greatest boosters.

There are many interchanges, more than usual, this year in the executive staffs. This helps in at least one respect—interchange of ideas and thus furthering co-operative methods—probably for the good of all.

Jim Bailey recently arrived at the winter quarters of the Harry C. Hunter Shows. Jim says his "whip" will be up and ready when the shows start their initial date of the season at Brownsville, Pa., on May 14.

August Head, formerly with the Savidge Amusement Company, and sometimes known as "Stecher," has contracted with the Frank E. Layman Midway Attractions of St. Louis, as operator of the Big Eli No. 12.

Charles W. Mack, formerly with the Rubin & Cherry Shows, writes that after being off the road last season he is arranging to again troupe, with a well-framed cookhouse and juice stand, and with one of "the big ones."

Howard L. Benson, formerly of the Metropolitan Shows, will be seen on the midway of the J. F. Murphy Shows. Howard L. says he will spare no time nor money to make his minstrel company the hit of the season.

Mrs. J. L. (Tex.) Chambers is reported recovering from an operation which she underwent on February 19, and would like to hear from friends, who may address her, or her husband, at 903 East College street, Terrell, Tex.

Secretary James Fleming, of the Savannah Tri-State Fair Association, is spending his idle moments in writing editorials. Mr. Fleming sure knows how to "print" and certainly knows how to keep the fair association in front of the public eye.

J. E. (Dutch) Hoover, former ride manager, is in the watch and jewelry repairing business at St. Elmo, Tenn., and says he will not troupe this season. Lester Allen, "Dutch" writes, is in the same building with him, doing cleaning and pressing.

Edna Price, who has been doing a mind-reading act with Punch Allen at Harlem Museum, New York City, has been engaged for an indefinite engagement at World's Museum, Philly, and report has it that her horoscopes are "going like hot cakes."

There is a consolation in even black paint on a show front—a feller don't have to inspect so closely, the first few weeks out, to decide that the story man possessed poor judgment of material when he said it was "goldleafed," in the majority of cases, by the way.

One of the good features of "prohibition times" is that there will be less wrinkles in foreheads, caused by the top of the rims of frequently used "cans"—filled with barrel house beer. There is also a noticeable "shortage" of moochers for the same purpose as well.

Rumor has it that the Coates House in Kansas City has installed a new phonograph in its lobby, with but one record on it. Every now and then a bellhop walks over and turns it on, and all the dazed thing says is, "Call for Mr. Elgin." That Elgin boy sure is popular.

"Russell Brothers Quit" said the headline, and they are now living the "simple life" on their ranch in Old Mexico. Both Snelks and Bedouins were looking for a big enlargement of these "boys'" caravan this year, judging from their past success. But, who knows, they may return to the fold.

Harry Ramish, business manager of the J. F. Murphy Shows, can be found nowadays anywhere between Savannah and New York City. N. D. Brown says the contracts are coming in showing good tangible results. Owen A. Brady, general agent, is doing his share of the good work and producing very nicely.

Manager O. C. Brooks, of the Allied Church Shows, recently informed us that a very interesting proposition had been made the personnel of the management of that organization by some prominent retiring showmen, and later developments of which might lead to "surprise and of interest" to the outdoor show world.

H. L. Morris, his wife and their son, Kenneth, are to join the Lorman & Robinson Shows at the latter's opening stand, Nashville, Tenn., March 25, with an "Alice May" perfume stand and a ball game. The Missus will operate as the former, and H. L. the latter. Kenneth (two years old) will boss the two jobs.

Bennie Smith says his trip to Savannah proved a disappointment, and he has returned to the "old home" at Kingston, N. C., until the bluebirds warble—for sure. Bennie says that from all appearances, the amount of work going on at winter quarters and from the way money is spent for building material and paint, the Frank West Shows will be a nifty caravan when it hits

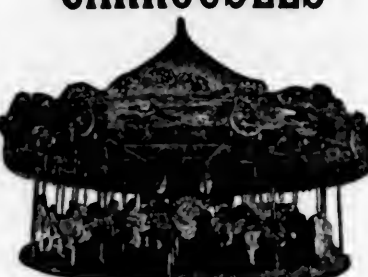
(Continued on page 138)

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help you spend a pleasant evening. It contains sixteen pages filled with news from the rides, editorials, shop talks and special articles. It is written especially for those interested in the riding device business. Send us your name and address to receive a sample copy.

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Standard size. Work in any machine.
\$4.00 Per 1000 BALLS

Numbered Gum, \$10.00 per set 1,200.
Send remittance with order and we prepay carriage charges.
Special Price in Case Lots.
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HERBERT RED LABEL SALES BOARDS

Prompt shipment on all sizes. Write for our current price list.
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GUERRINI COMPANY
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HIGH-GRADE AND ORIONS.
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Beautiful Automatic Electric Sign Reading Arcade
Size: Height over all, 33 ft. 4 inches; width, 5 ft. 6 inches; height of letters, 3 ft. Address **HURTD & SEAMON, 1571 Broadway, New York City**

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The Double Flash That Gets the Cash!

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¶ Every set is beautifully trimmed and decorated with GENUINE CHINESE Coins, Colored Glass Rings, Beads and REAL SHANGHAI SILK tassels.

¶ ALL BASKETS ARE DARK COLOR AND DOUBLE GLOSSED.

¶ \$5.25 per nest, F. O. B. San Francisco, in any quantity.

¶ With double rings and large double tassels on first two Baskets, \$5.75 per nest.

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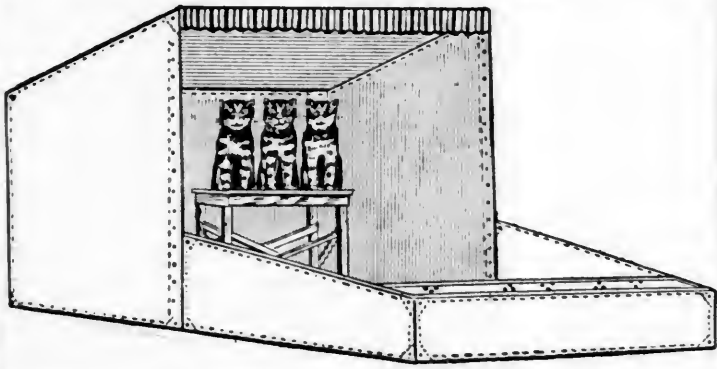


16-inch Wheels, painted to order, one side, \$16.00; two sides, \$20.00.

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Eck's Wonder Bucket
\$75.00 Two Way \$75.00

YOU Don't lean or step on this one. You can move about.
YOU Don't confine yourself to 3 balls. You can sell a dozen customers and have them waiting their turn.
YOU Don't build a frame for this one. It's complete. You can go right to work.
YOU Don't cover sides and front with canvas. You can look clear through.

Don't ask questions. Our output is limited. Send your order and deposit at once.



BIG TOM
 SOME BALL GAME.
\$10.00 Each
 including printed instructions for building table, etc.

Big Tom is 30 inches high, painted in colors, on 13-ounce double filled army duck, reinforced and mounted on maple block, with metal casting attached.



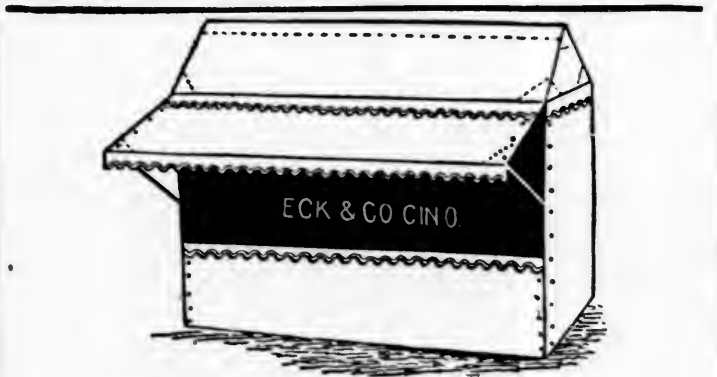
Well made, 12 inches high, mounted on maple block, painted both sides,
\$1.50 Each
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 2-inch wings.
\$2.00 Each
 Metal castings attached to blocks.
50c Each Extra



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The Old Reliable 20-In. Wampus Cats
Set of 4 Cats, \$12.00
 Metal castings attached to blocks, \$3.00 set extra.



CHINESE BASKETS
 All new goods, in dark mahogany color, highly shellacked and polished, elegantly trimmed, rings, beads, coins, tassels on every Basket.
Sample Nest, \$6.00
 10 or more Nests, \$5.00 per Nest



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In an advertisement in the December 18th, 1920, issue of THE BILLBOARD, THE FAIR & CARNIVAL SUPPLY CO., INC., regrets to have stated in error that it is the exclusive agent for the GENUINE ROSE O'NEILL KEWPIES. The above announcement is made to correct this mistake.

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**Wheels
Premiums and
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This beautiful
**Auto Leather
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Handy, Useful, Durable
and guaranteed ab-
solutely waterproof.

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FLASH

DIATE PRIZES

Color, black; lined with
colored creton lining.

PRICE

\$13.50

DOZEN

25% with order, balance
C. O. D. Sample will be
sent upon receipt of
\$1.50 M. O. Get in on
'em quick.

BRAND NEW

CARNIVAL CARAVANS

(Continued from page 130)

the trail for the season's activity. He also states that Sheik West has made many friends in Kingston.

It used to be a troupers' saying that "when you drink a rummy's whisky you've got him to handle." In other words, he felt himself an honored guest of everybody, and that he could go any where he damplensed on the lot. Nowadays, I suppose, if he should have a good quality of homebrew—what's the answer?

Jerry Rawlins and John M. Webb, so All understands, have a fine eating "emporium" and juke stand framed for the coming season, and have signed with some caravan in the eastern part of the United States. "Tis said the cook-house is entirely new, with double griddles, dandy top, steam tables and plenty of speed on the part of the operators of said place of business.

W. W. Downing, on the advance of the J. F. Murphy Shows, is not idle by any means. He can be seen in the lobby of the Savannah Hotel, Savannah, Ga., every night absorbing and digesting every inch of The Billboard. It leaked out that he is working on an advertising scheme all of his own to be launched before the opening of the show in Savannah, March 24. 'Tis well, W. W.

The J. F. Murphy Shows have signed up some hustling concessioners and showmen this season. Included are Mr. and Mrs. Billy (Queen) Stauffer (by the way, the Stauffers are an admirably mated pair), Mr. and Mrs. Doc Hamilton and Mr. and Mrs. Howard L. Benson. Messrs. Biddle, Russell and Walker are also available, it is said, and it means that J. F. Murphy will be well supported.

Hear that George LaRoe has made a number of improvements in connection with his Electric Fountain attraction, not only in the water display, but also in the electrical and pyrotechnical effects. Rumor has it that the show is to open about the middle of April, to play Eastern territory. Wonder if this means that George L. will for the coming season forsake the carnival game and exhibit independently?

At Denison, Tex., on February 22, "Gelisha Enza," the infant canary bird of Mrs. Bert Roach, passed away at high noon. It seems that "Gelisha's" sudden demise was caused by taking a plunge, in honor of George Washington's birthday—into a bowl of hot soup, which Mrs. Bert was preparing for lunch. And it has not yet been decided, definitely, whether the bird died of indigestion or in flu-Enza.

Wonder if Happy H. Hubbard will ever forget the time (1904) when he waved farewell to about 125 showfolks leaving Tampa, Fla., by boat for Pensacola—because there was nothing left but second-class passage on said steamer? Some real showfolks gang on that trip, by the

(Continued on page 140)

Carnival Workers, Pitchmen,

Sheetwriters, Demonstrators,
Agents and Peddlers.



We Carry a Large Line of
**JEWELRY, CLOCKS, WATCHES,
JEWEL BOXES, SILVERWARE,
NOTIONS, DOLLS, PADDLE WHEELS,
NOVELTIES AND CARNIVAL GOODS,
WHIPS, RUBBER BALLS, BALLOONS.**

JUST RECEIVED A SHIPMENT

of genuine Belgium Whistle Balloons.

No. 3055 Round, per gross.....	\$2.25
No. 3057 Round, per gross.....	2.50
No. 3058 Round, per gross.....	3.25
No. 3065 Sausage, per gross.....	3.00
No. 3067 Sausage, per gross.....	4.00

Our catalogue for 1921 will be ready to mail about May 1st. Send us your permanent address and state your business and will mail you one as soon as it is printed.

NO GOODS SOLD TO CONSUMERS.

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Carouselles and High Strikers.

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WE ARE THE LARGEST IMPORTERS OF CHINESE BASKETS AND ORIENTAL NOVELTIES EAST OF SAN FRANCISCO

"CLASSY" Is But a Brief Description of Our Line of BASKETS, DOLLS and NOVELTIES



We are now in a position to fill all orders for Baskets same day received, as we are located in the supply center, where shipping facilities are unexcelled.

The latest importation, exquisitely trimmed. In nests of 5. Less than 10 sets, per set, \$5.50; 10 sets, \$5.25 per set; 50 sets, \$5.00 per set; 100 sets, \$4.75 per set.



All of our Baskets are trimmed with rings, silk tassels, jade beads, Chinese coins, silk cord and perfectly odorless.

In nests of 4, \$3.00 per set; in nests of 3, \$2.50 per set.



SAMPLE SET OF 3 BASKETS.....\$3.00
SAMPLE SET OF 4 BASKETS..... 4.00
SAMPLE SET OF 5 BASKETS..... 6.00

25% Deposit on all C. O. D. Shipments. No Delay. No Disappointments

Our Doll Family is still the center of attraction on the Midway. The biggest flash and the best value obtainable.

CUPID

12 1/2 inches high,
movable arms.
Sample, 75 Cents.



ESTHER

12 1/2 inches high,
movable arms,
Sample, 75 Cents.



AMERICAN DOLL

12 1/2 inches high,
movable arms,
Sample, 75 Cents.

AMERICAN DOLL. Per Gross.....\$50.00
CUPID DOLL. Per Gross..... 45.00
ESTHER DOLL. Per Gross..... 45.00

**ALWAYS IN THE LEAD. HERE IT IS.
The Biggest Hit of the Season.**

The Potpourri Chinese Sachet Basket

Artistic in design, trimmed with beads and Chinese coins. Contains a bag of high-class sachet powder. A real novelty.

Sample, 50 Cents.

Per Dozen\$4.50
Per Gross\$50.00

25% deposit on C. O. D. shipments. All orders filled promptly.



WHEN DEALING WITH US YOU ARE NOT PLAYING A GAME OF CHANCE--BUT A GAME OF SKILL.
WRITE, WIRE OR PHONE YOUR ORDER TODAY. TOMORROW MAY BE SIDE-TRACKED.

ALISTO MANUFACTURING COMPANY

1444-1446 Walnut Street

Long-Distance Phone Canal 5858

CINCINNATI, OHIO



CARNIVAL CONCESSIONAIRES SALESBOARD OPERATORS FAIR WORKERS

Investigate these Two Assortments. The Latest Candy Assortment on the Market. Biggest Flash ever sold. Write us for prices. We are also Jobbers of Peanut and Gum Machines of all kinds. Call or write us and let us show you some real merchandise at Pre-War Prices.

ST. LOUIS NOVELTY CO.
706-707 Odd Fellows Bldg., ST. LOUIS, MO.



WHILE THEY LAST GENUINE CHINESE BASKETS

Silk tassels, rings and money, Five in nest, shipped F. O. B. destination from San Francisco.
Lots of 50,\$4.65, Freight Prepaid
Lots of 25,\$5.00, Express Prepaid
Lots of 12,\$5.25, Express Prepaid

25% deposit required in cash or its equivalent prior to sending order C. O. D. from San Francisco
Sample set sent on request from San Francisco Prepaid, \$6.00 Set.
Immediate Delivery.

M. SCHATT,
8th Floor, Grand Central Palace, NEW YORK CITY.

Slum Jewelry

SLUM JEWELRY GIVEAWAYS—Assorted, \$1.00 per gross.
Novelty Dancers, \$7.00 per gross.
Modern Dancers, \$6.00 per gross.
Sheriff By Heck Badges, \$5.00 per gross.
Assorted Blue Bird Brooches, \$5.00 per gross.
Flash Cigarette Cases, \$18.00 per gross; \$1.50 per dozen.
Enamel Watch Fobs, \$7.00 per gross; 60c per dozen.
Scarf Pins (assorted, swell flash), \$2.00 per gross.
FLASH—Bracelets, each one on a card, \$7.00 per gross; 60c per dozen.
Assorted Brooches each on a card, \$2.50 per gross.
HOOTCH INSPECTOR Badges, \$5.50 per gross.
We can save you money on flash and giveaways for all kinds of games. We also supply prize package manufacturers.
WE SPECIALIZE in SLUM JEWELRY in any quantity.
We are manufacturers and in the home of the Jewelry Industry of America.
In order to appreciate the value of these articles, we will mail you samples of all goods listed upon receipt of fifty cents (50c).
Send for our 1921 circular, it's FREE.
Cash with order, or
TERMS—25% deposit with order, balance C. O. D.
All goods shipped the same day as order is received.
SAMUEL POCKAR COMPANY, 46 Sabin Street, PROVIDENCE, R. I.

NEW 60-FT. FLAT CARS

BUILT TO ORDER
Please remember when you place your order with me you are dealing direct with the biggest Freight Car Builders in the Middle West, and for reference ask any showman who has bought new 60-ft. Wooden Flat Cars.
HARRY G. MELVILLE, 902 Ashland Block, Chicago, Ill. Office Phone, Randolph 6887; Residence, Drexel 7877.

1¢ GET OUR PRICES 1¢

CELEBRATED BLUE BIRD BALL GUM

Direct from Factory. More profit to you. Write or wire.

UNIVERSAL GUM CORPORATION
KANSAS CITY, MO.

CARNIVAL CARAVANS

(Continued from page 138)
way, and they all got a scare on landing at their destination when the crew was pinched. The boat had previously been condemned.

We now hear that Ray Lockwood, the aviator, who has been making South Floridians gasp with excitement at his dare-devil stunts of plane-changing, etc., is no other than little Joe Wilson, formerly assistant trainmaster with the Johnny J. Jones Exposition. Hownearth Ed H. Salter ever let this bit of info. get by is more than All can understand. It is possible, however, that said info. is all wrong, and Edward had the correct dope.

Going back into carnival history, how 'bout the time that little son of the Emerald Isle, Jimmie Finnegan, king of tin workers in his heyday, after tying strings around the bottom of his trousers, filled the legs of them with silver and long green, and had to be lifted over the counter board when the "big day" was over. Don't believe it? He's now trouping somewhere in South Carolina—ask him—and several others undoubtedly recall the incident.

Dot McCarty writes that she is on crutches and, altho afraid to tackle the road the coming season, look for her with the caravans next year. Says she had a wonderful time at Crystal River, Fla., with Mesdames Swain and Hubbard during the holidays and was also at Miami for two weeks. Dot, who, be it remembered, was stricken with paralysis about three years ago, would like to hear from her old friends, who may address her care of Panama Park, Jacksonville, Fla.

J. Leonard Reh, who usually during the winter months works his trained doves and marionettes with a vaudeville show, writes from the Canal Zone that he has been down in that country on a 30-day contract for the government. He does not praise the show-going inclination of the natives there. Says he is getting together some decided novelties to place in his 10-in-1 with the J. Lawrence Wright Shows, and intended to sail for Washington, D. C., the opening stand, about March 16.

Among recent visitors to the winter quarters of Roscoe's Imperial Shows, at Adrian, Mich., were Allen Crane, well-known riding device man and now of the Gloth Exposition Shows; William Iringer, also of ride fame; W. Weir, veteran press agent, and Franklin Searlight, agent of the Wade & May Shows. George LaBlanc, who has done all the retouching and painting

RUBIN GRUBERG



Mr. Gruberg is owner of the Rubin & Cherry Shows, and has risen to a place of prominence in the carnival world. This year his show will be among the largest and best on the road, traveling in thirty cars.

OVER \$200.00 WEEKLY IS M. RYAN'S STEADY EARNINGS WITH HIS Sugar Puff Waffle Machine



Made from secret recipe and methods which we teach you. No experience or skill needed. No spelling—beautiful machine—sanitary methods—and enticing looks and odor of PUFF WAFFLES force the sales. Machines shipped on trial are complete and ready for business, and are priced from \$77.50 to \$162.50. Write for full information.
TALBOT MFG. CO., 1325 Chestnut St., St. Louis, Mo.

CONCESSIONAIRES

HERE IS POSITIVELY THE WORLD'S FASTEST SELLING PREMIUM PACKAGE CONFECTION. NO MATTER WHAT YOU ARE HANDLING, YOU OWE IT TO YOURSELF TO INVESTIGATE OUR PROPOSITION AND SEND A TRIAL ORDER TODAY.

We send announcement and instructions just how to flash the big, valuable prizes and how to "put it over" so that every person in the audience will purchase one or more packages.



EVERY PACKAGE Contains Some Article of Value.
JUST A FEW OF THEM:

Cigarette Cases, Safety Razors, Leather Wallets, Lavallieres, Fountain Pens, Ladies' Hosiery, Vanity Cases, Leather Belts, Ladies' Perfume, Cigarette Holders, Hundreds of Imported Novelties.
\$55.00 per thousand packages. Shipped 250 packages to a carton of 250 packages. Packed complete, including "Balls."
\$13.75 secures 100 sample assortment.
We pay the express to any point in the U. S. and ship C. O. D. on a deposit of 20% of the order. Don't delay. Wire today.
THE LOUISIANA CANDY CO.,
333 Chartres St., New Orleans, La.

BARR'S FRAME ON YOUR BELLS



will stop all your best glass troubles. Is used by all the largest owners of Bell Machines. Saves its cost in a few weeks. Can be put on by anyone in 15 minutes. After it is once on you can always use any thickness flat glass. No more bent glass to buy. Made of cast iron, can't break. One-third deposit, balance C. O. D. Shipped complete, with one Flat Glass, \$7.50. No special price on lots. R. S. BARR, Kutztown, Pennsylvania.

SNAKES AND ANIMALS

FOR SHOW TRADE.
Best on Earth.
TEXAS SNAKE FARM
Box 256, Brownsville, Texas.

START THE SEASON RIGHT
Stock Up With "BRAZEL NOVELTIES"

TOY BALLOONS

- No. 60 Transparent, Gross \$4.25
 - No. 40 Hal-louna Gr. 2.25
 - No. 50 Hal-louna Gr. 2.65
 - No. 60 Hal-louna Gr. 3.00
 - No. 60 (Gaa.) Gross 3.50
 - No. 60 Heavy, Gross. 4.00
 - No. 70 Heavy, Gross. 4.50
 - No. 60 Designed, Gr. 4.50
 - Punch Bass, Gross. 4.50
 - Large Sausage, Gross. 4.00
 - Small Sausage, Gross. 1.10
 - Watermelons, Gross. 8.40
 - No. 40 Squawkers, Gross. 3.50
 - No. 60 Squawkers, Gross. 4.50
 - Sausage Squawkers, Gr. 5.00
 - Reels, Gross. .50
 - 5-Gross Lots, 5% discount.
 - 10-Gross Lots, 10% discount.
- TOY WHIPS**
Fancy Handles, Etc.
30-Inch, Gross. \$6.50
36-Inch, Gross. 7.50
5-Gross Lots, 5% discount.
10-Gross Lots, 10% discount.

ASSORTED CANES FOR CANERACKS

100 Asst. to Bundle, \$7.50

- R. W. & Blue Cane, Per 100 \$3.50
- Jap Crook Cane, Per 100 2.00

TOY MICE

The roaming mouse brings the coin. Per Gross \$6.50.



RETURN BALLS

Thread, Per Gross \$0.50
Tape, Per Pound 2.25
5-Gross Lots or more, 5% discount.

SHIMMIE DANCERS

In metal frame, Gross \$7.50.
CHEWING GUM
Per 100 Packages, \$2.00.

- Canary Warblers, Gross \$5.40
- Blowouts, Large, Gross 3.00
- Ticklers (Colored), Per 100 \$2.50; 1,000, 20.00
- Comic Hat Bands, Per 100 3.00
- Comic Masks, Gross 4.50
- Comic Masks, Gross 1.00



12-in. TIN HORNS

Gross, \$9.00

- Mustaches, with wax, Per 100 \$1.50
- Mustache and Goats, Gross 4.50
- Jap Flying Birds, Gross 7.50
- Gold Head Necklaces, Gross 6.00
- Confetti, Per 100 lbs 7.00
- Serpentine, Per 1,000 6.00



BALL THROWING GAMES

A set of 4 Cats or Goats or Nigger Heads makes a nice line-up

- The Set of 4 Heads \$10.00
- Jase Balls, Dozen 1.50
- Cardboard Hats, Gross 8.40
- Cardboard Hats, Gross 8.00
- Cardboard Hats, Gross 4.50

Celluloid Cupie Dolls or Animals, Per Gross 5.40

In fact we are HEAD-QUARTERS FOR ALL SORTS OF CARNIVAL NOVELTY GOODS, FLAGS, FIREWORKS, DECORATIONS, ADVERTISING SPECIALTIES, ETC.

Our Catalog will steer you right. Send for a copy at once.

Terms cash. Deposit required if to go C. O. D.

Brazel Novelty Mfg. Co.

1700 and 1704 Ella St., CINCINNATI, O.

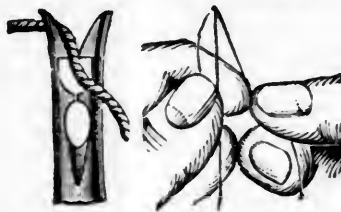
THREE QUICK LIVE WIRE SPECIALS

GLASS CUTTER



No. 152200. Combination Glass Cutter, Knives and Scissors Sharpener. The Glass Cutter is a substitute for diamond. On the reverse end in the "V" shape opening are two sharpening wheels which will put a keen cutting edge on Knives, Scissors, etc. Made of metal, 3 1/2 inches long. 50 in a box, no less sold. Per 100... \$5.00

Needle Threader



No. 22263. "Enesco" Automatic Self-Threading Needles, made of best tempered steel, highly polished. 12 needles in a paper, 12 papers in a package; solid sizes, 1, 2, 3, 4, 5 and 6. Assorted sizes 1 to 5, 8 to 9, 4 to 8 and 5 to 10. Per pack... \$0.65

WHETSTONE



No. 15039. Diamond Flat, a sharpener or a whetstone especially handy for kitchen use and common tools; about 3 in. long, oblong diamond shape; 250 in case. Per 100... \$2.20

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
JEWELRY
RUGS
HANDKERCHIEFS

HOUSEHOLD GOODS
SALESBOARD
MERCHANDISE
CLOCKS

FANCY GOODS
CARNIVAL GOODS
SILVERWARE
PREMIUM GOODS

HIGH PITCH GOODS
RING-A-PEG
NOVELTIES
NOTIONS

We Protect Our Customers by Selling Goods for Commercial Purposes Only and Not to Private Parties

N. SHURE CO., Madison and Franklin Sts., Chicago, Ill.

has been engaged by Mr. Crane to do the artist work at the former's next winter quarters.

At Orlando, Fla.—Scene: Johnny J. Jones' private office. Enter an actor, who was playing with an attraction at Phillips' Theater, and who was an acquaintance of both Mr. Jones and Ed R. Salter, his "hired boy." During the course of conversation the actor remarked "That was a mighty fine write-up The Morning Sentinel gave you, Johnny, and I see 'Ed' Salter came in for share, as usual." "Yes," replied Jones; "Ed never mentions himself without giving me a kindly word. That's one good trait in his work."

Louie King, who has been spending the winter in Jacksonville, Fla., has placed his "John Henry" to a contract whereby he will act as special agent with the James M. Benson Shows. Louie has been packing up his belongings and intends leaving "Jax." for winter quarters of the Benson caravan about March 20. Among other good things, it may be said for King that, while working on his promotions, he lends every effort toward giving the show with which he is connected due publicity, and he pulls quite a few innovative stunts as well.

The little caravan, after several weeks of almost continuous rain, was "on its uppers," but the management still held ownership on three sides. Several local claimants of small amounts due were gathered and discussing process for collection. Finally one of them remarked: "Let's 'attach' some of their property," whereupon one of the excitable ones enthusiastically quoted: "Get there, Eli!" and the former, mistaking the advice, had a plaster placed on the Ferris wheel. (Boy, take me to my room, and I'm "not in" to any questioning callers.)

James Fleming, secretary of the Tri-State Fair Association, Savannah, Ga., surely saved the day at the Georgia Fair Secretaries' meeting in Atlanta. Only for his broad-minded talk, legitimate concessions would have been a thing of the past at the Georgia fairs. He sure worked hard and succeeded in convincing the small time fairs it would be impossible to get shows to play their events unless they carried legitimate concessions. Mr. Fleming was wide-awake in protecting the interests of showmen and concession people, same as he was protecting the interest of the Georgia fairs.

Among the many communications received by Rubin Gruber, regarding the publication of "The Alarm Clock," the following epic (?) was penned by Art S. Collier:

Just saw a copy of "Big Ben,"
A sheet to be issued now and then,
Telling of this, and telling of that,
Like with old friends a little chat.
Of the trip to the Isle of the Cuban
Taken by the inimitable Rubin,
And I hope to receive two and three,
One if by land and two if by sea,
Hear the concessioner a-ravin'
Till with R & C. he found a New Haven
And let his sorrows in Waterbury,
From now on everything is merry,
Let's all get ready to do a flock
To the home of the new "Alarm Clock."

Hey, "Bill" Croger, how much for the "buzz buggy," bought recently? "Tis said the first day the lurch drove to Dayton's truck pulled them back—expense (gas, oil and truck), seven-teen bucks; second day, gas, license tag, nine-teen simmons; third day, started to Dayton's, car stop (nothing to pull it); and "hick" says: "No spark—new new batteries (business of buying battery and have machine equipped with high tension magneto—can't attach the work—

(Continue? on page 144)

1921 WILL REWARD FIGHTERS

We are Headquarters for

DOLL ACCESSORIES

DOLL WIGS
DOLL DRESSES
DOLL ORNAMENTS
DOLL VEILING

ANY SIZE, ANY QUANTITY, ALL SHADES, ALWAYS

The old reliable 3-piece floral Silk Crepe Paper and our NEW SILK HOOP Dress TINSEL, MARABOU, COMBS AND SHOES

By the piece or cut to your requirements. Nets, Pins and Bands

and in fact anything for and to make Dolls more attractive. BUT NO DOLLS.

We shall be pleased to mail you Samples and Prices.

SAVE THIS AD

To you who are not acquainted with our service, the probabilities are that it will be to your interest during this season to know where you can secure the above mentioned articles without fail. That is what you are positively assured of when sending your orders to

ROBT. DAVISON

600 BLUE ISLAND AVE., - - - - CHICAGO

1921 WILL REWARD FIGHTERS

D. MARNHOUT BASKET CO.

Announce the Arrival of
a Full Line of Imported

CHINESE—GERMAN—AUSTRIAN

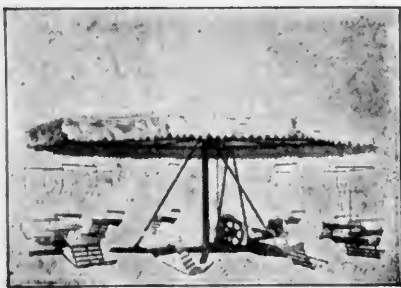
BASKETS

UNIQUE—NOVEL—FLASHY

Sample sent upon receipt of \$10.00

814-16 Progress St., - - - - PITTSBURGH, PA.

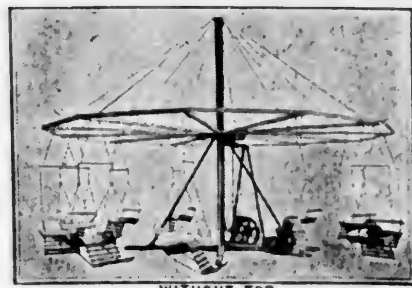
EVERY TIME YOU MENTION THE BILLBOARD YOU PUT IN A BOOST FOR US.



WITH TOP.

NEW ONES!

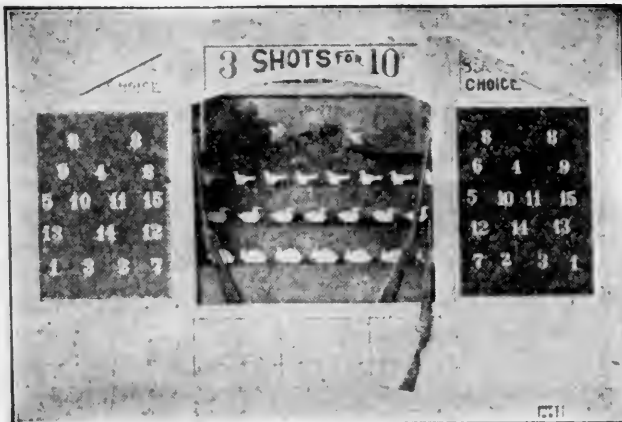
TOPS THEM ALL
THE ONE-MAN MONEY GETTER
"JASBO"
FLYING JINNEY



WITHOUT TOP.

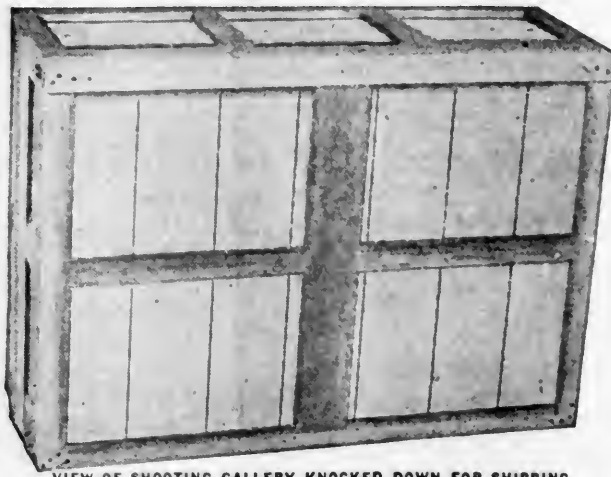
All steel equipment. Loads on one-ton truck or wagon and makes one-day picnics and celebrations where a big machine can't go. Up in an hour and a half and down in one-third the time. Built like a Ford. Nothing on it not essential to perfect operation. Can be flashed up as much more as desired at extra cost. Great for small carnivals and gets big money alongside big rides. Write us for references on this. Priced within reach of all. With this ride a man and wife are independent. Investigate. Orders placed now can be delivered in 30 days. Get busy before the spring rush.

Portable Air Rifle Moving Shooting Gallery



VIEW OF SHOOTING GALLERY SET UP.

A Game of Skill. Works Anywhere. Stands Closest Inspection.



VIEW OF SHOOTING GALLERY KNOCKED DOWN FOR SHIPPING.

A Moving Air Rifle Shooting Gallery, equipped with Universal motor, that works on either current, and three 500-shot Repeating Daisy BB Rifles or Cork Rifles, as desired. Easy to set up and knock down and mechanically perfect. Women play it where they won't play a lead gallery. No chance to get closed with this game of skill. Better have one of these sure-fire money-getters this season. Don't wait for the season's opening and then want one quick, as our factory output is limited. Order now

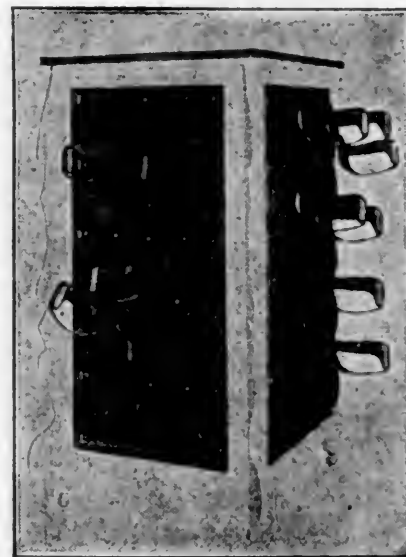


CHINESE PAWN SHOP

An improved Devil's Bowling Alley. Life sized figure with balls rolling from hands. Extension table, convertible to fit any store from 10 to 16 feet. Stock from the highest to lowest price can be flashed with impunity. Makes the biggest flash joint on the Midway.

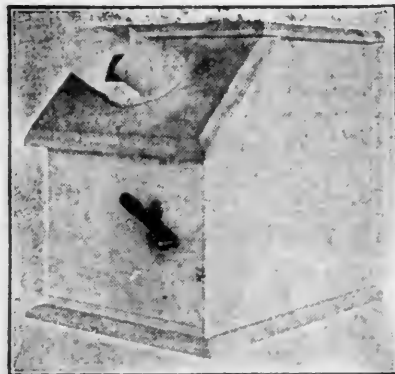
HINDOO SWORD CABINET

This illusion consists of a cabinet about the size of a Victrola. It is 3 1/2 feet high and 2 feet square. It is heavily upholstered in velvet and the case is beautifully enameled. Twelve cavalry swords are run through it at different angles, making it appear to the audience that it is impossible for a person to remain inside and live. When crated for shipment it weighs about 150 lbs.



MUTOSCOPES

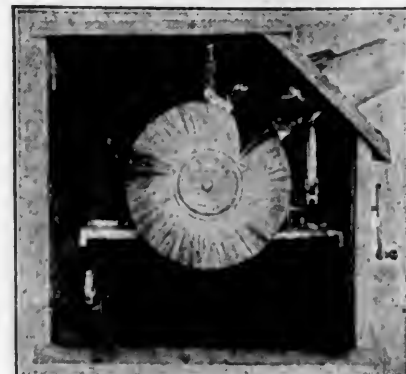
These machines are 12 inches wide, 22 inches deep and about 20 inches high. They have special ground lens and all interior mechanism is of brass and steel, which makes it less apt to get out of repair. The boxes are of poplar, stained a beautiful mahogany, and the workmanship is of the highest. Weight with reel about 35 pounds. All parts are interchangeable.



COMPLETE VIEW OF MUTOSCOPE.

WE MANUFACTURE

RIDING DEVICES, PRYSMATIC ELECTRIC FOUNTAINS, FUN HOUSES and all devices connected with same, MIRROR and ORDINARY MAZES, CAKE WALKS, PLATFORM SHOWS, ILLUSIONS, for Stage and Pit, ARCADE MACHINES, WHEELS, BOLL DOWNS and other Chance Games, GAMES OF SKILL, CHINESE PAWN SHOPS, PORTABLE AIR RIFLE SHOOTING GALLERIES, LEATHER AIR-KANSAS KIDS AND CATS, CONCESSIONS and CARNIVAL SUPPLIES of all kinds, SCENERY and SIDE SHOW BANNERS, PHOTO and POSTER LOBBY DISPLAY FRAMES. Exclusive Manufacturers and Dealers in the Famous Top Money Getting Dolls, WEE WEE, BLYNKIE, CRY BABY and others. We have complete machinery equipment and a corps of expert mechanics ready to build anything desired to order. WE BUY AND SELL anything used by showmen in any branch of the business. Stock always on hand for Circuses, Carnivals, Dramatic Shows, Vaudeville Shows, Parks, Theatres, Moving Picture Shows, Magicians, etc. Write your wants in detail. We do not issue a catalogue, as stock is changing daily. EXPORTERS to all foreign countries. IMPORTERS of Show Supplies and Strange Curiosities from all over the world. Cable Address, "WESHOW." Los Angeles, California.



VIEW OF WORKING PARTS OF MUTOSCOPE.

ORDER FROM NEAREST OFFICE

WESTERN SHOW PROPERTIES COMPANY

518-527 Delaware Street,
KANSAS CITY, MISSOURI.

2027-33 North Broadway,
LOS ANGELES, CALIFORNIA.

THIS AD APPEARS ONCE ONLY

Last year our one Spring Issue ad brought us sufficient business to keep our large doll factory working 24 hours a day for the entire season. We were compelled to refuse all new customers after June 1st. There is a reason: THE BILLBOARD and the BEST DOLLS on the market. Competition was eliminated on all shows where WEE WEE appeared, and BLYNKIE and CRY BABY were close seconds. Ask the boys who were fortunate enough to get on our customer list. They are booking with us now to be certain of a supply this season. They know. We have doubled our factory facili-

LOOK OUR FAMILY OVER!
WE ARE PROUD OF THEM!



WEE WEE LAMP DOLL, No. 1.

Unbreakable-Grade A Mohair.
13-in. Doll, Silk Shade, 5 in. high, 9 in. diameter. Wood base and best electric equipment. \$5.00 each.

ties in Kansas City and Los Angeles and can take on a few new customers. Are you going to be one of them? Last season's old standbys and some new knock-out models that you can't resist. All our own copyright models, and we protect our rights and yours vigorously. Ask a number of infringers what we did to them last season. Names furnished on request. In keeping with lower production costs and our well known policy of "the best goods at lowest possible prices" you will note a material reduction in costs to you this season. Our new packing methods eliminate breakage.



WEE WEE, No. 2.

No. 2—Unbreakable, Grade A Mohair..... \$1.25 each.
No. 3—Plaster, Celluloid Finish, Grade A Mohair..... 62c each.
No. 4—Plaster, Wax Finish, Grade A Mohair..... 62c each.
No. 5—Plaster, Celluloid Finish, Airbrush Hair..... 37c each.
No. 6—Plaster, Wax Finish, Airbrush Hair..... 32c each.



O, HONEY, No. 7.

No. 7—Plaster, Celluloid Finish, Grade A Mohair..... 67c each.
No. 8—Plaster, Wax Finish, Grade A Mohair..... 62c each.



O, HONEY, No. 9.

No. 9—Plaster Doll, with built-up Plaster Hair and Arms cast in one piece. Saves time of putting on arms and strengthens neck. Celluloid Finish..... 37c each.
No. 10—Same Doll, in Wax Finish..... 32c each.



O O LA LA or LITTLE MARY, No. 11.

A 1921 Go Getter—Our Feature Cheap Doll.
No. 11—Movable Arm Plaster Doll, with built-up Plaster Hair and Pickford Curly Celluloid Finish..... 42c each.
No. 12—Same Doll, Wax Finish..... 37c each.



BLYNKIE, No. 13.

No. 13—Plaster, Celluloid Finish, Grade A Mohair..... 67c each.
No. 14—Plaster, Wax Finish, Grade A Mohair..... 62c each.
No. 15—Plaster, Celluloid Finish, Airbrush Hair..... 37c each.
No. 16—Plaster, Wax Finish, Airbrush Hair..... 32c each.



CRY BABY, No. 17.

No. 17—Plaster, Celluloid Finish, Grade A Mohair..... 67c each.
No. 18—Plaster, Wax Finish, Grade A Mohair..... 62c each.
No. 19—Plaster, Celluloid Finish, Airbrush Hair..... 37c each.
No. 20—Plaster, Wax Finish, Airbrush Hair..... 32c each.

Above prices C. O. D. when accompanied by one-third cash with order. \$2.00 per hundred dolls discount for full cash with order. Send it all in and save yourself a Winter bank roll on the season, and save us fighting the express company for a year or two to get our money.

ORDER BY NUMBER FROM OUR NEAREST FACTORY

WESTERN SHOW PROPERTIES CO.

WESTERN DOLL & TOY MFG. CO., Inc.

518 to 527 Delaware St., KANSAS CITY, MISSOURI.

2027 to 2033 N. Broadway, LOS ANGELES, CALIFORNIA

HEADQUARTERS FOR BEST VALUES

\$1.20



Gent's 16 size, thin model, gold finished 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 10 cents for postage.

- No. 1—8-Piece Ivory Manicure Set, each\$1.25
- No. 2—10-Piece Pearl Manicure Set, each 2.75
- No. 3—15-Piece Pearl Manicure Set, each 3.75
- No. 4—21-Piece Ivory Manicure Set, Dubarry Design 2.75
- No. 5—Barber Special Razors, per dozen 4.85
- No. 6—Eagle Junior Safety Razors, per dozen 5.25
- No. 7—Gold Filled Clutch Pencils, per dozen..... 3.00
- No. 8—Good Assortment Waldemar Chains, per doz. 1.75
- No. 9—Gold Plated Pocket Knives, Assorted Designs, per doz. 1.75
- No. 10—Cigarette Cases, gold lined, nickel finish, per doz. 3.25

We also specialize on complete lines of Watches, Jewelry, Silverware, White Stone Rings, Earrings and Scarf Pins, etc. Write today for our 1921 catalog, which illustrates **WONDERFUL BARGAINS**, mailed free. Our motto has always been, "Honest Goods, Honest Prices" and prompt service.

ALTBACH & ROSENSON
203-205 W. Madison St.,
CHICAGO, ILL.

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.

K - I - N - G

SHOW CARD AND SIGN WRITING TAUGHT

Learn by our successful system. You earn while you learn. Our book "THE SELF STARTER," tells all in first. Sent for 50c.

AJAX SIGN CO.
2110 E. 100th Street, Cleveland, Ohio

Wanted-Parties Having Good Penny Arcade
to locate in a real live Park for summer. Drawing population, 100,000. Seven-day Park. Attendance, 300,000. Or will buy Arcade if in good shape. RIVERSIDE PARK, Hutchinson, Kansas.

DOLLS, VASES AND PLASTER PETS of the Better Kind



BEAUTIFUL VASES

Hand-Painted in four Colors (as illustrated). Two Styles, 11 in. High.
\$4.00 Per Doz.
\$30.00 Per 100

All our DOLLS in Prettiest and Flashiest Colors.
We pack our Dolls 50-60 per barrel, as closely as possible, preventing any breakage when barrels are rolled and handled roughly.
One-third deposit with order, balance C. O. D.
Once a customer, always a customer, when trading with



BEAUTY GIRL MOVABLE ARM DOLL, 14 in. High, \$50 per 100; including Crepe Paper Dresses, \$36 per 100; Plain Dolls, \$25 per 100. Assorted Wigs. Catalog free on request.

DOGS of the Better Kind

With Glass Eyes. Shaded, Natural Color.
\$4.00 Per Doz.
\$30.00 Per 100



NEW MARABOU TRIMMED SILK DOLL DRESSES
\$40.00 Per 100
Sample, 50c Prepaid

Prompt shipments.

TEL. WEST 6280

PACINI & BERNI, 2070 Ogden Ave., CHICAGO.
MANUFACTURERS OF ALL KINDS OF DOLLS

CARNIVAL CARAVANS

(Continued from page 141)

all day trying to start engine). Eight o'clock, Sunday evening got'er started; runs five minutes—stops; Sunday expenses (labor, gas, incidentals), two and one-half sawbucks. Paid "fifty" for the "boat," owned it three days and cost "fifty" more—wonder if "Bill" would take "twenty-five" for it?

Since the Rubin & Cherry Shows have adopted "The Aristocrat of the Tented World" many strange communications have been received by Secretary Frank S. Reid. Some of the applicants for positions want to know what kind of clothes they will have to wear. One chap wrote in for a job in the cookhouse, and enclosed his photo, in evening clothes. Rigaud, the performer, sent the ladies a sample case of toilet delights. Adolph Seeman shaves every day and has had his "fliver" polished up. Officials of the local Y. M. C. A. at Spartanburg, S. C., have visited the quarters, and such an air of dignity pervades the whole show that it would not be at all surprising if some Sunday evening "Bill" Davies were to gather the flock together and preach them a nice little sermon.

Who remembers when "Capt. Flash" (Jimmie Moore) was presented with the high dive ladders by the local committee at Robinson, Ill. (in 1903), if he would stop diving on Wednesday, the populace thinking "Flash" might break his neck? And how, the next week, Jimmie was booked by his manager, "Slim" Evans, at a Kentucky picnic, to dive into a pond? You don't? Well, at the latter place, they were in too big a hurry to measure the depth of the water and when the dare-devil leaped he struck, head foremost, in about eighteen inches of mud with nothing but his toes above water. And instead of going to his pal's rescue Slim remained for several minutes on the bank, laughing like an ape and saying: "Look't th' damphool kick!"

Relative to "pep," M. W. M. contributes the following:
Vigor, vitality, vim and punch—
That's pep!
The courage to act on a sudden hunch—
That's pep!
The nerve to tackle the hardest thing,
Handle a committee—make them sign,
A sweet smile—curses within—
That's pep!
Today, "I will," for you know you can—
That's pep!
Keep 'em away from other agents (like h—)—
That's pep!
Meet the committee's knock-out blow,
Come back with a laugh because you know
You're landing the committee for a damngood
Show (you tell 'em)—
That's pep!

Understand that Mabel Sleight, the bustling dispenser of good eats with the P. K. Moore Bazaar, who owns a large food parlor in Brockton, Mass., and operates concessions in the summer, suggests an "All-Women" carnival. The correspondent opines that an executive staff composed of all women should not meet with the same amount of difficulties that the "mere men-folks" are sometimes confronted with in securing and showing under auspices. Yes, might be logical, but what if the local feminine politicians and "city nams" should unanimously declare: "Nay, nay, Pauline!" Sorry, Mabel, Ah don't want to be a knacker (and we realize you were "spoofed"), but it would hardly be a success. For instance: Some of the "carny girls," basin crew, etc., might fall for the vamping of town bucks, get married and—another lot of "excess baggage" on the manager's hands.

WHO REMEMBERS?
When Tommy Cannon promoted the big street fair at Sedalia, Mo., and the railroads had excursion rates from 100 miles distant? Archie Hurlison was the feature free act.
When the DeKreke Brothers and Baba Delgarian were together with their monster attraction, at Fort Smith, Ark. (1909)?
When Deacon Delmore "hypnotized" (with Morris & Berger) the natives at New Orleans, in front of the Alcee Show, late thinking that she was about to be drowned while working under the shower of her "Wonderful Dramatic Electrical Fountain" (let's see, believe that Baba Delgarian's flageolet band played for the free act that night)?
When the late Dan R. Robinson and K. P. Speedy blowed the bunch at Pratt City, Ala.,

HAMBURGER TRUNKS, STRONG BOY STOVES, JUMBO BURNERS, TANKS, COFFEE URNS, GRIDDLES, STEAM TABLES, LINENS, TENTS

TALCO BURNERS 3 GAL \$5.50, 5 - \$6.50, 4 - \$8.50, PUMP \$2.25

SMALL HAMBURGER TRUNK \$63.50

STRONG-BOY PRESSURE GASOLINE STOVES 3 burner \$21.00, ONLY 3 - \$20.50, 4 - \$38.50, 5 - \$47.50, 6 - \$54.50

TALC STEAM TABLE \$47.50, ALSO LARGER SIZES

JUMBO BURNERS \$42.50

COOKS LINEN \$2.12, 2 LBS APPROX \$.75, CAPS \$.40

CONFESSION SOFT DRINK MID-ROOF COOK-HOUSE

CANDY FURNACE \$40.00

COFFEE URN 2 GAL 20 LB \$ 25.50, 6 - 29.50

LARGE ONION SAUSAGE BROILER \$9.50

SAUSAGE KETTLES

GRIDDLES ALL SIZES AND PRICES

This is an illustrated price list of only part of the TALCO LINE of Highest Grade Concession Goods, of which there are many other useful items, such as Kettles, Corn Poppers, Doughnut Outfits, Juice Outfits and Flavors, Umbrellas, Electric Candy Floss Machines, a full line of Cook House Utensils, Lanterns, Food Warmers, Confectioner's Thermometers, Sausage Cookers, Doughnut Prepared Flour, Portable Boot Beer Barrels, Ice Cream Sandwich Machines, Honey-Bits Portable Stands, Cream Waffle Stands, Sugar Puff Waffle Machines. Orders filled direct from above price list. As we do not issue a general catalogue, in writing please name the items you are interested in, so we can send you correct bulletins. Your orders are cordially solicited. Prices lowest possible always. All orders and mail receipts immediate attention.

TALBOT MFG. CO., 1325 Chestnut St., St. Louis, Missouri.

CONCESSIONAIRES!!
BUY DIRECT AND SAVE MONEY. JUST WHAT YOU WANT!

TRILBY DOLLS

Our 14-inch Unbreakable Wood Pulp Doll dressed up-to-the-minute in many colors.

MARABOU, CHIFFON, SILK. SIX STYLES TO THE DOZ.
\$15.00 a dozen. Six dozen to a case.

Send \$8.00 for assortment of six dolls, prepaid. Goods shipped day order is received. 25% cash, bal. C. O. D.

SEND FOR 1921 CATALOGUE, JUST OFF THE PRESS.

TRILBY DOLL & TOY CO. 377 E. 143rd Street,
Local and Long Distance Telephones, Meirose 0669. NEW YORK CITY

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 \$125.00. 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.

CONCESSIONAIRES We now carry a complete line for you CONCESSIONAIRES

A FULL LINE OF ALL YOUR WANTS—QUALITY GOODS AT LOWEST PRICES



No. 1—MARTHA WASHINGTON DOLL LAMP. 14 in. high. \$2.50 Each. Silk Dress. Unbreakable and Washable.



No. 2—ORIGINAL ROSE O'NEILL KEWPIE DOLL LAMP. 14 in. high (with Wig). Silk Dress. \$2.50 Each. Unbreakable and Washable.



No. 3—TISS-ME DOLL LAMP. 14 in. high (with Wig). Silk Dress. \$2.50 Each. Unbreakable and Washable.



No. 4—CAMEL LAMP (with Silk Shade). \$3.00 Each.



No. 8—HIGH-GRADE CHINESE BASKETS. Nests of 10. \$5.00 per Nest. In Doza Lots: \$4.75 in 25 Lots; \$4.50 in 50 Lots; \$4.00 in 100 Lots.



No. 5—FANCY MARKET BASKETS. (Assorted Colors.) Write for prices.

No. 6—THREE-PIECE DOLL DRESSES. Made of Denison Crepe Paper. \$5.00 per 100. Three-Piece Floral Design, \$7.00 per 100. Slip-On Outfit (Dress and Cap), \$6.00 per 100.

No. 9—TENTS FOR GRIND STORES AND WHEELMEN. Write for prices.

No. 10—LARGE ASSORTMENT OF PADDLE WHEELS. Write for prices.

No. 11—JAPANESE SLUM GIVE-AWAY, including Fans and Trays, as low as 1¢ Each, in 1,000 Lots.

No. 12—FULL LINE OF CONFETTI AND SERPENTINES.

TERMS: One-half cash on all orders. Immediate deliveries. Buy direct from Original Manufacturer.



No. 7—MOVING ARM DOLL, with Dresses, \$27.00 per 100.

WE HAVE ADDED A LINE OF

AL MELTZER CO.,

(CARNIVAL & FAIR SUPPLY HOUSE)
219 So. Dearborn St. (4th Floor), CHICAGO, ILL.

One Real Candy Assortment



A real business stimulator. Forty-one Premiums with high-grade Chocolates. Retail \$60.00. Our price, \$25.00. All kinds of Jewelry, Knife and Merchandise Assortments always in stock. Write for our circular.

Iowa Novelty Co.
Mullin Bldg.
Cedar Rapids, Iowa

and how the Seaman-Millican Mardi-Gras Company was organized the next week in Birmingham?

When Fred Paul and Harry Darling had out the "Paul & Darling Minstrels" (a young ruralist "trap drummer," with snare and bass drum, and a full set of traps, aboard a bicycle, tried to "jine out," from five miles out of Columbia City, Ind.)?

When a carnival was not a "carnival" without about a foot of confetti on the ground? When the late popular showman, Jack Velare, did his bicycle dive (somersault over the handle bars) from a lofty incline into a tank of water, under the management of Ed Talbott, at the Jackson, Miss., Fair (1905)?

When Cary Jones (original Snake-Oid) was a glass blower, over Indiana way?

When Capt. John Sheesley had a candy wheel?

When Billie Owens was an agent?

When Ed C. Dart was in a Kansas City Park with John D. Tippett?

When Wm. R. (Red) Hicks was a ferris wheel operator?

When W. A. Happ was reporter for The El Paso Herald?

When Dick Bambrick was in Madison Square Garden?

When "Bill" Fleming had a picture show in Troy?

When Gene Woodworth was master mechanic of the N. Y. C. at Courtland?

When Tatum bought the perfume wheel in Springfield?

When Charles Reichner had a turkey wheel with Stanley Roberts?

When Ches Winters was an animal trainer with Smith Greater?

When Harry J. Burks had a spot-the-spot?

When everybody boosted each other?

KEHOE & DAVIS SHOW

Leavenworth, Kan., March 8.—The ten-car show of W. J. Kehoe and C. D. Davis is nearing completion, and everything will be ready for the opening in Leavenworth Saturday, April 2. The train will consist of six flats, two sleepers, one stateroom and one baggage car. Three rides, seven shows and about forty concessions will comprise the lineup of attractions at the opening.

A new \$10,000 "Superior" model Parker three-abreast and a ferris wheel, owned by the management, and O. H. Tyree's "airplane swing" will comprise the rides. A big three-wagon front will be used by the famous Bullock Family as a feature show. George Bennett will handle the new "Box of Fun" and Carl Jublin will manage the other mechanical fun show. "Pit Show Cody" (W. H. Hamilton) is building a brand-new pit show that will contain many new features. H. F. Ellis will have charge of the carry-us-all and Frits Hinkle the ferris wheel. Lon D. Lynn, of Philadelphia, will handle the advance, assisted by two capable promoters. E. H. Taylor will probably return from Berkeley, Cal., to take charge of the lot.

Have you looked thru the Letter List in this issue? There may be a letter advertised for you.

ELECTROLIERS

OF THE
STATUE OF LIBERTY



Complete With Electric Light

\$1.00

and up

Representatives Wanted

Send for Circular

STUYVESANT ELECTRIC

MFG. CO.

308 Canal St.,

NEW YORK CITY

Get the Money

Concessionaires and Peanut Machine Operators

(NOTE—Cut this ad out and keep it)
DOUBLE YOUR MONEY

SALTED PEANUTS IN 50 BAGS or bulk. Prices given below are PREPAID ANYWHERE.
100 Bags SALTED PEANUTS.....\$ 2.50
250 Bags SALTED PEANUTS..... 6.25
500 Bags SALTED PEANUTS..... 12.50
1000 Bags SALTED PEANUTS..... 23.00

NOTE—The above bags are printed in two colors and each bag is locked, not glued shut. Write for prices on Peanuts in the bulk. We can furnish you with the best VENDING MACHINES on the market. Also printed or plain bags so you can sack your own. We SALT SHELLED ALMONDS, the best way so they will sell. Write for prices. We can use a few GOOD SALESMEN. State all in first letter.

H. J. MEYER COMPANY, St. Joseph, Missouri.

FOR SALE Merry-Go-Round. 50-ft. Top, Galloping Horses, Lovers' Tub, Wire and Electrical Supplies. Good condition. Write J. BARNET, St. Paul, Minnesota.

Sanders Manufacturing Co.
Manufacturers of
SALES BOARDS
218-220 First Avenue, North
NASHVILLE, TENN.

Our Old Price List WAS Lower than SOME New Ones
Our NEW PRICE LIST IS Lower than ALL New Ones

FOR SALE TWO ICE CREAM SANDWICH MACHINES
SANISCO MODEL "E" \$75.00 EACH
These Machines are just as shipped from factory, never having been uncrated.
A. L. RIESENBERGER, 1011 First Nat'l Bank Bldg., CINCINNATI, OHIO.

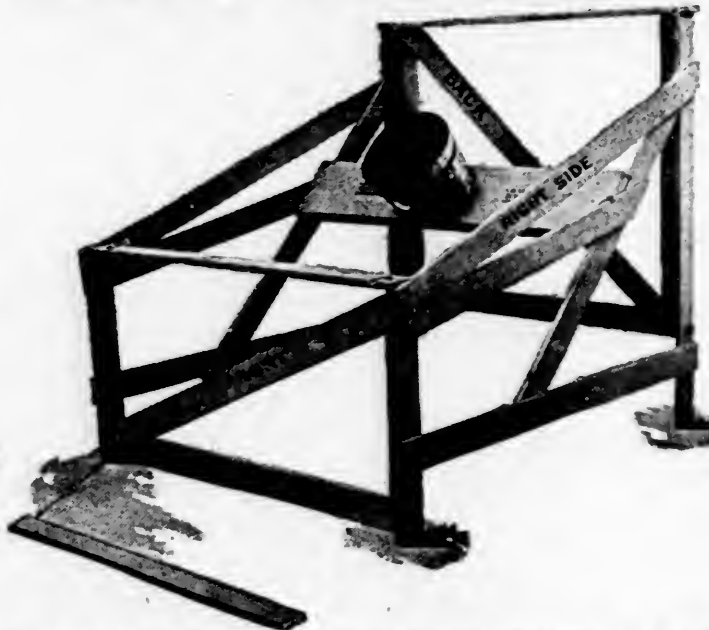
IN ANSWERING AN AD BEGIN YOUR LETTER WITH "I SAW YOUR AD IN THE BILLBOARD."

THE GAME THAT SET 'EM TALKING AT CHICAGO C. H. ALLTON'S FAMOUS POP-'EM-IN BUCKET

(PATENT PENDING)

The only Bucket Store
on the market
that will stand a rigid
Police Inspection.

THE GAME
THAT WILL BRING IN
THE COIN.



(PATENT PENDING)

This is the Game
that is rapidly replacing
all other
Buckets now sold.

PLAYERS TOSS BALL
ONLY
THIRTY INCHES.

I am also Agent for the Western Doll
Mfg. Co., of Chicago, featuring Camel
Lamps and Shimmy Dolls.

Having outgrown my factory capacity,
I have placed manufacturing agency
with

I handle a complete line of Chinese
Baskets, Dolls, Lamps and Carnival
Supplies. Cat Racks my specialty.

C. W. PARKER, Leavenworth, Kan.

ALSO SALES AGENCY WITH S. W. GLOVER, 300 PALMER HOUSE, CHICAGO, ILL.

MAIN OFFICE AND FACTORY: 51 WALLER STREET,

SAN FRANCISCO, CALIFORNIA

UNSURPASSED

UNEQUALED

The "SUPERIOR" Model **CARRY-US-ALL** Stands SUPREME

Proven by the fact that nine out of every ten CARRY-US-ALLS sold in the past year have been a "SUPERIOR" Model. The machine with a reputation

A SUPERIOR Model
grossed

\$940.00

in three hours and
twenty minutes



A SUPERIOR Model
grossed

\$26,000

in less than two
months operation

The C. A. WORTHAM SHOWS, The CON. T. KENNEDY SHOWS, The SNAPP BROTHERS SHOWS, The W. E. GROFF SHOWS, The KE-HOE & DAVIS SHOWS, and numerous others, have selected the SUPERIOR MODEL. Visit any one of these shows and compare the "SUPERIOR" model CARRY-US-ALL with other machines that you have seen in the past.

Another C. W. Parker innovation is announced with the

PARKER-ALL-STEEL-FLAT-WAGONS

constructed specially for Circus and Carnival Use. A Wagon that is practically indestructible, of which
OTTO FLOTO says: " . . . I am more than pleased to recommend them. We have been building wagons for twenty years with the Sells-
CON T. KENNEDY says: " . . . They are the BEST WAGONS I EVER SAW—they fill a long-felt want. I want fifteen of them as fast
WM. R. SNAPP says: " . . . They can't be beat—they are the best wagons built in the U. S. A. today. I wouldn't have any other for
my equipment." and he placed his order for twenty of them.
REMEMBER—our wagon department has a capacity of only **ONE STEEL FLAT WAGON PER DAY** Orders are piling in fast—they are filled in the same rotation
in which they are received—so place your order quick.
And don't forget—C. W. PARKER builds and sells the famous "ALLTON POP-'EM-IN-BUCKETS"—see the half-page advertisement below.

C. W. PARKER, World's Largest Manufacturer of Amusement Devices, LEAVENWORTH, KANSAS.



No. 205.

KAGO DOLLS

are made of
Unbreakable Wood Fibre Composition

MADE IN 13, 14 AND 18-INCH SIZES

KAGO DOLLS

are guaranteed not to peel, shrink or crack



No. 213.

Concessionaires!

WE ARE THE LARGEST EXCLUSIVE MANUFACTURERS OF NOVELTY DOLLS IN THE UNITED STATES

OUR FACILITIES WILL ENABLE US TO GIVE YOU BETTER MERCHANDISE AT THE LOWEST PRICES

All shipments
made
same day received

Each Doll
packed in individual box
six dozen to case



MERRY WIDOW.

Dressed in latest creation
of styles, made of
Silks, Malines, Metal Cloth,
trimmed attractively
with Marabou, Lace, Gold
and Silver Braid
with and without hats

SEND \$20.00 FOR OUR SAMPLE ASSORTMENT, CONSISTING OF 8 14-INCH DOLLS, ASSORTED COSTUMES, AND 4 18-INCH DOLLS, ASSORTED COSTUMES

25% DEPOSIT REQUIRED ON ALL ORDERS—BALANCE C. O. D.

KAGO DOLL CO., Inc.

Office and Salesrooms:

929 Broadway, New York City

Local and Long Distance Phone: Ashland 7453

Factory: Maspeth, L. I.

ONCE A CUSTOMER—ALWAYS A CUSTOMER

BALL GUM

"Shelby Special" Ball Chewing Gum is a high-grade product in every particular, made in five 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.

HERBERT RED LABEL SALES BOARDS

Prompt shipment on all orders. Write for our current price list. HERBERT SPECIALTY MFG. CO., 722-732 Federal St., Chicago, U. S. A.

SPOT-THE-SPOT. \$5

5-ft. joint, complete with plate, layout cloth, sign and instructions. \$1 for each additional foot. Circulars. KOCHER AMUSE. DEVICES, 605 W. Indiana Ave., Philadelphia, Pa.

DONEY & FOLEY SHOWS

Scranton, Pa., March 8.—Everything is progressing nicely at the winter quarters of the Doney & Foley Greater Shows, at 908 Providence Road, this city. All the riding devices, carousel, Ell wheel and "airplane swings" have been thoroughly overhauled and repainted. General Manager Capt. W. H. Doney is now supervising the construction of three new shows and fronts. This organization will take the road this season with seven shows, three big riding devices, thirty-five concessions, twelve-piece concert band and two free attractions, and will be transported on its own special train of ten cars. George W. Howard has booked his string of concessions, and has been in Scranton all winter, preparing same. Mrs. Geo. W. Howard left recently for a visit with homefolks in Cleveland. F. J. (Fat) Kingman, "King of wheelmen," has also spent the winter in Scranton. Mr. Kingman will also grace the midway of the D. & F. Shows.

John J. Gerrity, hotelman and garage owner of Scranton, is also associated with Messrs. Doney and Foley in their enterprises and will act as secretary and treasurer of the show. General Agent Tom R. Foley has been stepping some and the show already has contracts for seven weeks under strong auspices, opening in Scranton, Saturday, April 30. The United Spanish-American War Veterans, Camp No. 41, will sponsor the Scranton engagement.



FIND OUT WHY A PARKER CARRY US ALL

Has Grossed
\$940.00

in three hours and thirty-five minutes this season. Write for specifications of "SUPERIOR" model to

C. W. PARKER

World's Largest Amusement Manufacturer,

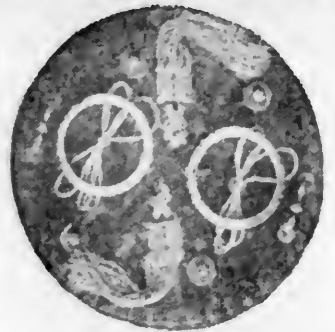
LEAVENWORTH, KANSAS

TRUE BLUE GUM CO., Lansing, Mich.
Chewing Gum for all Purposes. Price Right.

CHINESE BASKETS

"WE LEAD—OTHERS FOLLOW"

CHINESE BASKETS



In Nests of Five, tastefully trimmed with Single Rings, Silk Tassels, Coins and Beads. Price per Nest, \$4.00.

OUR LEADER. In Nests of Five. Beautifully decorated with two Rings and two Silk Tassels, also Coins and Beads. Price per Nest, \$5.00. Same with two Rings, one Silk Tassel. Price per Nest, \$4.25. Give-Away Baskets from \$20.00 to \$50.00 per Hundred.

KINDEL AND GRAHAM

ANNOUNCE THEIR 1921 LINE OF CARNIVAL NOVELTIES

NEW CATALOG READY FOR DISTRIBUTION APRIL FIRST

Four Legged and Top Handled Baskets

THE NEWEST K. AND G. CREATIONS
HANDSOMELY DECORATED WITH RINGS, BEADS AND SILK TASSELS



FOUR LEGGED BASKETS in sizes Nine, Ten, Twelve and Fourteen inches as per Illustration. Per Nest of Four, \$10.00. Also Singly in Size Fourteen Inches Only, \$3.00 Each. TOP HANDLE BASKETS in Nests of Five Only. Price Per Nest, \$6.00.

DON'T FAIL TO STOCK UP ON THESE BIG WINNERS!



WE CARRY A FULL LINE OF GENUINE PURE WOOL INDIAN BLANKETS IN A WONDERFUL ASSORTMENT OF SNAPPY DESIGNS AND COLORINGS. "MADE WHERE THE WOOL GROWS." WRITE FOR CONFIDENTIAL PRICES.

OUR 1921 WINNER
The Talk of Every Midway

WE CARRY A COMPLETE LINE OF GOOLS, CARNIVAL SUPPLIES, ELECTRIC BEARS, POODLE DOGS, GLASS VASES, CANDY, DOLL LAMPS, SLUM GIVE-AWAY, ETC. ETC. IN FACT, EVERYTHING FOR THE CARNIVAL MAN'S REQUIREMENTS.



GENUINE ROSE O'NEILL DOLL LAMPS

As per illus. \$5.00 Each

With cheaper shade, \$3.75

Also with cheaper shade and our K. & G. Doll. \$3.75

See Catalog for Lamps at \$1.50 and \$2.00 each.



GENUINE KALAKA UKULELES AND BANJO UKULELES AT REDUCED PRICES.

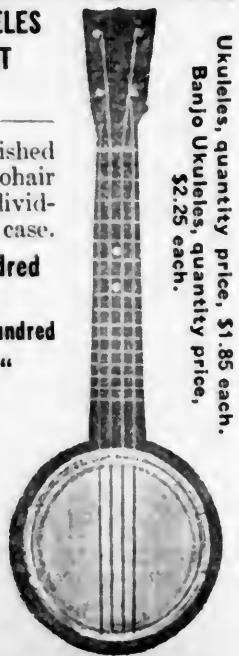
Celulloid Water-Proof Finished Dolls with elaborate mohair head-dress. Packed in individual cartons—100 to the case.

Price \$50.00 Per Hundred WITHOUT DRESS

With Elaborate Paper Dresses \$ 55.00 Per Hundred
With Marabou Dresses as per illus., 109.00 " "

Quantity Buyers Write Direct for Special Prices.
We Positively Guarantee Prompt Delivery.

785-787 MISSION ST.,
SAN FRANCISCO, CALIF.



Ukuleles, quantity price, \$1.85 each.
Banjo Ukuleles, quantity price, \$2.25 each.

Unbeatable Flash for Salesboards

Merchandise or Silver Wheels or for any other high class Premium Proposition

We guarantee this article to far surpass any other premium for

MONEY GETTER

A Real Reproduction of a \$500.00 Platinum and Diamond Wrist Watch at a Very Low Price.

Each Watch is put up in a handsome velvet lined leatherette box.

BE FIRST IN YOUR TOWN TO PUT THIS ONE OVER.

DON'T LET IT GET BY YOU. SEND IN YOUR ORDER NOW.

C. O. D. orders must be accompanied by 25% deposit.



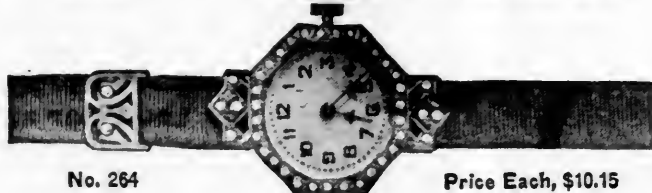
No. 262

Price Each, \$7.95



No. 263

Price Each, \$9.60



No. 264

Price Each, \$10.15



No. 265

Price Each, \$8.60



No. 266

Price Each, \$8.60

Latest Paris Rage

The Wrist Watch Beautiful Biggest Premium Item Ever Heard of

THEY ARE THE REAL THING

These beautiful creations are constructed of Sterling Silver with brilliant white stones set in the bezel—just like real diamonds.

The movement is an extraordinary high grade 10 jewels—finely polished winding wheels and first-class escapement. Guaranteed to keep reliable time.

The ribbon is of a heavy quality Gray Grosgrain Silk, fitted with Sterling Silver Clasp and can be adjusted to any sized wrist.

And now you have the combination that has taken London, Paris and New York like a prairie fire.

LIPAULT CO., DISTRIBUTORS

1034 ARCH ST., PHILADELPHIA Dept. B

CHINESE BASKETS



We operate our own factory, finishing these Baskets, and stock them in three styles: Plain, Trimmed and Hand-Painted. Write for prices. Prompt shipments.

COLE TOY & TRADING CO.

324 S. Hill St., LOS ANGELES, CAL.

DON'T LET YOUR PAST



spoil your future. Get on the right road leading to a profitable future. Realize that your whole success, all your achievements in life are dependent upon progress. You can do nothing with the past. The BIG ELI WHEEL has been the means of success for others—why not you? Ask for full particulars NOW.

ELI BRIDGE COMPANY, Case Ave., JACKSONVILLE, ILL.

BALLOONS

Air-dried South American Para Rubber. Inflate with air or gas. No. 50, per gross, \$2.25; No. 60, per gross, \$3.10; No. 70, per gross, \$3.50; Reed Sticks, per gross, 50c. Half cash, balance C. O. D. Three samples, 10c.

LIVE CHAMELEONS

Season opens April 16. \$6.00 per 100, 300 lots or over. \$5.00 per 100. No. 22 Jack Chain, 75c per box. Beauty Plus, 40c per gross. Cash with order.

HOFFMAN SPECIALTY CO. 617 Chata Ave. CLEVELAND, O.

DODSON'S WORLD FAIR SHOWS

To Open in Gary, Ind., Saturday, April 30

Gary, Ind., March 8.—Work around the winter quarters of the World's Fair Shows is progressing very nicely and everything will be in fine shape by the middle of April, altho the opening date will be April 30 here in Gary. C. G. Dodson has spared no expense this winter to make his show one of the finest equipped 25-car carnivals to take the road. All of the old paraphernalia has been completely overhauled and repainted in bright colors. Fifteen new wagons have been built—from the ground up—as well as three big carved-wood wagon fronts. "C. G." has also purchased thru Walter K. Sibley, of New York, two big double-carved wood wagon fronts from the Williams Standard Shows and which were formerly owned and used by the Joseph G. Ferrari Shows. These fronts will arrive in Gary during the next ten days. The carousel just arrived back from Chicago where it received a complete overhauling and repainting. Two new rides have been bought which will give the W. F. S. five riding devices next season, all of them owned by the management. George Roy, mechanical show builder, has been very busy with several carpenters building two new mechanical shows, one of them a "Crazy House." The other will have the features of several mechanical shows.

The World's Fair Shows will carry 12 shows, 5 rides, Prof. Saramaca's Royal Italian Band and about 50 concessions. The winter quarters are one mile and a half from Gary, Ind.

Mrs. A. E. Dodson just arrived from Montreal, Can., where she spent a few weeks with her people. M. G. Dodson, general agent, has closed contracts for several choice towns in the manufacturing centers around Chicago, and all under auspices. Some of these towns have not been played in several years.—A. E. D.

MURPHY IN CHICAGO

Chicago, March 8.—J. E. Murphy, owner of the Panama Exposition Shows was a visitor in the rooms of the Showmen's League of America last week. Mr. Murphy also owns the Marie Murphy Musical Revue, now playing in Kansas. He told The Billboard that he had just purchased two baggage cars and one combination car in Kansas City, also a line of new tops and banners from the United States Tent & Awning Company.

BLACK DIAMOND SHOWS

To Start April 1. New Jersey

New York, March 10.—Preliminary details in the organizing of the Black Diamond Shows are practically completed. As planned by the management the company will carry three riding devices, five or six shows, a six-piece band, a free act and a proportionate number of concessions. All new tops and fronts are being made for the outfit. The season starts in New Jersey on April 30.

TIN TYPE PHOTOGRAPHERS!



Boys, it is the same story,

Tin Type Cameras and Supplies

We are prepared for the season with a fine stock of cameras, post cards, plates, mounts in exclusive designs and colors, and quick developer.

We have the original BLACK BACK CARDS that produce a black and white effect with the glossy surface, and that is what the customer wants.

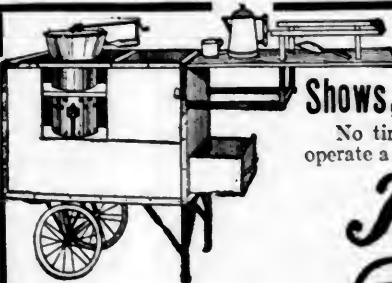
Only those who will produce good work will MAKE THE MONEY this year and you can only do that by using the best quality material. We have it and it's up to you to get it.

SPECIAL NOTICE—Boys who have button cameras, send for supplies. It's NEW again, so take this tip and be the first in your territory.

Send your orders; prices are right and material the best by the

BENSON CAMERA CO.,

25 Delancey St., NEW YORK CITY.



Concession Men, Theatres, Shows, Carnivals, Parks, Beaches

No time need be taken out for repairs if you operate a



No motors, engines, springs or belts to get out of order and lay you up when business is best.

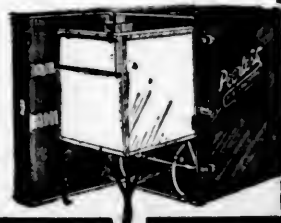
The Peerless has only two moving parts in the popping mechanism. This means low upkeep, full time operation and big profits.

Mechanical simplicity, together with easy portability, quality of product and low first cost, makes the Peerless the most desirable popper made.

For particulars write

Dept. B, NATIONAL SALES CO., Des Moines, Iowa

This is the fifth of a series of Peerless ads in The Billboard. Read them all.

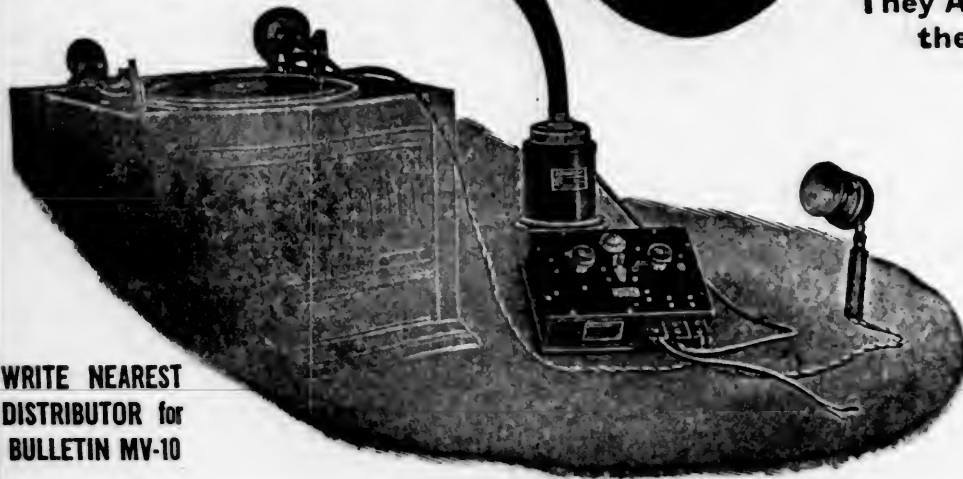


MAGNAVOX DRAWS THE CROWD AND PUTS DOLLARS IN YOUR POCKET

YOU CAN USE MAGNAVOX

TELEMEGAFONES FOR

- OUTDOOR CARNIVALS
- PICTURE and TENT SHOWS
- SHOWS and SALES TALKS
- LYCEUMS and LECTURES
- ADVERTISING of All KINDS



Many Owners Are Now Making Money from Magnavox Advertising

They Increase the Volume of the Voice or any Phonograph Many Times.

They Save the Price of Automatic Bands or Organs and Will Carry the Voice or Music for Blocks Clearly and Distinctly.

They Are Rugged, Portable, and Will Stand the Wear and Tear of Travel.

DISTRIBUTED BY

- INDIANAPOLIS, IND., Kiefer Stewart Co.
- DETROIT, MICH., C. L. Marshall Co.
- DAYTON, OHIO, J. W. Sands Co.
- WICHITA, KANSAS, Southwestern Drug Co.
- NEW YORK, J. O. Morris Co., Inc.
- DALLAS, TEXAS, Sonora Distributing Co.
- BOSTON, MASS., Musical Supply and Equipment Co.
- MINNEAPOLIS, MINN., Minneapolis Drug Co.
- TORONTO, CANADA, I. Montagnes & Co.

MANUFACTURED BY

The Magnavox Co.

OAKLAND, CALIFORNIA

WRITE NEAREST DISTRIBUTOR for BULLETIN MV-10

Amusement Parks and Carnivals, Picnics and Other Outdoor Recreation Places

OFFER BIG PROFITS TO THE MAN WITH A



SANISCO Ice Cream SANDWICH MACHINE

HERE'S NOW They Bring the Coin: DON'T YOU WANT IN?

THE HUMPHREY COMPANY, Owners and Operators of Euclid Beach Park, Cleveland, Ohio.

SANISCO COMPANY: We have been operating from 3 to 8 of your machines for a couple of months now, and are much pleased. On the 4th of July we took in \$1,570.50 with only four machines in one booth.

DAVID HUMPHREY, V.-P.

SANISCO COMPANY, Milwaukee, Wis.

WRITE FOR LITERATURE AND ORDER QUICKLY.

We can only supply a limited number and orders are coming in fast.

DON'T WAIT TOO LONG

JOHN FRANCIS SHOWS

Open This Week at Guthrie, Ok.

Guthrie, Ok., March 8.—The John Francis Shows will open here March 14 under the local American Legion Post. Work in the winter quarters has been almost completed by Supervisor Tom Huggins and his crew of twenty hustlers. All the rides have been rebuilt and repainted by George Thompson, and new tops have arrived for all the shows.

General Agent Colvin has been out since January 1 and quite a number of fine spots and fairs have already been contracted for. The route this year will include Minnesota, Wisconsin and the Dakotas, in addition to Oklahoma, Kansas and Texas. Mr. Francis has returned from Kansas City and states the new train of fifteen cars has left the factory and is expected to arrive any day. After July 1 it is the intention of the management to make a twenty-five-car show.

The lineup will include John Francis' Twenty-in-one Show, Ben Hassan's "Hawaiian Nights," Bob Reynold's Palace of Illusions, Welch's Sunflower Minstrels, Harry Cross' Athletic Stadium, "Toby," platform show, and Shorty Blatz's "Thru the Falls," mechanical fun show. Roy O. Brian's 16-piece concert band has been contracted for and is rehearsing daily.—H. W. SMITH.

WORTHAM GREATER ALAMO SHOWS

A most successful ten days' celebration, including "Washington's Birthday," was terminated at Laredo, Tex., by the Wortham, Waugh & Hofer Greater Alamo Shows and the scene was changed to Alice, Tex., breaking the long jump to Kingville under the American Legion.

Only four days marked their stay in Alice, where a fair business was done. A word about Laredo: It was big, not from a press agent's standpoint, but from the box office statement, also a very successful one to the sixty odd concession magnates that assembled with the show there. Laredo outdone itself this year with parades, fireworks display on the historic river, Rio Grande; gala decorations of the quaint old-fashioned buildings throughout the city and across the river, which Promoter Jimmie Ellis was largely responsible for.

Harry Waugh has gone over to San Antonio to confer with Mr. Wortham and Homer V. Jones is now in charge of show, and needless to say it is under capable managerial reins. Everyone is looking forward to another big one, the big auto show at Brownsville, Tex., under the 50's, another banner contract for J. O. Ellis.—JOE S. SCHOLING.

HOWARD GOES WEST

Chicago, March 9.—Harry Howard, who has been in Chicago for the past two months, has started on a trip to San Francisco. He will stop in Kansas City and Salt Lake City.

Be sure to look thru the Letter List this week.

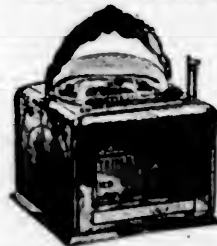
JUMBO SQUAWKERS WHIPS BALLOONS

Largest JUMBO Squawker ever made, 100,000 of them at \$8.50 per gross. SILK AND CELLULOID WHIPS, beautiful bright colors, in SILK wound and CELLULOID handles, from \$6.50 up to \$12.50 per gross. Celluloid Pin Whips at \$8.00 per gross. Also AIRPLANES, Paper Hats, Knives, Cane, etc.

FOLLOWING LIST OF GAMES:

High Strikers, Dial Strikers, single and double; Machines, Clown Ball Game, Sam Yanson Ball Game, the great Funnel Ball Game, Hand Strikers, Mechanical Man, Wheels, etc. SEND RIGHT AWAY, TODAY, for Catalog. Enclose stamp. It will bring you some of the BEST MONEY MAKING propositions for 1921. DO IT NOW. Address MOORE BROS., Manufacturers, Lapeer, Michigan.

LATEST TRIPLEX 3-BALL



COLOR ROULETTE SLOT MACHINE. Plays nickels, dimes and quarters. This little machine can be placed beside any Liberty Bell or any slot machine, and will make more money. Can go into territory where other machines are running and get the business. Also is a good machine to go into closed territory, as it can be operated where other machines can not. Try a sample at only \$50 and be convinced and get into a new slot machine business.

WISCONSIN NOVELTY CO., Kaukauna, Wisconsin.

A STRAIGHT LINE

is the shortest distance between two points. A **Big-Eu** WHEEL makes the line short between failure and success. Let us tell you how.

ELI BRIDGE COMPANY, Case Avenue, Jacksonville, Ill.

BOX CANDY FOR CONCESSIONS C. C. CANDY CO.

500 Delaware St., KANSAS CITY, MO.

WRITE FOR OUR CATALOGUE. CONCESSION SUPPLY CO., Inc. 695 B'way (Phones Spring 8288 and 8045), New York.

We Want Independent Free Acts

FIRST ANNUAL CLAYTON CO. FAIR, August 30, 31, Sept. 1-2, 1921. Write and describe your acts in three acts. A. J. KRUGEL, Sec'y, Garvard, Iowa.

SAY "I SAW IT IN THE BILLBOARD."

A Big Line
of
Beautiful
Packages

The Jazz package
shown here is
beautifully colored
and a wonder—one
pound net (single
layer) but looks like
two pounds. Actual
measurements 6 3/4"
wide by 18 1/2" long.
12 different varieties
of chocolates each
marked in separate
compartments.



The Best in CHOCOLATES

Where you want them—When you want them
from the largest Chocolate and Candy factory in the World.

AUERBACH CHOCOLATES

From Maine to California

AUERBACH beautiful fancy package chocolates attract the eye and delight the taste. See these sales-compelling packages. Taste the exceptional quality of smooth, delicious chocolate coating with centers of choicest nuts, fresh fruits and luscious fondant. Place your order with us and be sure of getting the best in chocolates **WHERE YOU WANT THEM—WHEN YOU WANT THEM** from the largest chocolate and candy factory in the world.

Send for prices and information. Address Dept. B-221

D. AUERBACH & SONS

*Finest Chocolates, Cocoa, Candies and Specialties
11th Avenue, 46th to 47th Streets
New York City*



Vending Machine Combinations

Penny Gum Mch. } \$17.50
1,000 Balls Gum, - }

Penny Peanut Mch. } \$12.65
15 Lbs. Peanuts, - }

Nickel Peanut Mch. } \$16.00
30 Lbs. Peanuts, - }

**SALESMEN!
OPERATORS!**

WRITE US NOW!

COMMISSIONS CASH

20 to 30% on all sales

**NEW CATALOGS
NOW READY**

Every Ball Wrapped in Tin Foil.

All Colors—Red, Blue, Green,
Gold, Silver.

Concealed Number on Each
Winning Number.

Premium Card in Inside
of Globe.

TRADE

145 Numbers Draw Trade
Premiums 10c to \$2.50 in Value.

No Boring of Gum or Sticking
of Numbers.

OPERATORS!

Ten of these Machines
will make you Net
Profit Per Month of

\$300.00

SANICHU



MACHINES

RETAIL PRICE, \$30.00
For Machine and 1,200 Balls, Foil Wrapped Gum.

Price to Jobbers, \$20.00

Refills to Retailers, \$12.00. Jobbers, \$9.00

Commission to Salesmen on Machine Complete, With 1,200 Balls Gum, \$9.00

Vends 1,200 Balls Gum.

Not a Gambling Machine.
Bright—Clean—Inviting.

First Load of Gum Pays for
Machine and Cash Profits.

BOOSTING

SALESMEN WANTED.

Your Money's Worth for
Every Nickel.

Requires No Clerk or Cashier.

JOBBERS!

Put our line in hands of
your Men. Price to
you,

\$20

SALES BOARDS

50 NEW DEALS

**Reputable
Merchandise
—ALL KINDS**

OUR PRICES

800 5c Sales, \$12.50
1,200 5c Sales, 19.00
1,500 5c Sales, 22.50
1,200 10c Sales, 32.50
2,000 10c Sales, 62.50
3,000 10c Sales, 95.00

20%—25% Disc.
To Salesmen and Jobbers

Write Quick for Full
Particulars

"NUT DAINTIES" — NUT MEATS IN GLASSINE BAGS — 5c — 10c — SALTED SPANISH PEANUTS — NUTS AND RAISINS — SALTED ALMONDS — JUMBO BLANCHED PEANUTS — SALTED TOASTED FILBERTS — SALTED PECANS

SHELBY BALL GUM

Asst. Colors and
Flavors
F. O. B.
SHELBY, O.

Single Case (10,000 Balls), \$25.00
5 to 10-Case Lots, - \$24.00

25-Case \$ **23.00**
Lots

THE SANICHU GUM CO., Inc.,

3620-22-24 Cottage Grove Ave., CHICAGO, ILL.

AMERICAN EXPOSITION SHOWS

New York, March 8.—The American Exposition Shows have set their opening date for April 16 at Newburg, N. Y., under the auspices of the Central Labor Union, with two thousand members.

Work at winter quarters, at Ellenville, N. Y., is progressing nicely under the supervision of M. J. Lapp and Jim Bingham and several new show fronts have been built.

Among the late contracts signed are Great Van Norman, the free act; Ralph Decker, with his string of concessions; Ruth Desch, Rodney Decker, James Rate, contest man and special agent, and Wilson's Monkey Speedway.

This will be a 15-car aggregation and will play New York, New England and Pennsylvania, with Southern fairs for the fall.

GEO. A. BALDWIN SHOWS

Baltimore, Md., March 8.—The winter quarters of the George A. Baldwin Amusement Enterprises are overflowing with action. Manager Baldwin is supervising the construction of four new shows, bringing the number already contracted up to nine. The feature attraction will be Prof. Jns. De Bieux, with a creation from Paris, and the construction of same will be both new and novel.

Mr. Baldwin has just completed arrangements for a twelve-piece uniformed band and two novel free acts. "Geo. A." is kept very busy between winter quarters and out of town booking. Robert H. Lealey, secretary-treasurer, is hard at work keeping pace with the show's correspondence. The opening spot will be near Baltimore, on or about April 9.—R. H. L.

CHINESE BASKETS

IMPORTER

Of all kinds of Novelty

CHINA HAND-MADE BASKETS.

I do not issue a catalogue. Will submit samples on approval. Deposit necessary. If sample is not satisfactory will return money less express charges. Will ship C. O. D. orders on receipt of 25% cash deposit.

BIG STOCK ON HAND Five-to-a-Net Baskets and other Novelties. Can take care of any size order. Goods shipped same day order received.

IF YOU ARE IN THE MARKET FOR BASKETS IT WILL PAY YOU TO WRITE ME FOR MY PRICES

A. ALBERT, 320 Market St., San Francisco, Cal.



Keep your customers dry this summer and for the NEXT 12 YEARS. Have that Old Roof WATERTIGHT by applying now

ROOF-FIX ASBESTOS CEMENT

For All Kinds of Roofs. Easy To Put On With a Brush. SAVES YOU BIG ROOFING BILLS. 5 Gal. (for 250 sq. ft.), \$10; 30 Gal., \$45; 60 Gal., \$73.20. F. O. B. our shipping point.

ORDER NOW. EMPIRE PRODUCTS CO., 1535-39 Chestnut St., PHILADELPHIA, PA.

WILLMAN & TRIBBLE SHOWS

Billy Martin has sold Martin's United Shows to W. E. Willman and W. A. Tribble, and the organization will henceforth be known as the Willman & Tribble Greater Shows. The caravan opened at Anniston, Ala., with a good lineup of attractions, free acts and a long string of concessions, and with Ed Hunter's American Band furnishing the music. Conditions being considered, business for the first week of the new arrangement was quite satisfactory. Home, Ga., was the next stop. The route will carry the show into the coal fields of West Virginia and Pennsylvania. Billy Martin, the former owner, is reported convalescing and about ready to leave the physician's care. He expects to join another caravan for the coming season.—B. O. Y.

INSTALLS NEW MACHINERY

Milwaukee, Wis., March 8.—The Unger Doll & Toy Co., 509-511 Second avenue, has installed new automatic machinery and is making "unbreakable dolls." These dolls are made of "Cell-upon," which is claimed to be a composition more durable and stronger than wood pulp. They weigh only 4 ounces and are packed in cartons, saving the concessioner heavy express charges, besides eliminating breakage. At present this machinery is turning out 10,000 dolls per day. Distributing points will be established in the East, West and South. The firm also manufactures dresses, wigs and baskets. These Chinese baskets are also made of the "Cell-upon" composition and beautifully decorated.

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

Be sure to look thru the Letter List this week.

ELK AND MOOSE TEETH CHARMS

BUTTONS, ETC., IN 10-KARAT SOLID GOLD, FROM FACTORY DIRECT.

The Elk and Moose Teeth are of the finest obtainable, and will stand every test. Also sold with an absolute guarantee. Every Tooth riveted in cap and mounted in 10-karat solid gold. MONEY CHEERFULLY REFUNDED IF YOU ARE NOT ENTIRELY SATISFIED.

No. 521—Small size Elk Tooth Favaliers and Chain (10-karat Solid Gold).

PRICE **\$72.00**
DOZEN

Worn by lady friend and family of members.



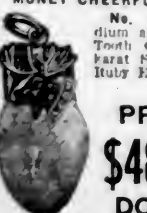
No. 522—Large size Elk Tooth Charm (10-karat Solid Gold). Ruby or Chip Eyes in head.

PRICE **\$60.00**
DOZEN



No. 523—Small size Elk Tooth Charm (10-karat Solid Gold). Ruby or Chip Eyes in Head.

PRICE **\$48.00**
DOZEN



No. 524—Medium size Moose Tooth Charm (10-karat Solid Gold). Ruby Eye.

PRICE **\$48.00**
DOZEN



No. 525—Elk Tooth Brooch Pin (10-karat Solid Gold). And with Safety Catch.

PRICE **\$60.00**
DOZEN



No. 526—Elk Teeth Cuff Links, evenly matched, and can be had for soft or stiff cuffs. (10-karat Solid Gold)

PRICE **\$84.00**
DOZEN
OR
\$7.00 a Pair

Button with Ruby Eyes and one or two Chips **\$15.00 DOZEN.**

Miniature Elk or Moose Tooth Buttons, for Lapel, in Gold, **at \$15.00 DOZEN.**

We will ship single samples so you can appreciate the value of these goods. All orders must be sent with cash, check or money order, and all are filled the same day received. A TRADE DISCOUNT WILL BE ALLOWED FOR GOODS BOUGHT IN DOZEN LOTS OR OVER. Try a sample and note their value. From the manufacturer direct.

PROVIDENCE BADGE COMPANY,

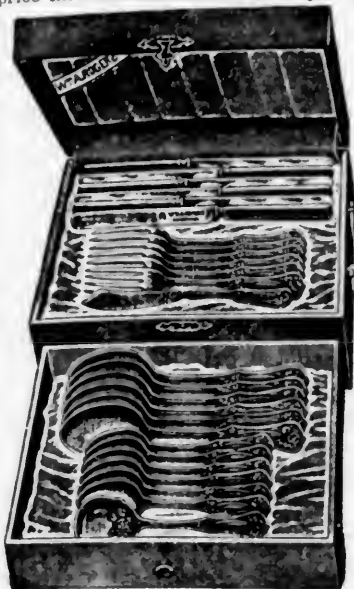
P. O. Box 881, PROVIDENCE, R. I.

IN THE HEART OF THE JEWELRY INDUSTRY.

We also have the I. B. P. O. E. W. Elk Goods in same quality as the above. We also make a specialty of mounting Elk Teeth. Send us your Elk Teeth and we will mount them resoundingly in solid gold.

LOOK! CONCESSIONERS, SALESBOARD OPERATORS, LISTEN! Our PRICES TALK!

Just a few leaders to let you know that we are on the job and can furnish the goods at a lower price than the other fellow. If you have never tried us, try us NOW and be convinced.



No. 319B1—GENUINE WM. ROGERS SOLID NICKEL 26-PIECE SILVER SET, with Dessert Forks and Spoons **\$3.39**
Price, without Box

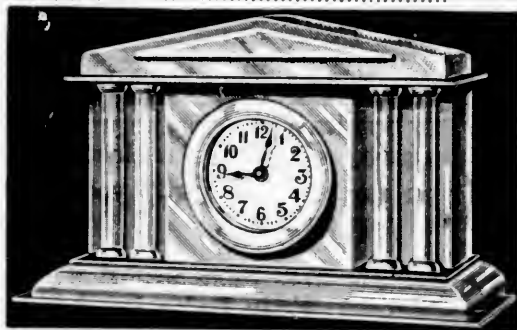
No. 319B2—ROGERS NICKEL SILVER SET, similar to above, with nickel plated Knives. Price, without Box **\$3.15**
Leatherette Chests for the above, 75c Extra.



No. 319B8—4-PIECE CHOCOLATE SET. Quadruple silver plated. Bright finish. Regular price, \$8.50. Our Cut Price **\$4.98**
No. 319B9—Same as above, without Tray Set **\$4.50**



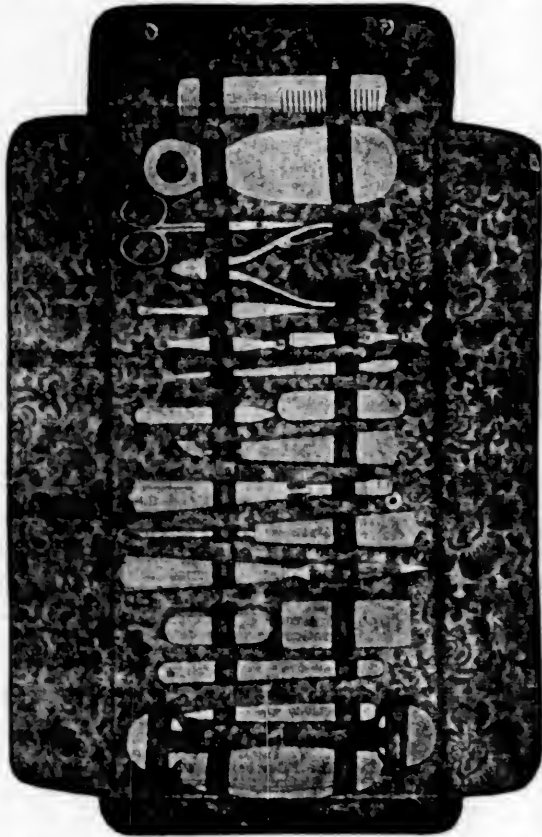
No. 319B5—GENUINE COWHIDE TRAVELING BAG. Strongly made of walrus or crepe grain split cow hide leather. These large bags have reinforced corners, inside lock and claw catches, stout handle, lined with cloth and has capacious pocket. Length, 13 inches. Black only. A big leader in Traveling Bags. CLOSE OUT PRICE. Per Dozen **\$35.00**
Sample, postpaid **3.25**



No. 319B6—THE FAMOUS WHITE HOUSE CLOCK. White Ivory (celluloid) c. e. fitted with a good, reliable, imported movement. Good time keeper. Height, 4 3/4 inches. Base 8 inches. A big seller and an excellent premium item. Our Price, Each **\$2.75**



No. 319B7—OPERA GLASSES. Size, 2 3/4 x 2 1/8 inches closed. Extends 3/4 inch. Neatly finished in black. Good quality lenses. Each in a carrying case, as illustrated. Price, per Dozen **\$9.50**
Sample, postpaid **1.00**



No. 319B3—21-PIECE FRENCH IVORY MANICURE SET, as illustrated. Flowered velvet lined fabricoid leather roll. Our Cut Price, per Dozen **\$32.50**
Sample, postpaid **2.90**
No. 319B4—23-PIECE SET. Very similar to above. Per Set. **3.25**

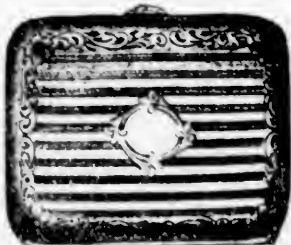
Gillette Safety Razor, the \$12.00 Kind, Our Price, With 6 Blades, \$4.75



EASTMAN KODAK CO.'S NO. 2 PREMO CAM. ERA. Every modern device, including the automatic shutter, can be found on this outfit. Has a single achromatic lens. Size of picture, 2 1/4 x 3 1/4 in. No. 2—Our Net Price **\$5.50**
No. 2A—Size of picture, 2 1/2 x 1 1/4 inches. Price, Each **6.25**



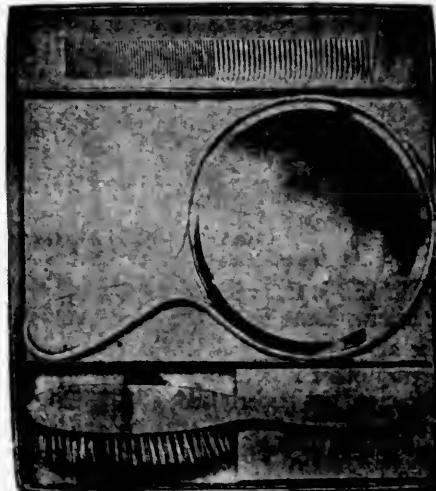
No. 319B10—BOUDOIR ELECTRIC LAMP, with real hair and silk dress, in assorted colors. Complete with wire and socket. Per Dozen **\$29.50**
Sample, postpaid **2.75**



No. 319B11—CIGARETTE CASE. Fancy embossed design, spring hinge, gold plated lining. Per Dozen **\$0.75**
Per Gross **7.50**



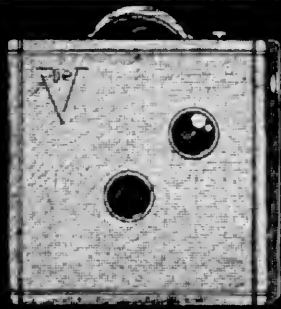
No. 319B12—PIN CUSHION. Ormolu gold finish, in assorted designs: cats, rabbits or birds. Assorted colors. Fine plush tops. Length, 3 3/4 inches. Good sellers. Per Dozen **\$2.25**



No. 319B15—THREE-PIECE FRENCH IVORY TOILET SET, with 5 1/4-inch glass, in display box. Per Dozen **\$15.00**
Sample, postpaid **1.50**

TERMS 25% deposit required on all C. O. D. orders. Orders for samples must be accompanied by remittance in full, including postage charges, unless you desire same shipped by express. If you are not in possession of our Catalogue No. 50, illustrating Watches, Clocks, Jewelry, Silverware, Ivory and Leather Goods, Premium Goods, Talking Machines, etc., write for it. It is the Cash Buyer's Guide. Send us your permanent address. Let us put your name on our mailing list.

JOSEPH HAGN CO., THE HOUSE OF SERVICE, CHICAGO, ILL.
Dept. B, 223-225 West Madison St.,



Grasp This Big Opportunity



SHOW "MOVIES" ANYWHERE—WITH THE DeVRY PORTABLE PROJECTOR A COMPLETE THEATER IN ITSELF WHICH CAN BE OPERATED BY MAN, WOMAN OR CHILD

A real profit maker for Small Town Circuits, One Night Stands, County Fairs, Carnivals, Circus, Medicine Shows, Chautauquas and Traveling Exhibitions. Ideal for advance advertising, free shows, etc.

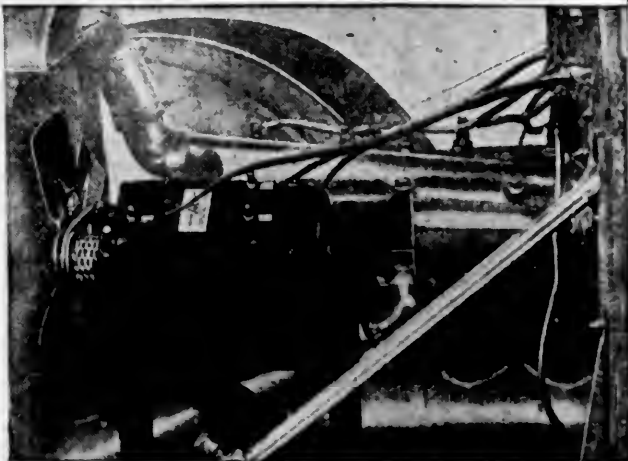
With the DeVry Projector attached to a DeVry Generator which furnishes electricity for any purpose up to one horse-power requirements you can show "Movies" anywhere, inside or outside. The Generator besides operating the projector will also operate your lights, taffy machines or any similar electric contrivance.

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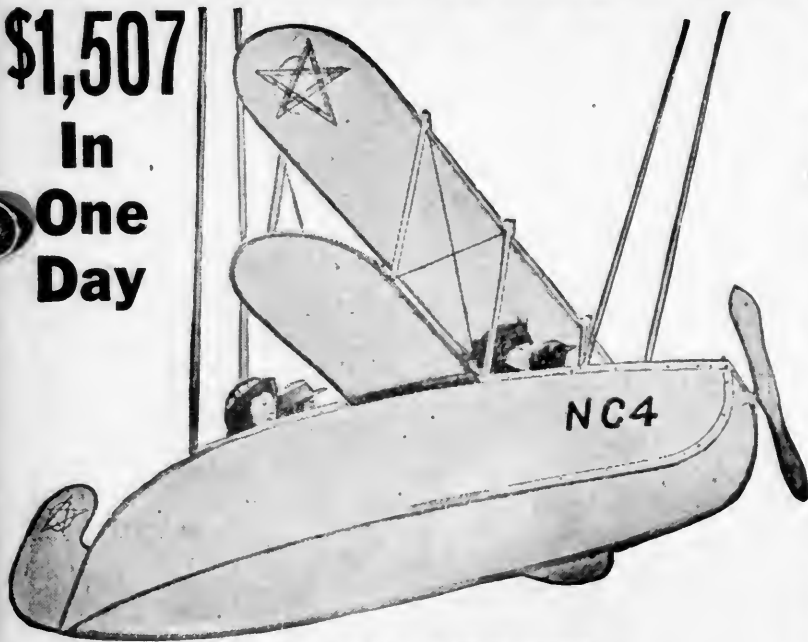
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In
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65 feet high for Parks, 45 feet for Carnivals
And the little Baby Seaplane for small Shows and Parks.

OPERATED in 1920 with Kennedy, Wortham, Polack, in Lakeside Park, Flint, Mich.; Luna Park, Cleveland; Conneaut Lake, Pa.

The only ride of Circle Swing type ever operated so successfully as to beat every other ride in a park or on the road. Judge the Seaplane by performance, not experiment, and by the big men who will operate it this year.

NOW BEING BUILT for sixty of the best parks and carnivals in America. Sure to be the sensation of the 1921 season.

Send for circulars, testimonials, terms and records of what the Seaplane HAS DONE.

TRAVER ENGINEERING CO., Beaver Falls, Pa.

EMPIRE STATE SHOWS

Shipped to Richmond, Va., and Combined With Matthew J. Riley Shows

Richmond, Va., March 9.—The complete outfit of the Empire State Shows, recently purchased by Matthew J. Riley from Joseph Ferari, arrived here a few days ago, and the attractions are now combined with the Matthew J. Riley Shows.

The newly assembled Riley Shows will compare favorably with the best in the carnival realm. Mr. Riley, who is here with Mrs. Riley and several of his staff, is giving his personal attention to every detail of the arrangements for the opening of the season, which will take place April 2. Riley has established permanent winter quarters in Richmond.

The shows will move in twenty cars. The attractions embrace five riding devices of the most modern and up-to-date type, a new patent automobile, the Charles Carlos Circus, "The Twister" and W. H. Smith's Circus Side-Show.

The Riley season will open on the grounds of the Richmond Amusement Corporation, of which Magistrate James J. Connelly is general manager and James Anthony president and general secretary.

Lew Dufour, of the Dufour Shows, who has been wintering here, is busily occupied with arrangements for the opening of the season. He has just signed a contract with Sam Nagata, of Nagata Bros., to place his string of concessions for the coming season with the Dufour organization.

Irving J. Polack is in town, hustler with advance arrangements for the opening of the season than a wagonload of monkeys with their tails chopped off.

HARRY FINK WITH FREED

Chicago, March 9.—Harry Fink and wife, who had been in Chicago several days, left this week for the winter quarters of the H. T. Freed Exposition in Galena, Ill., where Mr. Fink will at once begin his new duties as concession manager with that show. Mr. and Mrs. Fink recently came up from Florida. He was last season manager for Bert Earles, of the Johnny J. Jones Exposition, and is regarded as one of the most skilled concession men in the business. He will be a big addition to the Freed organization.

MORRIS FRAMING PIT SHOW

Louisville, Ky., March 8.—Harry L. Morris, well-known side-show manager and owner, is here at the winter quarters of T. A. Wolfe's Superior Shows, where he is preparing to build new equipment for a monster twenty-in-one circus side-show, which will have ten or more live human attractions and a complete stage at each end of the 120-foot top used to house the show. A brand new front, with curved panels and fancy banner poles, will be built and this will measure 150 feet from end to end, making one of the longest pit show fronts ever seen on a midway. Mr. Morris is a capable manager and his previous performances are a sure guarantee of the type of show that he will offer with the Wolfe caravan.



No Trouble to Make \$10 to \$20 a Day
Applying Lithogram Initials

to Automobiles, Motorcycles, Canoes, Golf Sticks, Tennis Racquets, etc. Anyone can put them on in a jiffy. Sell to everybody. Set costs 15 cents; brings \$1.50. Case shown above furnished with complete outfit. Write for catalog and full particulars.

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Pop Corn Machines

Thirty two styles and sizes. Crispette and Pop Corn Ball Machines, Peanut Roasters, Candy Makers' Equipment, Wagon, Auto and Push Cart Outfits. Supplies at wholesale. Easy terms Catalogue free. Act NOW.

PRATT MACHINE CO., 4 Bissell St., Joliet, Ill.

Gum 1c A Pack

Spearmint and other flavors at old prices.
BALL GUM SALESBOARD AND GIVE-AWAY GUMS
HELMET GUM SHOP, Cincinnati, O.

BOYS! THERE IS ONLY ONE REAL DOLL!



Genuine Rose O'Neill KEWPIE

We are authorized agents and are specially licensed to manufacture KEWPIES by Geo. Borgfeldt & Co., New York. Get our prices on plaster KEWPIES, dressed.

CHINESE BASKETS
ESMOND INDIAN BLANKETS
MADE-RIGHT BALL THROWING GAMES
PLASTER NOVELTIES

Write for our 1921 Catalogue.
Just off the press.



UNITED NOVELTY & GAME CO. Factory and Sales Rooms: 1209-11 Sycamore St., Cincinnati, Ohio
"THE PLACE WHERE YOU WILL EVENTUALLY BUY"

Now Is the Time To Settle This Thing

Who is it gives you the Best Value in Candy? The low-priced fellows with their cheap grades? Or the manufacturer who gives Quality Merchandise that satisfies your patrons and brings them back for more?

We thought so. Very well, then that argument is settled. Now we have something entirely new.

PALM BEACH PACKAGE

FULL HALF POUND—LOOKS LIKE A POUND



The young lady whose picture appears on this box is a successful performer in a large Carnival Show. Guess who it is. Perhaps you know her. At any rate, write for sample and price of this beautiful package. Ten Other Winning Numbers in our line.

THE TOURAINE COMPANY

(Department of Carnivals)

251 Causeway Street, Boston, Mass.



GIFFORD MODEL SHOWS

Start With Nine-Day Engagement at Bristow, Ok.

Bristow, Ok., March 7.—Gifford's Model Shows opened their season here on March 3 for a nine-day stand. The show had been in winter quarters for the previous three months at Oklahoma City, where everything was repaired and repainted.

With ideal weather the opening of the initial engagement went off fine—the show's rides and concessions doing big business. Six shows, three rides and about twenty-five concessions make up the midway. This organization's paraphernalia is transported on its own train of five baggage cars, owned by Mr. Gifford.

The executive staff of the Gifford Model Shows is comprised of the following: Al Gifford, proprietor and manager; Mrs. Al Gifford, secretary and treasurer; Mr. Taylor, business manager; J. Frederick Hastings, general agent. The complete lineup of attractions will appear in a later issue of The Billboard.

TAMPA "PICK-UPS"

Now that the fair is over, Johnny J. Jones Exposition is on its way and many of the folks are already wending their way northward, quite a change is noted on the main thoroughfares of Tampa.

Miller Bros. have brought their winter company in, and augmented with rides and shows at winter quarters, were to open the regular season March 7.

Among the musical offerings in this resort that deserves special mention is the Dixie

SPECIAL ANNOUNCEMENT

The Oriental Art Company wishes to announce the opening of a New York Branch for the convenience of its customers in New York and surrounding territory. Prompt shipments will be made from both New York and Cincinnati. We will carry a complete line of Chinese Oriental Baskets. Esmond Blankets. Genuine Rose O'Neill and Plaster Dolls. Write for catalog and prices.

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FACTORY: 1211-1213 Sycamore St., Cincinnati, O.

NEW YORK BRANCH: 281-83 Broome St., New York City, N. Y.



STAFFORD CHAIRS

Base Ball Park Chairs, Park Settees,
Vener Opera Chairs. All Upholstered Theatre Chairs.




FLAT FOLDING CARNIVAL CHAIRS

Lodge Furniture, Church Seating,
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E. H. STAFFORD MFG. CO., 218 S. Wabash,
CHICAGO, ILL.
Write for Catalog BB.

FOR SALE WHIP

Three years old. Overhauled completely last year. In good condition. Booked with Gloth's Greater Shows. Must stay on show for season. With or without wagons. Whip and wagons may be seen at Verona, Pa., where show opens. Address all mail
Care GLOTH'S GREATER SHOWS, P. O. Box 1121, Pittsburgh, Pa.

IN ANSWERING AN AD BEGIN YOUR LETTER WITH "I SAW YOUR AD IN THE BILLBOARD."

Jazz Band, which is creating a furore this winter. Harry Marcus, late director from the Willow Tree Inn, Broadway, New York, and of the Behman Show, is leading the jazzing troupe, which includes Doyle Blumbe, Manuel Santebez and Joseph Bradford. The band holds contracts to and including 1923 engagements.

Major William Miller is at the bedside of his daughter, Gertrude, here. The physicians state she is at the point of death. Major Miller is of the old school of managers and has been a fixture of the staff of the Keystone Exposition Shows since its inception.

Artie Willis and wife are enjoying the "Florida sunshine" and will join the J. J. Jones exposition at Jacksonville.

Louis Harris is conducting dances at Castle Hall Tuesday and Thursday nights and is doing a thriving business. Louis says: "Same as running a hoopla—only different."

Ed Salter, leadore Firestides and Eddie Madigan of the J. J. expo. were in March 4 from Lakeland to visit the fraternity.

Hoopla (Jew) Murphy just completed the most elaborate fronts the writer has ever seen. These will make the Miller Bros. Shows more attractive than ever.

The Guthrie Family of aerialists leave in a few days for Richmond, W. Va., to join the Matthew J. Riley Shows.

George Brown leaves shortly to again be identified with one of the Mugivan-Bowers Shows.—J. C. WODETSKY.

MOHAIR Wanted

Send samples and best prices on 50 lb. lots. Address FRANK DARROW, 743 Prospect Av., Kansas City, Missouri.

Hoss-Hay's United Shows

SEASON OPENS AT ALLIANCE, OHIO, THURSDAY, APRIL 21st, AUSPICES AMERICAN LEGION

Call—All people engaged, attractions booked, etc., all kindly acknowledge this Call.

We have modern winter quarters at Alliance for those that desire to ship there now, and plenty of space to build your new outfit, whether it is a Concession Frame, Wagon, Stages, etc. Our 3 Rides, 6 Shows, 18 Wagons, Flat Cars are there now. This is a guarantee of a real show.

WANTED—One good Platform Show and would book one independent 10-in-1, as our Circus Side Show does not conflict.

WANTED—Help on brand new Carry-Us-All. Also several Concession Agents. Address B. E. ROBERTS, 18400 Sloan Ave., CLEVELAND, OHIO.

WANTED—Experienced Eli Ferris Wheel Operator. Address J. A. ANTHONY, Winter Quarters, ALLIANCE, OHIO.

WANTED for our Circus Side Show. One good Freak to feature, and Novelty Acts of all kinds. Lady Bag Puncher, Glass Blower, Illusions, Handcuff Act, Fat People, etc. State lowest salary in first letter.

WANTED for the Fashion Revue, Carnival's most Beautiful Girl Show; nothing but girls in an exposition of living models in Women's Fashionable Wearing Apparel. Can use a few more models, weight not over 140 lbs., height not over 5 ft. 7 in., and one model with Auburn Hair. Must be ladies at all times. Want a real talker for this show.

WANT—Real Talker on Trained Horse Show. Salary and per cent to a real man that will work for the interest of the show.

WANT—Working people on the Whip. Also Trainmen.

Musicians for Wallace All-American Band. Address GEO. J. WALLACE, Box 231, WARREN, OHIO.

Concessions, Groceries, Ham and Bacon Wheel, Poultry Wheels are open, Grind Concessions, Hoopla, Pitch Till You Win, Long Range Gallery, Dart Gallery, Jewelry Fish Pond, Devil's Bowling Alley, Huckley Buck, Spot the Spot, Cigarette Gallery and any other Legitimate Concessions. Address all communications to BERT HOSS, Gen'l Mgr., 11322 Hulda Ave., CLEVELAND, OHIO.

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BUT YOU START IT WRONG UNLESS YOU WRITE FOR OUR CATALOGUE

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BEACON INDIAN BLANKETS
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ELECTRIC LAMPS
ELECTRIC DOLLS
PILLOW TOPS

PLASTER DOLLS
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SILK DOLL DRESSES
GROCERY BASKETS
WHEELS AND GAMES

Start the Season Right by writing for our free catalog. It will surprise you. Our goods flash your stands and get the play. We have splendid merchandise at the lowest prices. Our packing is excellent and our shipping prompt. The boys call us "the square deal house" because we treat them right. We'll give you the same "square" treatment.

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AND FAIR WORKERS

TUSCANY ART

—AND—

STATUARY CO.

(BECKIE BLUMFIELD, Mgr.)

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A LARGE STOCK OF

DOLLS

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from either point.

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BIG MONEY MAKER

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Daily and Up

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DOUGHNUT
MACHINES

WRITE AT ONCE FOR
FREE CIRCULAR

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MFG. WORKS**
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HAVE

Band, Merry-Go-Round, Ferris
Wheel, Dog-Pony-Monkey Circus,
Midway, Side-Show, Midget Wonder
Show, Dillon's Show Beautiful
and Athletic Show.

WANT

First-class Free Attraction, Side-
Show People, Help for Rides, Can-
vassmen. We invite correspondence
from legitimate Concessionaires.

Show Opens Philadelphia April 23.

WHEELS STILL OPEN:

Candy, Fruit, Pillows. Can place few Grind Stores. Fair Secretaries
and Committees, write for open dates.

JAMES F. MCCARTHY, Gen'l Mgr., 2105 Bridge St., PHILADELPHIA, PA.

MINER'S MODEL EXPO SHOWS

Grand Spring OPENING in Phillipsburg, N. J.

In the Heart of the City, with Easton, Pa., Only a Short Walk Over the Bridge, April 30 to May 7, Benefit of the Deaf Team of Phillipsburg Aeris 1372, F. O. Eagles. Boys you know what it means to play for the Eagles. I have a few more wheels open and a few more Grind Stores that can work for a dime, and I can place a few more Shows that don't conflict with what I have. Will state that I own my own Rides, three of them, and will also state that W. E. Ward is still my Advance Man and the W. E. Ward that P. S. McLAUGHLIN claims to base in the advance is not the W. E. Ward of Phillipsburg, N. J., that has been with me last season and still with me at the present time. So, boys if you want to get a good season's bank roll and the best of treatment get in touch with me at once. Address all mail to R. H. MINER, Owner and Manager Miner's Model Expo. Shows, 23 Hudson St., Phillipsburg, New Jersey.

ABSOLUTELY ODORLESS
AND STERILIZED
BASKETS

ODORLESS MULTI-COLORED, 5 to a set, stained, shellaced and five SILK Tassels, Beads, Rings and Chinese Tassels. The five nested.

\$4.25 F. O. B. Seattle.

Same, without Tassel on smallest basket,

\$4.00 F. O. B. Seattle.

(Our multi-colors come in blue, maroon, black, lavender, gray, green, purple, orange, red, light or dark brown, etc.)



ORIENTAL IMPORTING CO., INC.

Established 1910.

**SEATTLE,
WASH.**

CHINESE BASKETS, 5 to set, dull finish in brown, trimmed with five SILK Tassels, Beads, Rings and Chinese Coins

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FANCY SHAPED BASKETS, decorated as pictured, double woven of fancy Bamboo, in assorted designs, 3 to set.

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TERMS: C. O. D. 25% with order. Personal check must be certified.

Catalog of our fifty-seven different Chinese Decorated Baskets sent to operators and jobbers on request. Sample order, consisting of four sets herein mentioned

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SPECIAL

**UNTIL
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5% DISCOUNT on orders of 50 sets or more covering any of the above.
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ORDER NOW FOR DELIVERY AT ANY TIME.

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REFRESHMENT MEN, JUICE MEN, SOFT DRINK CONCESSIONAIRES

WRITE US FOR INFORMATION ON OUR LATEST CREATION

THE PERFECT TRUE FRUIT LOGANBERRY

You'll be just "three jumps" ahead of the bunch with their orangeades, lemonades and other ades. They're ancient history.

WINE-BERRE CONTAINS FRUIT JUICE, FRUIT ACIDS, COLOR 'N EVERYTHING.

A NEW FRUIT DRINK. A NEW TANGY TASTE. CAN YOU BEAT IT? DON'T OVERTAX YOUR IMAGINATION, SEND \$4.00 for sample quart—makes 60 gallons "WINE-BERRE."

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"WITH THE 'TANG' OF THE BERRY PATCH"

SUPPLIED IN CONCENTRATED FORM ONLY

THE PRICE OF

1 GALLON WINE-BERRE CONCENTRATE is.	\$15.00
200 Lbs. Sugar at 8c.	\$16.00
Makes 240 Gals. WINE-BERRE—Cost.	\$31.00
240 Gals (3,840 Glasses—8-oz. each) sell at 6c glass.	\$230.40
Total cost	\$31.00
NET PROFIT	\$199.40

The Flash of The Midway



It's "the Berries" for Wheel Men, Agents, Sales-board Operators and Grind Stores
"APHRODITE" Electric Lamp

She's the ready-money kid—the girl with the \$10.00 look, 18 inches high over all. 1921's Greatest Vamp, a regular "gold-digger" that never fails to get them. Complets with FLUTED SHAOE, base, cord, plug and socket. Fresh in lifelike natural tint and costume brilliantly colored. This Oriental beauty makes all other lamp propositions look cheap. Get your order in now. Orders shipped at once.

Per dozen **\$37.00** complete

SPECIAL PRICES IN LARGE LOTS
\$35.00 per dozen in 3 doz. lots
\$33.00 per dozen in 6 doz. lots
\$31.00 per dozen in gross lots

Samples, \$3.50 each
Every Lamp packed in separate box. Breakage eliminated. Terms, one-third with order, balance C. O. D.
Send for Sample NOW.
See and compare "Aphrodite" before you load up with anything else. Use it exclusively. It will pay you.

EVANSTYLE CO.
127 N. Dearborn St.
CHICAGO, ILL.

TWO (2) BIG KANSAS CELEBRATIONS

WATERVILLE, KANSAS, JULY 25, 26, 27. | **OWENS, KANSAS, JULY 28, 29, 30.**
O. H. ROMMEL, Secy. | A. P. COTTON, Pres.
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\$5,000 ANNUALLY SPENT FOR AMUSEMENTS.
INDEPENDENT SHOWS AND CONCESSIONS, WRITE.

ORIGINAL CREATION, ORIENTAL DESIGN

Silk crepe paper doll dresses, bloomers attached. Hists and streamers to match included. Oriental Dresses (very snappy), \$8.00 per 100. Plain Dresses (not the trashy kind), \$6.00 per 100. 1/4 Deposit on all C. O. D. orders. These dresses must be seen to be appreciated. Are made extra full, form a complete circle. Will make your flash the talk of the Midway. Liberal assortment of samples, postpaid, \$1.00. Will arrange with limited number of users to supply you during the season. Write.
Reference, Citizens' Bank. **RULEY NOVELTY CO., Jonesboro, Indiana.**

BE A GOOD FELLOW—MENTION THE BILLBOARD TO OUR ADVERTISERS.

KAPLAN GREATER SHOWS

Report Profitable Winter Tour in Texas

The winter tour of the Kaplan Greater Shows thru Texas has been very good, good weather, as a rule, greatly aiding in this respect. Work of preparing for the regular season has about been finished around the show and train. The cars look pretty in their new coat of white enamel. Westlake's new Ten-in-one, which opened with the shows at Dallas, is a fine frameup and has been doing excellent business. General Agent Ike Freedman has the show looked far ahead and in some choice spots. Ted Custer was a very busy special agent with his popularity contest at Sherman. Owner and Manager Sam Kaplan says that the show will not close until late next fall. Frank Burns has joined with his "Hawaiian Musical Show" and which should prove one of the big features with the organization. Many showmen visitors "took in" the midway at Dallas, among them being L. W. Howard, general agent of the Leggett Shows; Texas Bud, of the Wild West show bearing his name; B. Silvers, promoter of bazaars; Mr. Wortham and others. Two more stands in Texas, then into Arkansas and Oklahoma. The lineup for the regular season will consist of ten shows, three rides, all-American band, free act and forty-five concessions. The feature of the shows will be a big Wild West, which is scheduled to arrive in a few days. Transportation will be made on Manager Kaplan's own train of eighteen cars.—T. C.

VERMELTO GREATER SHOWS

Grand Rapids, Mich., March 8.—Last Sunday being a very beautiful day a large crowd was in attendance at the winter quarters of Vermelto's Greater Shows, where the stock that will work in the Wild West and Circus was being put thru their paces by Johnny Davis and wife. The Wild West stock consists of 16 head and in the show will appear Tex Crockett, Leo Snyder, Tom Aumann, Cheyenne Dave and others whom the writer did not know by name. The two menage horses are being worked daily, as well as the high jumper and the comedy mules and ponies. Work on the fronts has been completed and turned over to the painters and the wagons are all ready for the road. Dave Ferris, who has the rides, has his merry-go-round, ferris wheel, whipl and Through the Falls looking as they did the day they left the factory. Originally it was the intention of Mr. Vermelto to organize a ten-car show, but with the many shows looked and with the big Wild West and Circus carried, it has been decided to take out a fifteen-car caravan, which will have 12 shows, four rides and carry parade material, consisting of two band wagons, four cages, calliope and twenty-nine head of stock. Mr. Vermelto returned Friday from Chicago, where he purchased another team of fine dapple grays. Harry Van Gorder, the hustling business manager, is on the job and his old experience in the circus business is now playing him well in hand in the framing of the Wild West attraction. The show's winter quarters is on the West Michigan fair grounds and the office is located at 219 Ashton Building.—CHAS. H. McCARTHY.

GREATER ATLANTIC SHOWS

New Brunswick, N. J., March 8.—The Greater Atlantic Shows will open their season in an ideal spot in New Jersey about the first week in May, under the auspices of the American Legion. It will be a ten-car show and will play principally thru New Jersey, New York and Connecticut. The winter quarters is in this city, and from all indications the show will be one of the neatest on the road, consisting of a Parker "three-breast," Ell wheel, swings, ten shows and about forty concessions.—JACK F.

Have you looked thru the Letter List in this issue? There may be a letter advertised for you.

STOP RIGHT HERE

Read every word of this ad. It means money for you.
OUR GREAT INDIAN DART GAME
Every user of this money-making game last year was delighted with our game. Why? Let us tell you all about it. Write today for Catalogue. Game complete (six targets and twenty darts) cost only \$7.50.

We Have Made a Big Scoop on Dolls

This year we have a 13-inch Unbreakable Doll, with wig and a variety of different style dresses, including the bride in bridal robe, a beauty that attracts attention everywhere, at \$16.00 a dozen in gross lots and over, only.

ANOTHER GOOD ITEM

We have absolutely the best 13-inch Plaster Doll made in this country at only 26c each, with dandy dresses only 35c each. F. O. H. Columbus. All goods at least one-third must accompany order, balance C. O. D.

FLYING BIRDS, FISH, AIRPLANES

Something new. Three kinds of Flyers. Do all kinds of stunts in the air. Big seller. Come assorted at \$25.00 a thousand. Samples, 10c. ALWAYS SOMETHING NEW.

MARPLE BROS., 175 East State Street, COLUMBUS, OHIO

COPPER CANS



With Screw Caps—Highest Grade Cans in the World.
Mail Orders Shipped at Once in Plain Wood Boxes.
Money Back if Can Does Not Suit.
Circular Free.

STANDARD METAL WORKS—8 BEACH ST., P. O. BOX, ESSEX 62J, BOSTON, MASS.

SALESBOARD OPERATORS, JOBBERS

Check or currency holder. Size, 2 1/2 x 3 1/2 in. Genuine leather, with transparent celluloid front. Very neat. Displays checks, etc., much better than other holders.
\$21.50 PER GROSS.
25% with order, balance C. O. D. Sample, 25c.
A. E. HANSON
482 Beuhl, St. Paul, Minn.

Shelbyville Races

JULY 4-5-6, 1921

\$1,800 in purses, with money added. Concession space very reasonable.
SHELBYVILLE, INDIANA.
Otto W. Harris, Secy.

SALES BOARDS REDUCED

NUMBERED SALES BOARDS. MIDGET LEADER CIGAR BOARDS. FAVORITE FOLDING CIGAR CARDS. Write for New Price List.
UNITED NOVELTY MFG. COMPANY,
907 Filbert Street, Philadelphia, Pa.

AN IRRESISTIBLE COMBINATION

SNYDER'S ALWAYS GOOD Chocolates

Put up in "Brown Built Boxes." Especially attractive prices based on present cost of materials.
SPECIAL—\$55.00 per thousand for package Chocolates for Concession and Fair Men. Write for samples and prices.
The Snyder Chaffee Company, Columbus, Ohio

Introducing



187 CHESTNUT STREET
NEWARK, N. J.



New Ideas---New Merchandise Right Prices---"At Once" Service Profit-Sharing Plan

We are going to do business with CASH
and for CASH. Therefore secure our
prices and learn our profit-sharing plan.



16-INCH YAMA.
Swell Flash. Right Size.

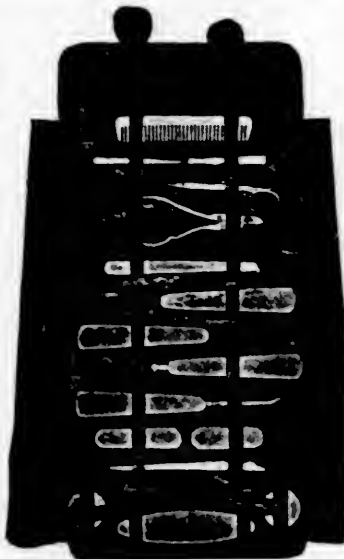


16-INCH FLORA.
A Money Getter.



16-INCH BRIDE.
With Long Curle.

Dolls
Pillows
Blankets
Baskets
Candy



17-PIECE MANICURE SET.
FRENCH IVORY.

Lamps
Manicure Sets
Silver Sets
Gillettes
Watches



16-INCH GRACE.
Style, Size, Pop.



YE COLONIAL LAMP.
Made Swell. Big Number.

SEND \$10.00 for sample line and prices and
if you are not convinced we have the right
goods at right prices return samples for full
credit.

ALL ORDERS FILLED "AT ONCE"

25% deposit, balance C. O. D.

NEW CATALOGUE NOW READY

WHEN YOU NEED MERCHANDISE
TELEPHONE "BELL" MARKET 5622



YE COLONIAL LAMP.
With Wig. New. A Knock-over.

Season 1921

6 Acres of Tents



M. W. McQUIGG,
General Agent.

SOL'S

5 Beautiful Rides
Concert Band
Electrical Display



SAM SOLOMON,
Proprietor and Manager.

UNITED

12 Pleasing Shows
Novel Free Acts
Beautiful Fronts

20 Double Length Cars

350 People



"HAPPY" HOLDEN,
Assistant Manager.

SHOWS

"AN ATTRACTION DESIGNED TO PLEASE"

NATIONAL EXPOSITION SHOWS

To Get Under Way at Barberton, O.,
April 30

Akron, O., March 9.—The building and painting of the paraphernalia started in earnest at winter quarters March 1. The management just completed three new panel fronts for Billy Wilks' Dog and Pony Show, West Society Circus, and McGeorge's "Tokio Girls" show, for which attractions the management is furnishing complete outfits.

The five new wagons built at Akron were pulled over to winter quarters, and were assigned to the different shows, and they sure are a nice, flashy bunch. The work on the old wagons, purchased from the Kelly Shows, has been going on for some time. The lineup of attractions to date is as follows: J. E. McGeorge's "Tokio Girls," carrying 10 people; Billy Wilks' Dog and Pony Show, P. Sigalow, with his Museum of Wonders; Tommy West's Society Circus, carrying six head of horses and two circus acts, with a 60 ft front. J. E. McGeorge's big snake, a platform show built on a truck; Thos. Arculler's Ferris wheel and whip, the company's carousel, and McArthur's "Posing Girls and Dogs." The following concessions have signed up: Thos. Boylston & Co., cookhouse; L. D. Hubert, automatic fishpond; Geo. Demarco, juice; Abbie Hamilton, three wheels; Geo. Thompson, ball game; A. R. Jones, monkey speedway and four grind stores; Mrs. Harry Davis, three, and R. E. Jenkins, with two. The LaGorham have been secured for the free act, and Prof. Philip Esposito to furnish the 12-piece band.

General Manager Kinsely made a flying trip to Chicago and St. Louis in the interest of the show, and says that the cars, ordered for spring delivery, are almost ready to be shipped. The opening will be in Barberton, O., April 30, under the auspices of the Eagles.

HARRY INGALLS' CARNIVAL

Everything is in readiness at winter headquarters for Harry Ingalls' Circus Carnival to take the road. This carnival will open at Lynn, Mass., April 16 under the auspices of the Loyal Order of Moose. This engagement includes two Saturdays and a holiday. Lynn is Mr. Ingalls' home town.

Raymond Dutton, the oldtime circus man, will manage all shows this year. Geo. Sullivan will be the lot manager; James P. Graham, chief electrician, will be on the job; Mack Ingalls is general advance man; Attorney James Ryan will be legal adjuster. This will be a motorized carnival.

Nat. Kaplan and Meyer Goldberg have the doll wheels. Sidney Frank has silver wheel and is planning a beautiful flash with a brand new outfit. L. P. Garvey, of Brockton, has the fruit and chicken wheel. Sam Kutzler has the juice and cookhouse. Mr. Barly, of Portland, Me., will have the high striker. Larry Davis has something new in his sleeve that he is going to launch. Fieda Davis will "read palms" and has a beautiful new palmistry outfit. Meyer Goldberg has blankets, Jack Farmsworth, a new shooting gallery; Geo. Monroe, perfume and beads; Anita Unton, marble roll-down; Al Sherman, elegant gallery; Tiny Davis, a novelty game. Harry Ingalls will own the candy wheels and devil's bowling alley, and all shows and rides.—A. J. S.

Be sure to look thru the Letter List this week.

ATTENTION TRAIN BUTCHERS
and CARNIVAL MEN
Hammer packages, Art Cards and Art Books. Write for prices. UNITED PUBLISHING CO., 1425 West 6th St., Cleveland, Ohio.

CALL CALL CALL

All people contracted with and engaged for the above shows report Metropolis, Ill., Monday, March 28, 1921. Shows open

METROPOLIS, ILL.
Saturday, April 2nd

WANTED

Talkers and Grinders; Workingmen in all departments, come on; want men for Merry-Go-Round, Ferris Wheel, Whip, Aeroplane, Carousel and Seaplanes; Canvasmen, Polers, Chalkers and Pullman Porters.

CAN PLACE

Good Mechanical Show, such as Over-the-Falls, Trip to Mars, Katzenjammer Castle or Crazy House. Will furnish outfit for any original attraction of real merit.

Fair Secretaries and Committees address M. W. McQUIGG, General Agent; American Musicians address Prof. H. V. Harris; all others address SAM SOLOMON, General Manager.

Box 243, Metropolis, Illinois.

DAD FOSTER, write or wire.

WANTED—New Matamoras, Ohio

WANTS—First-class Carnival Co. for Homecoming and 4th July Celebration, week of July 4 to 9, inclusive. We are situated in heart of oil field. The biggest little town in Ohio. Address W. C. MILLER, New Matamoras, Ohio.

Lemon, Orange, Pineapple Drinks

Write me your needs. FRED HUNT, 236 French St., New Brunswick, New Jersey.

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

BRIGHT LIGHT SHOWS

Practically Ready for Opening

Kinston, N. C., March 9.—The preliminary work at the winter quarters of the Bright Light Shows is finished. The final touches are being put on, and everything is ready for the opening the latter part of this month, and as the owner, Frank West, remarked: "I am well satisfied with the results."

W. E. and S. R. Sincley have purchased a new Travers "Seaplane" complete, with a sixty-foot flat, and have booked same with the show. It will be under the supervision of S. R. Sincley, with Mrs. W. E. Sincley assisting at the ticket office. W. E. Sincley also has his twelve concessions and will be assisted by William Dias and wife (Florence), Carl and Geo. Morey, Walter Reid, Harry Freeman, Billie Richie and Arthur Bean. Mrs. W. E. Sincley, who has been in the hospital at Charlotte for the past few weeks, is rapidly regaining her health.

The recent addition to the shows are: "Garden of Allah," "A Night in Japan," "Illusion of Grandeur," "Midget Theater" and "Upside Down," a mechanical show. Four new acts have arrived, also all the animals recently purchased for the Wild Animal Arena. The recent arrivals are Frank Coldidge, Dare-Devil Edgbert and Joe Moore.—JACK.

"J. W., JR.," REPORTS SUCCESS

A letter to The Billboard from J. W. Conklin, Jr., manufacturer of the "Original Conklin Bucket Games," states that there is much activity around the factory and many orders received for the bucket games. Johnny Nichols, concessioner of Coney Island, is installing two of the buckets in a 20-foot location on Surf avenue and Paul Irell, of the Mighty Doris-Francis Ferris Shows, has placed two buckets. Louis Hyman visited the factory and purchased two buckets to be operated on the Moen Bros. Show, while Bobby Mathews purchased two to be placed on the Northwestern Shows, and Eddie Kojan, two to operate on the American Exposition Shows. "J. W., Jr." is back at the factory, superintending things, after a four weeks' business trip which included stops at Bradford, Pittsburg and Philadelphia, Pa., Cincinnati and Columbus, O., and Louisville, Ky. He further states that he received sufficient orders on this trip to keep his force of four men busy, and that he will be with Billie Clark's Broadway Shows the coming season with a string of concessions.

DAVE REID SHOWS

New Orleans, March 8.—At this writing the Dave Reid Shows are putting the finishing touches to their paraphernalia preparatory to the opening of their season on March 12 in one of the oil towns of Louisiana.

Soon after Manager Reid returned, recently, from spending the winter at his home in Canada (incidentally, he made stopovers on pleasure and business at Buffalo, Detroit, Cincinnati, Louisville and Chicago, on the way down), work started at winter quarters and the paraphernalia was soon being turned out with every appearance of newness. A new panel front was also built for the Musical Comedy Show and a new cookhouse was finished last week.

Included in the lineup at the opening will be two riding devices, Wadsworth's 10-in-1 and "Princess Olga" Show, J. L. Wolcott's Georgia Minstrels, Jack Davis' Snake Show, Dave Reid's Musical Comedy, and thirty concessions. The route will take the show thru Oklahoma, Kansas, Iowa and Nebraska.—C. O. BIVELL.

JACK RICHARDS, Mgr.

1921

I. K. WALLACE, Sec'y & Treas.

Wallace Midway Attractions

OPENING APRIL 23rd. MONEY SPOT. 2-BIG SATURDAYS-2. GOOD AUSPICES

WANT SHOWS—Two good Bally-Hoo Shows. To any Showman that can furnish complete outfit, will make attractive proposition. Write what you have and can do. Want Five-in-One or Ten-in-One, Midget, Illusion, Walk-Through Show or any good Grind Show that will get the money. You will make no mistake by booking with this Show.

CONCESSIONS—Can place Vase, Grocery, Fruit, Ham and Bacon and Silver Wheel or any Wheel not conflicting with what we have sold exclusive. WANT Grind Joists, such as Fish Pond, Knife Rack, Devil's Bowling Alley, Pitch Tilt You Win, Spindles, Roll Down, Japanese Games, Shooting Gallery or any other good Ten-Cent Grind. FAIR SECRETARIES AND CELEBRATION COMMITTEES WANTING CLEAN ATTRACTIONS. SHOWS and CONCESSIONS, write JACK RICHARDS, Others, WRITE OR WIRE. WE CAN TAKE CARE OF YOU.

I. K. WALLACE, Office Address, Columbia Bldg., Room 49, Columbus, Ohio.

CANDY CONCESSION MEN

QUALITY

OUR 1921 SPECIALS

- BIG ANGEL CREAMS,** (A Sure Winner in a 6x10 Box), **25c**
- WHIPPED CREAMS,** ½ pound (looks like 2 pound Box), **25c**
- One pound, 2 layers, packed in cups, in separate compartments, - - **40c**
- CHOCOLATE CHERRIES,** (Red, ripe, juicy kind), 6 oz., 1 layer, **27c**
- 12 Ounce Box, 2 layers, - - - - - **45c**

THESE SPECIALS ARE SELECTED FROM VARIOUS OPINIONS GAINED FROM OUR EXPERIENCES AND THE ADVICE OF CONCESSIONAIRES, AND ARE JUST WHAT YOU WANT. THE QUALITY IS UNSURPASSED AND THE PRICE WILL MEET YOUR EVERY DEMAND.

FLASH

BRUNS CHOCOLATES

SERVICE

BIG REDUCTION IN PRICES

OUR FLASH BOXES INCLUDE THE BROWN-BUILT AND ALL OTHER MAKES OF REPUTATION

- No. 1 size, 15 pieces, (5x9), - \$0.32
- No. 2 size, 28 pieces, (7x11), - .55
- No. 3 size, 40 pieces, (8x14), - .90
- No. 4 size, 60 pieces, (9x16), - 1.45
- No. 5 size, 90 pieces, (10x24), - 2.00
- No. 6 size, 140 pieces, (28x10), - 2.75

When ordering boxes, order by the number, such as 1, 2, 3, 4, 5 and 6-size.

These boxes are all one layer, extension top and bottom, lithographed in six colors, heavily embossed, and come in very many designs, and are the flashiest and most attractive boxes ever used for packing candy.

- QUAKER GIRL, (4-oz.,) regular half pound size box, - - - - - **12c**
- QUAKER GIRL, (6-oz.,) regular one pound size box, - - - - - **15c**
- VICTORY KISSES, (our famous Give-Away package), - **\$18.00 per 1000**

TERMS:—One-third cash, balance C. O. D. Goods shipped same day order is received.

PRICE

OTTO H. BRUNS

18 NORTH SECOND STREET,

ST. LOUIS, MO.

PERCY MARTIN'S FAMOUS MIDWAY SHOWS

Opening week April 25th, Western Port, Maryland; auspices Western Port, Piedmont and Keyser Towns Fire Company. Coal Miners and Paper Mill pay days. Week May 2nd, Keyser, West Virginia (8-mile truck road); auspices Keyser Fire Company; B & O R. R. Shops pay week. Week May 9th, Cumberland, Maryland (on the streets). The city of varied industries; auspices the Baseball Club (23-mile railroad, more Keyser to Cumberland). From Cumberland the show goes back into West Virginia and Pennsylvania. WE HAVE 6 Shows, Band, Free Act and about 35 Concessions already contracted. Can use one more good money-getting Show. WANT—Merry-Go-Round and Ferris Wheel. Will book 60-10

and pay cost of freight on Rides from shipping point to our opening stand. We furnish electricity, heating and transportation after jobbing for rides and employees. WIRE if interested, as time is getting short. WE HAVE the following Concessions for sale: Ham and Bacon Wheel, exclusive, \$50.00 flat rate; Poultry Wheel, Silk Shirt, Silverware and Baskets, \$50.00 each, exclusive. One Doll Wheel to let, 50-50. Have sold one other Doll Wheel, Glass, Devil's Bowling Alley, Hoop-La, High Striker, String Game, Fish Pond, Knife Rack, Needle Game and a few other Legitimate Concessions are still open. Grind Stores, \$35.00 flat rate. Address

PERCY MARTIN, Mgr., Box 344, Western Port, Md.

CAPT. W. H. DONEY, Gen. Mgr. TOM R. FOLEY, Gen. Agt.
J. J. GERRITY, Sec'y & Treas.

Doney & Foley Greater Shows

ENGAGEMENT EXTRAORDINARY

Positively opening in the City of Scranton, Pa., Saturday, April the 30th

For the benefit of those who do not know will say that SCRANTON is located in the heart of Pennsylvania's hard coal region, where everybody is working full time, with plenty of money and just wild for amusements. It is also a well-known fact that SCRANTON is one of the best carnival towns in the U. S. A. and has been closed to Carnivals for the past two years, so we are first in, as usual. YES, WE DID IT! Can place any show or attraction that can cater to ladies and children and don't conflict with what we already have. SHOWMEN, write us. It will be to our mutual interest.

Can also place a few legitimate Concessions. Act quick, as space is limited and we don't overcrowd our midway with concessions, as we want everybody to get money.

So, fellow showmen, start on the road to prosperity with us, as we know SCRANTON will give everyone A REAL SPRING BANK ROLL and we already have SEVEN more spots to follow that are almost as good. In doing business with us remember you are doing it with a thoroughly reliable and responsible show, who own all their own rides and equipment and are showmen of years of experience. We will be glad to hear from all our old friends and sincere wishes to all for a successful season. Remember the money is here for you, so don't blame us if you miss this big one, as you all are invited to help us cut this REAL MELON, but you must act in haste. Wire, write or telephone to

CAPT. W. H. DONEY, Gen. Mgr. Doney & Foley Greater Shows,
908 Providence Road, Scranton, Pa. \$\$\$ Scranton, \$\$\$ Pa.
P. S.—On account of disappointment can use good Ten-Piece Band. Write full particulars, stating lowest salary. Long season assured.

FRISCO EXPOSITION SHOWS HAVE SUCCESSFUL OPENING

With Favorable Weather, Location and Other Conditions, Organization Inaugurates Second Tour at Abilene, Tex., With Pre-tentious Lineup of Attractions

Abilene, Tex., March 8.—With June weather prevailing and a midway crowded with hungry amusement seekers the curtain for the 1921 season on the Frisco Exposition Shows arose here last Saturday under the most satisfying and ideal conditions. Promptly at 2:30 Prof. Jules Martinez and his Mexican concert band of twenty pieces sounded the opening strains that were to start the Frisco Shows on their second season.

The location for the opening stand could not be improved upon and under the personal direction of Supt. Arly Carlson the lineup of attractions, twenty in number, is made to appear at its best. Located on the Texas and Pacific right-of-way in the heart of the city and running the entire length of four city blocks with lights wherever it was possible to place them, the effect was irresistible, which was attested to by the vast throng which crowded the midway until midnight. The fronts are beautiful, especially "Over the Waves" and Mike Zenny's (Gully Gully Mike) "Arabian Nights." All of the rides did capacity, Dave Lachman's "Seaplane" doing top. Of the shows, T. O. (Jack) Burroughs' Real Wild West, Lachman's Society Circus and Beautiful Arabian Nights seemed to be the leaders, altho nowhere was there any complaint registered. Dave Jackson's Jazzband Minstrels is one of the best of its kind. Special mention should be made of the cookhouse, under the management of George Fairbanks, built on regular restaurant style, and completely air-conditioned, and conducted in a high-class manner. Frank M. Brown, who has been out of the business for three or four years, has signed with the show and will be connected in an official capacity. Manager Martin is highly pleased, and well he should be, and with C. W. Parker, who attended the opening, could be seen wearing the smile of satisfaction.

There are at present sixty concessions, Harry Hunter heading the list with twenty. A new rule this season requires all concessions must present a neat appearance and as a consequence ragged booths will be a thing of the past with the Frisco Shows. The attractions follow: Seaplane, George Lotridge, mgr.; Mrs. C. B. Felgar, tickets. Ferris wheel, Jack Holt, mgr.; Harry Gibson, tickets. Merry-go-round, Chas. Hopkins, mgr.; Wm. Black, tickets. Whip, J. Oddett, mgr.; Mollie Fredrick, tickets. Motordrome, Jack Thomson, mgr.; Mrs. Jack Thomson, tickets. Arcade Amusement Parlor, Goldie Vinson, mgr.; Mrs. Goldie Vinson, cashier. Dave Jackson's Jazzband Minstrels, Dave Jackson, mgr.; Billy Thompson, talker; Evelyn Thompson, tickets. Over the Waves, W. A. Spencer, mgr.; A. E. Senkpiel and Frank Green, talkers; Mrs. R. E. King, tickets. Doc. Holla's Ten-in-One, Doc. Hall, mgr.; George Varney and Joe McMullin, talkers. Crazy House, W. A. Spencer, mgr.; Jess Sampson, talker; Mrs. Jess Sampson, tickets. Irene Lachman's Society Circus, Irene Lachman, mgr.; Doc Perkins, talker; Murray Fredrick, tickets. Athletic Arena, "Frisco" Ed Warner, mgr.; Joe Clark, talker; Wm. Brown, tickets. Mysterious Marjah, W. A. Spencer, mgr.; R. E. King, talker. Luther the Four-handed Boy, Jess Fulton, talker. Coney Island Show, Joe Smith, talker; Mrs. J. Smith, tickets. Arabian Nights, Mike Zenny, mgr.; John Greck, tickets. T. O. (Jack) Burroughs' Real Wild West, Jack Burroughs, mgr.; Jack Miller, tickets. "Balcony" Water Circus (with Stella LaMarr), Fred Bates, mgr.; George King, talker. The Pacemakers Monkey Automode, W. E. Soldner, mgr.; Geo. Peden, tickets.—CLARKE B. FELGAR.

CUPID DOLLS—Concessionaires touring Canada can be supplied by us with Dolls, Chickens, Hops, etc. Elephants, etc. at five to seventy-five cents, in dozen or car lots. Special service for carnivals. FLORENCE STATUARY CO., King and Princess Sts., Toronto, Canada.

MUSLIN BANNER SIGNS—Painted in colors, 3x12 ft., \$2.50. prepaid. Each additional foot, 20c. or yard 50c. We cater to movie theatres, carnivals, fairs, etc. Mail orders filled promptly. AMUSEMENTS SIGN CO., 118 Thomas St., St. Paul, Minnesota.

American Legion Celebration
Hatton, North Dakota, 3 Big Days, July 4-5-6. Want Seasonal First Attractions, Concessions, Carnival Co., Good Shows, etc. ELMER OSKING, Hatton, North Dakota.



The Boat Girl

A NEW PIECE OF PLASTER WORK FOR THE PARK, RESORT AND CARNIVAL CONCESSIONER.

13 inches long and 10 inches high. Finished in 4 colors. Send \$1.50 for Sample. \$15.00 per Dozen. Our catalog showing latest pieces in Dolls, Electric Lamps and other Plaster Statuary for the Concessioner free for the asking.

GET OUR PRICES—SEE OUR QUALITY.

COLUMBUS STATUARY CO.,

"A New Firm With New Ideas"
442 S. High St., Columbus, Ohio.

NOTICE!

Our Girle Dolls, with Wig glued on, and Dress, complete, \$35.00 per 100.
O. Mama Dolls, \$15.00 per 100.
Doll Wigs, \$12.00 per 100. Including Vellin and Pin.
Flashiest Silk Paper Dresses on the market, \$2.00 per 100.
Electric Lamps, with an all-silk shade and metal brad, Esmond Blankets, Chinese Baskets. Before buying get our prices. Write for circular.

E. C. BROWN CO.

128 W. 9th St., Cincinnati, O.

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SUMMER CARNIVAL COMPANY
Address BROTHERHOOD OF
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HERBERT RED LABEL SALES BOARDS
Prompt shipment on all sizes. Write for our current price list. HERBERT SPECIALTY MFG. CO., 722-732 Federal St., Chicago, U. S. A.

CARNIVAL and PARK MANAGERS—ATTENTION
HIGH-CLASS PHOTOGRAPHER WANTS LOCATION. Thoroughly experienced in Road and Commercial Work. HAVE THE VERY BEST EQUIPMENT IN CAMERAS AND LENSES. READY TO SET UP. I use stock according to requirements. Will operate on salary, percentage or flat rental. WHAT IS YOUR PROPOSITION? Address E. J. BROWN, 806 South 16th Street, Newark, N. J.

BALL GUM
8 FLAVORS—8 COLORS
\$25.00 PER CASE OF 10,000 BALLS.
Packed 100 balls to box, 100 boxes to case. Discount to biz users. Write today.
HELMET GUM SHOP, Cincinnati, Ohio.

CLEANLINESS QUALITY SERVICE

J. F. MURPHY SHOWS

Opens Savannah, Ga., March 24, then Columbia, S. C.

- 25 CAR LOADS OF REAL SHOW PARAPHERNALIA 25
- 20 CLEAN, UP-TO-DATE ATTRACTIONS OF MERIT 20
- 7 MONSTER, ALL-MODERN RIDING DEVICES 7
- 2 UNIFORMED BANDS 2

Our representative at your service.

J. F. MURPHY, General Manager, J. F. MURPHY SHOWS
TRI-STATE FAIR GROUNDS, SAVANNAH, GEORGIA

CONCESSIONAIRES ATTENTION!

BUY MADE IN CANADA DOLLS AND SAVE DUTY AND EXCHANGE.

10, 14 and 19 Inch Dolls, made of wood fibre unbreakable composition.

Dressed attractively in flashy colors.

WRITE FOR CATALOG

CANADIAN TOY & NOVELTY CO.

6 Williams Street, Montreal, Canada



"Sweet Sixteen" and "Dardanella" -- BABY DOLLS

You have heard that expression. Oh, boy, that girl is attractive! You hear the same expression about our Dolls wherever they are displayed. We have had requests for catalogues by the thousand. We do not issue one for this reason—the average dolls in print all look alike. We have tried it. It is impossible to bring out the expression, the finish and the hair dress in a cut. Our Dolls will get you the money. Why?
FIRST—The quality and beauty is of the very best.
SECOND—The price makes it possible.
THIRD—The service we give you—you are never disappointed.

L. A. DOLL AND SPECIALTY CO., 912½ So. Main St., Los Angeles, Calif.

Our Unbreakable "Sweet Sixteen" is becoming very popular. All our Dolls are 13 inches high, with assorted color hair. We also make a 13-inch Doll, with plaster hair, painted. Dresses of all descriptions, Marabou and silk hoop, two sizes, with or without caps; in fact, anything to meet the fancy of the public. Write us for prices. A sample order will convince you of above statements. No order too big. We can ship the day order is received. We are not jobbers of Dolls. We manufacture them. Buy direct.
OUR MOTTO: QUALITY, PRICE AND SERVICE.
MR. M. L. CRAPSER, Salt Lake Distributor, 309 Boyd Park Bldg., Salt Lake City, Utah.



ACT NOW OR REGRET LATER



A message of extreme importance to every Concessionaire who expects to buy merchandise the coming season.

We proudly beg to announce that after twenty-two years of successful business at our former location, we are now located at our new modern (one hundred and fifty thousand dollar) building, 505 MARKET STREET, with a flooring space of 34,272 square feet, centrally located, right in the heart of the city, three blocks from the main Post Office, six blocks from all Railroads and Steamship Lines, with Subway Stations at our door, and, with greatly increased facilities, we will be in a position to serve our trade even better than in the past. We offer the largest and most comprehensive assortment of Novelties and 'Streetmen Supplies' at prices positively the lowest. On account of moving we offer sweeping clearance, regardless of sacrifice! All prices ruthlessly slashed. Savings, the biggest ever! Bargains like these must not be expected again.

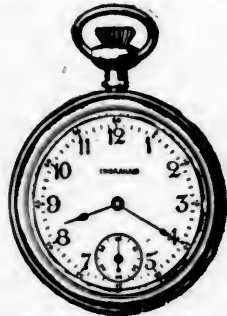


OP2/14—Opera Glasses, fine quality, black kid case, fitted with a famous Chevalier lens. Very rich looking, flashy. In quantities. 75c a pair



BB607—Traveling Clock, leather case, 2-inch dial, 2 1/2-inch high. Very attractive and reliable timepiece. Especially desirable by 'loop-in' and Salesboard people. In quantities.

Each, 99c



W.412—Thin Model Watch, 16 size, unbreakable crystal. In quantities.

Each, \$1.05



BB.836—Large size aluminum dial porcelain Dial Clocks, 2 1/2 inches high. Big business getter. In quantities.

Each, \$1.50



W.45/1—Open face gilt Watch, Swiss movement. Big flash. In quantities.

Each, \$1.00

BB.837—As above, with colored card facing. In quantities.

Each, \$1.75

We have big values in Pocket Knives, Razors and Revolvers.

Cheap Jewelry, Give-A-way Slum, from 35c a gross up

WE SPECIALIZE IN WHIPS, A BIG SUPPLY OF 27, 30, 33, 36 AND 42 INCHES ALWAYS IN STOCK. OUR FANCY ASSORTMENT OF CANES FOR CANE RACKS CAN'T BE BEAT.

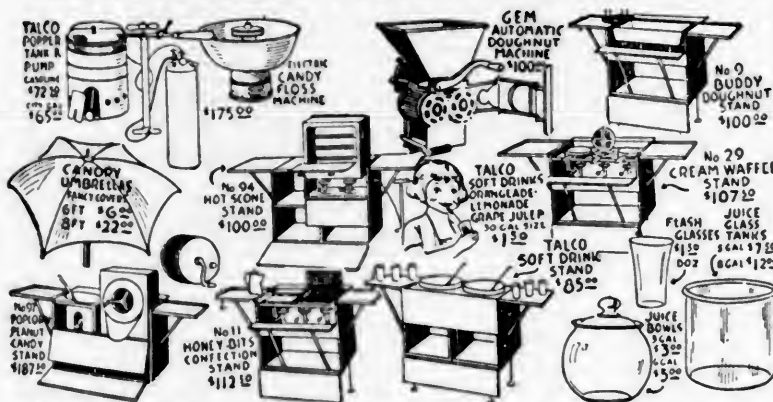
BALLOONS ARE ALWAYS BIG MONEY GETTERS. FLAG BALLOONS, SQUAWKERS, JUMBO WHISTLING BALLOONS, plenty on hand. Good quality 60 Gas Balloons, \$3.50 a gross. Good quality 70 Gas Balloons, \$3.75 a gross.

Our Catalogue 66, which is mailed to dealers ONLY, features Watches, Clocks, Jewelry, Silverware, Toilet Sets, Cameras, Razors, Knives, Revolvers, Dolls, Pillow Tops, Teddy Bears, Aluminum Goods, Blankets, Baskets, Balloons, Whips, Cheap Slum, Jewel Boxes, Fountain Pens, Novelties, and a complete line of Concessionaires' merchandise. Mail in your order to us, we will save you money and fill it for you right, as we know how.

M. GERBER

Streetmen and Concession Supplies, 505 Market Street, PHILADELPHIA, PA.

KETTLE CORN POPPERS, DONUT OUTFITS, JUICE OUTFITS, ROOT BEER BARRELS, ELECTRIC CANDY FLOSS MACHINES, TENTS



This is an illustrated price list of only part of the TALCO LINE of highest grade Concession Goods, of which there are many other useful items, such as Hamburger Trucks, Strong Boy Stoves, Jumbo Burners, Tanks, Coffee Urns, Griddles, Steam Tables, Linens, Tents, a full line of Cook House Utensils, Lanterns, Food Warmers, Confectioner's Thermometers, Sausage Cookers, Doughnut Prepared Flour, Portable Root Beer Barrels, Ice Cream Sandwich Machines, Sugar Puff Waffle Machines, Onions filled direct from above price list. As we do not issue a general catalogue, in writing please name the items you are interested in, so we can send you correct bulletins. Your orders are cordially solicited. Prices lowest possible always. All orders and mail receive immediate attention.

TALBOT MFG. CO., - 1325 Chestnut St., ST. LOUIS, MO.

GENUINE IMPORTED CHINESE BASKETS

Made of the finest split bamboo, colored dark mahogany; 5 silk tassels; imitation glass and jade rings and beads, with Chinese tokens. One-third deposit. \$4.50 F. O. B. Seattle. SAMPLE SET, \$5.00, Prepaid. Double decorations on two large Baskets, \$5.10 F. O. B. Seattle. SAMPLE, \$6.60. These are the finest Baskets made and have no superiors.

BROWN & WILLIAMS, 1319 Eighth Ave., Seattle, Wash.

Candy Concessionaires

About April 15 or May 1 we will show our new package for this year. Flash, quality and price will attract you. Can also supply your immediate needs. Write for prices. J. J. HOWARD, 617 So. Dearborn Street, CHICAGO.

\$28.50 MARY BICKFORD \$28.50

Per 100

RIBBON AND MARIBOU HOOPS **THE MOST TALKED ABOUT HOOP DRESS**

Knock 'Em Dead **STYLE** **IN THE U. S.**

\$28.50 PER 100 **\$28.50 PER 100**

Listen, boys! The season opens in a few weeks! You can get Plaster MARY BICKFORD Dolls anywhere, cheap this year, but it takes a good, swell, all silk, two and three Rows of Ribbons or Colored Maribou Feather Trimming to GET THE MONEY. And we have it for you! We sell Exclusive in each city or exclusive on the show you are with, and no one else can get them from us. Special lower prices in 1,000 to 5,000 lots. Any showman who can't use 5,000 of these this season had better quit the road. Who wants those junk paper dresses? No one! That's why you are not making the money that the boys in the West are. One of the boys using our goods cleared over \$5,000 at the San Bernardino Orange Show last week. How many of you can even do this in a season?

We don't sell Dolls. We don't carry them. We sell the things that make \$28.50 per 100 your Dolls Get the Money.

WE OFFER TO MANUFACTURERS—IF YOU WANT TO MAKE YOUR OWN DRESSES—**RIBBONS** ALL SIZES FROM NO. 5' TO 12, ASSORTED, PER YARD, 8c

MARIBOU, 17 1/2c YD. (The Trimmings that make your Dolls look like a million dollars.) All colors. The Best, not Junk.

MOHAIR (Kewpie Style) Kewpie Waved, Imported. Not the straight stuff that you have to use with. Positively no nets needed.

5c—PER DOLL TO WIG—5c

\$2.30 LB.—SOLD ONLY IN POUND LOTS—\$2.30 LB.

Write today. By purchasing 100 Dresses for \$28.50, we give you Exclusive Agency in your city. So write or wire and get in touch with us today. Be ready for the Big Season that's coming next month.

CORENSEN NOVELTY COMPANY
SAM CORENSEN, Mgr., 825 SUNSET BOULEVARD, LOS ANGELES, CALIF.
Don't Waste Postage. No Goods Sent Unless Paid For. If Interested Send \$1.00 for Samples.

Merry-Go-Round and Ferris Wheel Wanted

Mr. Ride Owner, if you are not placed or desire to make a change, I will be pleased to book you. You know what our territory is. You know that the name, PERCY MARTIN, means that our show will play the best spots obtainable. You also know that certain sections of the country will likely be very bad for you this season. Come where the most money and opportunity is. We cantail the first half, if not the entire season. We need Riders. See my ad, page 162, this issue The Billboard. We have everything else, ready to open. We need Riders. See my ad, page 162, this issue The Billboard. WIRE, don't wait to write, as time is getting short.

PERCY MARTIN'S FAMOUS MIDWAY SHOWS, Box 344, Western Port, Md.
EVERY TIME YOU MENTION THE BILLBOARD YOU PUT IN A BOOST FOR US.

Important Announcement to Concessionaires

Our line for the coming season will consist of the following items:

Chinese Baskets, single and double trimmed; Beacon Indian Blankets, fancy designs; Wood Fibre Unbreakable Dolls, French Ivory Manicure Rolls, Fancy Package Chocolates, Flashy Boxes in various styles and designs filled with Quality Chocolates.

Send for
Our New
1921
Catalogue



Get Our
Prices
Before Placing
Your Orders

CHINESE BASKETS, FIVE TO NEST.

Single Trimmed Baskets, in lots of 25 sets or more, price \$4.50 per set. In smaller quantities, price \$4.75 per set
Double Trimmed Baskets, in lots of 25 sets or more, price 5.25 per set. In smaller quantities, price 5.50 per set

All our baskets are dark mahogany colored and highly polished. Send for samples before buying elsewhere. We invite comparison. We carry a tremendous stock of the above items on hand at all times and therefore guarantee same day delivery on any quantity. Deposit required on all orders.

"THE ONLY EXCLUSIVE CARNIVAL SUPPLY HOUSE IN THE NORTHWEST."

GELLMAN BROS., 329 Hennepin Ave., MINNEAPOLIS, MINN.



SAVE 30%

On Your ELECTRIC LAMPS

COMPARE THESE PRICES

TUNGSTEN LAMPS.				NITROGEN LAMPS.				
Watts.	Edison's Price.	Our Price	Watts.	Edison's Price.	Our Price	Watts.	Edison's Price.	Our Price
10	15	25	200	250	300	500	750	1000
\$0.40	\$0.28	\$0.28	\$0.45	\$0.32	\$0.32	\$4.60	\$4.55	\$5.25
40	50	60	100	100	100	1000	1000	1000

All Lamps brand new and guaranteed.

RUBBER COVERED CODE WIRE No. 14.....\$ 8.50 No. 12.....\$13.00 per 1,000 ft.
WEATHERPROOF COMPOSITION SOCKETS, with two Wires No. 10.....\$7.00 No. 8.....\$5.00
PORCELAIN OUTSIDE SOCKETS, with Clamps for Open Work.....16c Each
Electrical Materials of every description at very great savings. Send for prices. All orders must be accompanied with deposit.

ELECTRICAL & ENGINEERING CORP., 716 Eighth Ave., (45th St.,) New York, N. Y.



CAROUSELLS

PORTABLE or STATIONARY

DERBY HORSES

Very Moderate Prices.

M. C. ILLIONS & SONS

2789 Ocean Parkway, Coney Island, NEW YORK

FRED. EHRING'S SHOWS

ATHENS, TENN., WEEK MARCH 14th.

WANT Minstrel Show with own outfit. Will give fine proposition. Legitimate Concessions. If you want to get on a clean show, this is your chance. We own our own Rides and do not tolerate '49 or Hootch Shows or Grift in any form. WANT Experienced Men for Eli Ferris Wheel and Herschell Merry-Go-Round. H. L. WRIGHT, Agent, wants to hear from Wm. Harrison, Geo. M. Curry, E. J. Bowers, Edna Sinclair, Rex Moore, Otis Gilroy, Leslie Parker and other friends. Fair Secretaries in Kentucky, West Virginia, Virginia and Tennessee, if you want clean attractions, we can furnish them. Address all mail to FRED EHRING, Per Route.

ED A. EVANS' SHOWS

March 21 To Mark Opening at Oklahoma City, Ok.

Oklahoma City, Ok., March 9.—The Ed A. Evans Shows open their season here on the "Frisco" lot, week of March 21, under the auspices of the Knights of Korasas.

The Evans Shows will have a train of 20 cars, several having been added. The whole outfit has been painted in bright colors, including the wagons.

The people are arriving rapidly and by the end of the current week doubtless all will be here. Mr. and Mrs. John Francis and Marie Martin were recent visitors to the winter quarters. The line-up for the early part of the season will include twelve shows and three rides. —J. C. B.

J. V. MORASCO IN CINCY

J. V. Morasco, owner and manager of the United Amusement Company, stopped over for one day in Cincinnati last week, while en route from Chattanooga, Tenn., to Oil City, Pa., where he will visit with homefolks a few days before continuing his journey to Point Marion, Pa., where his organization is in winter quarters.

Mr. Morasco stated that he will speed up work at his winter quarters immediately on his arrival and expects to have all his paraphernalia in fit condition for his opening engagement at Point Marion, starting April 23. While in the Queen City Mr. Morasco attended to several matters of business in connection with his company, among them being the signing of Howard Goodlet, of Cincy, as manager of his carry-us-all and Ed Almony, who will have charge of the new Eli electric light plant recently purchased. "Red" Lenton, who accompanied Mr. Morasco on his visit to The Billboard, will officiate as general announcer and will also have several concessions in the line-up.

KRAUSE GREATER OPENS

Jacksonville, Fla., March 8.—Krause's Greater Shows opened here last Saturday for about a two weeks' engagement, under the auspices of the W. O. W., and have had very good attendance. In the line-up are eleven paid attractions, including four big rides, an excellent band and about forty concessions. The writer gives Manager Benny Krause credit, as his shows are clean and entertaining and his people of the refined caliber.—L. K.

Be sure to look thru the Letter List this week.

A \$10.00 FLASH
This beautiful Lovens' Knot Novelty Ring Order one. After you see it you will order a gross. Send your size and \$5c for sample. Rent \$1 and get three, postpaid. \$50.00 weekly added to your salary for one hour each day.
To Great Money Makers.
E. Z. TIE FORM CO.
417 N. Clark St., Chicago, Ill.

Superior in construction and finish is the

Big EY WHEEL

ELI BRIDGE COMPANY,
Case Ave., JACKSONVILLE, ILL.

BUSINESS OPPORTUNITIES

IF YOU WANT BIG MONEY THIS SEASON then sell WERDERS FAMOUS CANDY APPLES. Reverse Beach cleared \$3,300. Some parks cleared over \$1,000 with my up-to-the-minute instruction. A boy can make 500 in an hour, and with my formula they are ready to sell in two minutes. No expensive tools required. Don't guess at it. Don't bother with imitators or tatty butchers. Write at once. Price reasonable. WERDERS CANDY APPLE. Office, 61 Pearl Street, Springfield, Massachusetts.

BENTON, ILL., WANTS

Concessions, Free Acts, Rides and Shows.
4th July—One Day. Fair, Sept. 20-23.
E. B. NOLEN, Secretary.

SALES BOARD MEN TAKE NOTICE!

Send for cut and prices on my new Billfold Pocket-book with cash prizes. Big winner. I also put out the biggest and best Candy S. B. Assortment on the market. J. H. MARPLE, 41 W. Town St., Columbus, Ohio.

For Sale—One Race Track

10 feet in diameter, and one Race Track, 8-ft. track; one Tent, with frame, 12x16, 8-foot side wall; 12-on-top. For information write HERBERT MYERS, Wesleyville, Pennsylvania.



6-CUP PERCOLATOR.



5-QUART TEAKETTLE.

ALUMINUM WARE

GIVE THE PUBLIC SOMETHING THEY ALL WANT

Aluminum ware has passed the experimental stage, and has proven to be the strongest article for the Concession trade. You can not afford to overlook Aluminum when putting on stores. The flash and practicability of Aluminum will attract them all. Write us for our illustrated price lists and special Concessionaires' assortment of

THIRTY-FIVE PIECES FINEST QUALITY HEAVY ALUMINUM WARE FOR **\$24.00**

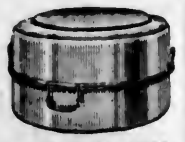
THIS ASSORTMENT IS THE BEST MONEY-GETTER IN THE CARNIVAL AND BAZAAR TRADE. ALL ORDERS POSITIVELY SHIPPED SAME DAY RECEIVED.

J. L. BLOCK & SON 231-33-35 Bowery NEW YORK CITY

Buy direct from the largest Wholesalers of Aluminum Cooking Utensils in the Country.



8-QUART COOKING POT.



COVERED ROASTER.



CONCESSIONAIRES! You Will Squeeze Out of BUDDY BUDS, the Mints of Delicious

Big Profits Delight

Every Soft Drink and Candy Concessionaire in the country will soon be selling BUDDY BUDS. We are spending thousands in national advertising right now. Start getting your profits early.

Send 45 Cents for \$1.00 Sample Outfit and Ask for Our Special Proposition—It's a Peach

Here's the Counter Display Box That "Shoots Over the Sales."

BUDDY BUDS, INC., 340-346 Claremont Ave., JERSEY CITY, NEW JERSEY.



Flavors
Peppermint,
Winter Birch,
Clove,
Licorice.



SWEET MARIE HAIR DOLL
Stands 13-Inch

Chemically Hardened Plaster Hair Dolls

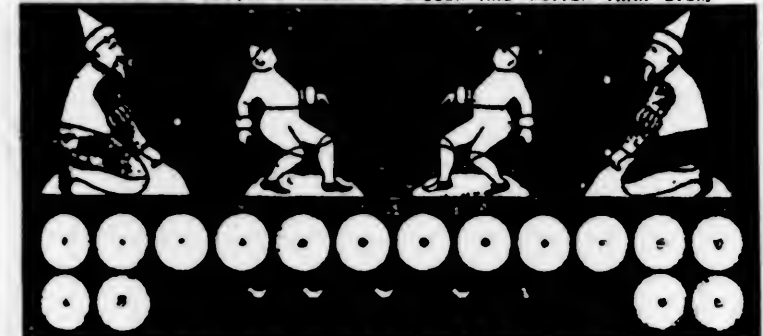
40c Each in Lots of 100
37½c Each in Lots of 500
35c Each in Lots of 1000

FLASHIEST FLORAL DRESS, \$7.00 Per 100

On account of these exceedingly low prices, POSITIVELY no order entered or shipped unless accompanied by one-third cash. Balance C. O. D.

MID-WEST HAIR DOLL FACTORY,
628-22-24 and 26 East 8th St., KANSAS CITY, MO.

NORTH-CRAFT'S SHOOTING GALLERIES—BIGGER AND BETTER THAN EVER.



I make 12 styles of galleries to suit any place and pocketbook. We are selling at pre-war prices now, except on Steel Backstop, which is at market price, \$10.00 extra for motor.
A. J. NORTH-CRAFT, 3032 Market Street, St. Louis, Mo.

COOK HOUSE MEN ATTENTION!

Gasoline Stoves, Jumbo Burners, Tanks, Pumps, Hollow Wire, Gasoline Lanterns, Mantles, etc. Write for price lists. Prompt attention to inquiries and orders.

WAXHAM LIGHT COMPANY
330 West Forty-Second Street, NEW YORK CITY

ONEY ISLAND CANDY APPLES

Red, rosy, coated Candy Apples, made right. Sell like Hot Cakes. Little Capital starts business where crowds are. Information and Formula by experienced candy maker, \$2.00.

HUGH NORMILE, 189 Crescent Ave., Revere, Mass.

ATLANTIC CITY SALT WATER TAFFY

Original Boardwalk kind. Get information and Formula from one who has been in this business at Parks, Expositions, Kresche's 5 and 10c stores and Beaches from coast to coast. Easy to learn. Big seller anywhere. Send \$2.00 for complete instructions.

HUGH NORMILE, 189 Crescent Ave., Revere, Mass.

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

BROWN & WILLIAMS

Importers, Exporters and Manufacturers,
Are opening a branch of their Seattle house at
18 West Thirteenth Street, KANSAS CITY, MO.
CHINESE BASKETS EXCLUSIVELY.

\$\$\$\$\$\$\$\$\$\$\$ FOR YOU, YOU, AND YOU

BIG SPRING OPENING, APRIL 16TH, WEST NEW YORK, N. J.
Including 3 Saturdays and 2 Sundays. WANT Shows, Concessions and Stock Wheels. Other big spots to follow, then Fair dates.

JOHNNY J. KLINE SHOWS, 1431 Broadway, Room 214, New York.

BLACK DIAMOND SHOWS—WILL OPEN SATURDAY, APRIL 30, IN JERSEY

WILL BOOK two more Shows of Merit. Will furnish new tops to capable showman. WANT Electrician. CAN PLACE the following Concessions: Dolls, Pillows, Groceries, Fruit, Plaster, Silver, Aluminum, Juice, Pitch-Till-You-Win, Roll-Down, Hoop-La, Palmistry and others. What have you? Good terms and good treatment. Call or write.

AL SMEDES, Manager, Room 601, 1416 Broadway, New York. Phone, Bryant 9211.

A MATCHLESS GROUP OF WHIRLWIND SPECIALS

It is recognized by the trade that

Jeff Dolls

are superior in finish and workmanship

No. 21—FLOWER GIRL.
12 inches high, with hair wig. Seated in the folds of a lily.

Per dozen, \$8.50
100, \$65.00

No. 23—MIRROR DOLL. 12 inches high, with hair wig and 5-inch mirror. A real winner.

Per dozen, \$8.50
100, \$68.00

No. 26—OOLA. 10 inches high, with hair wig. Very attractive.

Per dozen, \$7.50; 100, \$57.00.

13-INCH MOVABLE ARM DOLL. Plain.
Per 100, \$20.00
Same with hair wig.
Per dozen, \$5.50
100, \$44.00
Paper Dresses, \$5.00 per 100 extra.
All Silk Fur Trimmed Dresses, \$18.00 per 100. Silk Marabou Trimmed Dresses, \$25.00 per 100.
One-third deposit with order, balance C. O. D. Send for our circular and prices on our other dolls.
Send \$7.00 for Samples of our Eleven Leaders.

No. 22—BEACH BEAUTY. 10 inches high, with hair wig. Wonderfully popular.

Per dozen, \$7.50
100, \$57.00

All our Dolls are hand painted in pretty, flashy colors. Special prices to Quantity buyers. For a Square Deal and Perfect Satisfaction order from

JEFF DOLL & TOY CO., 3100 N. CENTRAL PARK AVE., CHICAGO, ILLINOIS

Notice to Concessionaires, Salesboard Operators, Wheelmen, Etc.

If you are a live wire you cannot afford to pass this wonderful and most attractive novelty on the market today.

THE JAPANESE BATHING GIRL LAMP

It is 13 in. high, the base is 6 in. in diameter and covered with selected beach gravel. The body is richly hand-painted bathing suit effect. It has a standard socket molded in the head and

SOMETHING NEW A Big Flash



7-foot No. 18 silk twisted cord with BENJAMEN SWIVEL SOCKET and a beautiful imported Japanese shade. The bottom of the base is covered with green felt. They come in 4 colors—red, blue, green and yellow—shades to match, with extra shade holder.

Each lamp comes securely packed in separate corrugated boxes—guaranteed shipment to any part of the country.

PRICES:

- Dozen lots, each, - - - \$3.00
- Gross lots, each, - - - 2.75
- Single lamp, - - - 3.25

Terms: One-fourth with order. Balance C. O. D.

20th CENTURY NOVELTY CO.

A. OSMAN, General Sales Manager.

3070 Lincoln Ave., - - - CHICAGO, ILL.



BISTANY INTER-OCEAN SHOWS

To "Hop Off" for the Season at Orange, N. J.

Bistany's Inter-Ocean Shows, under the management of Leo M. Bistany, will open their season April 16 at Orange, N. J., and according to present arrangements with the following attractions:

Elephant and Monkey Show, Inter-Ocean Twenty-in-one Circus Side-show, management of Chas. Holliman, Young Reese Athletic Show; W. David and S. Abbott, Snake Show; S. Abbott's Garden of Allah. Bistany's "Thru the Falls" and "Over the Top," Frank Clark's Merry-go-round, Bistany's "Frolie" and Alizaky's "Yankee Swings" Leo Friedman will have his string of concessions, Alizaky, cook house and juke; G. Martin, hoopla and string game; Madam Roberts, pianist; M. David, high striker and three-ball games; Frank Lasky, glass stand; Prof. Jas. Faugal and his ten-piece band will furnish the musical program and "Mermaid," high diver, the free act. Ben F. Walcott is general agent and Wm. Burns, promoter.

MAC'S GREATER SHOWS

To Open in Philadelphia April 23

Philadelphia, Pa., March 8.—Mac's Greater Shows will open their season at Philadelphia on April 23 after which the route leads thru Pennsylvania. Special Agent F. Watson reports several good stands contracted. Manager J. F. McCarthy expresses himself as looking forward to a good season's business. He can be seen hustling around winter quarters, while Assistant Manager "Bill" Listree is whipping things into shape for the opening date. Secretary Robinson keeps busy—in town and out—with matters pertaining to his position.

As at present arranged the opening date will find the following in the lineup: Mac's Midway Side Show, Irving Yost, manager; Dog, Pony and Monkey Circus, under management of Prof. J. Kicks; Midgets Wonderland, under direction of Major Curtis Sheck (formerly of "Mutt and Jeff" fame); Athletic Arena, "Grappling" Mickey, manager. The "Show Beautiful" will be under the management of J. Dillon. Among the concessioners are some of the best known in the carnival circles.—DUKE.

PERCY MARTIN'S SHOWS

Western Port, Md., March 8.—New canvas, banners and other show property are beginning to arrive at the winter quarters of Percy Martin's Famous Midway Shows, and the owners and managers of the six shows and thirty-five concessions contracted by Manager Martin, are beginning to ship their paraphernalia to quarters. Painting and building will start about the middle of March. The shows open here April 25.

The knowing ones predict great things for Percy Martin and his new caravan. He has just returned from a business trip in the interest of the show and states he will soon have some interesting announcements to make; also, that when the opening time arrives he will have one of the "biggest" little shows before the public.—NELLIE PELEGRIN.

Be sure to look thru the Letter List this week.

WANTED—Used Devil's Bowling Alley, Balls and all kinds of Stum. Aluminum Ware, etc. For Sale—Two best Lord's Prayer Outfits ever put out for Parks, Carnival, Pitt or Street Work. Price, \$100 and \$200. Can use two A-1 Agents who are honest. No graft. \$30-\$50 per week Madison Concession Show, Novelty. MAIL ORDER SUPPLY CO. 7015 E. Jefferson Ave. Detroit, Mich. Address Harry L. Rollins, Mgr., Rooms 1 and 2.

Dolls—Dolls—Dolls

The best and newest Unbreakable Dolls on the market. \$18.00 doz.; by the gross, \$192.00. Plaster Dolls with dress, 35c; without dress, 27c. Give me a trial order. J. H. MARPLE, 41 W. Town St., Columbus, Ohio.

FOR SALE, CHEAP

70 Arcade Machines, 4 Skee-Ball Alloys, 1 Evans Flashing Star, 1 Roulette and Layout, 1 Holcomb & Hoke Electric Peanut Roaster, 1 Holcomb & Hoke Popcorn Machine. J. H. MARPLE, 41 W. Town St., Columbus, Ohio.

BALLOONIST—Now looking season 1921. Balloon ascensions and parachute drops; three balloons; lady and gent riders. Balloon races a specialty. I use the latest patented hold-downs and inflators, and can use Court House or Park lawns with no damage thereto. Write for particulars. Inquiries by mail or wire given prompt attention. B. C. THURMAN, Balloonist, 410 E. Walnut St., Indianapolis, Ind. Telephone, Main 7094.

Concessionaires Take Notice

We are closing out all Merchandise, Wheels of all kinds, at 40% discount. Buy now while they are cheap. MARPLE & HORTON, 41 W. Town St., Columbus, Ohio.

TENT 10x30 ft. For Sale at a BARGAIN! Cost \$160 new August 1920. Used only four days at a local fair. In storage since. Your own price takes it. Write or wire for details. O. J. McDURMON, 132 Almer St., Caro, Michigan.

WANTED—FIRST-CLASS ELECTRICIAN

that understands Monkey Speedway Show (Detroit make). Open April 1st. Address L. B. WALKER, 220 Broadway, Boston, Mass.

ALUMINUM SOLDER Mends instantly Tin-Pails, etc. Attractive bars. Gross, \$5.00. Sample, 25c. CURRY NOVELTY CO., 2213 Elizabeth, Des Moines, Iowa

Man 59, Strictly Temperate

Good Electrician, also Gas Engine as well as General Repairman. Open for work after March 20. M. N. W. B. C., care Billboard, Cincinnati, O.

FOR SALE, 1 Harmonipan Hand Organ Plays 8 pieces. Good condition. 33 Pipes very loud for size. At half price, \$125.00. BUSTY DEB CO., Thomasville, Ga.

For BLANKETS, See Page 125

RAY "I SAW IT IN THE BILLBOARD."

THE AUTOMATIC TARGET MACHINE COMPANY

Offers for sale a number of its surplus used machines at less than pre-war prices. Operators of coin-controlled machines know the earning capacity and popularity of

ELECTRIC RIFLES and AUTARM PISTOLS

and are aware of the profitable experience they have enjoyed from the first. They are

AUTOMATIC SHOOTING GALLERIES

No bullets. No danger. No expense—once installed. Owners of Trolley Parks, Penny Arcades and Summer and Winter Resorts will be interested in these real bargains. Prices, \$150.00 up, according to style. All in perfect working order and carry our guarantee.

AUTOMATIC TARGET MACHINE COMPANY, 201 Fulton St., New York City.

Taggart's Shows

SHOWS—Want two or three more good, clean, attractive Shows, Small Trained Wild Animal Show, Platform Show, Midgets or Fat Lady, or any Show of a clean, attractive nature.

CONCESSIONS—Want more Concessions. A number of the choicest ones still open. Chinese Baskets, Fruit, Hoop-La, etc. Write what you have. Must be legitimate and attractive.

Would like to hear from attractive or sensational Free Act. Also competent Advance Man or Promoter.

TAGGART'S SHOWS, Wooster, Ohio.

THE BURBANK, No. 93



THE SEASON'S BIG FLASH

AN ELECTRIC REED LAMP

The most attractive and the only practical Reed Lamp on the market, manufactured especially for Concessions, Bazaars, Parks and Fairs.

These Lamps are hand-made, of genuine reed (not fiber or imitation reed). Lined with the best of cretonne. Stands 18 inches high; shade, 11 inches across and 7 inches deep; base, 7 inches; 7 feet of wire, socket and plug ready for use. Made in four different shapes, painted and varnished in several different colors, including brown, natural, white, cream, gray, blue, green and four shades of oak.

This is something that will get you the money. Everybody wants one. Buy direct from manufacturer. Sample, \$5.00; dozen lots, \$4.75 each. Write for quantity prices. 25% required with all orders. Balance C. O. D. Immediate shipments.

THE HAYWARD MFG. CO., 400 Lafayette Ave., Bay City, Mich.

THE STRATHMORE, No. 117



IRELAND'S CARNIVAL SPECIALS

4-oz. Packed in cups.....	\$.11
5-oz. Wrapped in wax paper, packed in 1/2-lb. box.....	.16
6-oz. Packed in cups.....	.17
8-oz. Regular or Show Girl, packed in cups.....	.21
10-oz. Regular or Show Girl, wrapped in wax paper in a 1-lb. box.....	.27
12-oz. Regular, wrapped in wax paper in a large box.....	.31
1-lb. Regular or Show Girl, packed in cups.....	.36
Whipped Cream Special, greatest Carnival Flash.....	.25
Winner, an attractive padded box (20 oz.).....	.85
No. 2—Bathing Girl (a real work of art).....	.60
No. 3—Bathing Girl (a real work of art).....	1.30
No. 2—Movie Panel (hand painted in three designs).....	1.10
No. 3—Movie Panel (our largest flash).....	1.35
Silk Girl (a novelty).....	1.25
Rocky Mountain Chocolate Cream Bar for Give-Away, packed 250 per case, at.....	4.50

**QUALITY
BEST**

FANCY EMBOSSED

The old favorites, High Art Harem, Peace, Russian Dancer, etc.	New, this year, Show Girl Series, Circus Series.
No. 1, - - \$0.32	No. 3, - - \$1.40
No. 2, - - .60	No. 4, - - 2.10

**PRICES
LOWEST**

**SERVICE
PROMPT**

**LOCATION
RIGHT**

**BOXES
FLASHY**

DELICIOUS CHOCOLATE COATED CHERRIES

No. 1—12 Count	26c
No. 2—18 Count	36c
No. 3—24 Count	47c

**POLICY
SQUARE**

OLD-FASHIONED CHOCOLATE DROPS

The old-fashioned Chocolate Drops made a hit from the first day on with Theaters, Carnivals, Tent Shows, etc. They sell for **\$47.50** per 1,000, or a trial order for **\$5.00** per 100. Think of that—you can make over 100% on this little wonder package. And each package contains a prize. No wonder it was a winner from the start, and that's why orders are repeating every day.

**SEND FOR COMPLETE PRICE LIST AND CATALOGUE
ONE-HALF CASH WITH ORDER, BALANCE C. O. D.**

CURTIS IRELAND CANDY CORPORATION
24 S. MAIN STREET, - - - ST. LOUIS, MO.

FIFTEEN CARS | UNIFORMED BAND | FOUR RIDES | TWO FREE ACTS

OPENING ANNOUNCEMENT

THE **WADE AND MAY SHOWS**

Will Open Saturday, April 16th, in one of DETROIT'S Busiest Manufacturing Districts, HAMTRAMCK Vicinity.
TWO SATURDAYS ————— NINE DAYS ————— TWO SUNDAYS

SPECIAL NOTICE—To those holding contracts with us wishing to ship or build equipment we have ample room in our winter quarters to accommodate you without cost.

SHOWS We have seven shows booked, which include 15-in-1 Show, Hawaiian Village, Thru the Falls, Deep Sea Show, Plantation Minstrel, Vaudeville and Wm. Shultz's Big One-Ring Circus. Can place any other shows that do not conflict. Exceptional opportunity for Walk Through or Fun House. We have room on our flats for one more 20-foot Wagon. Mike Blanchfield, 239 4th Ave., Detroit, would like to hear from Circus Side-Show People.

CONCESSIONS Practically all Concessions are open, except Cookhouse and Shooting Gallery. Glass Ware, Aluminum, Silverware, Knife Rack, Cane Rack, Statuary and China are among the concessions that we will sell exclusive. Our rates are surprisingly low, and include all. Write what you have.

Address WADE & MAY SHOWS, 289 Elmhurst Ave., Phone Hemlock 6664, DETROIT, MICH.

WM. SCHULZE'S NOVELTY SHOW WANTS Comedy Mule Rider, Canvas Man; useful men who can drive trucks preferred. First-class Freak Act for four thousand dollar outfit on truck. **WILL BUY** good Somersault Dog, Cinnamon Bear, Boxing Kangaroo, Lion Act, or any good feature Animal Act.
WM. SCHULZE, 17136 Garnet Street, Detroit, Mich.

High Grade Carnival Co. and Free Acts

WANTED BY

CORN BELT SHORT SHIP CIRCUIT FAIRS

August 29th to September 17th, inclusive. Plenty of Room for the Big Shows.

EL PASO FAIRBURY WATSEKA, ILL.

1921

—o—

15

CARS

Great White Way Shows

Have Parker Carry-Us-All and Big Ell Wheel. **WILL BOOK WHIP or ANY NEW RIDE ON VERY LIBERAL TERMS. WANT 10-PIECE COLORED JAZZ BAND.** Have opening for few CHOICE CONCESSIONS. Will sell X. on Long Range.
 C. M. NIGRO, Box 3, E. St. Louis, Ill.

2 FREE ACTS AND 2 BANDS

SYDNEY WIRE RECOVERING

Sydney Wire, director of publicity for the T. A. Wolfe Superior Shows, who for some weeks has been taking treatment at a local hospital in Louisville, Ky., advises that he expects to be actively back on the job in a few days. Mr. Wire, however, has been doing excellent work, considering his scarcely justifiable physical condition, with his trusty typewriter, during his confinement, in pounding out publicity, both for the shows and the recent Odd Fellows' indoor event, of which Manager T. A. Wolfe was director and furnished the amusements.

The veteran press representative informs us that his long stay in hospital was due to a mistaken diagnosis and the consequent wrong treatment, also that an x-ray examination disclosed the real trouble to be treated and placed the doctors on the right track.

Sydney also wishes us to express his appreciation of the hundreds of letters from show-folk friends and acquaintances, of which he has been the recipient since the fates destined him to be "down," but not for the "count."

SKERBECK BROS.' CO.

Dorchester, Wis., March 10.—The Skerbeck Bros.' Amusement Company has selected May 9 as its opening date in this city. The winter quarters of the show has been located here for many years past. The line-up for the coming season will consist of two shows, Ferris wheel, merry-go-round, eight concessions and four free attractions.

Have you looked thru the Letter List in this issue? There may be a letter advertised for you.



Storm King Lantern

Send in your lamps and machines for repairs now.

WE MAKE THEM LIKE NEW.

We are the Distributors. Write us for other styles of Lanterns and Show Light Machines. Get our prices before buying. We are the original Show Light Mfgs. Get prices on Bag Mantles.

WINDHORST SUPPLY CO.

106 N. 15th Street, ST. LOUIS, MO.

MURPHY GALLERY Four Guns, one Organ, two Motors, \$600.00, \$300.00 takes it. **J. G. BOUTELLE,** 435 St. Clair St., Toledo, Ohio.

CALL-1921-CALL

Williams Standard Shows

Opening date will be announced in a later issue of The Billboard.
SHOWMEN—Join us and become a member of our Success League, then you will surely get your share of the new Federal Reserve Bank Notes.
CONCESSIONAIRES—What we tell the Showmen above goes for you too. You are invited to join us and get plenty of Long Green. Get busy. Join now.

CALL-1921-CALL

Jos. G. Ferari Shows

Will open Sat., Apr. 23d, at Danbury, Conn., and then play only the Best in New England.
REAL SHOWMEN will always be welcome here. Yes, we will make room for you.
CONCESSIONAIRES—Money may be tight this year unless you are properly placed. We have many choice Concessions open. First come, first served. You all have an equal chance here.

OUR FAIR LIST ELIMINATES ALL NEAR OPPOSITION AND MAKES US SUPREME IN THE EAST

Starting with the Big Bangor Fair, Bangor, Me., then the sure money Fair at Waterville, Me., then comes that darb, Presque Isle Fair, followed by the Maine State Fair at Lewiston, Me.; New Hampshire State Fair, at Rochester, N. H.; Vermont Fair, at White River, Vt. Now comes the biggest and best BIG MONEY Fair in the East, St. John, N. B., Canada; also the Great St. Stephens Exposition, at St. Stephens, N. B., Canada, and our ever reliable, Fredericton, N. B., Fair. Others to follow.

This remarkable string of Fair Dates is **GUARANTEED** by Benj. Williams, Ralph Finney and Sam Kitz, Managers and Owners of Both Shows. Everybody holding contracts with either of the above Shows please acknowledge this call by return mail to our New York Office.

PHONE: BRYANT 4818

1547 BROADWAY

WORLD OF MIRTH SHOWS

(THE BARNUM OF THEM ALL)

ARTHUR WRIGHT,
Gen'l Manager.

MAX LINDERMAN,
Supt. Concessions.

Opens SATURDAY, APRIL 2nd, RICHMOND, VIRGINIA
DOWNTOWN LOCATION, Auspices SAMESE GROTTO

WANT High class attractions that will not conflict. Will finance capable Showmen with new ideas. Everything on wagons. We own our own train. Can also place Legitimate Concessions of all kinds.

WANT Talkers, Lecturers, Grinders, Ticket Sellers, Boss Canvasman, Blacksmith, Boss Hostler, Train Help and Pullman Porters. Everybody write **ARTHUR WRIGHT**, Winter Quarters, State Fair Grounds, RICHMOND, VA.

OUR ROUTE: We have contracted the six Eastern Canadian Fairs, including Ottawa, second to Toronto; Binghamton, N. Y., and York, Pa., Pennsylvania's best Fair, and four Virginia Fairs to follow. Our Carnival dates are positively the best—there's a reason.

LARRY BOYD, General Agent.

**"Hey, Fellers!
Have you seen Margie?"**

If you haven't you've surely missed something

"Margie" is eighteen inches high and has a winning personality.

**FINEST
NOVELTY DOLL
MADE**

There is a whole colony of these splendid Dolls at I. Robbins & Sons. They are attired in costumes of unusual attraction, beautifully trimmed in marabou and lace. Bodies are perfectly modeled and realistically flesh tinted. The wigs are of genuine human hair, thoroughly sterilized. Bewitching octagonal mesh veils cover the heads. Arms are jointed and can be adjusted to appealing positions.

"Margie" Dolls can be had in quantities of one dozen or more, in assorted costumes and blonde and brunette wigs.



Doz. \$27.00

SEND FOR FREE COPY OF CATALOG

Our Catalog contains hundreds of items needed for Carnivals and Fairs. It is profusely illustrated and the descriptions tell all the facts about the goods that you want to know.

PARTIAL LIST OF LINES SHOWN IN OUR CATALOG

Canes	Pillow Tops	Flags	Badges & Buttons	Watch Fobs
Whips	Paper Hats & Caps	Balloons	Confetti	Parasols
Stum Jewelry	Harmonicas	Rubber Balls	Jazz Caps	Paddle Wheels
Watches	Horns	Base Balls	Photo Albums	Serials
Fountain Pens	Dolls	Pennants	Pocket Knives	Toilet Sets

I. ROBBINS & SONS
627-629 Penn Ave.
PITTSBURGH, PA.

**BOYS, YOU KNOW WHAT THEY WERE LAST YEAR. GET IN—
PRELL'S PILLOWS**

(CRETONNE)

They will be better than ever this Spring, as that is the best season for Cretonne Pillows.

**Great Flash—Improved Construction
Better Colors—Better Prices**

Orders shipped same day received.
25% deposit required, balance C. O. D.



PRICE, \$100.00 A HUNDRED.
Filled With Silk Floss.

American Bisque Doll Co., Inc.
181 Chestnut Street,
NEWARK, N. J.

BACK TO PRE-WAR PRICES

We have just bought up an enormous quantity of Tintype Supplies and are now in a position to offer you merchandise at the same prices as before the war.

SEND FOR FREE CATALOG

BOSTON CAMERA CO.

124 Rivington Street,

NEW YORK CITY.



SOMETHING NEW AT LAST! I

OUR ORIGINAL BATHING GIRL DOLL

Don't delay—send \$1.00 for Sample, prepaid. We have the most complete line of Dolls in the West. M. AND M. DOLL STUDIO, 174 Oak St., San Francisco, Cal.

1863

1921

CIRCUS —AND— CARNIVAL PAPER

BRAND NEW LINES (CARNIVAL NOT QUITE COMPLETED). ATTRACTIVE, UP-TO-DATE DESIGNS IN LARGE STANDS, 3 SHTS. AND LITHOGRAPHS

UNEXCELLED QUALITY and SERVICE--
DATES, HERALDS, BANNERS and TYPE
WORK---REASONABLE PRICES

THE DONALDSON LITHO. CO.

NEWPORT, KENTUCKY

1863

1921

GERMANY'S GREATEST FAIR OPENS

Leipzig's Trade Exhibition Attracts Greatest Attendance in Its History—Over 100,000 Visitors in Attendance on Opening Day

Cables received in New York March 7 stated that the great Leipzig Fair was formally opened in that city March 6 with 15,000 exhibitors and 100,000 visitors, more than half of whom were buyers representing twenty-five countries. There were about 100 American buyers, representing firms scattered from New York to San Francisco. The Americans bought chiefly toys and novelties not obtainable in the United States, such as Noah's Arks, Santa Clauses and various Bavarian woodwork toys and trinkets in which the peasant workers excel.

The prices on fabrics, porcelain and many other staple products were so high in dollars, as compared with the prices in marks, that only extremely novel offerings tempted the Americans.

The London reparations conference was the chief subject of discussion among both buyers and exhibitors, who expect its outcome to have a marked effect on the exchange rate and the sales during the fair, which will continue seven days. The fair is the largest in the new year. It has been held, and is scattered all over the great city in permanent as well as temporary buildings. The streets have a carnival appearance, and numerous advertising parades are being held.

Swiss, Czechoslovakian and Austrian manufacturers each have a building to themselves, and many British, French and Italian buyers are here. The general lament among the exhibitors is the absence of Russians, who in former years were among the best customers.

BOCKUS & GREEN SHOWS

The Bockus & Green Shows will inaugurate their 1921 season April 16 at one of the best spots in Massachusetts. It will require fifteen cars to move the caravan, which will consist of eight shows, four rides, forty concessions, two free acts and band.

Captain Jack Valley, formerly with Keystone Shows, has signed for the season and is changing his Water Show to "something new and entirely different" at his Revere winter quarters. Harry Kistrom, welterweight wrestler, is taking a much-needed rest at his home in Portland, Me. During the past three months he has traveled from Coast to Coast and has engaged in over fifty bouts. He will have a brand new fifty-foot round top for his Athletic Show. Frank W. Blasser, well known to the circus world, has signed all attractions for his 10-in-1 and will have one of the best framed shows on the road—ten pits, and every one "alive."

General Manager C. L. Bockus has just returned from a two weeks' trip thru Maine and reports business better than at any time in the past two years. Work at the winter quarters is under the supervision of Assistant Manager R. A. Strong. Mr. DeBlaker has contracted his two rides, making his second season with this organization.—R. A. S.

INTERNATIONAL AMUSEMENT EXPOSITION

New York, March 8.—The International Amusement Exposition is now in a position to announce its opening stand in Passaic, N. J., in the heart of the city. This will be the first organized carnival to play Passaic proper in over six years.

This organization has also been awarded the contract for Far Rockaway, N. Y., for the third consecutive year.

Painters and carpenters are now busy transforming this show from ordinary to one of the best looking in the entire East, and when it is up on the lot, with its new canvas, new rides and abundant illumination, the management will know that it has accomplished something for all the time, effort and money spent in its preparation.

General Agent Wm. Bremerman has turned in some very good contracts for fairs and carnival dates. Many of the old faces previously with this show will be on the job when the "bell rings." Harry Chalopin has just booked his Russian dancers. Mr. McDonald, of snake show fame, will have "Jungleland" show. These are the additions since the last issue of The Billboard.—M. E. WOOD.

GRAMERCY CHOCOLATES
BIG VALUES

CONCESSIONAIRES

THIS PICTURE SHOWS THE MOST WONDERFUL CONCESSION PACKAGE IN THE WORLD.

QUALITY CANDY

IN BIG FLASHY BOXES.



CONCESSIONAIRES

EACH PIECE OF CANDY IS PACKED SEPARATELY. THIS

NEW STYLE PACKAGE

AVOIDS ALL BREAKAGE AND CRUSHING.

ALL ORDERS FILLED SAME DAY RECEIVED

Ask Us About the Special Proposition We Make [Concessionaires for Season 1921]

ALSO WRITE FOR OUR REDUCED PRICES ON ALL PACKAGES.

GRAMERCY CHOCOLATE CO.

INCORPORATED

76-84 Watts Street, NEW YORK CITY

GERARD'S GREATER SHOWS

BIG GRAND OPENING, APRIL 16th, BRIDGEPORT, CONN.

Location: Water Street, right in the heart of the city.

Under good Auspices. Plenty of prosperous towns to follow.

WANTED—Good Athletic Show or any other Shows that don't conflict. Will furnish outfit to real showmen. Will book Whip. **WANTED**—Help on Ell Wheel. Few choice Wheels open. **WANTED**—Grind Concessions of all kind. Boys, act quick. Don't miss the opening spot.

Address all mail and wires to

CHARLES GERARD, Sole Owner and Manager,
1431 Broadway, Room 201, NEW YORK CITY.

Capt. Jos. O. Flory and Mlle. Frances

SENSATIONAL HIGH DIVE AND SLIDE FOR LIFE.

Have some open time for early opening, Parks and Celebrations. Capt. Flory's body at night is one mass of flames as he dives from that dizzy height to his shallow tank below. Mlle. Frances' night performance holds the crowds spellbound. Her body is illuminated with electric lights. Two attractions that draw the crowds and hold them. For particulars write **CAPT. JOS. O. FLORY, Manager, 912 Chambers St., St. Louis, Mo.**

WANT CAROUSELL AND FERRIS WHEEL

WILL PAY HALF OF EXPENSE TO JOIN.

Season opens Roseville, O., April 23-30; Zanesville, O., week May 2-7; Massillon, O., May 9-11. Plenty other good ones to follow. **WANT** one more Show that won't conflict. What have you? **PRIVILEGES**—Blanket, Silk Shirt, Grocery, Dogs and Ham and Bacon Wheels are for sale exclusive. Also Hoop-la and Tompin Ball Game. Address **FASHION PLATE SHOWS, Welder & Fields, Managers, Box 57, Coaltion, Ohio.**

WANTED QUICK

For Callis' Jazz Land Minstrels WITH THE CON T. KENNEDY SHOWS

COLORED PERFORMERS, eight or ten-piece Colored Jazz Band. Also A-1 PRODUCER. I pay top salaries and furnish the best sleeping car accommodations on the road. **GET BUSY, AS TIME IS SHORT.** Those that have worked for me, wire me. Address all mail and wires to **JOE CALLIS, Showman's Club, Coates House, Kansas City, Missouri.**

The Zeidman & Pollie Exposition Shows

SPRING OPENING, LYNCHBURG, VIRGINIA
AUSPICES AMERICAN LEGION.

CAN PLACE ONE MORE RIDING DEVICE; also CONCESSIONS of all kinds, Ball Games, Glass Stores, Knife Rack, Pitch Till You Win, etc. No exclusives. Address **HENRY J. POLLIE, Mgr. Winter Quarters: Interstate Fair Grounds, Lynchburg, Va.**

ED HOCK'S VIEWS

Chicago, March 8.—Ed Hock, widely known concessioner, was interviewed this week by The Billboard, relative to the outlook for the concession business this season. He said:

"I have often been asked what the leading items for 1921 among the concessions are to be and after a careful study of the various lines shown by supply houses I am convinced that the demands of the public for useful articles of merit must be satisfied. I see with a great deal of satisfaction that a concessioner can purchase a genuine all-wool Navajo blanket at a reasonable price. This article is being shown in all the colors of the rainbow and blend as well. This is the first season I remember where wool blankets, such as are handled by high-class department stores, can be secured for wheel items.

"A few houses are showing an imported Chinese hand bag for women. This will make a wonderful exclusive wheel item that can be worked with an intermediate. They are well made and of a desirable size, 13x10, embroidered in gold and silver thread and have proved themselves winners. They will be in great demand.

"The third item I saw was lamps and a large variety are being shown. There are two or three that seem to stand out above the others, namely, the Camel and the Egyptian Girl types. The figure of the former shows the camel at rest. They are equipped with socket plug and six feet of silk cord, surmounted with beautiful silk or parchment shades. They can be secured at prices ranging from \$33 per dozen to \$60, but the average is about \$39 per dozen. Of the dancing girl types the figures are numerous, sitting types, standing types, plastic dolls with lamps inside, etc.

"The reed lamp is a good item, but, of course, is not a novelty, as they are very well known, being adapted to sun porches, reading, etc. The price seems to be standardized by the manufacturers at about \$5 each. They come in various designs and shades, lined with beautiful silk, and will no doubt be in great demand.

"Dolls will, of course, be shown. A real good, flashy, unbreakable, wood pulp doll can now be secured for \$12 per dozen and as the sizes increase the price increases accordingly. Every house I visited seems to be prepared for a good season, and as for myself I am looking forward to a wonderful increase in attendance by the public on the carnival and park grounds."

FAMOUS STANDARD SHOWS

With the aid of favorable weather the Famous Standard Shows have been playing some good spots in Northern Louisiana. At Jonesville all shows and concessions got fine results every night. Manager and Owner O. J. Beatty's Minstrel Show being exceptionally well patronized. "Kid" Eddy's Athletic Arena had fine business all week, as did Glen Lowery's "Cabaret," in which Professor Joe Robich's jazz orchestra furnishes excellent music. Capt. Edward LeRoy, in his high-wire act, is the free attraction.

Midway, La., followed Jonesville, and with ten mills working day and night business was also good for everybody.

Manager Beatty is looking forward to a very good season, regardless of the much talked of "bad conditions."—GLEN LOWERY.

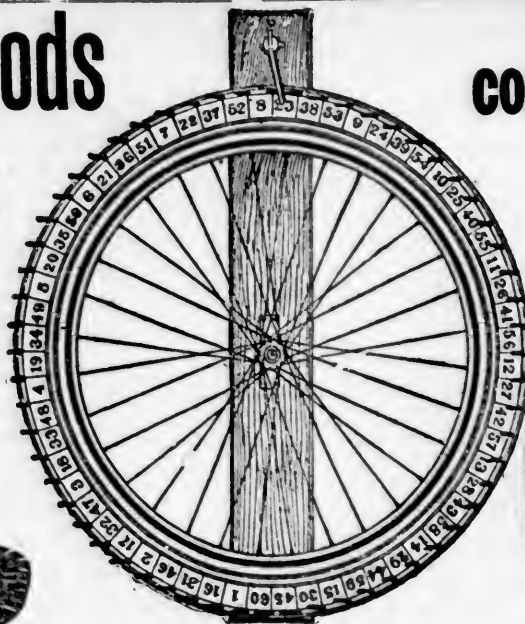
GLOTH EXPOSITION SHOWS

Pittsburg, March 8.—Everyone around the winter quarters of the Glotch Exposition Shows has been very busy of late whipping things into shape and long before the opening date all will be in readiness. This organization will erect its shows, rides and concessions in a thickly populated section of Pittsburg for its initial engagement of the season.

Joseph Glotch returned to the office, after a week's absence, and seemed quite contented, as Business Manager W. J. Murphy, recently signed for that position, returned at the same time and reported his trip very successful in the booking of attractions and engagements. The line-up of the Glotch Exposition Shows will consist of seven shows, three big rides—owned by the management—30 concessions, band and a free attraction. Allen Crane is expected to arrive in the near future.

Carnival Goods

FOR THE CONCESSION MAN



We are the largest and most centrally located house in the country. We carry the largest assortment.



Our 1921 Catalogue will be ready March 25th. Write for one.

SOME OF THE ITEMS WE SELL

VIXPER DOLLS—The flashiest at the lowest price.

VIXPER BEADED BASKETS—Nuf Ced.

VIXPER WHEELS—Lead Balanced.

PADDLE TICKETS
LUCKY 'LEVEN
HARMONICAS
SLUM
FLASHLIGHTS
HOOP LA HOOPS
SALES BOARDS
JEWEL BOXES
VASES
PIN CUSHIONS

PILLOW TOPS
DART BOARDS
FLOWER BASKETS
LAYDOWN CLOTHS
BALLOONS
CARRYING CASES
PERFUME
KNIVES
MANICURE SETS
BASE BALLS



VIXMAN & PEARLMAN

620 Penn Avenue, - PITTSBURG, PA.

WE CAN DELIVER

Chinese Baskets

(SETS OF FIVE)

Stained, shellaced, trimmed with single or double rings or tassels, beads and Chinese coins.

NOVELTIES, TOYS, Etc.

WE SELL TO WHOLESALERS AND JOBBERS ONLY

It is to your interest to consider our lines and prices before placing your business.

THE OVERSEAS CORPORATION, LTD.

INTERNATIONAL MERCHANTS

HOME OFFICE: SEATTLE, U. S. A.

L. A. DONOVAN, Representative, 120 West 32nd St., New York City.
Branch Offices: Yokohama, Kobe, Nagoya, Hongkong, Canton, Tientsin.

WANTED, SIDE SHOW ATTRACTIONS Greater Sheesley Shows

Magician and Lecturer, one more real Entertaining Act or an A-1 Freak; also Tattooed Man or Woman with outfit. Amateurs and tourists, save your stamps. Show opens March 19, Valdosta, Ga. Wire J. FLAHERTY, Side-Show Mgr.

Concessionaires and Wheelmen!

MANICURE and TOURIST SETS

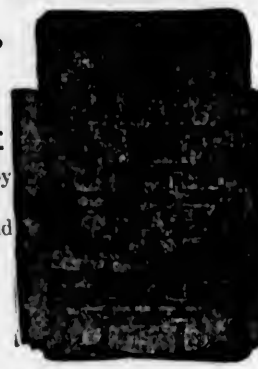
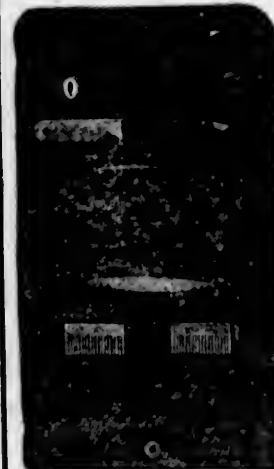
A BIG FLASH THAT GETS YOU THE MONEY

\$6.00 DOZ. and up

A DRAWING ATTRACTION EVERYWHERE

Is now being used by many of the largest concessionaires. Send your order at once.

We also carry an assortment for Sales Board Trade.



PARAMOUNT LEATHER GOODS CO., Manufacturers, 467 Broome Street, New York City

WANTED---MUSICIANS---WANTED

A few more American Musicians—Alto, Clarinet, Trombone and Drums. Patterson-Kline Shows. Show opens April 4th. Musicians report Psola, Kan., March 28. Address CHAS. E. WARNER, Garnett, Kan.

THE WESTERN DOLL MFG. CO.



SHIMMIE SHAKER SUE

See her wiggle her shoulders. Made of wood fibre, fitted with clockwork which makes her wiggle for about twenty minutes at each winding. Size, 13 1/2 inches.

Samples, \$3.75 each

QUANTITY PRICES ON REQUEST. See our Hula-Hula Doll. A New One. Just Out.

We have what you want when you want it at manufacturer's prices. It is to your interest to get our prices. They are always the lowest.

Send Money Order With Order For Samples.



JAZZ BABY ASSORTMENT

Unbreakable wood fibre. Dressed in flashy assorted silk dresses. Made in three sizes, as follows:

No. 90—9 INCHES HIGH
No. 120—12 " "
No. 140—14 " "

Sample Doz. Ass't, \$13.50

QUANTITY PRICES ON REQUEST.



HERE IS A TOP-NOTCHER

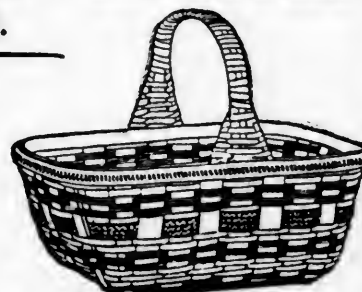
They all stop and play for this wonderful Lamp. It appeals to everyone. They can't resist because

IT HAS THE FLASH

EACH IS FURNISHED WITH A BEAUTIFUL SILK SHADE. ASSORTED COLORS. A CAMEL IS A CAMEL, BUT THERE IS A DIFFERENCE IN CAMELS.

Samples, \$4.00 each
QUANTITY PRICES ON REQUEST.

Full line of Plaster Sitting Dolls; also Plaster Kewps, Plain and Wiggled.



MAID-IN-AMERICA GROCERY BASKETS

In Nests of three or single sizes, as follows: No. 1—10x15. No. 2—11x16. No. 3—12x18.

Sample Nest, Dozen.....\$18.00
Sample No. 1 Dozen..... 6.00
Sample No. 2 Dozen..... 6.90
Sample No. 3 Dozen..... 7.20

QUANTITY PRICES ON REQUEST.



ALUMINUM WARE

Large stock of all items. Sample Dozen, assorted items.

\$13.20

QUANTITY PRICES ON REQUEST.



18-INCH JAZZ BABY

BEAUTIFULLY DRESSED.

A REAL ITEM

Samples, \$2.00 each

QUANTITY PRICES ON REQUEST.

BEACON,
ESMOND,
CAYUSE
INDIAN
BLANKETS
IN STOCK
AT
LOWEST
PRICES



CHINESE BASKETS

Beautifully and elaborately decorated. Single and Double Rings and Tassels.

Samples, single ring, \$5.00 per nest
Samples, double ring, \$5.50 per nest
QUANTITY PRICES ON REQUEST.

OUR
SILVERWARE
ASSORTMENT
IS THE BEST
AND MOST
COMPLETE.

GET OUR
PRICES.

BUY HERE AND
SAVE MONEY.



THE ORIENTAL GIRL LAMP

Finished in Oriental colors. Each fitted with a beautiful silk shade. Each Lamp has an Incense Burner, which adds to the Oriental effect. It will get the money.

Sample, \$3.75 each
QUANTITY PRICES ON REQUEST.

Send for Price List which includes many items not shown here.

THE WESTERN DOLL MFG. CO.

A. J. ZIV, President.

H. P. NOREM, Vice-President.

M. CLAMAGE, Treasurer.

564-572 West Randolph Street,

Phone, Franklin 5131.

CHICAGO, ILLINOIS.

WE SHIP IMMEDIATELY.

CHICAGO

1144 CAMBRIDGE AVE.

Real Satisfaction

Doll Dresses

Doll Lamps

NOW INSTALLING

4 REAL DOLLS—WINNERS

THE PERFECTION BLUE RIBBON 13-INCH DOLLS

are used exclusively by the largest Doll Concessioners in the country. 13-inch Blue Ribbon Dolls, \$25.00 per 100. With Floral Dress, \$30.00 per 100. With Wig and Floral Dress, \$50.00 per 100.

SEND FOR CATALOGUE

AN ORGANIZATION OF SHOWMEN FOR SHOWMEN

Perfection Doll Company

MAKERS OF AMERICA'S HANDSOMEST DOLLS

JOSEPH T. QUINN, General Manager

MINNEAPOLIS **LARGEST STOCK** **FOUR PLANTS** **QUICKEST SERVICE** **NASHVILLE**

10,000 Plain and Hair Doll Stock at each plant, always

PITTSBURGH

NOW INSTALLING

Beach Dolls

Real Service

Toddle Dolls

594 3rd AVENUE

PICK THIS NUMBER

YOU WIN ○ **I LOSE**

AND GET A HANDSOME BOX OF CANDY

12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35	36	37	38	39	40
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PEERLESS PUSH CARDS

NEW PRICE LIST

	Per 100		Per 100
12-Hole Push Card	\$1.70	45-Hole Push Card	\$4.65
14-Hole Push Card	2.15	50-Hole Push Card	4.95
15-Hole Push Card	2.40	55-Hole Push Card	5.30
16-Hole Push Card	2.50	60-Hole Push Card	5.30
20-Hole Push Card	2.85	65-Hole Push Card	5.65
25-Hole Push Card	3.25	70-Hole Push Card	5.65
30-Hole Push Card	3.60	75-Hole Push Card	6.40
35-Hole Push Card	3.90	80-Hole Push Card	6.40
40-Hole Push Card	4.25	100-Hole Push Card	6.40

Add 10% U. S. Excise Tax to above prices. We manufacture Push, Sale, Poker and Baseball Seal Cards to your order. WRITE FOR PRICE LIST. PROMPT DELIVERY.

PEERLESS SALES CO.,
302 East 51st Street, CHICAGO, ILL.

WORTHAM'S WORLD'S BEST

Playing Sixteen-Day Engagement at Los Angeles

Los Angeles, March 8.—After a very propitious opening of the season at San Diego, Clarence A. Wortham's World's Best Shows moved to Los Angeles for a 16-day visit under the auspices of the "Sunshine Helping Hand" club. This institution was fathered by a public-spirited man, who heads a "100-per cent charity."

The club hears of a case of destitution. It first acts and then investigates. It was founded by Moses Loewenstein, a former resident of Chicago, who of his own volition started out to befriend children. He brought the carnival to Los Angeles to raise funds to give 50,000 poor children a "May Day Outing."

The shows are located at Prager Park, which is in the heart of Los Angeles. It is at Washington street (Nineteenth) and Grand avenue, one of the main arteries to the downtown district. The shows opened on Tuesday, and from the start they enjoyed most liberal patronage. Every night marked an increase in the crowds, and all caught the carnival spirit.

The "layout" of the lot is ideal. It is a big park property. In the center are the rides, and around it are the many shows. It is more like a huge exhibition than like an open-air show. The caliber of the offerings are such that they are gaining prestige, as well as patronage of an amusement-loving community. The engagement is proving in every way successful in the extreme.—BEVERLY WHITE.

Balloons

No. 60—Air	\$2.50 Gross
No. 75—Air	4.00 "
No. 60—Gas, Transparent	4.00 "
No. 70—Gas, Transparent	4.50 "
No. 60—Gas, Pictures	4.00 "
No. 60—Gas, Flag, 2 colors	4.00 "
No. 60—Gas, 2 colors	4.00 "
Kewpie Balloons	8.00 "
Balloon Reeds	.40 "
40-inch Whips	8.00 "
Running Mice	5.50 "
Swiss Warblers	3.50 pr. 1000
Candy Bird Whistles	4.50 Gross
Small Squeaker Balloons	1.00 "

25% deposit required on all orders.

THE "EUREKA" TUFTING NEEDLE. Note new address, A. W. DAY, 59 E. ALEXANDER ST., ATLANTA, GA. \$10.00 per 100. Sample set of three sizes, 50c. "Good wins needs no bush." "Nuf said.



The Kingston Industrial Exhibition

KINGSTON, ONT., CANADA

THE GREATEST MONEY MAKER IN EASTERN ONTARIO.

DATES, SEPTEMBER 20th until the 26th, both days included. Applications for space upon the grounds solicited. ROBERT J. BUSHELL, Secy.-Treas. and Manager, Bath Road P. O., via Kingston City, Ontario, Canada.

CARNIVAL COMPANIES, NOTE!

Ottawa Commercial Travelers' Association, Ottawa, Canada, are open to consider a proposition from a first-class company, to play one week in their city, June or early July, under their auspices. Address SECRETARY, 181 Sparks Street, Ottawa, Canada.

SEA BREEZE

Rochester's Popular Resort To Have an Aeroplane Swing

The Hons Amusement Co. has closed a contract for concession at Sea Breeze Park, Rochester, N. Y., for one of J. W. Ely Company's aeroplane swings, and is negotiating for one or two other large attractions. A new Virginia Reel is being installed, and Arnold Noble, president of the Kentucky Derby Co., is to install and operate a Dodgem. The Mammoth Conster, also the Old Mill, were installed by Miller & Baker. When Sea Breeze Park opens it will be one of the best equipped resorts in the East.

HARRY KELNER & SON

36 Bowery, NEW YORK

FLORA ELECTRIC DOLL LAMPS

Some flash. Light 'em up. Concessionaires, Agents, etc. Adjustable imitation flower shades in seven colors—orange, purple, lavender, yellow, pink, white and red. \$2.00 each, complete with bulb. In any quantity. One-half deposit with order. Balance C. O. D.

L.D. REIGELMAN & CO.
Manufacturers, GREENVILLE, PA.

Sample, \$2.50. Bently and Templeton Aves.



LOOK THEM OVER

The Most **ELABORATE** line of **DOLLS AND DRESSES** on the market.

DE LUXE

The line that will hold the crowds this season. **EXCLUSIVE** designs in **LUSTER SILK CREPE PAPER DRESSES**.

Full assortment, all colors, \$8.00 per 100

Fourteen-inch DE LUXE BABY DOLL with veil,

In lots of 100	38c each	In lots of 500	36c each
" " " 250	37c "	" " " 1000	35c "

One-third deposit required on all C. O. D. orders.

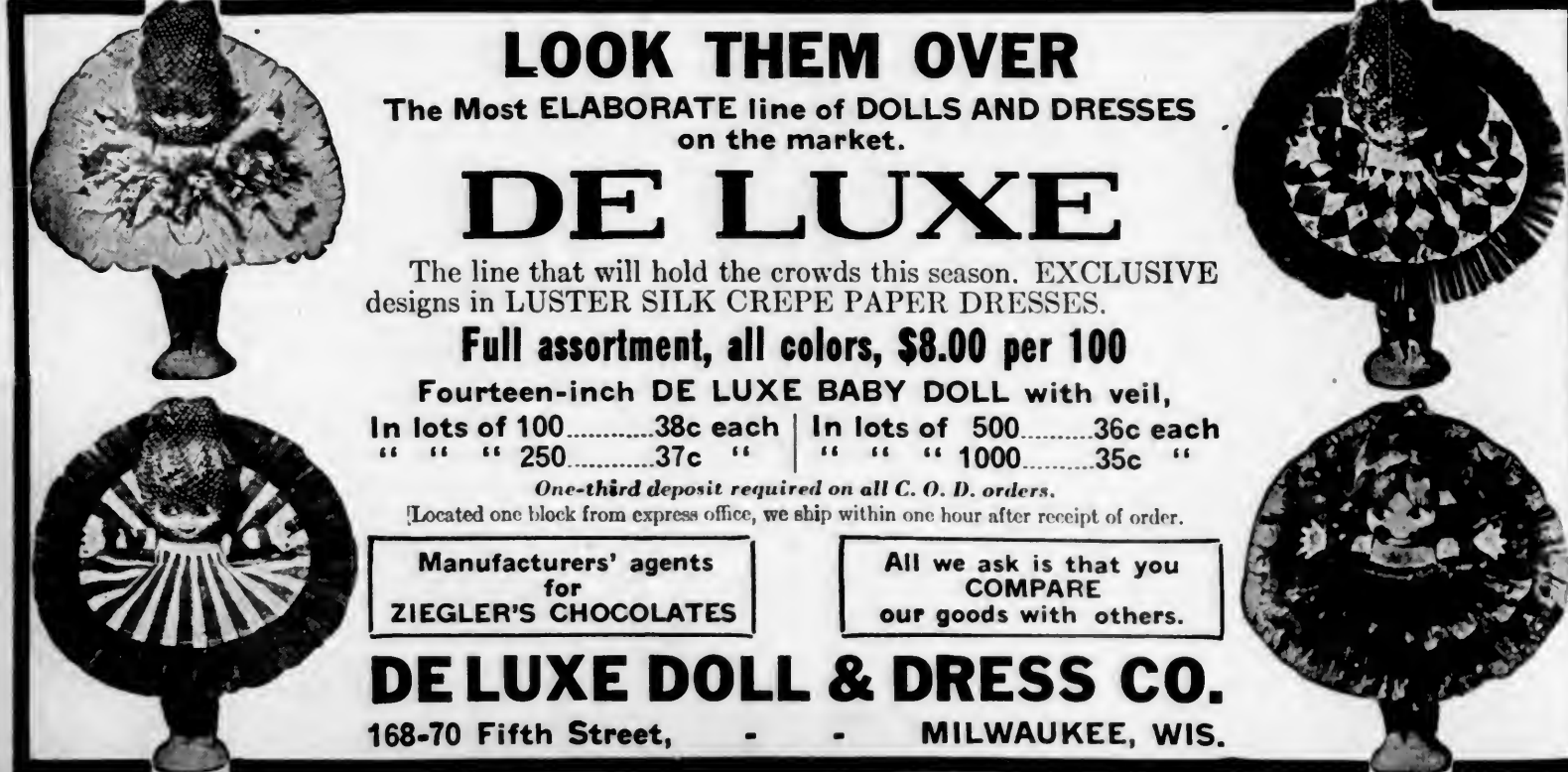
Located one block from express office, we ship within one hour after receipt of order.

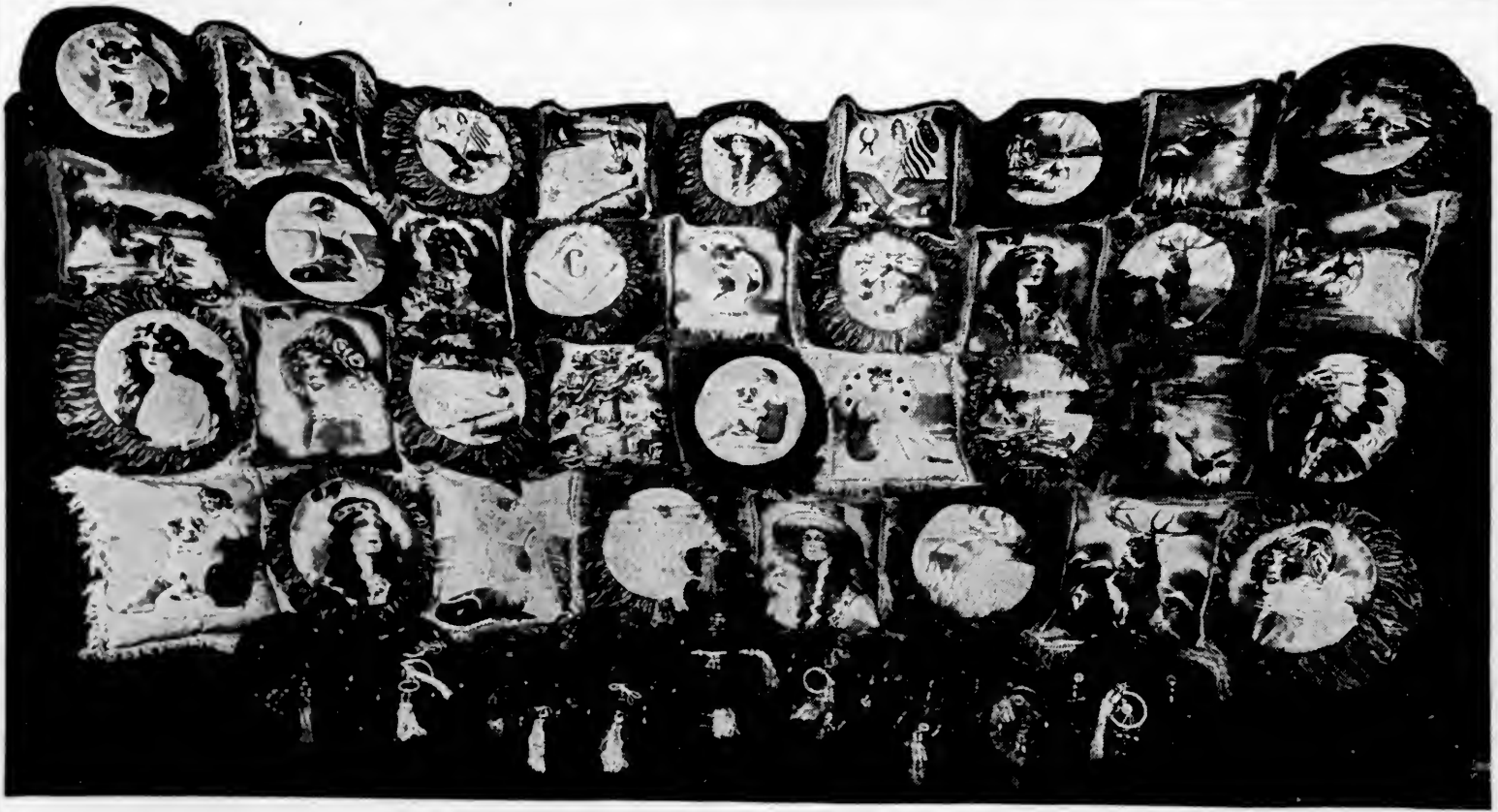
Manufacturers' agents for
ZIEGLER'S CHOCOLATES

All we ask is that you
COMPARE
our goods with others.

DE LUXE DOLL & DRESS CO.

168-70 Fifth Street, - - - MILWAUKEE, WIS.





MUIR'S PILLOWS

DESIGNS AND QUALITY THAT GET THE PLAY

Same Prompt Service
and Square Dealing as in the Past



Chinese Baskets

This is the only article of merchandise we handle outside of our Pillows, and we have received and contracted for such quantities that there will be no chance of a scarcity for our customers who trail along with us from the start, and you will get the same prompt service that we have always given you in the past.



Write to us for prices and special quantity prices on both Pillows and Baskets.

MUIR ART CO.,

**306 West Madison Street,
CHICAGO.**

DOLL LAMPS

DOLL LAMPS

DOLL LAMPS

Doll Lamps Are Going To Be the Big Winners This Season This Has Been Proven at the Winter Spots in California

You will all be putting them on before the season is over. Why not start the season right with a flash of MISS FRISCO DOLL LAMPS? We are the originators of these Lamps, which are the best and the ones that will give you a real money-getting flash. Ask the boys who got the big play at the San Bernardino Orange Show. A leading Concessionaire writes us:

"They Are the Talk of the Midway"

And, take it from us, they are going to be the talk of a good many Midways before the season is over. REMEMBER, these Lamps are not trashy stuff, but are HONEST TO GOODNESS MERCHANDISE, and make the most attractive flash ever put on a Midway.

A SAMPLE WILL CONVINC YOU.

....PRICES....

MISS SAN FRANCISCO DOLL LAMPS, complete, including our fancy hair dresses, celluloid finished. Miss Frisco Doll, with marabou and tinsel trimmed dress, \$5.50 each
 Lots of 50 or more..... 5.25 "
 Sample complete..... 6.00 "
 Lamp, without Doll..... 4.25 "
 Lots of 50 or more..... 4.00 "
 Sample..... 5.00 "

BARGAIN PRICES IN DOLLS AND DRESSES

Miss Frisco, large Hair Dolls.. \$8.00 per doz.
 With celluloid finish..... 10.00 "
 Fancy Hair Dress, celluloid finish..... 12.00 "
 Miss Frisco Hair Squats, painted bathing suits..... 3.00 "
 With cel. finish, hand-painted decorations..... 6.00 "

DRESSES DRESSES DRESSES

Marabou Trimmed, 27 inches in circumference, flashy colors, \$35.00 per Hundred.
 Marabou Trimmed, 35 inches in circumference, flashy silk, \$45.00 per Hundred.
 The above are of hoop design and of large color assortment. We also have Paper Dresses, good and full, and in good colors, \$8.00 per Hundred.



WE MAKE NO CHARGE FOR PACKING

FREE Any Concessionaire sending us his address will receive a beautiful picture of Miss Frisco Doll Lamp, reproduced in exact colors of original.

MISS SAN FRANCISCO DOLL COMPANY

Factory, 1258 Howard St.

SAN FRANCISCO, CAL.



Salesroom, 45 Fourth St.

BUCK-BOARDS

ARE THE BEST

Special number system. Never before used. Special Candy Boards. Large headings. Checkered fronts.

BUCK-BOARD MFG. CO.

3727 Milwaukee Ave., Chicago, Ill.

NEW PRICE LIST

100 holes....\$.12	1000 holes....\$.70
200 " "....\$.20	1200 " "....\$.84
300 " "....\$.27	1500 " "....\$ 1.05
400 " "....\$.32	2000 " "....\$ 1.20
500 " "....\$.40	2500 " "....\$ 1.50
600 " "....\$.45	3000 " "....\$ 1.80
700 " "....\$.49	3600 " "....\$ 2.16
800 " "....\$.56	4000 " "....\$ 2.40

Add 10% U. S. Excise Tax to above prices.

STANDARD SIZES

SECOND BIG FALL FESTIVAL CHARLESTON, ILLINOIS

ON THE STREETS.

October 4, 5, 6, 7 and 8

Auspice CHAMBER OF COMMERCE. Average daily attendance last year, 20,000. Bigger this year. We are now ready to book a FIRST-CLASS CARNIVAL CO. or FIRST-CLASS FREE ACTS. J. S. POPHAM, Box 2.

WANTED, SIEGRIST & SILBON SHOWS

For Scully's Mammoth Museum: Glass Blowers, Tattooed Man, Mind Reading Act. Address TOM SCULLY. All Concessions, except Wheels, Cook House and Juice open. No exclusive. Address AL. T. HOLSTEIN, General Manager, Box No. 104, Kansas City, Kansas.

"JAY WILKES"

Not To Troupe This Year

Atlantic City, N. J., March 9.—J. Wilkinson Crowther, well-known carnival and circus press agent, who for the past three seasons has been directing the publicity departments for the Polack Bros.' Enterprises, has decided to withdraw from show life for at least one year. Mr. Crowther, who is an executor of his mother's estate, will be compelled to remain near his home town, Chester, Pa., for six months until legal matters can be properly adjusted. "Jay Wilkes" is at the present time handling the auto show publicity for the Atlantic City Automobile Trades Association, which is staging its third annual event this week, on the Millton Dollar Pier. At the termination of the show Mr. Crowther will become permanently affiliated with The Gazette Review Publications, which publish The Atlantic City Gazette Review and The Atlantic City Sunday Gazette. Jay will have charge of the automobile department and will personally handle the news end. Mr. Crowther has a host of friends in the circus and carnival field, who will regret to learn of his brief retirement. He had contracted with Irving J. Dulack to head the press staff of the World at Home and Polack Bros.' 20 Big Shows Combined for the season of 1921, but has notified Mr. Polack of his compulsory retirement.

FOR TRAVELERS' CONVENIENCE

Among various articles designed and placed on the market for the convenience of showfolks and other travelers as well as homes is produced by F. A. Holmes in the form of a sanitary bath arrangement, in trunk or to be permanently installed, known as the Holmes Sanitary Bath and manufactured by the Holmes Co., of Waterloo, Ia. The simplicity of the outfit and the small amount of space required for packing away for transportation purpose and the convenience it affords to living aboard cars, in camping in tents or in new quarters each week, are feature claims for the device.



THE NEW WINDHORST INVERTED ARC LAMP

1000 Candle Power Will Burn in Any Wind or Storm Without Flickering

We are also headquarters for Jumbo Stove Burners, Pumps, Tanks, Hollow Wire, etc.

Managers write for Circular.

Windhorst Supply Co., 106 No. 15th St., St. Louis, Mo

MEXICAN DANCING MONKEYS

\$19.50 gross, in gross lots, \$1.25 Dozen. Sample for 25c. Also Bone White Elephant Watch Charms and Mexican Resurrection Plants. MORECROFT, 124 W. Houston, San Antonio, Texas.

DOCTOR WANTED

Traveling position. State where registered. Write BOX 587, Milwaukee, Wisconsin.

For BLANKETS, See Page 125

24 FAIRS

INTERNATIONAL AMUSEMENT COMPANY

24 Fairs, Western Canada, Commencing June 27. Opening WINNIPEG, on the street, MAY 23

24 FAIRS

WANTED—2 more Shows, 8 more Concessions. No exclusive. Cook House. Wanted, Free Acts, one Man to Break Lion for Wallace Acts.

DANCERS WANTED

Dancers of all kinds; must be ladies at all times. R. FRENCHY, P. O. Box 1085.

HELP WANTED

Spellers, Freaks, Curiosities, Rides Help, Concession, Lotman, 24-hr. Man, Electrician, Car Loader.

All mail to P. O. Box 1085, WINNIPEG, MANITOBA, CANADA. Office, Chamber of Commerce, Room 412.

WANTED FOR No. 2 SHOW. EVERYTHING OPEN.

RIDES

Merry-Go-Round, Ferris Wheel, Swing. Will give good contract for above.

OPEN

ALL SHOWS AND CONCESSIONS

WANT TO BUY. RIGHT PRICE OR SAVE STAMP.


2-Abreast (Overhead) MERRY-GO-ROUND, FERRIS WHEEL.

Tents, all sizes; Small Shows of all kinds, Crazy House, Mirrors, Etc.

**CONCESSION=WHEELMEN
BUY DIRECT**

NELSON

CHOCOLATES

YOU ALL KNOW 

DASHIELL

HE HAS SERVED YOU FOR OTHERS

HE WANTS YOUR BUSINESS NOW FOR HIMSELF

HE KNOWS YOUR WANTS

HE KNOWS THAT YOU MUST HAVE

SERVICE, QUALITY AND FLASH AS WELL AS PRICE

ALL THESE GO WITH

NELSON CHOCOLATES

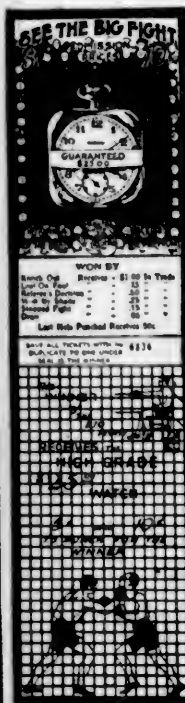
WRITE US FOR SAMPLES AND PRICES

NELSON - DASHIELL COMPANY

INDUSTRIAL BUILDING, - - BALTIMORE, MARYLAND

LIPAULT'S MONEY GETTERS SURE WINNER

WHY HESITATE



Wonderful success has been achieved by those who have seen a real opportunity with this game. You who hesitate are losing REAL MONEY.

The size of complete Board is 12 1/2 x 3 1/2, and the sheet is printed in various colors. The top of the 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 \$18.00, allowing him a profit of \$14.00 and his usual profit of \$3.00 on the trade merchandise, giving him a net profit of \$17.00.

The Watch is a real beaut, highly jeweled and in a genuine gold-fitted 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.

JOBBER and OPERATORS

who are alive to a real opportunity are used 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.

Wires, Phone or Mail Your Order at Once. 25% Deposit on All C. O. D. Orders.



Looking for a Stimulant TO LIVEN UP YOUR BUSINESS?

As usual we are on the job with a new deal that will cause you to weep with joy.

Beautiful, handsome, attractive Lamp Dolls, 15 inches high, dressed with the finest of pure silk clothes, in various combination colors. Made in two designs, with hair wig and colonial hat, they are without any question of doubt your best possible bet. Wired complete, ready to connect with 4 feet of silk cord, this Doll Lamp is fit for the very finest of homes and suitable to be used in most any part of the house. For the boudoir or bed room it is absolutely par excellence.

A lamp of this character is admired by all, and we ask you not to confuse the illustrations with some of the cheap imitations that are on the market, as this Doll Lamp is a genuine \$20.00 retail item.

Now you, Mr. Jobber, or you, Mr. Operator, we have a real special proposition for you to secure some real business. We are putting 10 of these Lamps, in assorted colors and shades, each packed individually in a carton, on either a 1,500-hole for Salesboard, or a 3,000-hole for Salesboard, complete, for \$40.00. We always require a 25% deposit on C. O. D. orders.

Now, please, take our good advice, hustle, send in your order for a sample outfit, and find that, as usual, we have put you next to another real money maker.

Concessioners, Carnival Workers and all others wanting a premium that has the real FLASH, the real ATTRACTION and the real money making possibilities, that will absolutely outshine and outsell any other articles you are now using, get in touch with us for a special quantity price.

LIPAULT COMPANY, Dept. B, 1034 Arch St., Philadelphia, Pa.

A salesboard deal that has been a real success. We have on file hundreds of letters from operators complimenting us on making a deal that they have sold so easily and which has made for them so much money.

This outfit has proved very successful using a Rogers 26-pc. silver set as a premium. You also have the advantage of changing to various other high-grade premiums, such as Eastman Cameras, Toilet Sets, Clocks, Gillette Razors, etc.

This deal has an income of \$35.00, and pays out \$10.00 in trade premiums. Is sold to the retail trade for \$13.00, which allows them a total profit of \$15.00.

The board is made in 4 attractive colors, takes up very little space, is interesting to play as the inside tickets have the various names of different well-known aviators.

There is no question of 10 to 15 sales daily with just a little effort on your part, and as your profit is very liberal your time is well repaid.

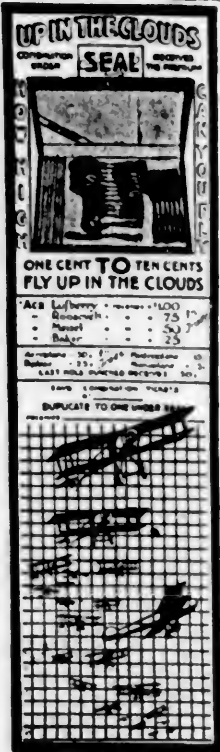
Upon request rock bottom quotations will be gladly mailed of the prices of the other splendid premiums that we offer with this deal.

Our price to jobbers and operators for this Up in the Clouds Board with genuine Rogers 26-pc. Set is

\$7.00 Complete

your profit on each sale being \$6.00. This is a guaranteed sure seller.

Shoot in Your Orders Immediately LIPAULT COMPANY, Dept. B, 1034 Arch St., Philadelphia, Pa.



CARNIVAL - TRADE FLASHERS

Dolls, Chinese Baskets, Pillow Tops, Electric Eye Teddy Bears, Silver Ware, Blankets, Hoop La Goods, Paddle Wheels, Paddles, Canes for Cane Racks, Balloons, Flying Birds, and a full line of Novelties and Streetmen's Supplies.

ORDERS SHIPPED SAME DAY

M. SHAPIRO

418 Market St.

PHILADELPHIA, PA.

CAMACK GREATER SHOWS

Philadelphia, Pa., March 9.—As this year will mark the initial season of the Camack Greater Shows, the management is putting forth every effort toward having a nicely framed outfit and entertaining midway. The opening date has been set for April 15 in Philadelphia and under the auspices of the Grace Ferry Athletic Literary Association. Transportation will be made by motor trucks. The route will include territory in Pennsylvania, Delaware, Maryland and New Jersey, with fairs for the fall season.

As at present arranged the lineup will include John Arthur and his brand new carousel, and Ell wheel, Harry King's Snake Show, Frank Sullivan, with a novel attraction, John Meyers' "Devil Child" and other attractions. Joseph Miller, high wire artist and juggler, will furnish the free acts. Among the concessioners will be Joseph Gallagher, with fruit, groceries, candy, dolls and string game; Jim Watson and wife, country store; Frank McLaughlin, Arkansas kids and dogger; Thos Hutchison and wife, flowers and huckleberry; George Ostrom, Conklin's "one ball bucket"; and rollidown; Harry Brown, aluminum ware; Thomas Boyatz, cookhouse and soft drinks and cream; John Simms and wife, futures. The outfit is to be enlarged while en tour.—W. J.

BETTER RESULTS FROM B. B.

Goldsboro, N. C., March 5, 1921. Billboard Publishing Co. Cincinnati, Ohio.

Dear Sirs—We placed an ad in a November issue and in the Christmas Number of The Billboard and as a result shipped over two hundred handbags from Coast to Coast. We had no idea The Billboard had such a tremendous circulation. We get better results from advertising in your paper than any other paper or magazine. In our opinion there is no publication equal to The Billboard in the United States as far as advertising is concerned. Compared with results we think your advertising rates are very cheap. Yours truly, (Signed) GOLDSBORO MAIL ORDER HOUSE.

A NEW DOLL

Chicago, March 9.—Harry H. Lasker, manager of Chicago Doll Manufacturers, announces a new winner for this season. He offers a 15-inch, unbreakable shimmy doll that has a clock movement—with a lever to start and stop the doll at will, which is timed to dance along with jazz music. The doll is dressed in a marcel wig, silk dress, trimmed with maraschino and other dainty touches. The doll is something distinctly new, there is no doubt about that, and Mr. Lasker is certain he has something that will appeal to concessioners. He emphasizes the fact that the doll is patented on eighteen points and also fully copyrighted.

Have you looked thru the Letter List in this issue? There may be a letter advertised for you.



ASSORTED FLOWERS
BIG FLASH
\$18.00 Dozen
Others \$9 to \$30 Dozen.

Netschert Company
Manufacturers, Importers,
12-22 N. Michigan Avenue,
CHICAGO, ILL.

CONCESSIONAIRES ATTENTION!

The new Bagatelle Table, sensation of year. Conceded by those who have run them to be the best money-getter yet devised. Can be used for straight play or merchandise. Get busy and be one of the first, as these tables are new and will get top money anywhere. Send for circular.

GEO. WOOD,
EXCLUSIVE BUILDER,
2337 Washington Blvd., Chicago, Ill.

Tattooing Machines
—SPECIAL—
4-10 DOLLARS-4

Including 25 Springs 25 Needle Bars, extra Screws, etc. NEW NICKELED BEST MADE. Others buy them and sell single one for \$10.00. None genuine without name stamped on same. PROF. WAUNER, 208 Bowery and 11 Clatham Square, New York City. AT LIBERTY—Two Young Ladies Tattooed by Wauner. Open for engagements for season 1921. Desire salary and privilege of tattooing.

For BLANKETS, See Page 125

P. S. McLAUGHLIN SHOWS
P. S. McLAUGHLIN, Owner and Manager.
OPENS SEASON SATURDAY, APRIL 23, AT LUZERNE, PA.
AUSPICES LUZERNE FIRE DEPARTMENT.

Have four of the very best coat mending towns booked in this hard coal territory. There is no part of the country where Concessioners get a better business. CAN PLACE a few more legitimate Concessioners WILL SELL a few more Wheels. Bare Doll, Basket, Fruit, Grocery, Silver and Candy Wheels sold exclusive. Would place two more that do not use any the above-mentioned merchandise. Good opening for Grand Stores and American Palmist, Hoop-La, Knife Hack, County Store, High Sticker and Cigarette Shooting Gallery are still open. Will make a special low rate of 70-80 to any good Show with own outfit. "No Girl Shows." On account of disappointment, I can place General Agent who can handle Contest. Address
P. S. McLAUGHLIN, 25 N. Washington St., Wilkes-Barre, Pennsylvania.

CURIOSITIES FOR SALE

With or without Banners, Animal and Human. Sea Serpents, Mermaids, Devil Child, Alligator Boy Siamese Twins, Two-Headed Giants, Six-Leg Polly-moo-zukes, Two-Head Palucas, Sea Horse, Indian Mummies, Pig Child, Dog Child, Two-Head Child and lots of others. Price list to abovemen free, all others, 2c stamp
THE NELSON SUPPLY HOUSE, 514 E. 4th St., South Boston, 27, Massachusetts.

FURRY
\$13.00 per dozen



15 inches high

BRIDE
\$14.00 per dozen



15 inches high

HAPPY
\$12.00 per dozen



15 inches high

BUY DIRECT FROM MANUFACTURERS!

The Famous Philadelphia Unbreakable Woodpulp Dolls

LOOK AT OUR PRICES FOR SEASON 1921

Assorted: 4 Brides, 4 Furrys, 4 Happys at a Special Price of \$13.00 per Dozen. . . .

Order Today and Send 25 per cent. Deposit

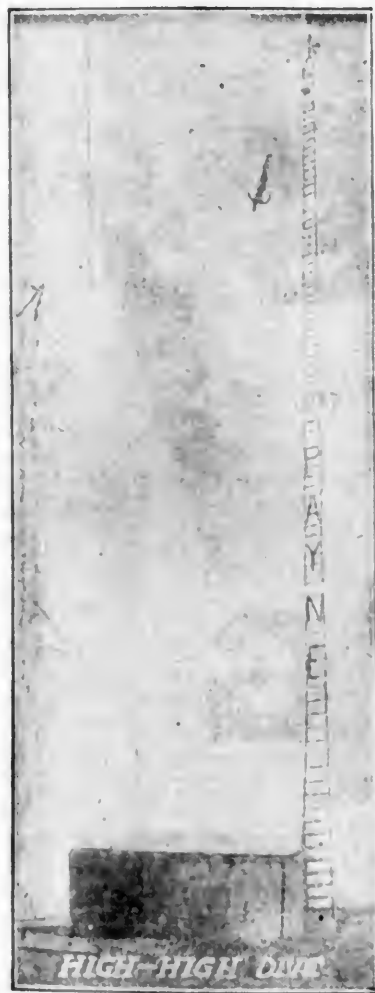
PHILADELPHIA STATUARY & DOLL MFG. CO.

Phone, Markel 2238

324 N. 5th Street, PHILADELPHIA, PA.

CAPT. JACK PAYNE
SENSATIONAL HIGH DIVER

100 Feet Into 5 Feet of Water. Open for Engagements, PARKS, FAIRS, CARNIVALS, CELEBRATIONS.



Spectacular night attraction, 10,000-candle power illuminated Fireworks Display. From top of ladder while diving into tank, covered with blazing gasoline.

Box 504, Minneapolis, Minn.

Hein's

CHOCOLATES

MORE THAN JUST A FLASH.
Superior Quality. Attractive Boxes. for CARNIVALS, CANDY WHEELS, SALES BOARDS, CONCESSIONAIRES.
Write for new 1921 Price List.

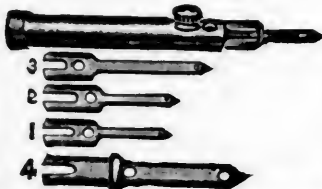
THE HEIN CO.
PITTSBURGH.

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.

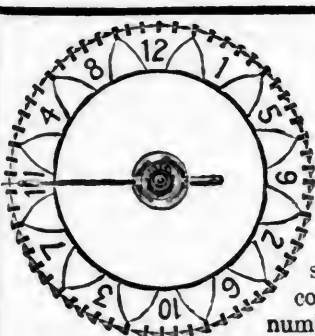
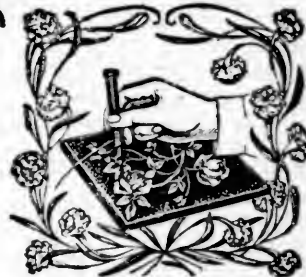
MAKE \$3,000
IN THE NEXT 3 MONTHS



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 needle, 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 four-point needle and one full size pillow, stamped on good material, tinted in colors to work, also 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.



CLOCK WHEEL

A wheel that can be used instead of all combination numbered wheels by changing the back cloths, including spindle and roulette. My balancing system prevents it stopping at the same number twice. This machine comes with three back cloths differently numbered and portable background with

180 movable nails for \$22.00; each extra back cloth \$1.00. It's all steel and weighs 3 lbs. 25% prepaid before shipment is made.

Money refunded if not satisfactory. Special price on 10 or more machines.



Address **ROTT, KATZ & SCHOENFELD**, 2276 7th Avenue, NEW YORK

Harry Ingalls' Circus-Carnival

Opens April 16-23, at Lynn, Mass. Two Saturdays and a Holiday.

WANT CONCESSIONS—Fishpond, Hoopla, Country Store, Ball Game, String Game, Tally Ball, Roll-down, Pitch-Till-You-Win, Perfume Spindle, Swing Ball and other Concessions that do not conflict. Two Wheels open—Pillows and Chinese Baskets. I carry no gift, no Hawaiian Village or girl shows of any kind, for I will play towns this year that are closed to other carnivals; as where I play carnivals that carry those kind of shows will be closed. I own all Shows and Rides, and can't be disappointed, and the Concessioners are taking no chances looking with me, for I guarantee eighteen weeks' booking, including all my shows that the entire show will play. Anyone knowing me will understand what this means—a season's bank-roll. I have sold my wagons and all my horses will be made on trucks this year. I will play mostly thru Massachusetts, where my name stands for everything that is clean and legitimate. Lynn, April 16 to 23, where the shoe shops are working full time. Salem, Mass., and other good towns to follow. Address all communications to **HARRY INGALLS' CIRCUS-CARNIVAL**, 142 Burrill St., Swampscott, Mass.



SOMETHING NEW IN KNIFE BOARDS

It has been demonstrated and proven that **THREE GOOD Knife Boards** can be sold in the same time it takes to sell one cheap Knife Board. Our new Board (illustrated) is made up of the highest grade of cutlery produced and is mounted on a beautiful Board, lithographed in four colors. Try it. 800-Hole Board at 5c per sale, brings in \$40. Price, \$10.00 25% with order, balance C. O. D.

PURITAN NOVELTY CO.
1913 W. Van Buren St., Chicago.

Punch up your sales

WITH OUR **Sales Boards**

All Kinds of Boards for All Kinds of Business

COMPLETE LINE OF

KNIFE BOARDS

Labels and elastics attached

Equip Boards With Your Own Knives

SPECIAL BOARDS FOR JEWELRY, FLASHLIGHT, FOUNTAIN PENS and other MERCHANDISE DEALS.

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 _____

McCLOSKEY GREATER SHOWS—CALL Opens Glassmere, Pa., Apl. 28th—CALL Auspices Firemen

WANTED—WHIP, AEROPLANE RIDE, SILO or MOTORDROME, WILD ANIMAL ACTS, FAT PEOPLE, FREAKS OF ALL KINDS WITH BANNERS, MIDGETS, MECHANICAL SHOW. Will BOOK any Show of merit, CONCESSIONERS, WHAT HAVE YOU? answer this call by letter at once. Ferris Wheel Help address CHAS. PHILLION, HELP in all departments. 1127 Sheffield Street, N. S., PITTSBURGH, PA.

BEST DOLLS



FOR LESS MONEY

LOOK AT THESE PRICES

14-inch DOLL, with movable arms, \$23.00 per 100. Dolls with Dresses, \$28.00 per 100. Dolls with Natural Hair and Dresses, \$50.00 per 100. 17-inch Doll, dressed, \$33.00 per 100. Same Doll, with real hair wig and dressed, \$55.00 per 100. WIGS, Veil and Pins (all shades), \$15.00 per 100.

(One-third deposit, balance C. O. D.)
10-inch Sitting Beach Vamp, with Hair Wig and Veil, \$8.00 per Doz. Highest Quality. Lowest Price.

NOTE—Order from this Ad. Immediate delivery.

NATIONAL DOLL COMPANY,

160 N. Wells Street, CHICAGO, ILL.

SPRING SPECIAL

\$8.75 BOARDS for → \$7.00

14 Real Art Photo Knives (not prints or paintings) on an 800-Hole HOODWIN GUARANTEED SALESBOARD, 25 lots, each \$7.00. Single lots, each \$7.25. (Brings in \$40.00.)

WAR TAX PAID. NO JUNK. 25% with Order, balance C. O. D. 14-in. DOLLS with DRESSES, \$27.50 per hundred. NO CATALOG ISSUED—BUY DIRECT FROM THIS AD AND SAVE MONEY.

NATIONAL PREMIUM CO., 160 N. Wells St., Chicago, Ill.

SOMETHING NEW IN DOLLS

We have got the new big winner for this season. It's a 15-inch unbreakable SHIMMY DOLL, that has a clock movement, also has a lever to start and stop Doll at will. Doll is timed to dance along with that good old jazz music. Dressed with beautiful marcel wig, silk dress, trimmed with marabou. Catalogue is not ready on the above Doll. Will be ready for shipment March 25. Send \$2.50 for sample. If you want a good intermediate, send for our present catalogue.

CHICAGO DOLL MANUFACTURERS

Harry H. Lasker, Mgr.

166 N. State Street, CHICAGO, ILL.



Rapid-Fire Money Getters!

THE FASTEST WORKING, EASIEST HANDLED, BEST BUILT BALL THROWING GAME ON EARTH.

"Set 'Em Up Again BARTENDER!"

EVERY TIME A SCHOONER IS KNOCKED OVER HE CHECKS IT UP ON HIS FINGERS.

Price Complete, \$45.00 TWO FIGURES (RIGHT AND LEFT HANDED) \$85.00
REMIT ONE-THIRD WITH ORDER.

"WM. TELL, JR."

HIT THE APPLE AND SEE WHAT HAPPENS TO WILLIE'S NECK.
One Figure, \$35.00 Two Figures, \$65.00
Three Figures, \$90.00

Remit one-third with order. Deduct 5% if full amount is sent with order. WRITE FOR FULL INFORMATION.

PENN NOVELTY CO.

908 Buttonwood Street, PHILADELPHIA, PA.

BE A GOOD FELLOW—MENTION THE BILLBOARD TO OUR ADVERTISERS.

GEO. T. SCOTT SHOWS

The Geo. T. Scott Greater Shows were confronted with a heavy snowstorm, which lasted fourteen hours and began with the unloading of the shows at Vian, Ok., it being an eleven-inch snowfall. During the latter part of the engagement fair business was done by shows, rides and concessions.

Mr. and Mrs. Brammer have joined for another season, after wintering at Hot Springs, Ark. John (Curly) Murrain, after a winter at Ft. Smith, has returned to the show. J. K. Baker has also arrived from his wintering town, Los Angeles, while Roy White, who put in the winter months at Tulsa, Ok., has joined with his ball game for the trip toward the Coast. "Dad" Curtis, the ever-affable pilot of this caravan, is lining up a calendar of dates which promises to be a good one. George Edward, who has been in California since the shows closed, recently arrived aboard his automobile from the Coast. Mike Callaghan, of San Francisco, was a visitor for a few days, but left Frisco-bound when he saw a real snow blizzard at Vian.

Pryor, Ok., followed Vian. This spot was chosen after it was learned that a "shut out" clause in the ordinance prevailed at Wagoner. Pryor, however, proved not a bad stand, with all the shows, rides and concessions getting a little money. The Scott Shows were the first to play a downtown location there in several years.

Quite an epidemic of rheumatism seems to have struck this caravan, there being about five complainants on the list. "Battling" Jack Rooney has been making 'em sit up and take notice with the business in the manner in which he conducts his Athletic Stadium. Thomas Webb, press agent, spent a day recently in Muskogee as the guest of Mr. and Mrs. Richard Fox, and states that little William Fox (eighteen months old) is a spry youngster—"Dick" thinking his "pride and joy" will soon be able to run a concession. "Dad" Curtis, the jovial pilot of this caravan, was a between-train visitor recently, as was Sibelhab Nargyros, in regard to piloting his "Temple of Ten" attraction.—"SKAT."

CANADIAN VICTORY SHOWS

Toronto, March 8.—The entire working staff of the Canadian Victory Exposition Circus Shows has been working overtime to get the four big rides and the shows in readiness for the opening. Under the direction of Victor I. Neiss, chief of the board of promotions, one of the finest carnival routes in the dominion, and under the auspices of the Masonic order and the Knights of Columbus, has been booked. The carnival season will be followed by a list of all fairs, in this connection, Mr. Neiss, together with a member of his executive staff, was present recently at the annual meeting of the Canadian Fair Board, at the King Edward Hotel where he was awarded the contract for the exclusives at ten of the fairs in the Provinces for his entire show.

Not content with a solid summer season's work in Canadian territory for his outfit, Mr. Neiss is arranging for a full winter's work at the culmination of his fair season.

The executive and working staffs have been keeping the office in the Yonge Street Arcade rushed with work and there is little time lost between the winter quarters and the office—WALTER A. SCHILLING.

S. H. FRASER'S SHOWS

Des Moines, Ia., March 10.—S. H. Fraser's Shows will open here for a nine days' engagement, beginning April 21. The event will be under the auspices of Lincoln Post No. 126, American Legion, and will be held on a downtown location, the New Kesauqua Way.

Harry Thompson, of old water show days, will be superintendent and in charge of the train. "Boxer Kid" Curley will have his Athletic Show in the line-up, with five wrestlers and boxers. A feature with this organization will be Sammy Fraser's Circus, which will be presented free on the midway each afternoon and evening. Eight shows and three rides will be carried.—H. F.

For BLANKETS, See Page 125

COMPETITION DEFIED!

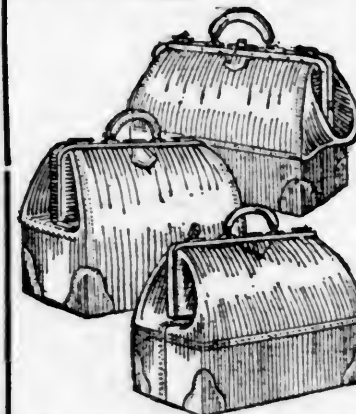


REAL COWHIDE BOSTON BAGS

\$27.00 PER DOZEN

Sample sent on receipt of \$3.00

Bag as pictured, good quality lining, steel frame sewed in, with one large pocket, et. two extra strong leather handles sewed on and riveted to frame, has 1 1/2-inch stitched straps to close the bag, bottom strongly constructed, sewed and reinforced with four large bottom nails. Sizes, 15, 14, 15 in. Brown or black.



Real cowhides or walrus leather bags, double stitched edges, reinforced sewed on corners, inside tumbler lock, lift catches, good quality lining, 5/8-in. steel frame, leather covered. Walrus quality in 16 in. Cowhide quality in 16 or 18 in.

\$48.00 Per Dozen

Sample Sent on Receipt of \$4.50

Manufacturers of Suit Cases, Brief Cases and All Qualities of Luggage

FACTORY OF THE

PHOENIX LUGGAGE COMPANY

181-189 Chestnut St., NEWARK, N. J.

KEWPIE DOLL DRESSES

Made in one piece, put on in a few seconds, \$5.25 per hundred, postpaid. Sample free. MODERN SPECIALTY CO., 8 N. 16th Street, St. Louis, Mo.

LEW DUFOUR SHOWS

OPENS APRIL 2, RICHMOND, VIRGINIA

WILL BOOK a Whip, Venetian Swings, Ten-in-One, a Mechanical Show and Circus Side-Show.

SHOWMEN—Can supply complete outfits for the following Shows: Illusion, Society Horse Show, Wild West, Jungleland, Platform Show, Animal and Lion Arena. Have wagon front for same.

WANT Plantation Performers and Colored Band that can double. Freaks and Curiosities. Lady Rider for Silodrome.

CONCESSIONS—A few choice Wheels and Grind Concessions open. Only Legitimate Concessions considered.

HELP on M.-G.-R., Eli Wheel, Thru the Falls, Silodrome, Billposter. B. Bertini wants Agents. Danny Sykes, write Mrs. Dufour. Train Help, Polers and Chalkers.

WILL LEASE three 50 or 60-foot Flat Cars and one 60-foot Box. Address all mail

LEW DUFOUR, Murphy Hotel, Richmond, Va.

Musicians write PROF. T. GIORLA, Gen. Del., Richmond, Va.

RUSSELL G. KNIBELY, Director and Gen. Mgr.

OWNERS

A. A. BANCROFT, Bus. Mgr. and Adjuster.

National Exposition Shows

Opening in BARBERTON, OHIO, April 30 to May 7 (2 Saturdays). Auspices "EAGLES." First in 3 Years—then AKRON, OHIO, May 9 to 14. Down Town Location. Strongest Auspices. (First in this Location in 10 Years.)

WANTED—First-class 10-in-1 with own outfit, TWISTER or good WALK-THRU SHOW, ILLUSION SHOW with own outfit, HAWAIIAN VILLAGE, ANIMAL SHOW, PENNY ARCADE, ATHLETIC SHOW with own outfit, or any first-class Attraction of Merit that will not conflict with what we have (see lineup of attractions on another page this issue). RIDES BOOKED—WHIP, FERRIS WHEEL, CARROUSELLE. Any other ride we will make good offer. CONCESSIONS—SOME CHOICE WHEELS STILL OPEN, \$10.00. WANT—GLASS, PITCH-TILL-U-WIN, PERFUME, DEVIL'S BOWLING ALLEY, NEEDLE JOINT, BALL GAMES, or anything that can work for 10c and bear inspection, \$30.00; we

furnish all. WANT—TRAIN POLERS and CHALKERS. Address CAPT. FRED MONROE, 926 E. 8th St., Erie, Pa. WANT—CANVASEMEN and WORKING MEN. WANT TO BUY—BIG SNAKES, PYTHONs and SPIDER MONKEYS. Address J. E. McGEORGE, our address. WANT—BUCKING MULE RIDERS, MAN TO HANDLE "GOOD NIGHT" HORSE. All who worked for me before write, Address TOMMY WEST, 20 N. Second St., Barberton, O. EDDIE (BRICKIE) HUGHES, TOMMY TEXAS, write FRED NEWTON, our address. All others address NATIONAL EXPOSITION SHOWS, 193 Wooster Ave., Akron, Ohio. Pay your own wires. We pay ours. P. S.—Want Palmistry, \$50.00, exclusive.

Kongo Dolls

The 1921 Sensation



PRICES	
F. O. B. Los Angeles.	
Kongo Kid, Per Doz.	\$10.20
Kongo Kid, Gross lots, Per Dozen	9.00
Kongo Kub, Per Doz.	7.20
Kongo Kub, Gross lots, Per Dozen	6.00
Samples, \$1.00 Each.	
Terms: One-third deposit, balance C. O. D.	



KONGO KUB
8 In. Over All.

ORDER NOW
DUDLEY & HELM
331 Germain Building LOS ANGELES

KONGO KID
12 In. Over All.

BIG ALL YEAR MONEY MAKER

Earn \$50 to \$100 a Week Easy

Make Photo Postal Cards. Genuine black and white, Plateless and Tintype. No dark room. Finished on the spot. No waiting. Easy to operate. Easy to learn. Big profits. You can travel and see the world.

Others Have Made a Success—Why Not You?

PICTURE MEN

We carry the largest stock of supplies for all Minute Picture Machines at the right prices. We carry a complete line of Photo Supplies. Write for our new Price List.



This Machine Will Make You Rich Taking



Black and White
Photos Like These
at 500% Profits

If you want to make \$2,000 this year write today—now—for full information absolutely free.

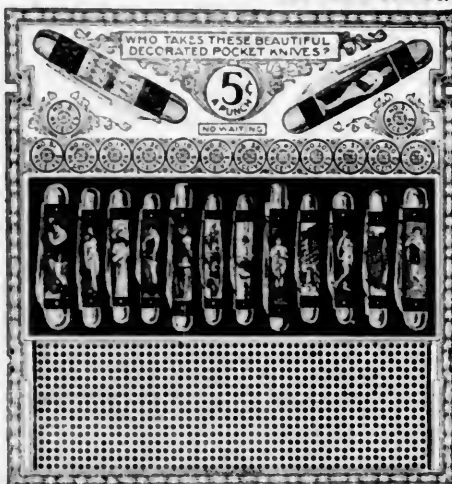
DAYDARK SPECIALTY CO., 2820 Benton St., ST. LOUIS, MO. MANUFACTURERS

FIND OUT WHY

THE GOLDEN RULE CUTLERY CO. FURNISHES 75% OF THE KNIFE AND RAZOR BOARD JOBBERS AND OPERATORS THEIR BOARDS.

Big Art Descriptive Circular Catalogue and Price List Free.

Write Today. Our Price List is So Arranged To Take Care of the Largest Jobbers, Operators or Agents



A BIG FLASH ASSORTMENT OF ART PICTURES, MANY HIGHLY COLORED.

MAKE UP YOUR OWN ASSORTMENT IF YOU WISH. WE CAN FURNISH KNIVES AND RAZORS IN BULK.

THE GOLDEN RULE CUTLERY COMPANY
212-214 N. Sheldon Street, CHICAGO. Dept. 3. Est. 1900.

A BIG VALUE



This popular Horseshoe design Scarf Pin is made in Solid Sterling Silver front, bright platinum finish, gallery mounting. Set with extra hard stones, guaranteed to maintain luster and brilliance. The fact that we purchased these Scarf Pins at a very low price enables us to offer them to you at the following low prices:

No. 101—Ten stones, Per Dozen	\$3.75
No. 102—Twelve stones, Per Dozen	4.25
No. 103—Thirteen stones, Per Dozen	4.75

Send in your order TODAY.

IRVING SLAW COMPANY, 22 Quincy Street, CHICAGO, ILL.

ATTENTION, CONCESSIONAIRES!



Contract for your season's supply now. This will give you a decided advantage when the rush is on this summer.

Our line of Dolls will surprise you for their quality and workmanship. They are absolutely the best Dolls on the market for the price.

Our Dolls are packed by expert packers, which prevents breakage, and our location means a saving of express charges.

- DOLLS WITH DRESSES.....\$30.00 Per 100
- DOLLS ONLY 25.00 Per 100
- DRESSES ONLY (One Piece).... 6.00 Per 100
- BULL DOGS 30.00 Per 100
- HAIR DOLLS 50.00 Per 100
- SITTING DOLL 12.50 Per 100

Made in Gloss or Air Brush Finish.

SATISFACTION GUARANTEED

We understand the importance of prompt shipments, and we guarantee not to disappoint you.

TERMS: ONE-HALF CASH WITH ORDER, BALANCE C. O. D., OR STANDING DEPOSIT. 5% DISCOUNT FOR CASH.

AMERICAN DOLL CO. 1313-1315 N. BROADWAY ST. LOUIS, MO. BELL PHONE, TYLER 2622

CONCESSION STAND FOR SALE

Refreshment and Lunch Stand in Ine Park. Drawing population, 400,000. Largest inland bathing beach in United States. Price, \$1,500. For full particulars write D. E. COATES, 126 S. Fifth St., Louisville, Ky.

JOHNNY J. KLINE SHOWS

Presents the opportunity to you to start the season off making money. A recognized show. Honest methods honestly followed. 7th Annual Tour. Fair treatment to one and all. BIG SPRING OPENING APRIL 16 at West N. Y., New Jersey, including 3 Saturdays and 2 Sundays. In the heart of the town. Own our own Rides and Show Paraphernalia. Everything new but the name. CAN PLACE two more Shows. Will furnish outfit to reliable showmen.

JOHNNY J. KLINE, Gen. Mgr., 1431 Broadway, Room 214, Phone 7737 Bryant,

CAN PLACE CONCESSIONS AND STOCK WHEELS OF ALL KINDS. Have opening also for Roll-Down, Hoop-La, Pop-'Em-In, Huckleback, Devil's Bowling Alley, Swingers, Cat Game, High Striker, Race Track, Cigarette Gallery, Shooting Gallery, Chicken Egg Wheel, Silverware, Fruit, Pillows, Chinese Baskets, Palmistry. (No grift; everything legitimate). We play a route of 30 weeks, including Celebrations, Old Home Weeks and string of REAL FAIRS. Address

NEW YORK.

PIPES

By GASOLINE BILL BAKER

One good friend of "Billyboy" opines as follows: "Not to know and read The Billboard argues one's self decidedly unknown—as a troupier, or pitchman."

Charlie Love, hisckface comedian, postcards from Wabash, Ind.: "Am joining the Becker & Ward Medicine Show, on or about April 1, for the coming season."

Wonder if Doc Ed Mackle will bring that big med. show north the coming summer? Hejort! has it that Ed has been doing a "monstrous" business the past winter down in Florida.

E. J. Vezina wants to know if a certain med. man remembers when his teeth fell out during a heated medicine talk at Harline, Wis. some years ago. Ed Armond was there, probably he knows.

As has been the custom, should some pipes sent in arrive too late or be crowded out of this issue, they will be published in issues following. Some so far received are too long and will have to be condensed before appearing in the column.

Dr. G. C. Bruce says he is now located in the Garnett Building at Hot Springs, Ark., and that oodles of showfolks and pitchmen have made his place headquarters while at the "Springs" during the winter. Says hello to all the med. folks.

Dr. W. A. Thompson's Great Northland Entertainers, running pictures, vaudeville and med., closed their winter season on February 9 at Washago, Ont., and will open in the Province of Quebec April 4 to play the Hudson Bay trading posts, mining camps, etc.

From Hot Springs, Ark., Mitchell Graham opines that The Billboard is "one big thing" to cheer the knights and showfolks there, as they are seen reading Billyboy all over town soon after "he" arrives. Mitchell says he is going into med. the coming summer, in St. Louis.

A good inspiration for writers of "blues" songs is contained in the line, "Blackward, Turn Backward, Oh, Time, in Your Flight!" More veterans of the road have thought those "blues" than all the "lost love" stories ever written or placed to music. Had you ever thought of it?

Sam Mills, of Mills & Sons, manufacturers of needle threaders, Baltimore, Md., writes that he has greatly improved his threaders and is looking forward to a big season. Sam wants to know what has become of Jetty Myers and M. J. Margain, and would like to have them shoot pipes.

Harry Maers says: "Rightn, boy, Joe (Ecker) and I had some wonderful trip across the big hills, valleys, rivers and mudholes on our trip from San Francisco to the metropolis. Nothing of much note to report, except that we're here in New York, doing our share of business and expect to remain for some time."

W. F. B. says: "I dreamed last night that up in heaven I did dwell, and saw all the med. men who didn't go to—well, I saw Andy W. in the golden street—he stopped his 'lizzic,' but he didn't leave his seat. He doffed his hat, in truly Western style, and upon the faces of the good folks there appeared a smile."

A news note in a daily recently had it that it just became known (practically outside his immediate family) that ex-President Wilson has good sight of but one eye, the defect being undistinguishable by his wearing glasses. At first we thought it a pun, as anyone knows that the name "Wilson" has but one good "i."

It is said that one day's accounting on the register of Delaney's Hotel in Hartford, Conn., recently, contained the following names: Dr. Harold Woods, Dr. Harry Smith, Dr. E. Roberts, Eddie Pedel, Sam Robinson, and four others from the Walter L. Main Circus; Bill Marcus, agent the Ferrari Shows, and a couple of other "Drs."

Pitchman's calling is not falling As a permanent proposition. The difference is Conduct the biz To meet local opposition.

The last time he of the corn dope branch of the game, Dr. A. Burke, paid us a visit, he seemed conscientious in his intention to take up evangelistic work, and we've been wondering to what point he has progressed with the undertaking. Doc should be in Cincy at present and get a few pointers—Billy Sunday is making an eight weeks' date here, and is proving himself not only adept at gymnastic gesticulations, but,

ALSO NEW

Why use inferior Swiss when you can obtain slightly used Walthams, Elgins, Howard, Hamiltons, Rockford, Hampden, etc.?

Write for prices, etc.

Chas. J. MacNally
21-23 Ann Street,
NEW YORK CITY.

THE RIGHT HOUSE FOR YOUR BUSINESS HEADQUARTERS FOR DEMONSTRATORS AND PITCHMEN

We are the **LARGEST Pen House** IN THE COUNTRY.

Pens at **\$15.00** Per Gross Up.

Send for our special pen list. All our pens are made of the best material and workmanship.



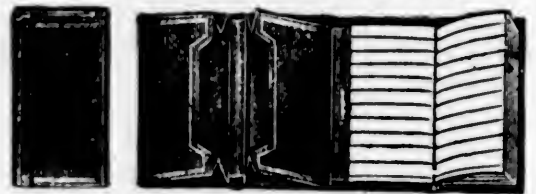
THE BIGGEST PACKAGE OF THE SEASON

The Twinplex Two-Piece Collar Button, Back Button and Famous Snap Links

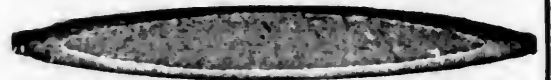
THE COMBINATION AT \$16.00 PER GROSS SET. Sample mailed on receipt of 25c.



MECHANICAL RUNNING MICE.—Each one guaranteed to run. \$8.00 per Gross. Sample, mailed, 10 cents.



The Original Combination Memo Book \$8.00 PER GROSS Order at once.



Whetstones—Just received; order at once. \$20.00 Per Thousand Quantity limited.



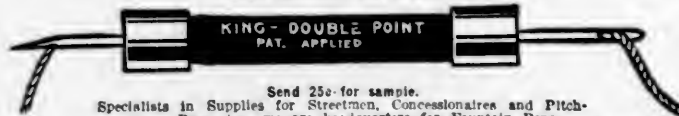
EXTRA GOOD RAZORS, \$3.00 Per Dozen and up.

BERK BROS., 543 Broadway, NEW YORK CITY

SPECIALISTS IN SUPPLIES FOR STREETMEN, CONCESSIONAIRES AND PITCHMEN.

NEEDLE WORKERS

Pitchmen and Demonstrators—The flashiest on the market \$16.00 Per Gross The needle with two points. The king of them all. Packed separately, one to each box.



Send 25c for sample. Specialists in Supplies for Streetmen, Concessionaires and Pitchmen. Remember, we are headquarters for Fountain Pens. **BERK BROTHERS, 543 Broadway, NEW YORK CITY.**

fellows, what a hard "fight" he is giving the "old Devil."

W. R. Sterritt says by staying six months in Reno, Nev., a benedict may secure a divorce. We have heard of fellows, years ago, who didn't stay there over six hours and didn't need any divorce, but the difference being that if they started a strong argument and weren't quick enough on the trigger they departed for "better or worse."

A recent letter from H. L. Holt, of advertising fame, down Louisiana way, contained his gratitude for those who aided him a few weeks ago, when he was down and out, almost at the point of death, at a charity hospital in New Orleans. Holt says he is up and around again and hopes to soon be able to return every favor extended him.

An ordinance was recently passed whereby window demonstrations in Cincy are tabooed. Several local demonstrators were working electric treatment appliances in drug store fronts, and the "powers that be" seemed of the opinion that the pavements were being blocked. Several of the itinerant fraternity have been working sneakers of late, in doorways, however.

Dr. A. D. Browning postcards from Miami, Fla.: "Dr. Russell and I are on our way, after spending a delightful two weeks at Miami. Our new speed truck is in fine condition, and we will be in Cincinnati for the "opening game," Attaboy, Doc, and if the crowd's too big for us at the ball park, we'll watch said game from the top of The Billboard Building with a telescope.

From Cuero, Tex., Wm. Hightower (of "Only 'Photo Tent' note), kicks in that he wishes it would be possible to have all his old friends help him celebrate on March 17—fifty years since his name was put on a program. He was with the George Newcome Circus, Manchester, Eng., in 1871. He is now trouping with a canvas "mansion," mugging and novelties, at the age of "16" (or sixty-one).

E. J. and Leia Vezina pipe: "A few words to let our well-wishers and friends know that we are again in our home State, Colorado, after working in New Mexico, where business was fairly good, but jumps too long. We are making week stands and handling Frank Cloud's remedies. Have not carried any performers for several years, the two of us, with pictures. (Continued on page 184)

Large stock of Fountain Pens, Potato Knives, Emery Stones, Tnps, Creeping Mice, Telephone, Handkerchiefs, Safety Razors, Second in all leading brands of Razors, Clutch Pencils, also Magazine, Pocket Sec, Snap Links, Duplex Buttons, Back Buttons, all kinds of Stum for Pitch and Give-Away. Get my prices.

Chas. J. MacNally,
21-23 Ann St.,
NEW YORK CITY

AGENTS WANTED

BIGGEST MONEY GETTER OF THE DAY ONE MAN **MADE \$1,000** IN THREE WEEKS **BIGGEST MONEY GETTER OF THE DAY**

This Embroidery Needle gets the Money. No question about it. Every one satisfied. Does everything you can expect of it. Bright nickel plated. Hand polished points. Perfect stitch adjustment. Our Guarantee Certificate with every Needle doubles your sales. Quick \$1.00 seller. Send \$20.00 for one gross. Send 50c for sample Needle, or \$2.00 for Complete Outfit, including Needle, Hoops, Pillow Top, started and stamped in colors special for this work and thread for working same. We ship same day.

HOVER NOVELTY CO., 4740 N. Clark St., CHICAGO

MEDICINE WORKERS, STREETMEN AND HUSTLERS

MAKE MORE MONEY WITH LESS WORK selling our High-Grade Electric Beta, Voltaic Electric Insoles and Medical Batteries on the side or in your office. A fine line for performers making one to six-day stands, 500 to 1,000% profit. Send 25c for sample Beta or pair of Insoles. Get lecture on Electricity and NET wholesale price list on best line out. For an excellent demonstrating belt send \$1.00.

THE ELECTRIC APPLIANCE CO. (Incorporated 1891),

Burlington, Kansas.

NOTICE

INFRINGEMENT

A New York City concern has been circulating a catalog containing a cut illustrating the Snuggit Collar Button, and quoting same at a lesser price than we sell for. The buttons they sold were inferior in workmanship and finish, yet they were stamped with our patent legend, etc. A number of our customers have written to us for information, hence this statement. We, the Weichman Mfg. Co., of Youngstown, O., are the inventors, patentees, manufacturers and sole distributors of the Snuggit Collar Button, patented May 11, 1915, and these infringers will positively pay for the damages done, or they will be prosecuted to the full extent of the law. Beware, as the seller as well as the manufacturer of an infringed article is liable according to law. If you know of any infringements on our rights, kindly advise us, and we will compensate you for your trouble. To our friends who assisted us in securing information, we are very thankful.

WEICHMAN MFG. CO., Youngstown, Ohio.

AGENTS! AGENTS!

Price-Smashing Spring Offer

LUCKY '11
COSTS YOU
70c
YOU SELL FOR
\$1.60

**MORE THAN
DOUBLE YOUR
MONEY**

**OUTFIT WITH
DISPLAY CASE
SENT PREPAID
FOR \$1.60**



**FOR CONCESSIONAIRES, SHEET
WRITERS, CREW MANAGERS**

We show only a few of our GREAT COIN-COAXERS. All classes of Billboard readers have made big money for the past fifteen years with our clever assortments. Nothing gets the women's attention like a display of Toilet Goods. They do love to DOLL UP. They also love a bargain and to get something for nothing. These female vanities are played upon in the spiels used in selling or giving away these packages. THE BIG SPRING RUSH IS ON. Big orders already rolling in. Men reporting wonderful sales. No SOB stuff about hard times when you offer our attractive, flashy assortments, that contain improved quality goods over what we were able to furnish during the war period.

100% TO 200% PROFIT

Here Is Lucky 'Leven, King of Combinations.

The phenomenal seller for the past 12 years. Still going strong. A \$3.35 store value for eleven articles, costs you 70c; you sell for \$1.60. Over 100% profit. Don't be satisfied with a measly 25% or 50% profit. Why, that's nothing for a live wire. Line up with Davis and make 100% to 200% profit. Don't pike along with one-horse propositions. Davis needs 500 live wires quick, who want to make real money. Here is your chance to make big money—be independent—have a business of your own. Get busy now with the hottest selling, biggest repeating line now on the market.

Great Special Offer To Billboard Readers

For a limited time only, for the small sum of \$10.00 we will send you three full sized boxes of Lucky '11, Queen Quality, My Lady's Favorite, Winning "7," "Royal Flush," Bonanza. Think of it! 18 BOXES—135 FULL SIZE DRUG STORE ARTICLES—all for the price of \$10.00. You sell for \$27.30 and make \$17.30 profit. You can order any quantity you want to start. If your order is for \$10.00 or more, we will give you Free 10% extra in goods to reward your quick action. **Send coupon today!**



We Have Packages To Suit Your Requirements
Either For Sale or Premium



WINNING "7" COSTS YOU 50c
SELLS FOR \$1.25.



"ROYAL FLUSH" COSTS YOU 35c
SELLS FOR 75c.

**Special Discounts for Crew Managers
and Big Buyers.**



QUEEN QUALITY COSTS YOU 75c
SELLS FOR \$1.75.

BONANZA COSTS YOU 30c
SELLS FOR 75c.

MY LADY'S FAVORITE COSTS YOU \$1.25
SELLS FOR \$3.00.

Mail Coupon Today

Don't wait another minute. Send sample order today. Send \$10.00 for 3 each of the 6 packages shown here. You get not only the quantity price, but a saving of over 10% on this QUICK ACTION COUPON. Or you can order any quantity you want to start, and if order is for \$10 or more, will give you 10% extra in goods to reward your quick decision and action. Act now!

E. M. DAVIS CO.
Dept. 9033, 1305 Carroll Ave., Chicago, Ill.

USE THIS QUICK ACTION COUPON FOR YOUR ORDER

Gentlemen—Enclosed find \$10.00 for which send me same day as received, 3 boxes each of My Lady's Favorite, Lucky '11, Queen Quality, Winning "7," Bonanza and Royal Flush, which I can sell for \$27.30, making \$17.30 profit. OR Send me the following with 10% extra goods free as per offer.

-Boxes My Lady Favorites, @ \$1.25...\$.....
-Boxes Queen Quality, @ 75c.....\$.....
-Boxes Lucky 11, @ 70c.....\$.....
-Boxes Winning 7, @ 50c.....\$.....
-Boxes Royal Flush, @ 35c.....\$.....
-Boxes Bonanza, @ 30c.....\$.....
- Total.....\$.....

**E. M. DAVIS CO., Dept. 9033,
1305 Carroll Ave., Chicago.**

Ship by express quick to

Name.....
Address.....
Town..... State.....

PIPES

(Continued from page 182)

getting along very nicely. Occasionally we take a week or two vacation at our home, 73 South Washington street, Denver, where we greatly enjoy entertaining friends."

From out Ileno, Nev., way W. B. Sterritt reports the natives keeping him busy, demonstrating and selling tinforms and gummy, as he has had the whole town to himself, an "aha" wide open. W. B. says he recently heard from his old friend, Knight, who at the time was down in Birmingham, Ala., with humanstones. Sterritt would like a pipe from Gabe Delmar, the pen worker.

Mignon and Clifford, children of Dr. and Mrs. H. C. Laird, have been meeting with decided success and favor this winter playing vaudeville dates (with their harp playing, singing and dancing act) in Texas—while the Dr. is attending to his practice and—besides doing a little speculating in oil leases—taking care of his mail order business and, in all, enjoying life aboard his private car, "Mignon," at Taus Valley, Ok.

R. F. Lane (No. 1) and wife passed thru Cincinnati recently, en route to St. Louis from West Virginia, and dropped into The Billboard office for a chat. R. F. stated that, while conditions have been pretty tough in some of the country they have made, business for them, on the sheet, has been good. They were to meet C. A. Baker in St. Louis, with whom they intend working the coming summer thru the States near the Mississippi.

Chris Rheoller and the Missus have established for themselves not only nice living apartments in Cincy, but Chris has about all the business he can handle, with his local chiropractic practice, and sale of foot treatments and arch supports, but many times a knight comes to Bill with stories of being royally entertained and enjoying a fine feed as guests of the Rheollers. And, by the way, the Missus receives a gracious amount of praise as a "chefess" par excellence.

Excellent is the report on DuVell (the "gift king") and His Players, touring Indiana, Ohio and Kentucky, as to both business and quality of the performance. The roster includes Drant DuVell, lecturer and manager; Hazel DuVell, characters, songs and specialties; Henry DuVell, eccentric comedian; LuVa DuVell, ingenue parts and specialties; Frank DuVell, pianist; Diamond and Diamond, sketch team; George Barnett, comedian; Bert Comstock, high and low gymnastics.

Our old friend, Barney McLean, was seen in Providence, R. I. Barney says he is in the "doctor business," selling inhalers by mail. It seems that Barney's wife had a lot of money left to her and is now living in a 10-room mansion. Any of the boys visiting Providence will be welcome for a few days, as Barney says "I get a little lonesome and like to hear from a few of the oldtime pipers." He gave James Kelley the time of his life recently when Kelley was visiting Providence.

R. R. Layne's philosophy: Be grateful to the chump, you road guys, for from his labors and in his pockets your living lies. There are many who span him and knock him with scorn—because they think he was not gifted with certain traits when born. "Guys," remember, when you really need the dough it's to the "chump" for it you must go. So approach him with a real smile, bright air and handshake, and by using such simple methods more shekela from his poke you will rake.

Edgar Bedell informs us, from Albany, N. Y., of the death of his old partner, George Anthony, who passed away recently at his home in Philadelphia. Mr. Anthony was very popular among the boys of the road and had a wide acquaintance. He had been a member of the sheet-writing fraternity since 1914, the same year that his former partner, John McBride, and also Dick Rose graduated into the profession. Edgar does not state the cause of Mr. Anthony's death, but says that he leaves a host of friends to mourn his passing.

Among prominent ones of the fraternity reported in New York City are Gardner, from St. Louis, quite frequently seen with Jim Kelley (of Ann street); Al Case, of Panama hat fame; Phil Unger, the oldtime pitchman, who is now a prominent auctioneer on Fourteenth street and still doubled with his old partner for the

Attention, Sheetwriters and Novelty Men

Nifty Billfolds, full size, auto top leather.
\$12.50 Per 100.
EVANS & MASON,
Cannelton, Indiana.

SOLVINE, SOMETHING NEW

Demonstrators! Streetmen! Fair Workers!
Solvine Will Get the Coin for You. Everyone needs it. Big Value to customer. Big PROFIT to you. Push this while it is new.
Send 25c. coin, for 50c sample and quantity prices.
WARREN N. DEAN,
17-19 East Market St., York, Pa.
Wholesale Only.

MEDICINE MEN, STREETMEN

Sell NU-PEP Double Treatment Stomach Invigorator and Blood Tonic. Tablet form. No breakage. Can be shipped parcel post. Neat, flashy package, reasonable price and a wonderful medicine. **SOMETHING NEW A Winner.** Particulars for a post card. Sample, 10c in stamps.
RYNOR LABORATORIES, Columbus, Ohio.

BIG SPECIALS For Knife Board Operators

LARGE AND COMPLETE ASSORTMENT OF KNIVES. UNUSUAL PRICES



		
B. B. 5499—An American make, single blade Jack Knife, nickel handle and polished blade. Knife 3 inches long. \$9.75 Per Gross	B. B. 6596—Special for Knife Rack. Assorted Jack Knives, 3 and 4-in. blade, with Rosewood and Ebony Handles. Per Dozen..... \$1.25 B. B. 6597—As above, but better quality of goods throughout. Price per Dozen..... \$2.25	B. B. 1822—Combination Jack Knife. The biggest flash of the year. \$ 1.75 Price, per Dozen..... \$19.50 Price, per Gross

		
B. B. 7360—Octagon. Cylinder movement. Case stamped 20 Years in back. 1/20 Gold Filled Ribbon Band and Bracket. Each in handsome velvet lined oval box. \$ 3.60 Complete	B. B. 1821—Combination Book. Maroon body. Four folds. \$9.00 Price, per Gross..... In lots of 5 Gross or more, \$8.75 Per Gross	The only Watch that gives good satisfaction. Size 16. Lever escapement. A new thin model with slit dial. Stamped "Exposition." Handsome velvet lined box. Each complete, with Gold Filled Waltham Chain and Knife. Special Price, complete, per \$1.90 Set

Balloons
SPECIALLY PRICED.
Long Jumbo Squawker, with wooden mouthpiece, 3 1/2 in. long.
PRICE, PER GROSS, \$7.50

Round Gas Balloons
Finest Materials used. Fast colors. Order by numbers.
B. B. 513—50 Centimeter. Per Gross..... **\$3.25**
B. B. 2513—60 Centimeter. Per Gross..... **3.75**
B. B. 512—70 Centimeter. Per Gross..... **4.00**
Balloon Rattan Sticks for above. Per Gross **.40**

RAZORS that are known all over the country — always in demand.

	
B. B. 4618—Imported Razor. Black Handle, 3/8-inch blade, made of finely tempered steel, well polished, hollow ground, ringed steel. Per Dozen..... \$3.75	B. B. 7532—Swedish steel. Single shoulder. Black rubber handle, with trade mark. \$5.75 Price per Dozen.....

For White Stone Workers

	
B. B. 6100—Two very fine brilliants, 1/4 size stones. Platanoïd finish. \$10.00 Per Gross.....	B. B. 6100—Three very fine brilliants, 1/4 size stones. Platanoïd finish. \$12.00 Per Gross.....

Established 1889 **SINGER BROS.** Over 31 years square dealing
536-538 Broadway (near Spring St.), NEW YORK CITY.

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.
Earn \$100.00 to \$150.00 Weekly. Work all or part time NO EXPERIENCE REQUIRED
Pleasant, healthful outdoor work. Work anywhere, cities or villages. Be a One-Minute Photographer. We teach you in twenty minutes' time. Our instructions are simple. 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 Elma 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 Ferrotyp Co.
1921 Model Just Out. 1422 W. Randolph St., CHICAGO, ILL.
Weight, 3 lbs.

past ten years—Jack S. Choenwald; Kelley, with garters; Cecil, from Cleveland, with "seven-in-ones"; Harry Malera and Joe Ecker, recently back from Frisco, with three demonstrations of "Inkograph"; Bill Henry, from Rochester, with pens; "Toothpowder Smithy," with bill folds; Schultz, with gas lighters, and many others.

There are two important headings in the "Classified Advertising" (about the center of The Billboard each week) that knights should watch closely, and make use of when necessary arises. These headings are as follows: "INFORMATION WANTED" and "PERSONAL." Pitchmen and demonstrators, in many cases traveling by themselves, wish to quickly learn the whereabouts, or convey a brief message to a friend, and this may be accomplished, at very small cost—3 cents a word under "Information Wanted" and 4 cents a word under "Personal." The same may be used for "would like to hear from—anyone."

Doc Joe Brennan gets out from under the brush and lets us know he is still on earth and reports business with him very good. Joe, who

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

DEMONSTRATORS AND PITCHMEN
A BIG MONEY MAKING PROPOSITION FOR YOU.
THE UNBREAKABLE GAS MANTLE
Will stand jarring and the water test.
Write for particulars.
BRIGHT-LIGHT MANTLE CORP.
147-151 BAXTER STREET, NEW YORK.

IRA BARNETT

EXCLUSIVE
PEN MANUFACTURERS

SINCE 1885
WRITE FOR MY NEW CATALOG. JUST OFF THE PRESS.

FOUNTAIN PEN DEMONSTRATORS

I carry a complete line of Self-Filling Fountain Pens from \$18.00 GROSS and up in bulk. Send 25c for sample.

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.

is known to nearly all the boys and as one of the very best corn dope men in the business, says that, altho Kansas City was closed tight he put in seven weeks there recently, and to real Jack Omaha, at a sawbuck a day; also Sioux City, at the same reader, were also on his list. He expects to work Iowa the coming summer. Says he is working as usual, with no music or entertainer, but single-handed. Here is one fellow that goes after the business—morning, noon and evening shop turns, etc.—and he generally gets the doughsky.

From Billy and Eva McClintock: "We closed our 1920 season last November, and altho business conditions in the South were considered bad we had fair returns for our labors. The roster for the coming season will remain the same as last, and we expect to play a few repeaters this year. Will open in Virginia and probably penetrate Kentucky and West Virginia. We have spent a few very pleasant days recently at the home of Chief White Eagle at Hiqua, O. In fact it was some real visit and some affable folks, the Chief and Missus." Since writing the above Billy and Eva returned to their home in Cincy, and last week left to prepare for their spring activities with their med. show in Virginia.

S. D. Young, the ever good-natured and hustling button worker, who has been "merely resting" in Cincinnati since last November, finished vacationing and, with his auto put in first-class order and repainted until it was a "dream" of a "buzz buggy"—gold stripes 'n' everything, again hit the trail last week. Incidentally, the old boy took on twenty pounds while in the Queen City—and it's said there is nothing but nose-bleed and here either. He intends working thru the Middle West and head toward the East in the fall. By the way, Young, during his layoff period, learned some new tricks for his "dog" (Detrolters, take note), and now has a combination bally, as he has also added a "cat" (ingers in handkerchief) to the act.

Jack Bennett, after opening and cleaning up a nifty sum (in four figures) in a storeroom in Cleveland for the holiday trade, according to recent reports, betook himself and the good wife to Lowell, Mass., where they rented a double store, opposite the depot, purchased about \$2,000 worth of those "cripple" (one-arm) chairs, glass-top tables, steam tables, doughnut machine for the window, etc.—their restaurant project has proven another big winner for them. During the summer Jack rents out the concessions, which he owns at Old Orchard Beach, Me., and he and the Missus also own a fine bungalow, at the end of the pier there. And he was formerly a pitcher, who saved, and kept on saving and working, and is now enjoying prosperity as the reward of his and resourcefulness.

Burdie Simms was in Cleveland, from her home in Clyde, O., the week in February, and while there met a bunch of knights, she says. Among them was "Will Case and wife, Mr. and Mrs. Cohen, riding around in their big auto; also Messrs. Garland (Fred), McFarland and Mike Fenton. Burdie adds that they were all doing fine. "An amusing incident happened on the car, going over, and gave me a good laugh," continues Mrs. Simms, "when a colored woman got on the car, kept looking at me, smiling, and finally asked: 'Don't you know me—I'm the woman who got some of your medicine for my mother?' I asked if the medicine did her mother any good and she said it was the best she ever used. 'Well,' I asked, 'How is your mother now?' 'Oh, she's dead, Missus,' was her reply."

The story goes that the subscription stimulator, Bradley, had occasion for deep regret recently. It seems that Bradley and several others of the paper fraternity were working in the same burg, and with both "two ninety-eight" (Continued on page 186)

Concessionaires Agents

At last we have what you have long been in search of—Highest Quality

TOILET SETS —AT— LOWEST PRICES

If you are interested in QUALITY above everything else, write us TODAY. Our prices are right—Flash Supreme, and, BESIDES,

SUPER SEVEN
Costs You 50c Store Value \$2.35 You Sell for \$1.25



Display Case Free With Order For Ten Boxes or More

WE furnish you with SAMPLES FOR GIVE-AWAY, which enables the Agent to put over the sale easily—the Concessionaire to operate in closed towns or where old style slum fails to get by.

TIP-TOP—COSTS YOU 60c STORE VALUE \$2.35



GREAT VARIETY—VARIOUS PRICES
WRITE TODAY FOR OUR NEW ROTOGRAVURED CATALOG.

CREW MANAGERS

Write us today. The best is none too good for you.

HARVARD LABORATORIES

Harvard and 63rd Streets, Englewood,

CHICAGO, ILLINOIS

SOME THERMOMETER!

18 INCHES WIDE, 80 INCHES LONG.
JUMBO THERMOMETER AND BAROMETER AND EIGHT DAY CLOCK

This is the biggest thing in advertising. It's not only big in feet and inches, but in dollars and cents. Scores of men are making big successes by selling advertising space on the "Jumbo."

\$100.00 FOR A DAY AND A HALF WORK

Display space in public places and on prominent corners is easily secured for the big "JUMBO" Thermometer. The fourteen advertising spaces go like hot cakes—some of our men sell out the board in a day and a half or less.

Write Us Today and Let Us Send You Full Details. CAN MAKE IMMEDIATE SHIPMENTS.
The Chaney Mfg. Co., BOX 6, SPRINGFIELD, OHIO.



Just The Right Article For You

The latest craze charm, like picture. Carry in pocket or attach to chain. Also opens. Price, \$24.00 per gross. Sample, 50c. 30% deposit with order. All orders shipped same day.

AMERICAN NOVELTY CO., 12 Moulton St., Providence, R. I.

FLASH

this Platnoid Cluster and watch your bank-roll grow. Nine good, flashy white stones set in this ring. Looks just like one single stone from a distance. This popular design is offered at a popular price.



They're \$3.00 by the dozen, \$30.00 by the gross.
Assorted sizes. Prompt delivery. 25% deposit required on all orders. No catalog.

A. FIGARSKY,

130 Hester Street, NEW YORK CITY.
Headquarters for Quick Selling Rings.

YOU CAN MAKE MONEY WITH OUR SCENTED SACHET PACKETS

Price \$1.85 Per Gross, Pre-paid. 10 Gross \$1.65 Per Gross. Deposit required on C.O.D. Orders. Send for Sample.

CHARLES UFERT 64 BEDFORD ST. NEW YORK.

AGENTS—FREE SAMPLE New patented necessity in every home. Big profit. Four to ten sets at every house. Write for free sample. HOME CURTAIN ROD CO., Providence, Rhode Island.

Medicine Men!

When we give you reasonable prices on high quality medicines we've only done half of our duty.

The other half is to help you make more money by building more sales for you.

In doing this for our customers we have more than tripled our business during the past two years. Our customers have done even better.

It's a good policy that helps both. Why not tie to it? Write us today for prices on your season's requirements. Tell us how you work and ask us for plans to increase your sales. Give your permanent address, please.

The Saylor Medicine Co. CINCINNATI

PIPES

(Continued from page 185)

and "four ninety-eight" blanks, for use as occasion suggested. Business was none too good at the time, but eventually a good prospect (for the higher denomination) loomed up and Bradley availed himself of the opportunity, but, in his haste, passed out the wrong blank. The "prospect" was later seen comparing his receipt with that of others. Fearing a squawk, other leads suggested a wood-back on the part of the salesman, who desisted. One of 'em did so for him, however, and returning to Bradley explained that he had done him a big favor and put out his mitt for reimbursement. The oil boy willingly produced the required deuce-note, but answered: "Y-e-a, you did me a helluva favor." This was over Huntington (W. Va.) way, as we got it.

SHEETWRITERS—DO YOU REMEMBER
When Bob Kline originated the R. F. D. walking at Oncoma, N. Y.?
When Sol Castle, Sam Freed, Francis Bath, Eddie Bedell and Charlie Lindmar put on the hypnotic show at Rosendale, N. Y.?
When Billy Woods educated Dave Harris?
When Dave Adams made Allie Bopp work 75-25 for six months?
When Doc Cunningham, Curley Gallagher, Sam Freed, Curtis, Rath, Dickson, Bob Nally, Ed Bedell and forty other sheetmen filled the first rows in the theater in Bloomsburg, Pa.?
When Dick Rose carried Jacks and stringers on the Buffalo Bill Show?
When the late Jack Pels (liked by everybody) used to write the sheet in Texas?
When, on presenting credentials to the fair secretary, they got a free pass for self and lady, with grandstand seats and an invitation to the big association dinner on the big day (McVean, Robbins, Chapman, Bedell, Larry Bettinger, Foster, Blair and Harry Howard know how it was—what a difference today)?

George (Yellow) Clay is optimistic, as witness the following:

Don't be like pessimists,
With chicken hearts;
And sing the "blues" before
The season starts.
Times are "dull," but they
Have been worse;
You've got to die ere you
Need a hearse.
Get out your keister and your
Gasoline lamp,
And get ready to ramble, and
Break up camp.
Don't listen to a bird with a
"Calamity" cry;
He'd have you buried long
Before you die.
Business will boom again, and
In various shapes;
So try to be the first to
Pluck the grapes.
And so now, old Mister I
Told You So,
It's the man who tries that
Gets the dough.

Mike Whalen and his "doughnuts" have been quite silent this winter, but it is now Dr. Mike, mind you, and he would like to hear of Buck Bergett, who used to be a fur peddler and later became a commission man for Louis Roenthal, of Detroit; George Poblinski, former badge king, who generally hangs out in Detroit, and (according to Mike), it is rumored, has become a first-class wipe worker; also from his old sidekick, Thomas F. Heaney; Wm. Manning, who got married and went to the Coast; Andrew Watson, last heard of in St. Louis; Lou See, who used to be king of canary bird sellers and last heard of "buying up oil wells" in Texas; his old pal, M. Goldstein, of Milwaukee, and Dr. Feazler, "The Great Stell," purveyor of oil, par excellence; Dr. George Wine, John Williams, who Mike notes has come into a fortune, and doubled with Dr. Charles Johnson to start out on a gigantic scale thru Eastern territory. Mike also includes his veteran one-armed friend, Mike Shea, to whom he sent a valuable present last summer (to Buffalo) and who Mike hears is now in a hospital somewhere in New York State. The Doctor (Whalen) is still holding down Cleveland, with headquarters at the Savoy Hotel.

Again it is our sad duty to chronicle the death of one of the veterans of the medicine fraternity, and one who was well known through several sections of the country, especially thru the Middle West, Dr. Chas. E. Waldron. Dr. Waldron, who was 53 years of age at the time of his death, belonged to the old school of pitchmen, having spent about 35 years in the profession. A rumor was current a few weeks ago that the departed brother pitchman, who with his faithful wife, Bonnie, was then in the

Salesboard Operators SPECIAL OFFER



No. 20B—German extra hollow ground, ringed steel Razor, square point, 3/4-in. blade, made of best quality tempered steel, highly polished and finished; black rubber handle. **\$3.50**
Par Oozen

HAIR CLIPPER

No. 1B—Cheapest Clipper on the market. Teeth made of highly tempered steel. Highly polished nickel frame.
Clipper, with Extra Spring. Each..... **\$1.00**

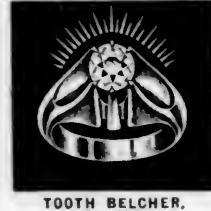
Write for our catalogue, mailed free.

MORRISON & COMPANY

Successors to Gardan & Morrison,
WHOLESALE JEWELERS AND
OPTICIANS,
21-23 South Wabash Ave., CHICAGO, ILL.



FANCY TIFFANY,
No. 3002.
\$1.50 per Doz.; \$15.00 per Gr.



TOOTH BELCHER,
No. 3008.
\$1.50 per Doz.; \$16.50 per Gr.



FLAT BAND BELCHER,
No. 3008.
\$4.50 per Doz.; \$48.00 per Gr.



PITTSBURG CHIP,
No. 3011.
\$1.15 per Doz.; \$12.00 per Gr.

THE WORLD'S GREATEST SENSATION

LANZI-DANERAENTI'S DAZZLING SPARKLING

EGYPTIAN IM. DIAMONDS

The Most Perfect Imitation Diamond in the World

Every stone full of the real sparkle, fire sparkle and splendor of a genuine diamond. Every stone guaranteed to have the real diamond kick. You can put them beside a genuine diamond in the daylight, sunlight, electric light, dark room, and we defy you yourself to tell the difference. They are the most wonderful dazling, sparkling imitation diamond ever imported into this country, and they make the ordinary white stone look like a pop bottle.

ATTENTION! WHITE STONE MEN

We guarantee them to be the world's best seller—nothing like them has ever been shown in the United States. We have had a large number of requests to mount them in their popular priced mountings, and we now offer you these special numbers at real bargain prices, so send in your order quick, while the supply lasts.

FULL OF THE REAL FIRE AND SPARKLE OF GENUINE DIAMONDS

Please remember that LANZI-DANERAENTI EGYPTIAN IM. DIAMONDS are not Upped. They are all pure, sparkling stones, which need nothing artificial to make them flash the real colors of red, yellow, green and violet rays. It is simply impossible for us to describe them, so we want you to see them for yourself, and for that reason we want you to read our Big Special Sample Offer. Remember, it actually costs us more than the price of the rings to take one of each and box them and pay the postage and send them by insured mail, but we want you to see these wonderful stones and we are willing to take all this trouble.

OUR BIG SPECIAL SAMPLE OFFER

We want you to see this wonderful imitation diamond and judge the quality for yourself. Send us a postoffice money order for one dollar and sixty-eight cents (\$1.68) and we will send you four rings and two stick pins, one sample of each of the rings and one sample of each of the stick pins, by insured mail, postage paid. Only one sample order shipped to each customer. We sell only to Dealers, Agents and White Stone Men. No goods sold at retail.

ACT QUICK—SEND IN YOUR ORDER TODAY.

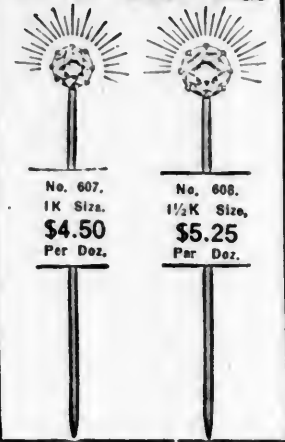
KRAUTH & REED

Importers and Manufacturing Jewelers, America's Largest White Stone Dealers.

1119-20-21 Masonic Temple, - - CHICAGO.

WE ARE SOLE AGENTS IN THE UNITED STATES AND CANADA FOR LANZI-DANERAENTI IM. DIAMONDS.

EXTRA HEAVY TIFFANY MOUNTINGS



No. 607,
1K Size,
\$4.50
Per Doz.

No. 608,
1 1/2 K Size,
\$5.25
Per Doz.

BALLOONS direct from the manufacturer



FRESH STOCK BEAUTIFUL COLORS.

ALL ORDERS SHIPPED SAME DAY.

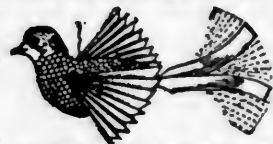
- Heavy 50 Balloons, Per Gross.....\$2.00
- 60 Heavy Air Balloons, Per Gross..... 2.75
- 60 Heavy Gas Balloons, six assorted colors, Per Gross..... 3.50
- 70 Heavy Transparent Gas Balloons, Per Gross..... 4.50
- 70 Heavy Gas Balloons, Per Gross..... 4.25
- 70 Heavy Patriotic, 2-color, Per Gross..... 4.75
- 90 Heavy Gas, 6 ass'd colors, Per Gr. 5.25
- 125 Large Watermelons, with red slice on top, with valve, Per Gross..... 7.00
- 65 Large Anship, 25 in. long, Per Gr. 3.60
- Large Mammoth Squawkers, Per Gross..... 8.50
- 40 Squawkers, Per Gross..... 3.25
- 60 Squawkers, long multiple, Per Gr. 4.50
- Balloon Sticks, select stock, Per Gross.... .40
- 27-in. Souvenir Whips, Per Gross..... 4.10
- 30-in. Beauty Whips, Per Gross..... 5.00
- 33-in. Beauty Whips, Per Gross..... 7.00
- 36-in. Beauty Whips, Per Gross..... 8.00

Catalogue Free. 25¢ Deposit with Order. Balance C. O. D.

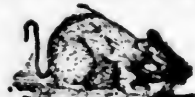
YALE RUBBER COMPANY

282 BROOME STREET,

NEW YORK CITY.



FLYING BIRD.—Body of bright yellow canary color, with two real canary feathers. Each comes with long bamboo stick. Gross, \$4.50.



MECHANICAL RUNNING MICE.—Each one guaranteed to work. \$6.00 per Gross. Sample, 10c.

South, was in unusual ill health, but it was thought he was recovering, and it was not known in the Cincinnati territory that his case was serious until last week the writer of this column received a letter from Mrs. Waldron, stating that her husband had passed away at his home in Hamburg, Ill., on March 2, death being caused by a tumor on his stomach. In addition to a widow hundreds of his co-workers in the profession and other friends, he leaves a daughter, little Dorothy, known to many pitchmen, and a brother, Spencer Waldron, the Mayor and a banker of Hamburg, Ill. Mrs. Waldron wrote from the Laclede Hotel Annex, St. Louis, and it is probable that friends wishing to convey to her their expressions of sympathy may do so to that address.

G. R. Lennox comes in with the following from Syracuse, N. Y.: "Bill—I have started several times to write you, but my effort seemed to die a-borning. But this time she goes if it takes the last cow in 'dad's barn.' You're truly, to begin with, has had a very pleasant winter up to date, from every point of view. Thanks to the good efforts of my doctor the old stomach is o. k.—as much as it ever will be—and hoy, it sure is a relief. Well, to go back a little, I had some very nice business Xmas with top in the main store here, and had no trouble in getting 50 cents for them. Got rid of a little better than 14 gross in three weeks and lost a day on account of no stock. Since then I have been selling stock for a local concern, and must admit that the stock game is great, if you are handling something that has merit, and it is no harder to sell a man a hundred dollars' worth of securities than it is to sell him alum. It takes as much effort for one as it does for the other. Just at present I am making auto shows with the proposition, gaining there by some valuable advertising for the concern and at the same time making my share of the needful. Let me say, Bill, in closing, that the 'Pipes' in Old Billyboy are in my way of thinking well worth the 'price of admission,' as we would say when we talked on the front of Armstrong's old 'Philly Museum.'"

Bertrand Brothers pipe from Sydney, N. S.: "We have been up here a number of years. In the winter months we put on indoor fairs and have had big success at outdoor fairs in season. This is sure a wonderful country, and we can say to all pitchmen that the sugar and bacon is here, waiting to be taken home to mother. All good pitchmen can make money, with a good line and a good spiel (for confirmation, ask Charlie Hartin—whatsay, Charlie?). We will

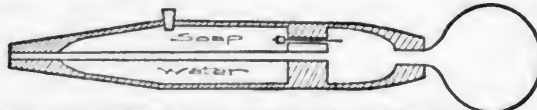


NEWEST THING IN A BUBBLE BLOWER

It's a novelty and a toy. Shaped like a cigar. Made of white birch, painted natural wood finish. Carried in pocket like Fountain Pen. Supplied with soap. Just take out cork, fill with water and blow bubbles any place. Retail for 15c. Send 17c for sample, postpaid. The thing for concessionaires.

THE DORRIS MFG. CO.,

BUFFALO, N. Y.



AGENTS WANTED

To sell stores and house to house, the well-advertised brand of Eureka Cement, for mending sidewalks, glass, wood, rubber, etc. In tubes to retail for 15 cents. Sample of one dozen on a display card, 75 cents, prepaid. Special prices in quantities.

EUREKA CEMENT CO.

Dept. 9. 114 South Canal St., CHICAGO, ILL.

COSTS \$2.50 PROFIT \$27.50

THAT'S WHAT YOU MAKE BY TRANSFERRING DECALCOMANIA MONOGRAMS ON AUTOS.

Every motorist wants his car monogrammed. An artist charges \$5.00 and can't do as good work as you can do for \$1.50. No skill is required; no experience. Spare all time. No expensive prints or laborious hand lettering. Everything ready to go to work; also circulars, full instructions, etc., free. Write for Free sample—or send \$2.50 for outfit by return mail. AMERICAN MONOGRAM CO., Dept. "68," East Orange, New Jersey.

SAMPLE FREE



INKOGRAPH

THE PERFECT INK PENCIL
Satisfaction Guaranteed

Has many advantages over a Fountain Pen and takes the place of pen and pencil combined. It can't leak. Carried flat or upside down in any pocket or in a lady's hand-bag. Has 1 1/2 Solid Gold Point, non-corrosive and exceedingly durable. Made of the best vulcanized hard rubber and the finest possible workmanship. Writes smoothly and steadily as a lead pencil. The most adaptable and convenient ink pencil.

SALESMEN and AGENTS

are making money selling the INKOGRAPH to Stationery, Drug, Cigar, Jew, Novelty and Department Stores.

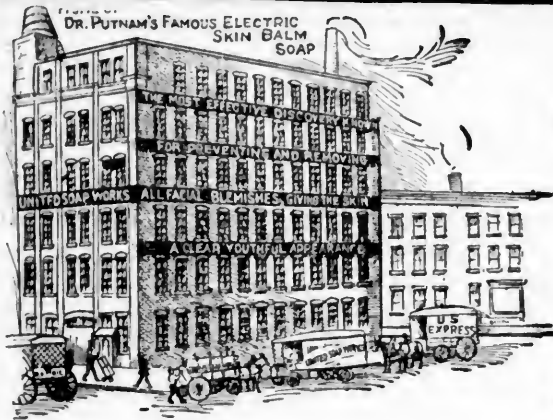
Lines can be drawn to a roller without smudging the paper. Four carbon copies can be made and retain the original in ink. The point can not spread, bend or break by bearing heavily; impractical with a fountain pen. Send us \$1.00 for our \$1.50 size INKOGRAPH, or we will send one C. O. D. Holds sufficient ink to write 10,000 words without refilling. You will be more pleased with an INKOGRAPH than your fountain pen.

Dealers, Jobbers and Window Demonstrators

DETAILS and CATALOG
worth writing for

Inkograph Co., Inc.

668 Sixth Ave., New York City



AGENTS!

BUILD UP A PERMANENT BUSINESS
SELLING

DR. PUTNAM'S Electric Skin Balm Soap

together with 55 other varieties of useful, easy, quick-selling articles.

DIRECT FROM THE MANUFACTURER

Send for any of our combinations if you want easy, quick-selling articles that you can guarantee and get repeat orders.

HERE IS ONE OF OUR WINNERS

- 4-oz. full size bottle Emulsified Shampoo.....\$0.50
- 1 can Dixie Shaving Powder..... .25
- 1 can Oriental Perfume Bath Powder..... .25
- 1 genuine Burham Safety Razor Outfit..... 1.00
- 4-oz. full size bottle Bay Rum..... .50
- 1 box Dr. Putnam's Electric Skin Balm Soap.. .25
- 1 Styptic Healing Pencil..... .10

Actual value\$3.10

AGENTS' PRICE

50c, and they sell for \$1.00 to \$1.50 soon as they show it

THIS SELLS ON SIGHT

AN IDEAL MANICURE SET.

- 1 box Dr. Putnam's Skin Balm Soap.....\$0.25
- Complete Nail Polish Outfit, in handsome box. .25
- Rouge Puff Box and Mirror, 3 pieces..... .50
- Lip Rouge, in attractive case..... .25
- Eyebrow Pencil, in nickel case..... .25
- 1-oz. bottle genuine French Perfume..... 1.25

Retail price\$2.75

AGENTS' PRICE

60c; just what every lady wants to complete her toilet set. They are quick sellers at \$1.50

Every combination **Dr. Putnam's Electric Skin Balm Soap** contains a box of **Dr. Putnam's Electric Skin Balm Soap** Has been on the market for 24 YEARS, which, if used regularly, is an insurance against infectious, skin diseases and a guarantee of perfect skin health. **TRY IT!**

A trial outfit with both of these combinations, \$5.85 retail price. Sent by express fully prepaid for \$1.50

UNITED SOAP WORKS, Inc.

71-77 PARK PLACE, NEW YORK CITY

DEMONSTRATORS

Department Store Workers, Etc.



KING MFG. CO.
Makers

KING CLAMP AND TIE RETAINER

NOTHING BETTER FOR WINDOW WORKERS, PITCH MEN, ETC.

SAMPLES, 10c.

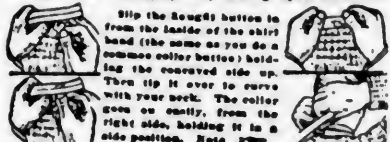
KING MFG. CO.

611-621 Broadway, NEW YORK.



For Sale by all the leading jobbers in the United States.

STREETMEN—Don't cuss the Mayor when he says so. Hand him a Snuggt Collar Button. He will be a booster; every wearer is. No badge, no hump; lies flat; no post or lever, the aldea easily; guaranteed to last a lifetime. Gold color. Sells at 10c, profit, 310%. Shirt band pockets, with cut, etc., as below, furnished free. Sample, 10c, selling apiece included.



WEICHMAN MFG. CO. - Youngstown, Ohio.

MEDICINE MEN

What you have always wanted
Manikin of the Human Body

The best Manikin ever made for medicine lectures and those selling medical preparations. Also medical charts of the body and medical views of any organ of the body, either healthy or diseased. Write for particulars.

UNITED SPECIALTY CO.

1183 Glynn Court, DETROIT, MICH.

MEDICINE FOR PITCH AND SHOWMEN

If you want the BEST NO JUNK, write for spring pieces on our INDIAN Herb Tetter Tonic, Penetrating Oil Lintment, Soap, Corn Remedy Liquid, Herb Tablets, Herb Tonic in Powder Form. Our Medicines are sold by Quality Dealers only. If you are a JUNK Dealer, save your stamps.

THE SUTER CHEMICAL CO.

2224 Eighth Ave., Allentown, Pa.

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. Cel-Ton-Sa Remedy Co. 1060 Central Ave. CINCINNATI OHIO.



go on record this far, to all the old boys or trouper, who want to work and work clean, that we will show them a mighty fine chance for business, if they will call here at 439 Charlotte street, where they will be assured a right royal welcome by us and ours. J. R. Bertrand was a trouper with the old Sig Sautele Circus, then with Walter L. Main, later with Barnum & Bailey and the Major Lillie outfit. Joe used to make a trip, twice a year, to the States—now he goes to Cuba. E. A. Bertrand, the crown-and-anchor king of the First Div. Can. Art., went overseas in 1914. He was also with Malone & Jacobs, Gaa Edwards, Pauline, and then, while in England, took over the management of "Little Miss Mary." Don John and the C. & A. Shows, and played thru England, Ireland, Scotland and France. We saw Crumbs up here last summer. His h. r. was heavy, but he insisted that 'things are sure dull' (how like Crumbs)."

Mickey Dougherty recently dropped a four-page epistle to Jed Staffan (former editor this column, now with "Signs of the Times," Cincinnati), and Jed, while visiting us recently gave it to us, and here's the meat of the letter: Mickey (mantle and non fame) last saw Mike Whalen a year ago. He missed the late Jack Fels, but worked behind him in several stores. He had success in Pittsburg, before the holidays and made his hometown, Buffalo, for New Year's. The roof of his home caught fire and caused a great amount of damage, which delayed his departure, but, at the time of writing Mickey was making ready to again hit the "Smoky City." Says he hears his old roommate, Doc Bender, is in New York, but not certain. Also, George Covell worked Kresge's, Buffalo, before Christmas, and was looking fine. Mickey and his side-kick, Bill Benyes, met Doc Fady last fall at Toronto and the Ottawa (Can.) Fair. Regarding Buffalo, Dougherty says Jack O'Leary is turning out rug cleaner in large quantities. "Shorty" McDonald passed thru town, all dolled up—from Detroit, where he worked in halers. Charlie Gow (last he heard of him) left Buffalo for New York on New Year's Day. In conclusion he adds: "Crystal Beach, where C. J. Gow has a number of cottages, is our summer home and there is sure a swell gathering of knights there. Last summer there were Paul Olson, of collar fame; Bill Benyes, mantles; myself, Charles (Shorty) Horn, of Toronto, and Jack Leahy, who was working shoe-cleaner in Buffalo, at that time." Dougherty enclosed a group snapshot of a bunch of knights to Jed, which ex-pi-ist—prizing it highly—carries in his inner coat pocket.

Dr. H. C. Laird tells us he and his family had a grand reunion aboard their private car at Paul's Vau-y, Ok., recently. "First, we had the pleasure of entertaining Heber Becker and Sam Ward. They are traveling in a fine auto and are headed northward. We had them for 6 o'clock dinner, and a ride around the oil derricks, and points of interest, and enjoyed a fine day. Sam is an old friend of this family, as are all the Ward family, but this was the first time we met the genial and successful Dr. Becker, and he has now been adopted as one of the right ones with us. To our surprise and delight about nightfall a big car arrived, and five of our Texas friends piled out. They were Dr. Jack Goodman, and his dear wife, and Jack, Jr. (bro (Continued on page 188)



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 North Clark St., CHICAGO, ILL.

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



STAR GOGGLES
Gauze Side Shield, Cable Temples, Amber Lenses.
GROSS, \$31.50



FLORESCOPES
Brass Scoops, Best Quality.
GROSS, \$37.50
NEW ERA OPT. CO.
123 W. Madison St., Chicago.



MILITARY SPEX
Imitation Gold, Large, Round, Clear White Convex Lenses. All numbers, DOZEN, \$3.50

MEDICINE SHOWS WANTED

To handle a live-wire article which every one needs and uses. Can be handled as a leader or side line. Send for full information and free sample. We want to hear from every Medicine Show in the country.
UNITED PURE FOOD CO., 139 Franklin Street, NEW YORK CITY.

SERPENTINE GARTERS

You can again get Serpentine Garters at a PRICE that will net you the good old profits.

STREETMEN! Look into this money maker. Sales are greater than ever. Profits bigger than ever. Sample Pair, 10c.

LEVENTHAL & WOHL
Mfgs. of Rapid Selling Money Makers,
60 Orchard Street, New York City.

FREE TRIAL

Cut out this ad and mail it to us, with your name and address (no money); and we will send you our **FAMOUS KAMAK RAZOR** by return mail, postpaid. You may use the razor for 30 days **FREE**; then if you like it, pay us \$1.35. If you don't like it return it. **SEND NO MONEY. MORE COMPANY, Dept. 306 St. Louis, Mo.**

STREETMEN, DEMONSTRATORS

Note the feature that makes a front collar button set worth while. You get it only in the

DUPLEX

Get 'Em Where They're Made
J. S. MEAD, Mfr., 4 W. Canal St., Cincinnati, O.

ATTENTION -- AGENTS AND MEDICINE MEN

Now is the time for speedy sales of the best known Remedy in the world. There are hundreds of bottles sold daily by agents. Now is your time to get ready for the street shows. Will make prices to suit you. **A. T. F. SPECIFIC** takes the lead of all medicines for prevention of influenza and the Sleeping Sickness. I want a medicine man who can demonstrate in a drug store. **A. T. F. SPECIFIC** is a body builder, for influenza, Sleeping Sickness and all Lung Troubles. A tonic for man, woman and child at all times.

THE RAEGINE CHEMICAL CO.
640 West 7th Street, CINCINNATI, O.

Hands Them Out

ONE AT A TIME
A cigarette with one hand. Don't drop everything every time you want to smoke. A move of the thumb and a fresh smoke is ready. Sample, 50c. Make big money selling them. Quantity prices on request.

B. B. CASE MFG. CO.
165 Mercer St., New York, N. Y.

Street Men! MY NEW CARBO-CHIP FLEXIBLE RAZOR HONE

Is a winner. Gives 100% satisfaction. Price, 50c. Size, 3 1/2 inches. Illustrated directions in colors. \$6.50 per gross. Sample, postpaid, 6 red stamps. **SHUREEDGE RAZOR SHARPENER**, made with pure carbide, wrapped in foil, with blue label, put up small, \$2.50 per gross. Sample, 3 red stamps. **C. F. WEBER, P. O. Box 385, Youngstown, Ohio.**

NEEDLE THREADERS

Boys, you know my make, the only one will give you a chance. Buy direct. Send for sample, 25c. \$3.50 a gross. **E. D. EBEL, 835 Fullerton Ave., Chicago, Ill.**

PORTRAIT AGENTS

WANTED. Something new in Photo McCellions. You can make big money. Send for Illustrated Catalogue.
ALLIED PHOTO NOVELTY CO., 249 Bowery, New York.

AGENTS QUICK SALES! 350% PROFIT. KLEAN-RITE Magic Washing Wonder. Washes clothes without rubbing. Sells for 25c—you can make 15c. Distributing samples free. Write quick. **BESTVEER PRODUCTS CO., 3253-BB, Belleplaine, CHICAGO.**

ATTENTION! Make \$2,000 annually mailing music. Evenings or otherwise. Send 10c for PROOFS, including beautiful Prize Music, to **WEBER MUSIC COMPANY, Boston 3, Massachusetts.**

ATTENTION MAIL ORDER MEN—A new list of wealthy North Dakota Farmers, 200 for \$2.50, or 500 for \$5.00. **L. CURTIS DUTCHER, Fargo, North Dakota.**

AGENTS WANTED

To sell Perculator Hand Protectors. Fit all style handles. For further information apply to **GROB MFG. CO., 3024 W. Fort Street, Detroit, Mich.**

BIG PROFITS selling Duplex Transformers. Every auto owner needs them. Saves gas. Danish spark plug trouble-free. Exclusive territory. Write quick. **JUBILEE MFG. CO., 522 Sta. C, Omaha, Nebraska.**



AGENTS WANTED

Either sex, to sell and demonstrate our **SIMPLEX DARNER**, for fancy work, darning stockings, lace curtains and clothing. Fits any sewing machine. Retail price, 50c. Trial order to agents, \$1.20 down. Special offer on gross lots. Put out demonstrations and agents and make \$2,000.00 in the next three months.

SIMPLEX DARNER CO., Dept. 38, 55 W. Austin Ave., Chicago, Illinois

PIPES

(Continued from page 187)

years old)—a chip off the old block; Hunter Gasoway (the blackface star of Texas) and Joe Reese, the well-known comedian. We certainly did enjoy some hours of 'pipe shooting' and music (the kiddies and Mrs. L. happened to be home and we had harp, banjo, violin and wind and string), as well as a talkfest and revival of old memories. First time we had seen Hunter for many years. They all looked happy, healthy and had that unmistakable air of prosperity that proclaimed the successful man. We got lots of news from the bunch. They are headed for Oklahoma City and on to Wichita, Kan. The 'Texas Five' left with Sam and Dr. Becker. All showmen and pitchmen, when near here, will find a welcome at our home on wheels."

R. A. Rowell pipes a peppy pipe: "Hello, Worcester; good morning, Billboard! I knew when I got in here Thursday night that my this week's copy of 'Old Bill' would be on the newsstand. But to piping: Torrington, Conn., on a springlike day, was once one of those flourishing county towns—but I got the outfit started and news is—no advanced styles in sheetwriting. The bobtail line to Winsted and the five-passenger jitney to Hartford took everybody—and the way that driver of the four-wheel demon engineered thru the mud would make Ruth Law bluish.

"Where are the sheetmen who could be met frequently (instead of seldomly) in the 'Lanrel State?' In all of twelve spots I saw two lone hands.

"Who threw the last pitch in a driveway, did you recently ask, Bill? Bill Graham, I wouldn't wonder—Meriden, Conn., and recently. With flaring torch and Wm.'s often recollected snake talk and oil, and don't think he can't snap the rawhide. But, as I say, Meriden, with such a veteran, was surely on Pitchdom's map that night.

"In a Worcester department store today I was having the time of my life—like a fox hunt a few years back. From fifth to third floor and then shooting on down to the basement; from top to bottom of the establishment I paged Mr. Edwards' (proficient in the gentle art of window dressing—I told the basement help that Edwards was traveling with a wax figure, which was a fact). Nobody seemed to know his whereabouts, and thereby hangs a mystery. But how a man can "dirt" with a wax dummy is the question now before the fraternal council."

"Slim" Hunter shoots a dandy pipe from El Paso, Tex., but a little lengthy, so the meat of it follows: "A little dope on the Southwestern country: East of here takes us into the cotton and oil country—all towns closed, cotton towns tough, while the Arizona cotton belt is in still worse shape, as cotton is a new line for them there—wartime prices caused them to go into it, and now no remunerative market price for their product. The copper camps are at a standstill, altho a little work at Bisbee and Douglas keeps the plants in shape until the price raises. The State law in Arizona is that cities must exact \$10 per day from the boys—and the said cities are mostly 'there' on the 'exacting.' New Mexico has a similar law, I am told, in Las Cruces and Deming, altho I got by for a buck. I have been in El Paso over three months, working spots, doorways, etc. The town is practically closed, but I wanted to winter here. I think it the finest climate, for ashmatics—no fogs, nor very much rain. Juarez, across the river, is a big drawing card for tourists, and everything goes there. I have met two pitchmen the past three months. Tony Hughes worked fountain pens with me during the holidays and on February 14 I received a 'valentine,' when Dr. Hazlett and wife drove into town, after several years in their 'housemobile,' covering Kansas, Colorado, Utah, Oklahoma and Texas. We put on a pipefest, which is kept hot—when it begins to cool we adjourn across the river, oil up and go to it again—honors about even. February 20 Doc took his wife and myself over there to see his first (and he says his last) bull fight—said it was 'too tame'—but Doc found some other sports that had a thrill every minute. Anyway, we finished up on hot tamales and 'doubtful per cent,' and returned to El Paso, at the end of a 'perfect day'."

A little spring talk: Because Bill has cut out writing a whole lot of that nutty, nonsensical comedy, and how "So-and-So" had a new "thousand-dollar" stone, or "So and So" had a "million-dollar" day, or tipped off to one burg, with a free reader, that another was getting ten bucks a day, and altho he has practically changed "Bill's" into a news column for the boys, does not mean that all sense of humor is to be eliminated, by any means. Amusing incidents, included in pipes sent in (we don't mean that you should slam some fellow) gives the ol' boss (yes, he dates back to 1897 on the road) something to work on for more peppy notes in the column (and Bill doesn't want any credit for being the producer of them—he's only a medium, nothing more). While it is an undisputed fact that the boys today, especially the younger ones, are more sensitive and less fraternal than of yore, they are (by a large majority) good fellows, and dead willing to take and do a little "kidding," when presented in the right spirit. The editor of this column has not held correspondence with a single (or married) pitchman during the past three years and for this reason: While many think that the "shining lights" of the game should be given preference or more attention, it doesn't seem logical

(Continued on page 191)

DOWN GOES SPEARMINT CHEWING GUM
THE PRICE OF 100 Packages. In lots of 1,200 Packages, \$1.25 per 100 Packages. **NEWPORT GUM CO., Newport, Kentucky.**



DELICIOUS



DRINKS

HEALTHFUL

For Shows, Parks, Picnics, Ball Games, Dances, etc.

Orangeade, Lemonade, Grape Julep

A POWDER, JUST ADD COLD WATER AND SUGAR

Price Only **\$2.00** Per Pound **Postpaid**

Six One Pound packages for **\$11.00** postpaid.

A pound makes almost a barrel. You make 80c clear profit on each dollar you take in. Fancy colored signs free with all orders for a pound or more. Trial package, to make 30 large glasses, for 25c postpaid. Put up in one pound cans and 25c packages only. Fully guaranteed under the Pure Food Law. Please remit by money order or stamps. No C. O. D.'s or checks.

CHARLES ORANGEADE CO., Madison St. at Kostner, CHICAGO.

Wanted Agents



to sell Oriental Needles

FREE — FREE — FREE

\$5.00 Sample Pillow

To new Agents and for fifteen days only, with each gross of Needles, in order to add 100 new Agents for the Fairs and to introduce our improved

Oriental French Knot Needle

we will sell one gross at 1,000 lot price, 15c EACH. We have plenty of flash to furnish real Agents. A trial is all we ask. Send for sample Needle, 50c.

Salesman's Novelty Co.

216 E. Adams Ave., Detroit, Mich.



New Imported Dice Clocks, \$1.45
7-in-1 Bill Folders, Leather, Doz., \$3.00
7-in-1 Bill Folders, Better Quality Leather, Doz., \$3.75
Manicure Sets, DuBarry Style, 17 Pieces, - \$2.50
21 Pieces, - \$2.95

No. 600—Incase 1-day Time Clock, 2-inch dial, case solid brass, finished in silvered nickel. Height, 3 1/2 inches. Special price \$1.46

WE CARRY FULL LINE OF FRENCH IVORY COMBS, AMBERINE COMBS, ALL STYLES.

THE "WHITE HOUSE" CLOCK



No. 376—The Famous White House Pattern FRENCH IVORY Clock; French Ivory Case; 2 column front; weighted base; fitted with timekeeping 30-hour movement. **SPECIAL PRICE..... \$2.90**

NEW YORK TRADING AND SALES CO.

Importers and Jobbers. Notions, Fancy Goods, Jewelry

26 DELANCEY STREET, NEW YORK CITY

AGENTS AND DEMONSTRATORS THE GEM ART EMBROIDERY NEEDLE

Get the latest thing out. The Needle with the most talking points. Talking points that stop the people. The adjustment is simple and positive and not detachable. No parts to lose. Threads like a sewing needle, sharp, HAND. **BURNISHED BRASS POINT** works on Georgette, Satin, Velvet, Serge, etc. without cutting or pulling threads. Details on **THREE NEW BRAIDING STITCHES** on dress materials which take the women's eyes \$1.00 for sample Needle and two samples on dress materials. Quantity prices quoted.

J. C. THRAILKILL, MFR., 1314 Sedgwick St., Chicago, Ill.

SILENT STREET WORKERS and FAIR GROUND HUSTLERS

If you want to get on the Income Tax list, GRAB! It's not a dry proposition. If you tie up with us you will make money by the milk jar full. It's a corker.

ATTENTION! Department Store Demonstrators!

Can you count big money? We have the article, you want it, and every family in towns and cities need it. It speaks for itself, easily demonstrated. Write for literature, we will explain all by return mail.

B. & H. MYSTIC CO., Fountain City, Ind.

MONEY TO BURN

IF YOU KNOW A GOOD THING WHEN YOU SEE IT.

We have the **LATEST FORTUNE MAKER**. The only Thread-Cutting Thimble (patented) on the market. Heavily nickel-plated. Live Wires and People who are full of Snap—this is your golden opportunity.


Sample 10c. Per Gross \$7.60 (less 10%).

RACKIN & XANTHO, No. 1412 N. Fairfield Ave., CHICAGO, ILL.

PAPER MEN

I have some new ones, boys. "FARM AND HOME MECHANICS." Treats on Automobile, Tractor and Truck, 50 receipts, \$3.00; Farm Sheets, 50 receipts, \$2.00. Good credentials. Work any place in U. S. A. I want all my old friends to write me. Send along the jack and get started with a man who knows the game and will co-operate with you when needed. These papers sure go out promptly, not card receipts, collect up to \$5.00.

THE E. HUFF CIRCULATION CO., 410 Hoyt Building, WICHITA, KAN.



MILLS NEEDLE THREADER

787 W. Pratt St., Baltimore, Md.

Sample, 10c; \$4.00 per Gross, prepaid.

BE A GOOD FELLOW—MENTION THE BILLBOARD TO OUR ADVERTISERS.

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

OUR NEW LINE OF COMBS NOW READY

Gotham COMB CO., INC. 136 East 26th Street, NEW YORK CITY

For \$1.25 will mail you a complete line of 8 combs parcel post prepaid

No. 66—Amber Dressing, Coarse and fine... \$26.50 Gross
No. 68 1/2—Amber Dressing, Coarse... 26.50 Gross
No. 350—Amber Pocket... 8.75 Gross

No. 14—Amber, Fine, medium... \$15.00 Gross
No. 15—Amber, Fine, large... 31.50 Gross
DEPOSIT REQUIRED ON ALL ORDERS. WRITE FOR OUR NEW CIRCULAR.

No. 65—Barber... \$16.75 Gross
No. 65—Amber Barber Coarse and fine... \$16.75 Gross
No. 136—Amber Barber Coarse and fine... 12.75 Gross
Nickel Slides for Pocket... 2.50 Gross

Fur Felt Rugs & Pillow Cases

NEW, NOVEL, CATCHY, BRIGHT COLORED DESIGNS. WILL LAST A LIFE TIME. NEW LOW PRICES—EASY SALES—BIG PROFITS. PILLOW CASES, \$15.00 DOZEN; \$110.00 PER 100 RUGS. TABLE COVERS. SEND FOR A TRIAL SHIPMENT. Money refunded if not satisfactory. Sample mailed at above prices, plus 25c postage. WISE RUG MILLS. 202 Hooper Street, BROOKLYN, N. Y.

FREE SHOW TONIGHT Reminiscences of the Early Medicine Show Days By BARRY GRAY

Presumably there is not a druggist in the land today put that would say "Never heard of it," should you ask for a bottle of "Sag Wa," the great "Kickapoo Indian Herb Cure." Or he might say, "The nearest we have to it is essence of ginger." And yet, thirty years ago, the shelves of the druggists were loaded with it—a big, generous bottle that would cure anything from a case of love-sickness to an attack of brainstorm. Healy & Bigelow, who promoted the "Kickapoo Indian Medicine Show," with a hundred or more of their advertising companies scattered throughout the universe for years, became famously popular and retired years ago, immensely rich. Their companies were numbered from "one" up, and consisted of a half-dozen Indiana with their squaws and paposes—a consulting doctor, who lectured on the merits of the preparations, and from four to six vaudeville acts or "Variety" acts as they were known in those days. Each outfit would consist of a portable platform with canvas roof, sets for about 500, and a side wall surrounding all. Separate from this and on the lot would be erected several tepees and an office tent for the doctor in which to receive consulting patients during the day. The performers were required to do two turns and double in the after-noon. Also to play the "organ," when required, and stick up bills during the day. The outfit would remain in a town for from two weeks to two months, and in large cities several months. The salaries paid for a team were from \$20 to \$25 a week and expenses, and it was just as difficult in those days to get with the "Kicks" as it is to book the Orpheum or Keith time at the present day. You had to have "the goods."

The UP-TO-DATE Pen and Pencil Holder

WITH YEARLY CALENDAR. Beautifully nickel plated. Certainly does the work. Sells wherever shown. Agents, Dealers, Wheelmen, Concessionaires—you can make money handling this attractive holder. Retail 20c. Sample, prepaid, 25c. Argus Mfg. Co., Dept. 15, 402-6 N. Paulina St., Chicago.

CAN BE USED AS A SAFETY RAZOR OR SHAVED RAZOR AS YOU LIKE. ABSOLUTELY GUARANTEED IN EVERY RESPECT. YOU CAN SHAVE OR STAVE THE BLACK WITHOUT EXTRA STROPPING DEVICE.

The Greatest Razor Value in the Country. Big Money maker for Sales Board. High Pitch. Mail Order or Premium use. Send 25c for sample and special quantity price. 4-S-RAZOR CO., Hutchinson, Kansas.

BUY DIRECT AND SAVE MONEY RUNNING MICE \$4.00 a gross. Sample, 10c. One-half deposit on all orders. S. S. NOVELTY CO., 255 Bowery, New York City.

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BOYS-O-BOYS. Best Jazz Babies, made of rubber. Sell in Pool Rooms, Cafe, Cabaret Shows. Small size, \$5.25 per hundred. Sample order of 50, \$2.50. Large size, \$10.50 per hundred. Dozen, \$1.75. All orders shipped same day received by express. E. C. BROWN CO., Cincinnati, Ohio. 128 West 9th Street.

ARMY CASES for Pitchmen and Streetmen. Sizes, 20 length, 17 width, 9 height; opens middle; trunk lock. Price, \$3.50. I have Dress Suit Cases made out of hard Fibre by Leatheroid people; has wooden tri-parts, 25 length, size of Dress Suit Cases, 27 length, 16 width, 6 depth. Small size, 5 depth. Price \$2.50 and \$3.00. Lias lock. Cash with order. J. COHEN, 50 Chrystis Street, New York City.

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Skating News

CIONI UPHOLDS TITLE

World's Champion Roland Cioni outskated Rolfe Birkhimer of Columbus at the recent three-day series of roller races held at the White City Roller Rink in Chicago, February 24, 25, 26. Birkhimer made a creditable showing against the champion opening night by holding him to a draw in the three half-mile sprints, which were skated in 1:31 3-5, 1:32 1-5 and 1:32 3-5 respectively. The first sprint was a draw, the second was won by Cioni and the third by Birkhimer.

Cioni's determination on the one hand and Birkhimer's confidence on the other resulted in some thrilling one-mile races on the second night, in which Cioni skated in true championship form and breastst the tape ahead of Birkhimer in the first two races to the time of 3:00 flat and 3:01 respectively.

Closing night of the series Cioni proved his superiority and right to the title of world's champion, which he has successfully defended since 1914, by making a clean sweep of all races at all distances. Cioni started off by winning the half-mile sprint in 1:30 time. He came back and won the one-mile and two-mile in the easy skating fashion for which he is noted, in 3:02 and 6:10 respectively.

Altho Birkhimer made his first Chicago appearance during this series, he came well known to Chicago fans on account of the record he made at the world's championship meet last April and was given a hand each night as he came out on the floor.

The race, which was promoted by H. W. Plain, was sanctioned by the National League of Roller Skaters, of which Allen I. Blanchard is president. Assisting him were Rodney Peters, of St. Louis; Joe Munch, of Milwaukee, and Lloyd Lowther, of Akron.

NATIONAL LEAGUE OF ROLLER SKATERS

Rocky Wolfe, secretary of the National League of Roller Skaters, states that letters and telegrams are being received every day requesting application blanks and information about the league. Just as soon as the State units are formed applications will be received for membership in the respective States, as the national body receives applications from State units only. The work of organizing the State bodies is under way in several States and is spreading over the others.

All rink managers, owners and clubs are urgently requested to write to Rocky Wolfe, 630 S. Dearborn Park Avenue, Chicago, Ill., if they are not clearly informed on the subject. Active support of every man and woman interested in roller skating is necessary to carry on the work so well started.

Those interested in the league and who live in California are requested to communicate with Edward Kiekham, Broadway Rink, San Diego, as he is chairman of that State and is organizing the California unit.

Rodney Peters, Palladium Rink, 3550 Lindell Blvd., St. Louis, Mo., is organizing Missouri. Lloyd Lowther, Summit Beach Park Rink, Akron, O., is handling the unit for his State.

Peter Shea, Palace Rink, Detroit, Mich., is pushing the work in his State. Joe Munch, Riverview Rink, Milwaukee, Wis., has the ball rolling in Wisconsin.

At Flat Broadway Rink, Halsey and Broadway, Brooklyn, N. Y., is organizing New York State. Ralph Ware, Chicago Roller Skate Co., 446 West Lake Street, Chicago, Ill., has things under way in Illinois.

BIDS FOR WORLD'S MEETS

Immediately after the convention of the National League of Roller Skaters Rodney Peters made a bid of \$700 for the world's champion meet for one or two miles, to be held at his Palladium Rink, St. Louis, week April 2-9. George Smith, Opal A. A., followed by bidding for the world's amateur meet to be held at Riverview Park, Chicago, April 12-16.

The bids are open and will be awarded to the highest bidder. Rink managers are requested to send bids to the secretary as soon as possible so that awards may be made. They should state desired dates.

The distances can be arranged so that more than one world's championship meet can be held, so it is necessary that distances to be held accompany bids.

Mr. Wolfe states that no meets will be recognized in the future unless sanctioned by the National League, and no records will be official unless held between members of the league and under conditions prescribed under the constitution of the National League.

Dues of the league are as follows: Individual active, 50c for one year; rink management, \$5.00; associated clubs, \$5.00; registration fee, 25c. All communications pertaining to the league should be addressed to Rocky Wolfe, 630 S. Park Avenue, Chicago, Ill.

RACES AT ROLLER PALACE, DETROIT

The Roller Palace Rink, Detroit, will be the scene of one of the biggest skating carnivals Detroit has seen for some time on Monday, March 21. Frank Lawler, who has been managing the rink for Arthur Harrison, is the promoter of the big night on wheels. Harrison has turned the rink over to him for the night. One of the attractions Lawler has arranged for is a 1-mile sprint race between Roland Cioni, world's champion; Stanley Keyes, former Michigan champion, who had quite a reputation a few seasons back, and Frank Lawler, former New York State champion, who is also back in the form. Keyes and Lawler promise to make Cioni show all he has in the way of speed. Other events for the evening are city amateur races, half-mile ladies' race, moonlight skating, rob-

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Keep Your Rink POPULAR and PROFITABLE Every Season with

RICHARDSON SKATES

You roller rink owners, in addition to offering a place of real amusement to the public, must also offer satisfaction and service.

The skates you furnish must not alone give you satisfaction, but they must also give the greatest satisfaction to the skaters. It is the same with service—that which you demand in skates you must give to your patrons. Service is the greatest thing today. You want a dollar's worth for every dollar you invest—so do your patrons. You will find the highest type of service in Richardson Skates. And you will find value, too—not only in building a permanent and large patronage, but in the long life of these famous skates.

Real equipment is the big factor in rink success. Richardson Skates met the test, from the very first, and have ever since continued as the finest and fastest skates made. Rink men realize now that they don't have to guess—they just order Richardson Skates and know that their equipment is right—right from every angle.

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The first best skate the best skate today.

Write today and ask for our catalog.

Richardson SKATES

ber's skate, graceful skating contest, boxing on skates, and others. Following the skating program there will be dancing. A 25 piece band will furnish music for the skating.

The present track record for the Roller Palace is held by Frank Lawler, who skated the mile in 3:01 1/2. He expects this record to be shattered on March 21.

DALEY, MAC & DALEY IN NEW YORK

Daley, Mac & Daley opened at Keith's Colonial Theater, New York City, last week in February, closing the show, following Eva Tanguay and going over big, according to reports. The act doubled on Sunday, February 27, week of the Palace Theater, New York. Week of February 28 they played Keith's Royal, New York. Reviews on the act state that it is one of the fastest and snappiest, skating acts in vaudeville. Walter J. Ridge, working under the name of Mac, is pronounced by authorities in New York as a really great roller skater. He has taken steps from the ice and is using them on rollers. He is said to accomplish all the school figures from ice on rollers and is said to be the originator of many difficult spins. Daley, Mac & Daley have been offered considerable time around New York from the Keith office. Their novel opening has drawn considerable attention, while the costuming of the act is very much out of the ordinary. The comedy and buck dancing on skates by Johnny Daley is always sure of a big hand. Pearl Daley makes a very pretty picture in her work and is a finished performer on rollers.

WINNERS IN AKRON RACES

Quite a bit of interest was aroused by the boys' and girls' city championship races at the Paramount Rink, 200 S. Main Street, Akron, O., held February 1, 8, 15 and 22, and March 1. The races were run on the point system, the winner of each race receiving three points, second two points, third and fourth one point each, and the one having the greatest number of points at the end of the tournament being declared city champion. The results of the races were as follows:

Winner, Eddie Brown, 13 points; second, Sammy Defago, 11; third, George "Shorty" Ohi, 6; fourth, Harold Shaffer, 4; fifth, Wm. Sutton, 1. Ted Allen, Jack Clarke and Chick Staley also took part in the races.

The results of the girls' races were as follows:

Winner, Anna Baddy; second, Bertha Simmons; Anna and Rose Kratt 1 point each. Miss Baddy and Miss Simmons each received 12 points and had to skate out the tie, Miss Baddy winning.

STRATFORD HAS "COLORED WEDDING"

The Stratford Roller Rink, Rochester, N. Y., put on the stunt used so successfully by Peter Shea recently, the "Colored Wedding," and it proved as big a success in Rochester as it was in Detroit. It was extensively advertised on doubled-faced signs, one side reading "Colored Wedding" and the other "Burlesque Wedding." Over 700 people paid admission to the rink to see the stunt and many declared it was the most novel stunt they had ever seen at a rink.

On March 2 the employees of the rink had their benefit night, which proved another big success, there being a number of surprise stunts.

Races at Stratford Rink this season have drawn excellent crowds, many people not skaters being attracted. Herman Sombke, of Rochester, was the star in most of the races. He is the holder of the Western New York championship and to date no one has succeeded in wresting the title from him.

ACKERMAN OUT OF HOSPITAL

Al Ackerman, who had the misfortune to lose his rink thru fire some time ago, has just left a Mansfield, O., hospital after having undergone an operation. He reports that he is feeling fine and is getting in line for his summer work. Mr. Ackerman lost a valuable collection of skaters' photographs when his rink burned, a collection it required 25 years to gather, and he is anxious to build up another collection. To that end he asks that the old timers and the younger skaters as well send him a post card or photo.

LeMAY'S ROLLER PALACE

Business is good at LeMay's Roller Palace, Mattoon, Ill., according to a letter received from S. J. LeMay, manager. "I held a rabe carnival last week," he says, "which drew a capacity crowd. Next week (week of March 7-12) is 'Gala Week,' one of our feature events. Have booked several interesting races. The feature of the week is a twenty-four-hour race between skaters of Mattoon and Charleston, Ill., rival cities."

Mr. LeMay states that he expects to close March 26 and will open two portable in the northern part of the State some time in April.

TINNEY IS A HUSTLER

James A. Tinney, manager of Riverview Rink, Chicago, is sure some hustler. In addition to his other duties—which are numerous—he is advertising manager of The Riverview News, the newly weekly issued to keep the public informed on Riverview doings. And, not satisfied with the usual four-page paper that is issued, he has planned a Spring Special which will be issued March 19 and will be some paper, we are assured.

CHAMP. RACES AT DUQUESNE GARDEN

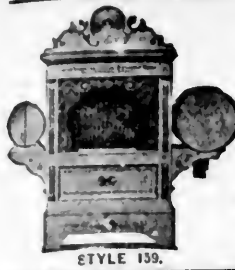
Allen Blanchard, president of the I. S. U. of A., advises that the international amateur indoor speed ice skating championships have been awarded to Duquesne Garden (artificial ice rink), Pittsburg, Pa., and will be held March 14 and 15. Sanction was granted by the International Skating Union of America and the territory which these championships cover includes the United States and Canada.

ROLLER POLO POPULAR

Roller skating is reported to be booming in Hartford, Conn., at the Auditorium Rink, where Al Anderson is manager. Polo is played two nights a week, and 50 girls of the Travelers' Insurance Co. have the rink one night a week. At a staging obstacle races and novelty skating parties, and reports big business.

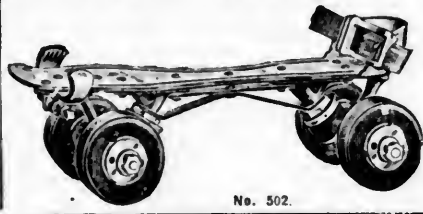
D'VORAK RESTING

Adelaide D'Vorak has just recently recovered from a severe attack of the grip and is resting



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the U. S. A. are equipped with
"CHICAGO SKATES." There
is a reason. Economy in up-keep
is the answer.
Repairs for Most Makes of Skates.
CHICAGO ROLLER SKATE CO.
224 N. Ada Street, Chicago, Ill.



at her home in Cleveland, O. During the present season Miss D'Vorak has played most of the larger rinks in Pennsylvania, and everywhere has been enthusiastically received.

Mack and Brantley, exhibition skaters, have been billed for Riverview Rink, Chicago, for March 17, 19 and 20.

FREE SHOW TONIGHT
(Continued from page 189)

Bentham, musical artist; a quartet, and Gray & Walker.
We toured Michigan the entire summer and did immense business everywhere. During a two weeks' stay at Ishpeming I know for a fact the show cleaned up nearly \$20,000.
Dr. Goerss was a German by birth and a graduate of some of the world's best colleges, including Heidelberg, Germany, and Bellevue New York. He was a thoro physician and surgeon, and having his diplomas always handy to exhibit was justly entitled to the handle to his name of M. D. He was not of the long-haired class, but resembled closely a refined and educated college professor. Always worked in a full dress suit and wore a perfect two-carat diamond in his snowy white shirt front. He insisted on cleanliness and refinement in all departments of his aggregation.

One day at Ishpeming we were on the same lot with the Barnum & Bailey Show, and the boys all had predicted a holiday. Alas, it was not to be, for we gave a matinee and night show, and "packed 'em in." At Negaunee, Mich., another mining town, we opened to an immense crowd. The following night the doctor stepped out on the stage with a letter in hand, announcing that the "council had held a special meeting and revoked his license." "And for what?" asked the doctor? "Simply because a couple of your jealous doctors and dentists have asked for it. They think I am a menace to the community, but ladies and gentlemen, it will be for you to decide, not a couple of sore-heads. If I have injured any of you, or if you say you don't want me here, say so and I will pack up and get out instantly. On the contrary, if you say remain, I will remain and your city fathers and doctors will not drive me out." The entire audience as in one voice yelled "Stay—we'll protect you!" And we remained for two weeks to phenomenal business, and "no license."

We made several more towns in the upper peninsula and closed about October 1.
The following summer found my wife and I with the show, as I had split with Welker and we were now known as Barry and Ella Gray. This season the doctor had joined forces with H. H. Cornell & Son of Lansing, Mich., with Dr. Hopkins as office surgeon in addition to Dr. Goerss. Our company this season was bigger and better than ever, and framed up for the big towns. It included a band and orchestra of 12 men under the leadership of John H. Maloney—and several vaudeville acts, including John S. Lyon, Lew and Delia Walters and the Eureka Quartet. Our opening stand under canvas was Columbus, O., followed by Marion and Springfield, and then to Chicago for the balance of the summer. While in Chicago the doctor and his assistants had a suite of rooms in a downtown office building, and our business there was again phenomenal.

Paul Le Peire, one of the best "all-round" comedians in the profession, joined us shortly after our arrival in Chicago, and remained with the show for several seasons.
Our already big company was augmented during our Chicago stay by several added attractions from time to time. Among these were Sweepsey and Kearney, Dolan and Lenahan, Bert Martin, Chas. Ladendorf and a quartet, which was engaged on trial to fill the vacancy of the Eureka Quartet, which left the show in Springfield. I had quite forgotten this last quartet until I was reminded of it twenty years later by Geo. Evans (Honey Boy). Evans refreshed my memory by stating that he "was the tenor of said quartet, and that we had joined hands one day in the saloon under the old Olympic Theater, and concluding that anything would get by with a medicine show went out to the lot and struck the doctor for a job." They were engaged to appear that night "on trial," and made a "freat" and were "canned." Evans proudly boasted of the fact that it was his first appearance before an audience—that his knees quivered as he sang his voice and that the doctor was fully justified in not retaining them. We traveled with the Goerss Show for three or four seasons thereafter, playing under canvas in summer and hall in winter. Our final season with him was when he invaded the East in 1911. I think, when we had beyond a doubt, the "biggest and best medicine show ever organized."

The same company as the previous season, with the exception of an enlarged band, and Enders & Judson, a musical comedy team.
We opened in Cleveland, O., and then jumped to Brooklyn, N. Y., where we were re-entitled by the Neator Bros., a very clever team. From Brooklyn, we made the New England States, playing Worcester, Providence, Brockton, New Bedford, Boston, Lynn and several other large cities. While in the vicinity of Boston various acts were added from week to week, among them Mack and Marsden, Four Gardner, Lassard and Lucifer, Crane Bros., Tom Bryant, Marlow Plunkett, Lew Knight, Edgerton Sisters, John L. Manning, Chik Saunders and Mendoza Sisters. We played Music Hall, Lynn, Mass., for nine consecutive weeks, to enormous business.

In concluding I wish to state that many of our best musical comedy stars proudly boast

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Need no substitute. Easy to buy.
Powerful and Melodious
Play all the latest music

For Skating Rinks
Send for special leaflet, Sousa's Substitute.
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WHY DON'T YOU LET US SHOW YOU?
Ask for a sample of our RAY-O-LITE PAINT POWDER. Will not burn. Won't wash off. Mixed with water instead of oil. Absolutely guaranteed. Salesmen and distributors wanted.
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An Opportunity To Go Into Business With Practically No Capital or Experience

is offered a limited number of ambitious men who are desirous of becoming independent. These men will go in one of the greatest industries of today, and will be in a field that has practically no limit for achievement or earnings.

They will be wholesale distributors of a line of products that have been thoroly tested and improved before being placed on the market as they are now. These distributors will have EXCLUSIVE rights for the distribution of these products, will handle all the business in their territory, and will make a profit on every product sold in their territory, no matter by whom the sales are made.

These products which they will handle can easily be tested and demonstrated as to their merits, thereby making it simple to convince prospective customers. Everyone of the products are absolutely guaranteed or the purchase price will be refunded. Everyone is sold at a price far below the value, and everyone is a REPEATER, thereby being sold over and over again to the same customers.

A profit of 100% will be made by these distributors on all WHOLESALE orders, and a profit of 200% on retail orders. They will sell WHOLESALE, RETAIL, to DEALERS and JOBBERS, and through SALESMEN, AGENTS and by MAIL.

Every possible help and co-operation will be extended, advertisements placed under the distributors' names, thousands of dollars' worth of literature furnished, personal advice and assistance rendered, service bulletins sent every week, and, in short, everything that an up-to-date manufacturing concern can extend to its wholesale distributors to aid them. Thus, even without the least experience of any kind, anyone wide-awake and ambitious can make a permanent success.

The wholesale distributors will NOT be charged for anything whatsoever, except the actual GOODS, and these goods will be given on a credit system, so that practically no capital whatever is required. All those interested are requested to communicate with the

SCIENTIFIC LABORATORIES
294 Court Street, BROOKLYN, N. Y.

that they received their schooling with the oldtime medicine shows.
A few years ago, I read an article in one of the New York dailies, a reported interview with Donald Brian, in which Mr. Brian stated that "at one time I joined the Cornell Medicine Show in Michigan, and that the ghost failed to persmulate regularly." Either Mr. Brian or the reporter was in error—for I positively know that Cornell & Son never missed a pay day, nor ever owed a dollar to anyone. And I doubt if any performer can truthfully say that he or she ever failed to get every dollar coming to them from a medicine show.
Many of the "old timers" have crossed the great divide, but a few are still living and gathering in the shekels, as of yore.
Franz O. A. Goerss, M. D., at the age of 72, is well and hearty, and reaping big results as a specialist at Bartlesville, Ok.

PIPES
(Continued from page 188)

to this writer that this would be interesting to the majority of readers, nor that a few should be corresponded with and not the others. Therefore, all contributions to "Pipes" have been purely voluntary and to whom Bill and, undoubtedly, the readers extend thanks. Might add, as an explanation, that the copy for the column is made ready for the printers by Thursday of each week for the issue following, and the pipes received after that day, unless a death or of exceptional news value, must be held over for the next edition. This explains why a few fellows have unknowingly had a "kick coming" because their pipe did not appear in the issue they expected it. Not a communication goes to the "waste basket," as some might imagine. All are made mention of, unless they belong in the advertising columns, take a heavy slam at somebody, or a poem, without meter or rhyme. In other words it is Bill's impression that all who are pitmen, or indoor or outdoor demonstrators, and have the good interests of the vocation at heart, have equal rights to get their feet wet and atack in their bill in this column, the only one of its kind published in any magazine or amusement weekly. But, don't forget, a little more humor, as "Yours Truly" can't sit at his desk and "imagine" it, without a few tips, anyway. And—here's hopin' for a big season for everybody.

Ret Crosley, who occasionally writes songs and has been meeting with success, demonstrating and selling whistles in picture houses, is thinking of joining out with some good hand or orchestra for the early summer.

Be sure to look thru the Letter List this week.

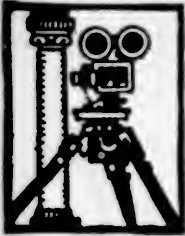
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YOU CAN AGAIN SELL
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(SUSPENDER AND BELT COMBINED) and make Big Profits.
OUR PRICES ARE WAY DOWN NOW
The L. & K. Suspender Belt
is the biggest Men's Novelty on the market. Every man must wear a belt or suspenders, and is a sure buyer.
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SAMPLE, 35c. Worn as a Belt.
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For BLANKETS, See Page 125



THE SCREEN WORLD

HONEST NEWS, VIEWS AND OPINION FOR THE EXHIBITOR

W. STEPHEN BUSH · Editor

MARION RUSSELL · Associate Editor

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CONDEMN BRADY'S CAMPAIGN AGAINST ORGANIZED EXHIBITORS

"THE BILLBOARD" ENDORSED AND PRAISED FOR ITS STAND AS CHAMPION OF THEATER OWNERS

"ON THE EVE OF THE CONVENTION"

The Pennsylvania State Convention of Motion Picture Theater Owners, affiliated with the M. P. T. O. A. was scheduled to open at 2 p.m. on Tuesday, March 8, more than a score of prominent exhibitors representing the eastern, western and central counties of the State arrived in Harrisburg, the convention city, on Monday afternoon and evening to take part in the final preparations for the convention. Most of the delegates were registered at the Penn-Harris Hotel, where the convention is to be held, but there are groups that have put up at the Metropolitan and other hotels.

Peter Magaro, owner of the Regent and Chairman of the Committee on Reception and Arrangements, had secured reservations for two hundred exhibitors in the Penn-Harris Hotel alone and after a good delegation had come in from Pittsburgh an informal meeting was called by John S. Evans of Philadelphia, executive member of Pennsylvania in the M. P. T. O. A. The meeting was held at the Penn-Harris Hotel, and among those present were: Frederick J. Herrington, Pittsburgh; John S. Evans, Philadelphia; M. J. O'Toole, Scranton; C. A. Baird, Portage; Floyd Hopkins, Harrisburg; David Starkman, Philadelphia; Henry Poke, Pittsburgh; Peter Mafaro, Harrisburg; Edward T. Claffey, Sharon; Charles Gabel, Sharon; Jerome Casper, Pittsburgh; Paul Jones, Wilkesburg.

A tentative program was mapped out, after which the seven bills now in the Legislature and all of them adversely affecting motion picture theater owners, were analyzed by the various members present and suggestions were adopted for prompt action on all of them. After informal and confidential reports on the so-called Brady Taxing Bill had been received it was decided to adjourn and go to the Capitol to call upon members of the Legislature. Sydney S. Cohen, National President of the M. P. T. O. A., and special representative Samuel Irving Berman, of Bensonshurst, were invited to join the delegates. Accordingly everybody went to the Capitol, where different groups called upon their local representatives in both houses of the law-making body of the State. The results of many interviews with leaders in both houses were favorable and reassuring. The delegates were then invited by Mr. Magaro to join him at an informal luncheon at the Regent Restaurant. While the luncheon was in progress more exhibitors arrived from Philadelphia and Eastern points. The lunch was an excellent one with a special salad mixed by the host. The liquid refreshments were a delightful feature of the entertainment, which lasted until the stars began to grow faint.

TUESDAY, MARCH 8TH

Every train pulling into Harrisburg brought new delegates to the convention, and when Floyd Hopkins, acting for the local exhibitors, called the meeting to order at 2 p.m., fully 300 men, all of them bona fide exhibitors, had registered at the tables in the main lobby of the Penn-Harris Hotel. Mr. Hopkins made a short and cordial address of welcome and introduced the Mayor of the city of Harrisburg, who replied in a clever and witty manner, putting the crowd at its ease immediately. The Mayor was thanked by a rising vote of the delegates present. The next business in order was the election of Chairman, and for this office there was but one nomination, that of John J. Evans of Philadelphia.

Mr. Evans was greeted with one round of applause after another, followed by cheers. He said in his address:

OPENING SPEECH HARRISBURG CONVENTION

This gathering represents the first harmonious effort to unite all the motion picture theater owners of the State of Pennsylvania in one State-wide league without any geographical subdivisions. Only by having a State-wide organization will the exhibitors of this State ever

succeed in commanding the respect of the legislature.

The way to influence legislation is to have every hand in the State properly represented in the organization. In this way the full influence of the organization can be exerted and no member of the legislature will then be left in doubt as to our strength and union.

This State from the early days of the Industry has had more adverse legislation against motion picture theaters than any other commonwealth in the union. We have the most drastic regulations of any State imposed on us now and here they come again with more.

The majority of the legislators imagine every man in this business is a millionaire and every theater a mint. This is evidenced by the great number of bills presented at this term, that if passed would mean utter ruin to the majority of amusements.

Business at this time is slipping, the public has less to spend, and we don't want to raise prices, but if extra taxes are assessed it means an advance, and then the people will stay away and finally many of us will have to close from stagnation.

We are against all further taxation and bills that will restrict and hamper the operation of our theaters. Now is the time to curtail expenditures, especially in government, and if this is done, there will be no need for extra taxes or revenue.

If we had had a perfect State organization before this day, instead of several units, and the lawmakers had consulted us, they would have quickly seen the wrong done in offering these many bills that if passed mean so much harm not alone to us but the public.

We have the public with us; 90 per cent of it, and how often have the people come and talked with you, feeling they were interested in your theater and pictures just as much as you were yourself.

We never knew how much they were interested until we started to tell them about our troubles, and I can say that within the last three weeks hundreds of them said they would stand back of me, and I guess you have the same experience.

They are educated now, but we can tell them a lot more with our screens and our house programs and we are going to do it from this minute on.

At this convention we are going to tie up with and join in—a solid body to the best working and largest organization of exhibitors in the history of the motion picture, namely the M. P. T. O. A., and be known as the Pennsylvania Division of it.

We will be a big help to them, but to us the National Organization will be a giant, and in union with them we can then make good our slogan: "AN INJURY TO ONE IS THE CONCERN OF ALL—A SQUARE DEAL FOR EVERYONE."

You will hear more of this from our National President, Sydney Cohen, who has honored this convention with his presence, because he knows how important this State is and how neglected it has been in the past.

Much is to be done in this State. We have it in our power to render the people of Pennsylvania the greatest service they are all wishing and waiting for. The removal of censorship; so they can be placed back to enjoy free speech, upon thoughts and inalienable rights of freedom thru the source of the screen.

Censorship makes a person think something is wrong when there isn't. It makes many think of bad where good is intended. It compels those who enforce it to find something wrong, so they can have an excuse for its existence. Forty-four States in this country have consistently and continually voted down censorship and all of us will agree that Pennsylvania does not have a monopoly on morals or is better with censorship than these other States without it.

FILM INDUSTRY

Generous to Hoover Drive—European Children Will Benefit From \$660,000 Screen Fund—Capitol Theater Contributes \$10,405.47—Rivoli, Rialto, Strand Donated Heavily

The motion picture industry's contribution to the fund for Europe's starving children is beginning to run into big figures. Returns from the various States have been coming into the New York headquarters of the motion picture division of the Hoover drive since early in February.

Last week \$600,000 had accumulated and was turned over to James J. Lick, comptroller of the European Relief Council. This does not represent the entire amount collected up to date, however, because many of the exhibitor chairmen in the various States have either turned their funds over direct to the European Relief Council or have given the collections to the State chairman of the European Relief Council in their respective localities. Thousands of individual contributions inspired by the Invisible Guest trailers, which were run in theaters throughout the country, have also been sent direct to the European Relief Council, but these are being credited to the motion picture industry.

Of the \$600,000 payment last week one check for \$500,000 was signed by C. C. Pettijohn of the General Motion Picture Committee of the European Relief Council. It represented funds that had been relayed thru the general committee by the exhibitor-chairmen in twenty or more States, also contributions by individual theaters sent direct by them to the New York headquarters.

Another check for \$100,000 was signed by S. L. Rothapel, chairman of the Greater New

York Committee of the European Relief Council. This represents the first payment of proceeds from Motion Picture Day in the New York territory. The Capitol Theater was the largest individual contributor, \$10,405.47 having been collected there for the fund. The receipts from some of the other large New York theaters were: Plaza, \$1,146.75; Rivoli, \$1,049.40; Strand, \$1,006.78; Rialto, \$726.95.

Mr. Rothapel's report to Mr. Hoover showed that 206,173 children attended special performances held in 249 theaters in New York City.

The first State to forward complete returns to the motion picture committee was Arkansas. A check for \$3,848.50 has been received from C. A. Lick of Fort Smith, exhibitor chairman of the motion picture committee for Arkansas. In a letter to Mr. Pettijohn Mr. Lick gives a list of fifty theaters in Arkansas which participated in the drive, together with the amounts raised by each theater.

In a supplemental report from northern California Eugene H. Roth of San Francisco says: "We feel that the motion picture industry nationally has fulfilled its obligation and established itself more firmly in the minds of the masses." The amount raised in San Francisco alone was \$23,000. Mr. Roth in his report gives full credit to Samuel Edwards and Mr. Costello of the Turner & Dahnken Circuit for valuable assistance in the campaign there.

This State was the first to be affected with censorship thru the blunders of pretended friends of the exhibitors when their organization was controlled by the manufacturers' interests.

Let it also be the first State under the guidance of the M. P. T. O. A. controlled by honest exhibitors to blot this infamous law of oppression from its statute books.

Practically all the voters of Pennsylvania are with us, and the people of the entire United States and they alone are to be reckoned with. With these points in view we now assemble into convention.

When Chairman Evans had finished his address the following resolutions were introduced by various delegates and referred to the Committee on Resolutions:

"Resolved, That all resolutions proposed at this convention shall be submitted in writing and that no oral resolutions shall be in order or receive any attention from this convention.

"Resolved, That all resolutions thus submitted in writing, immediately upon their submission be read by the secretary of this convention and referred to the Committee on Resolutions.

CONDEMNING THE MUSIC TAX

"The Motion Picture Theater Owners of Pennsylvania condemn the means and methods used by certain monopolists to enforce upon the exhibitors of this State unjust and unfair exactions known as the so-called music tax.

"This convention pledges its resistance to these exactions and proposes, both by a proposed modification of the present copyright law and by an appeal to the courts of last resort, to fight this exorbitant exaction to a finish.

"We condemn the action of a certain exhibitor of this territory, who has constituted himself the collector of this unjust and arbitrary tax from his fellow exhibitors.

THE CASE OF WIDOW DODGE

"The Motion Picture Theater Owners of Pennsylvania have before them the facts in the case of Pauline K. Dodge, a widow, of Morrisville, Vt., who has been coerced by unfair and illegitimate competition into giving up her little theater. This convention learns with pleasure and hearty approval of the action of the Motion Picture Owners of America, who have saved Mrs. Dodge's investment and procured for her use and benefit the town hall of Morrisville, Vt., in which she is now continuing to conduct her business.

"This convention also wishes to go on record as appreciating the action of D. W. Griffith, the famous director, who, at the solicitation of the Motion Picture Owners of America, aided Mrs. Dodge by placing at her disposal, free of cost, the use of his great masterpiece, "Way Down East," and for sending his entire staff, consisting of a publicity man, an expert operator and special musicians, all of whom rendered their services free of charge.

"This convention recognizes in the action of the Motion Picture Owners of America a good and practical illustration of its working motto, "An Injury to One is the Concern of All."

CENSORSHIP DENOUNCED

"The motion picture owners of Pennsylvania wish to renew their emphatic protest against motion picture theater censorship of this State. We condemn censorship because of its improper and unlawful restraint on the freedom of expression which is guaranteed to every citizen of Pennsylvania, both by the constitution of this State and of the constitution of the United States.

"Despite the systematic and persistent agitation of paid moralists and professional reformers and despite the anti-picture propaganda promoted by theatrical and other hostile interests only four out of eight and forty States of this Union have adopted censorship. In those States censorship came not in response to a sound public sentiment but as a result of political maneuvers and manipulations. The motion picture theater owners of Pennsylvania pledge themselves to a campaign of education

(Continued on page 194)

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BELETED RALLY AGAINST CENSORSHIP IN MISSOURI

Hostile Bill Passes Lower House 11 to 4, and Senate Is Expected To Follow Suit

According to dispatches received by The Billboard the M. P. T. O. of Missouri shows an inclination to follow Wm. A. Brady's leadership in the battle the industry in making against censorship.

Brady was the guest at a luncheon attended by more than 100 leading exhibitors and exchange men. He declared the men in the industry must either stand together and live or fight separately and die. At the conclusion of his remarks, Joseph Mogler, president of the Motion Picture Theater Owners of Missouri and vice-president of the national organization, took issue with Sydney Cohen, the president of the National Theater Owners of America, in condemning Mr. Brady's trip. Mogler declared that Mr. Brady was doing wonderful good for the whole motion picture industry.

The resolution was unanimously adopted by the exhibitors lauding Brady's purpose on his transcontinental tour and heartily supporting him in his purpose to bring about a united industry organization which would protect the industry from assaults from its enemies. Mr. Mogler, as the result of the resolution, sent the following telegram to Mr. Sydney Cohen:

William A. Brady spoke here today as the guest of the St. Louis Film Club and the Motion Picture Theater Owners' Association of Missouri. As president of the Motion Picture Theater Owners of St. Louis and vice-president of the State organization, I want to go on record as heartily approving everything Mr. Brady said as to the necessity of a united industry which will withstand the assaults upon our busi-

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ness by our enemies, who would curb our usefulness by censorship and other legislation. The unanimous consensus of opinion among our members is that Mr. Brady by his talks and sound advice based on long experience is doing a great constructive work for the motion picture industry, and by his talks and earnest attitude has made us realize our strength and importance in the community more than any individual who has ever spoken to us here or elsewhere.—J. Mogler, president M. P. T. O. of St. Louis.

The circumstances surrounding this action of Mr. Mogler are somewhat curious, for it came after the lower house of the legislature had passed a censorship bill by the decisive vote of 111 to 4. The same bill has been reported favorably out of the senate committee which has charge of it and there is very little doubt that the upper house will pass the bill by a substantial majority. Brady went to St. Louis from Chicago where he had been resting from his trip across the continent on his way to New York.

Men conversant with the situation at Jefferson City say that the effort for censorship might have had good results if it had come about six weeks earlier. The Missouri M. P. T. O. branch is the first exhibitor body which showed any disposition to align itself with the manufacturers and distributors against their own organizations.

THE LYRIC OPENS

With "The Four Horsemen of the Apocalypse"

New York, March 10.—The Lyric Theater opened Sunday evening, March 6, with the special production of the Vicente Blaaco Ibanez story, "The Four Horsemen of the Apocalypse," adapted for the screen by June Mathis, directed by Rex Ingram and produced by Metro.

It was an important event with the leaders of New York Knickerbocker families present and a big throng of people striving to obtain admittance. Many celebrities were noted in the boxes.

The work has been handled with reverence and a fine appreciation of the possibilities of the story fitting into the demands of the silent drama. All the prophetic figures which dominate the book have been retained in the cel-

luloid version and the tragedy of the galloping steeds which spread destruction, famine and death throught the land has been faithfully depicted on the screen. The figure of the Stranger with his Christ-like face, his calm pitying smile and his gentle tolerance made a deep impression upon the spectators. The heart interest of the central theme is undeniable.

In filming this stupendous work Metro producers have far out-distanced their contemporaries and the public flocked to the Lyric in droves. Never in the history of stumdom has a picture of turbulent conditions carried so enthralling, so inspiring and so spiritual a message as "The Four Horsemen of the Apocalypse." This superb production glorifies the screen and gives motion pictures their proper place in history, fighting as it has done, for an idealism as lasting as time.

The picture is on for a run with performances afternoon and night, prices ranging from fifty cents to two dollars top. The consensus of the press has been laudatory to the film.

WEST VIRGINIA EXHIBITORS

Will Meet March 15 To Form Permanent Organization

The exhibitors of West Virginia will hold a convention on March 15 in Charleston to form a permanent organization under the auspices of the Motion Picture Theater Owners of America. Extensive preparations have been made to insure a large attendance. The leading exhibitors of the State have signified their intention of attending. The fact that a very drastic censorship bill is pending in the West Virginia legislature will have a tendency to insure a very substantial attendance.

The Motion Picture Theater Owners of America will be represented by Samuel I. Perman of New York.

CHANGE DATE

For Kansas Convention

New York, March 10.—The Kansas State Exhibitors have changed the date of their meeting from March 21-22 to March 28-29 at the Hotel Lassen, Wichita, Kan. The convention promises to be largely attended with many important matters under discussion.

ROCHESTER

To Hold Exhibitors' Convention April 5, 6, 7

Reports coming from every quarter of the State indicate that the New York State exhibitor convention to be held at the Hotel Seneca in Rochester April 5, 6, 7 will be the biggest affair of its kind ever held in this or any other State.

It is understood that the F. I. L. M. Club of New York City and its president, I. E. Chadwick, will be present at the convention. The object is to hold a special conference between the F. I. L. M. Club and the exhibitors at which the grievances of the exhibitors will be discussed and adjusted.

It is reported that every booth at the convention has been sold and twice as many could have been sold if the space had been available. Leading members of the Assembly and Senate will be present. The first day will be devoted to the appointment of committees, consideration of resolutions and routine business generally. On the second day the reports of committees will take place, and a great movie ball will be held in the armory that night. Prominent stars will be in attendance and several surprises of a sensational nature are being prepared for this occasion. The demands for reservations is constantly growing. This convention in conjunction with the election of officers for the State organization will also chose delegates to the national convention of the Motion Picture Theater Owners of America which will be held in June of this year.

Exhibitors who want to attend or desire any information in connection with the holding of this convention are requested to write to Mr. I. M. Salyerds at Victoria Theater, Rochester, N. Y., who will furnish same.

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PA. EXHIBITORS STAND BY M. P. T. O. A.

(Continued from page 192)

on the question of censorship and do hereby appeal to the public and to the press for their assistance in stamping out this un-American system of expression.

PRaise FOR THE BILLBOARD

"The motion picture owners of Pennsylvania hereby extend their hearty thanks and congratulations to The Billboard for its consistent espousal of the cause of the organized exhibitors."

PA. STANDS WITH M. P. T. O. A.

"This convention pledges its unwavering allegiance and loyalty to the M. P. T. O. A. and expresses its unbounded confidence in its integrity.

"We condemn the attempt made by Wm. A. Brady, president of the N. A. M. P. I., to sow discord in our ranks and we congratulate our fellow exhibitors throughout the country for their intelligent and effective resistance to his scheme in trying to create a rival exhibitor organization under the control and management of the producers and distributors organization."

The outstanding feature of the day was the reception given to Sydney S. Cohen, national president of the M. P. T. O. A. of America, when Mr. Evans called upon him to take the platform. There was a full minute of sustained applause, and as Mr. Cohen sought to begin his remarks he was interrupted time and again by cheers from every part of the hall.

In the course of his remarks Mr. Cohen said:

"Attempts are being made in certain quarters to use it as a lever to bring about a change in the exhibition business which the exhibitor is making for the protection of his investments and for his independence is a question of personalities. I do not wish to discuss the motives back of this strange judgment, but I want to say with all the emphasis at my command that the issue involved in this struggle rises very far indeed above the plane of personalities and animosities. The Motion Picture Theater Owners of America have no quarrel with any one.

"Let us look at the facts in the case. For many years exhibitors have suffered from unfair treatment at the hands of certain producing and distributing interests. Everyone of us have always felt that the arbitrary exaction of deposits, or as they are now called, advance payments, was an injustice which we ought to resist. Another grievance of the exhibitors was the one-sided contract which we were asked to sign on the dotted line. This contract was drawn by the producer and distributor and it was not natural that the writer and inker of the contract sought to gain undue advantages for himself at the expense of the exhibitor. Now, gentlemen, a contract ought not to be and cannot be a one-sided affair. A contract ought to protect the rights of both parties and both parties ought to have something to say about what is to be in the contract before pen is put to paper. The contracts which the film salesmen carry around in their pockets and which they ask you to sign have been drawn by the lawyers of the home offices and you have not been asked about it at all. There has been no meeting of the minds such as the law requires for every honest contract. As Justice Holmes of the Supreme Court of the United States said in a recent case: 'Liberty of con-

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This production does not conflict with any other round-up picture ever taken and is superior to all of its kind.
All new copies of films, above stated length, for \$250.00 per copy. As many copies as you wish under your territorial lease. Plenty of cuts and negatives to make your lobby pictures at cost price.
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tract begins where there is equality of bargaining power."
"We exhibitors wanted redress of these just grievances. You know that besides the questions of deposits and contracts there was the question of unfair competition on the part of the men who furnished us with our films. This is a very real danger that affects our daily bread. In every little town and in every big city, the exhibitors began to feel that their investments would soon be at the mercy of unscrupulous interests. A movement was started in every part of the country to preserve our independence, and for the first time in our history, at the City of Cleveland, exhibitors banded themselves together for protection, adopted a constructive platform on which we all can stand, exhibitors as well as legitimate and honest producers and distributors, and raised close to \$20,000 in less than an hour.

"Fellow exhibitors, I cannot lay too much stress on the fact that we seek no single object which is not in full accordance with the welfare of the entire industry. I cannot repeat too often that the honest producer and distributor who is conducting his business along legitimate lines has nothing to fear from us—we are his friends and we want to work with him for the benefit of the industry and in the end for the benefit of the public.

"In spite of the past experiences we have in all these matters proceeded with the liberty that the producing and distributing interests were actuated by a desire to do the fair thing by us, if it were possible for us all to get together and discuss all our grievances. We hoped that all our differences could be straightened out by conferences conducted in good faith on both sides. I suggested to the National Association of the Motion Picture Industry that we hold such conferences of conciliation. The National Association and its president professed a willingness to meet us in a spirit of conciliation. We then spent thousands of dollars to bring representatives of the Motion Picture Theater Owners to New York and we met in conference. I regret to say that almost from the very first there was evidence of bad faith on the part of the national association. Nevertheless we went on with our conference. The object of these conferences were, as I have said, to adjust grievances and to present a firm and united front against the common enemy who was knocking at our doors. We made some progress or seemed to make some progress on the question of deposits and contracts. An agreement was finally reached by the committee in charge and a date set for the signing of this agreement. It was far from a radical agreement—indeed, it was the result of compromise and concession; it did provide for a substantial modification of the deposit system and for uniform and equitable contracts. When the day for the signing of the agreement arrived the representatives of the national association of the M. P. I. industry had forgotten about it. Frederick H. Elliott, the executive secretary of the national association, called me on the phone and said that the manufacturers' committee had more important things to attend to. I asked Mr. Elliott to put these words in writing, but he preferred not to. It was a short time after this failure to sign an agreement that they had promised that the president of the national association set out on his trip, which he said was made to waken the exhibitor to his moral responsibilities and to urge co-operation between all the branches of the industry. "After all the trickery and bad faith in New York how could we exhibitors believe in

the honesty of purpose of Mr. Brady. If he really wanted co-operation, if he and his masters were honest in their desire for the good will of the exhibitor, why had the negotiations in New York been permitted to fall thru the refusal of the national association to redeem its pledges? If Mr. Brady and his masters were anxious to cooperate why did they not go to the headquarters of the M. P. T. O. of America which was right across the way from the office of the national association. The answer is plain. We knew them for what they were. We had seen them with their masks off, we could not be fooled but out in the West Mr. Brady thought they might not be so well informed so he started for Chicago, only to find out that the National Association of the Motion Picture Industry's reputation for trickery and bad faith had preceded him and his proposed tour of triumph became a tour of repudiation, as far as the exhibitors were concerned. The National Association, thru Mr. Brady had challenged the organized exhibitors of the country and no challenge was ever met and answered more plainly—everywhere, East and West, North and South, the exhibitors stood squarely back of this organization and in a thousand wires and letters they are renewing their absolute allegiance to the Motion Picture Theater Owners of America.

"As far as deposits and contracts are concerned, I want to say to you gentlemen, that we are in this fight to stay. We appeal to the honest and legitimate producers and distributors who are willing to operate along sound business lines, to meet us in a spirit of fairness and equity, and we will make it worth their while to do business with us. As for the illegitimate interests, for the men who want to exploit us, who are not satisfied with a fair bargain, but are always looking for unfair and undue advantage at our expense, in other words for the piratical elements in the ranks of the producers, naturally we have no message of good cheer and encouragement.

"The man who speaks or writes of our struggle for independence as if it were the quarrel of individuals is either lacking in intelligence or working with an ulterior motive which is inspired by no love for the exhibitor."

Other speakers were: S. A. Berman, W. Stephen Bush, Frederick J. Harrington, M. Rapaport.
At night a banquet was given in the grand ballroom of the Penn-Harris Hotel, to which a number of prominent members of the Pennsylvania House and Senate had come at the invitation of the M. P. T. O. of Pennsylvania. Among these legislators were Mr. Joseph Marans, Senator from Allegheny County, and A. C. Craig from Erie. They spoke encouragingly, and Mr. Craig paid a very eloquent tribute to the screen and to the men behind the screen.

Peter Magaro of the Regent Theater of Harrisburg acted as toastmaster. Other speakers were: Sydney S. Cohen, Dean Hoffman, editor of The Harrisburg Patriot; J. J. Havinghurst, secretary of the Harrisburg Chamber of Commerce.

A very fine vaudeville program was sandwiched in between the speeches and served to keep the crowd in excellent humor to the end.

CONVENTION COMMITTEES

The following committees were appointed by the chair:

Resolution Committee: David Barist, Philadelphia, chairman; Fred Harrington, Pittsburg, A. P. Way, Dubois; J. R. Cadoret, Scranton, L. J. Chamberlain, Shamokin; William Hunt, Philadelphia.

Legislation Committee: George Aaron, Philadelphia, chairman; M. J. O'Toole, Scranton, Peter Magaro, Harrisburg; Henry Poke, Pittsburg; C. Floyd Hopkins, Harrisburg; Eugene McAttee, Mahoney City; George Spring, Lebanon; Frank J. Harrison, Pittsburg.

Organization Committee: Fred Harrington, Pittsburg, chairman; H. P. Dawson, Beaver Falls; C. O. Baird, Portage; O. A. Potter, Erie; William Itay, Neweastle; Harry Davies, Milton; Hugh Campbell, Hazelton; J. R. Boggs, Middletown; Nicholas Powers, Doylestown.

Ways and Means Committee: J. Silverman, Altoona, chairman; Charles F. Keat, Minersville; Marlin Matthews, Newcastle; Mike Stiefel, Philadelphia; John Hayes, Philadelphia; H. J. Schat, Reading; H. E. Wilkinson, Pittsburg.

Business Relations Committee: Fred Osterstock, Easton, chairman; Sam Finegan, Philadelphia; Harold Heiberger, Bethlehem; C. A. Kline, Ardmore; George Spang, Lebanon; J. E. Smith, Pittsburg; H. Wilkinson, Pittsburg; Dr. Michlar, Altoona; Joe Shevl, Lewisport.

The election of officers resulted as follows: President, John Evans, of Philadelphia; first vice-president, Henry Wilkerson, of Pittsburg; second vice-president, Peter Magaro, of Harrisburg; third vice-president, Fred J. Harrington, of Pittsburg; fourth vice-president, Marlin Matthews, of New Castle; secretary, M. J. O'Toole, of Scranton; assistant secretary J. Keeler, of Leisburg; treasurer, Jacob Silverman, of Altoona.
All elections were by acclamation.

Two hundred convalescent service men were given an opportunity to see what a good account the Navy can give of itself before the camera at the Capitol Theater, New York, last week. "Lying Lips," was being given a special representation by S. L. Rothappel. The picture contains several spectacular features which proved of particular interest to the sailors and marines. One of the thrilling scenes pictures the shipwreck of an ocean liner, caused by the bursting of its boilers and the slow sinking of the ship and the flooding of the bulk heads is pictured with vivid and realistic detail.

The party at the Capitol was arranged thru the courtesy of Edward Bowes, managing director.

OPERA CHAIRS

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FOR SALE 1 Compensate, 4 Movie Machines, 1 Piano, 200 Seats 2 Theaters. Write W. E. JOHNSON, Duquoin, Ill. Operators—Managers Stop those needless breaks caused by poor patches. Use Sticktite Cement. Standard for six years. Trial Bottle, prepaid, 50 cents. Guaranteed or money refunded. STICKTITE CEMENT CO., Athol, Mass.

The Billboard Reviewing Service

"CHICKENS"

Paramount, starring Douglas MacLean

Reviewed by W. STEPHEN BUSH

Very light comedy-drama, which moves rather slowly and tamely. Mild sort of entertainment.

THE STORY IN SKELETON FORM

The story is exceedingly thin. A young man is cheated out of part of his fortune by a guardian, who has wasted most of it in speculation. He takes the situation philosophically and goes into chicken raising to retrieve his fortune. His experiences and adventures in this new enterprise form the basis of all the incidents which go to make up the story, the usual love element not omitted.

THE CRITICAL X-RAY

This is not a thriller by any means. I would call it strongly diluted comedy drama. Douglas MacLean, a nice, clean-cut sort of chap, not overburdened with histrionic talent, manages to furnish a little occasional laugh and is rather feebly assisted by a very ordinary cast. "Chickens" is not a picture that will make much money for the exhibitor.

ADVERTISING POSSIBILITIES

See press sheet.

REST OF PROGRAM

Something with a little substance in the way of scenic is suggested.

ENTERTAINMENT VALUE

Quite ordinary.

"LITTLE 'FRAID LADY"

Starring Mae Marsh, released thru Robertson-Cole.

Reviewed by MARION RUSSELL

The slowness, the lack of interest and the great amount of extraneous matter injected for the purpose of padding was about as hopeless as were the irritating titles which contained threats and promises of what would happen if the judge did not come to terms. The heroine, plump and chunky, was not the fascinating creature the captions declared her to be. We have seen Mae Marsh in roles far more suited to her limited pantomimic powers. A squint, wrinkling of the retrousse nose and bashful mannerisms constitute her stock in trade.

THE CRITICAL X-RAY

As the story was constantly switching back and forth in an effort to delude the audience—at which it failed to succeed—the allotted five reels wound out their time in a painfully dull manner. Everybody knew that the villain was the girl's father and that the lover would eventually win her, but climax after climax arrived yet the lover still pursued her—when the picture had actually ended two reels before. There was no excuse for the filming of such material. It seemed the purpose of the director to squelch every dramatic situation the moment it popped its head above the surface, yet a tremendous amount of footage was wasted to establish nothing. A crowded court room developed into thin air as far as interest was concerned, a hal masque in the artists' colony was flashed so often it made one yawn, and an impossible black-eyed girl waxed jealous over a very homely middle-aged man. People all around me were falling to sleep and many left after trying vainly to feel entertained.

Film

All kinds, features and short subjects. 5 Mast Linder 2-reelers, 12 George Ovey single reels.

Also "HIS BROTHER'S KEEPER," "TEMPTATION OF ADAM," "THE UPLIFT," "THE BATTLE OF LOVE" at \$30.00 each, and long list of other features. Condition guaranteed. Posters and Photos. Write for list.

J. S. FISHER, 729 7th Ave., New York.

FOR SALE—GOOD FILM.

ROADMEN—Hop onto these Man From Golden West, 4 parts, \$18.00. Golden Cage, 3 parts, white slave, \$10.00. City of Promise, 3 parts, white slave, \$10.00. R. Hart 2-Reelers, 3 parts, sensational, \$10.00. W. Manhood, \$10.00. Hoops, \$10.00. Great Divide, \$10.00. Champion 2-Reelers Parn Sleep, \$30.00. Interment, \$50.00. Tivvina Plaza, \$50.00. Romance of Underworld, 5 parts, \$100.00. Where Are My Children, 3 parts, 2 parts, \$125.00. Twilight Sleep, big cleanup, 3 parts, \$25.00. 2 110. A. C. 60-cycle Compensars, \$15 each. Power's A. A. \$200.00. G. B. \$250.00. HEAT MOHENBY, 200 S. 6th, Louisville, Ky.

The most amusing part was a trained dog that did stunts, but then the picture required the aid of the poor canine which had more pep than some of the cut and dried situations which hindered the progress of the story.

SUITABILITY

Rural communities might accept this if nothing else offers.

ENTERTAINMENT VALUE

Slow.

"MY LADY'S LATCHKEY"

Starring Katherine MacDonald; a First National picture, shown at the Strand Theater Sunday, March 13.

Reviewed by MARION RUSSELL

Another crook story but taken from a different angle. Miss MacDonald, beautiful as ever, but limited in acting ability. Nothing especially stirring occurs in the picture.

THE CRITICAL X-RAY

Mystery, suspense and romantic adventure abound in this picture, which has been lavishly produced. More from the standpoint of extravagant display than from any real merit of the story will this screen version of the Williamson's novel attract the masses. The climax is rather abrupt and somewhat disappointing. It is straining a point to find the proud and refined heroine submitting readily to the knowledge of her husband's crooked record and willing to remain his wife under these conditions, even though he has promised to reform.

The action is mystifying and situations in the main hold a polite thrill. No real dark deeds are committed by the band of high-class crooks who manage to get away with a lot of priceless diamonds. There is no depth or dramatic strength to the picture and whatever success it achieves is due to the fine acting of Edmund Lowe, Claire Duxrey and Joseph Jefferson, who ably assist the star.

ENTERTAINMENT VALUE

Mild, but pleasing.

"LURE OF CROONING WATERS"

Starring Ivy Duke and Guy Newall, Stoll picture.

Reviewed by MARION RUSSELL

Theme of animalism which seemed rather incongruous when the woman was a dainty, refined musical comedy star and the man an uncouth, country hoo whose neck appeared to need washing. Miss Duke is charming and talented; she should have greater opportunities.

THE CRITICAL X-RAY

At least the story is about something—it is definite and conclusive, tho' draggy at times, as if the director lingered over the situations he loved the best. It pictures the conflict of sex appeal and is very well conveyed by Miss Duke and Mr. Newall. Also the work of the faithful wife is worthy of commendation. The action cleaves closely to the main narrative and depicts a vain-glorious actress, seeking health in a country cottage. The family of three small children, wife and husband are greatly beneath her in station, but her amorous nature

responds to the magnetism of strength and compelling force of the country bred man and she almost lures him away from his home. The goodness of his wife and purer love of family eventually restores his reason, and the actress, too, learns her lesson.

While there are no offensive sex situations the many love incidents are pretty bald, but exceptional treatment render them harmless and the repentance of the characters assumes a cleaner aspect.

A trifle too long and at times anti-climatic the picture nevertheless holds attention by reason of its earnest endeavor to handle a domestic problem.

SUITABILITY

City theaters.

ENTERTAINMENT VALUE

Fair.

"THE GILDED LILY"

Paramount picture, starring Mae Murray.

Reviewed by W. STEPHEN BUSH

An entertainment with a strong cabaret flavor, lavish settings, good acting and some clever dancing by the star.

THE STORY IN SKELETON FORM

A youth from the country, who, according to the subtitles, has not checked his New England conscience in cabarets, which, for some reason, he is visiting, falls in love with a dazzling dancer of cabaret fame. He persuades her of the ardor of his affections and his sincerity and she immediately gives up a most promising cabaret career for the simple life, tho' she has saved enough to live in fairly good style until the day of her marriage to the awain. It turns out that the latter had fooled himself when he thought himself in love with the girl—the magnet was not the girl herself, but the cabaret glory in which she had first revealed herself to his hucelle vision. He tires of her, and still burdened presumably by his N. E. conscience, accumulates a reputation as a habitual souse. In the meantime the girl has been distraught by the actions of the youth and promises to go back to the cabaret to please him. When she discovers he loves her just because she can shine in a cabaret she has a revulsion of feeling and turns her back on him. Fortunately all thru the play there was a most respectable suitor for the little dancer's hand, and he comes in very handy at the finish, for she finds that after all she can learn to love him and reward him for his constancy and devotion.

THE CRITICAL X-RAY

Mac Murray is, next to Ann Pennington, the most charming little dancer we have. She knows how to dress piquantly and, except to the eyes of the old women of both sexes, on the whole rather decently, but Mae Murray is weak in her acting. No doubt her long association with Universal Pictures has something to do with this, for nothing is more difficult than to unlearn silly mannerisms and false pathos, etc., etc. Miss Murray's motion picture career began with her debut in a Paramount picture, in which years ago she was made to play the part of Queen Elizabeth. No one seems to be able to find her proper place on the screen, tho' it would seem easy enough to realize that a light dramatic comedy (the lighter the better) with plenty of opportunities for dancing is just

the niche for this charming personality. Emotional acting is out of this star's reach. The settings in "The Gilded Lily" were superb, the direction quite passable and the supporting cast just a trifle above the average, with the exception of the young man who played the part of the youth with the N. E. conscience and the perpetual souse. His acting would drag a Barrymore cast down to a zero average.

ADVERTISING POSSIBILITIES

See press sheet.

REST OF PROGRAM

East to find.

ENTERTAINMENT VALUE

Good.

"THE UNKNOWN WIFE"

Story by Bennett Cohen, directed by William Worthington, starring Edith Roberts, five reels, Universal.

Reviewed by MARION RUSSELL

An engaging picture of simplicity and faith. Nothing very thrilling, but shows reformation thru a pure love and the upward grade followed by a man who slipped down the toboggan thru ignorance.

CRITICAL X-RAY

It is the earnestness and sincerity with which this picture has been filmed, directed and enacted which constitutes its chief charm. The ground work holds nothing original, but it vividly depicts the struggles of a clean-minded young girl who marries a man coming to her village and of whose past she is ignorant. For love of her he goes straight, trying to live down the fact that once he was a convict paying his price to the State. When hounded by the very men whose oratory had brought about his commitment he realizes that his domestic happiness is being intruded upon by this lawyer who covets his young wife. But the girl rises above obstacles and by her loyalty and faith lifts them both out of the mire. Thua a pretty and wholesome romance has a certain appeal without offending the fastidious or pious classes, for the rough elements of crookdom are happily absent.

Miss Roberts was pleasing as the girl, Casson Ferguson convincing as the troubled husband, Spottiswood Aiken admirable as the invalid father and Augustus Phillips capable as the unsympathetic lawyer.

SUITABILITY

Smaller houses will find this a satisfactory picture for their patrons.

ENTERTAINMENT VALUE

Mild, but pleasing.

MELVIN HIRSH

Had Successful Trip

Reports from Melvin Hirsh received at the home office of the Aywon Film Corporation indicate that his trip thru the Middle West is meeting with unusual success.

According to Nathan Hirsh, president of the organization, his son has found the buyers eager to close contracts with Aywon. They keep in mind the excellent results they have had from past business relations with his company, says Mr. Hirsh, and therefore are really anxious to sign contracts for the Aywon attractions.

Melvin Hirsh has closed a large number of contracts since he has been on the road and the outlook now has every indication that he will return to New York with a record breaking record of contracts closed on all of the Aywon feature and short subjects.

Be sure to look thru the Letter List this week.

SPECIAL PRICES FOR A SHORT TIME ONLY—
Exit Signs, complete, each, \$2.20. Asbestos Wire at 20c a foot. Cover Glass to make your own slides, each 8c. Stereopticon Color Wheels at \$2.25. Gelatine, any colors, for wheel, each set, 55c. Carbon Slides, to take any size cartons, \$3.12. Slidertip Adapters, 75c. Lugs and Terminals, each 3c. Ticket Holders, each 95c. Rheostats for 110 volts, 25 to 55 amps, each \$15.25; 220 volts, 25 to 55 amps, each \$31.57. Film Cement, per bottle 12c. Steel Booth at a big discount. Perfecto Calcium Light, complete, \$18.50. Oxone, \$1.75. Ether, per 1-lb. can, 85c. Fastil Adapters, \$1.13. Pastils, each 95c. Calcium Burners, each \$3.55. Rubber Tubing, per ft. 17c. Slide Inks at 21c. Curtain Coat, 5 lbs., \$2.50. Rewinders, \$4.75. M. P. Jackets at \$3 each. Thumb Tacks at 25c a box. Lamp Coloring, \$1.50. Projection Lens, any focus, each \$10.45. Sprockets for Powers's the Interimittent, \$3.55. Takeup at \$3. Condensers at \$1.75. Meniscus Condensers at \$2.25. Bi-Convex, each, \$2.35. Stereo. Lens at \$2. Empty Reels at \$2 for 14 in. and \$1 for 10 in. Oil at 50c a bottle. We carry a complete line of Second-Hand Supplies, but owing to our goods changing each day we are unable to keep a list of all the supplies. Just State Your Wants and What You Wish To Pay and If We Do Not Have Same in STOCK, WE WILL SECURE FOR YOU at a great saving. Our list of all NEW SUPPLIES IS FOR THE ASKING. No Supplies sent C. O. D. unless 25% the amount sent with order. We make prompt shipment as possible. W. TROUT FILM AND SUPPLY CO., W. T. Looney, Manager, Box 226, Denton, Texas.

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N. B.—Picture Houses anxious to book STYLE SHOW, easy sliding for the merchants. All theatres will run the Film free of charge. States already sold: Illinois, Indiana, Michigan. Act quick for action.

SHOWS AND CONCESSIONS, NOTICE! ALL ABOARD FOR BANK ROLL TOWN!

Auspices American Legion, Located on Main Streets, Bicknell, Ind., Week March 21 to 26. Money spot of the State. What more can be said, boys? Mines working, plenty of money, plenty of space. Wire what you have. Will place only one of a kind, so you have the Ex. Can use two more Shows. Get busy. Another good spot to follow.

C. B. DRAKE. ALEX (BAD) WILLIAMSON, Promoter, care American Legion Headquarters, Bicknell, Ind.

Circus and Carnival

BIG FIRE

Sweeps Western Doll Mfg. Co.

Chicago, March 12.—Fire, starting from electric sparks from a motor in the spraying room of the Western Doll Mfg. Co., 564-572 West Randolph street, Wednesday, March 9, gained such headway before the fire companies arrived that the entire plant was destroyed. The loss, which was complete and extensive, was fully covered by insurance.

The company is doing business with little interruption, owing to the prompt manner in which Messrs. A. J. Ziv and H. P. Norem adapted themselves to the adverse conditions following the fire. The firm has asked The Billboard to say that report that Mr. Norem, the vice-president, has quit the company, is utterly without foundation and entirely false.

TAKE ALL RISKS

Chicago, March 10.—Charles G. Kilpatrick, the popular insurance man who makes a specialty of writing any kind of insurance for the traveling show folks all over the world, springs another good point this week.

"The managers and secretaries of State and county fair grounds and riding devices in the parks and seashore resorts, as well as traveling carnival companies have had troubles in getting companies who fully met their insurance needs," said Mr. Kilpatrick. "This was due to the fact that many accidents and losses have been occasioned thru the neglect of employees."

"We now have a reliable stock company that will take all risks on the big and little fairs and carnivals that play the fairs, with a complete coverage from the front gate to the carnival grounds, grand stand and race track and all riding devices on an economical plan. This plan is going to provide a great saving in the settlement of claims in the future for the parks and fairs and outdoor amusements in general."

CHARLES W. CUSNER DIES

Denver, March 10.—Charles W. (White) Cusner, connected with the Sells-Floto and other shows for a number of years, died at his home here March 6. He is survived by his wife and mother, who were at his bedside when the end came. Will (Shanty) Emberton attended the funeral. The Sells-Floto folk contributed a floral piece in remembrance of Cusner.

Buddha Supplies, Horoscopes, Future Photos

S. BOWER announces NEW STYLE HOROSCOPES. They will LOOK new to the crowd. Almost ready—not quite. Will be announced in THE BILLBOARD soon. We are going to be HEADQUARTERS for Horoscopes. We'll do anything we have to to make this the best place to buy them.

Our FUTURE PHOTOS are better than the stuff you have been using for years. Better quality paper. Better pictures. Easier to use on account of secret key markings. Cost no more.

BUDDHA SUPPLIES—An "important announcement" we can not announce is improved methods of making Invisible Papers. To be convincing, we would have to tell trade secrets. Can't afford to. We made some improvements last summer without saying a word, yet some old customers detected them and told us the papers worked better. We've been making Invisible Papers fourteen years steady—about eleven years beyond the greenhorn stage—and still we learned considerable last winter. It's a ticklish business. Better give our ad the once-over every single week for a while or you may miss something very much worth your while.

BEWARE OF IMITATORS!! You've heard that plenty of times, but never before from us. Now, however, we caution you against PRETENDED manufacturers, dealers or agents, also against GREENHORNS, whether they pretend or not. ALL our prices are wholesale. No secret discounts. You can buy from us direct, better than anywhere else, even on price, and we will see that you always can. We do not refer to second-hand stuff. Anyone overstocked with papers has a right to sell at any price, and we hope he comes out hunk. But—on NEW stuff, you'll never find us lazy, hoggish nor asleep. Nuf sed.

SERVICE—To get things promptly often means more to you than double the cost. We know it. Service costs money, and sometimes it is worth more than a thousand per cent to the customer. Speaking of SERVICE, let us tell you what we ALREADY HAVE DONE, instead of the usual mouthful of hot air. When the postal service was bad last year, and the express even worse, we stopped using the express and sent nearly everything Parcel Post Special Delivery. We hadn't promised to, nor did we add it to the C. O. D.

We did it at our own expense because it needed to be done. ALL our stuff sells for a dime or more, and it all COSTS LESS THAN ONE CENT DELIVERED. A small fraction of a cent for better skill, quality and service is the wisest money you can spend, PROVIDED you really get these things. You can count on fine service from S. BOWER in 1921, because he has given it for years. Leopards don't change their spots—which applies to good and bad leopards and good and bad spots.

Send 4c for samples, descriptions and revised prices.
S. BOWER, 47 Lexington Avenue, New York (formerly Brooklyn).



RODEO HAS EXCELLENT START

During Fat Stock Show at Fort Worth, Texas

Fort Worth, Tex., March 9.—The Rodeo which opened here in connection with the Fat Stock Show on March 5, is giving every indication of being the best contest of frontier sports ever staged in this city. Seventy-nine contestants have been entered in the various events, and attendance records so far been broken.

Tommy Kirman is starring in trick riding. Chester Byers is in fine form in the fancy roping, while Frank McCarroll is leading in the bulldogging and Jerry Wright in the calf roping. Trix Speaker, manager of the "Cleveland Indiana" (baseball team), is an honored guest and is also taking part. Trix roped and tied a calf in thirty-four seconds. Only one serious injury has so far been recorded among the contestants, Pinkey Gist having suffered a broken arm while bulldogging a steer.

LORMAN WITH HASSON BROS.

Ed Mathias informs The Billboard that since the executive staff roster of the Hasson Bros. Show was sent in for publication in the "Carnival Roasters" column (this issue), in which he is announced as legal adjuster, he has decided to go with another show and that his stated position with Hasson Bros. will be filled by John Lorman, late of the Lorman-Robinson Shows, instead.

RHODA ROYAL CIRCUS

Purchases Baba Delgarians Camels

The camels and donkeys, together with the wardrobe and hardware that have been used by Baba Delgarian in his spectacular, "The Garden of Allah," have been purchased by the Rhoda Royal Circus. These camels are very fine specimens and will be a big addition to the Rhoda Royal circus menagerie.

T. A. WOLFE SUPERIOR SHOWS

Louisville, Ky., March 11.—There is joy and enthusiasm at the winter quarters of T. A. Wolfe's Superior Shows out at the Kentucky State Fair grounds here, and with a bright, pleasant sun gleaming down upon the work sheds the glad throng appears to be filled with the cheering power of spring, and they whistle and sing as they work.

Manager T. A. Wolfe is in and out of town, but whether on the grounds or in some distant State, the work goes on the same, for Manager

(Continued on page 197)

SHOWMEN! SHOWMEN! SHOWMEN!

Do the packers fix anybody to move their cars? Does any car inspector ever get a ham or a slab of bacon to O. K. a packer's refrigerator car? Hams cost money.

So do passes. Yet many showmen hand out passes every day to "fix" railroad men and car knockers.

The only merchandise a showman has to sell is tickets. Why give away the only thing that will bring in money? Why give away money? Passes bring in no revenue.

Up-to-date, standard railway equipment requires neither hams nor passes to get by. Passes freely handed out will, in many cases, release a bad order car—but what about the next move?

Worn out, dilapidated, run down, rickety, antiquated, non-standard "junk" cars are a continual and never-ending source of worry, trouble and grief.

Any showman will admit he has enough worry and grief without taking on additional trouble which junk railway equipment causes.

BUY GOOD CARS. Discard the junk and the attendant worry. **KEEP GOOD CARS IN GOOD CONDITION.**

Turn the passes into tickets, get the cash. It pays salaries. Do you need good cars? If you are dragging a pile of junk around the country it is costing you money. **YOU PAY FOR WHAT YOU NEED, WHETHER YOU BUY IT OR NOT.**

We sell only GOOD Cars. We fit them to meet any requirements, be it baggage, sleepers, compartment, combination, privilege or special. When you see a GOOD car, ask the owner where he bought it, and why.

HOTCHKISS, BLUE & CO., LTD., 249 Railway Exchange Bldg., Chicago, Ill.

CALL

Palmer Brothers' Big Three-Ring Wild Animal Circus

Show opens at San Antonio, Texas, March 23. All those holding contracts report March 24.

WANTED—For our Grand Spectacular Tournament, ladies and gentlemen with good Singing Voices. Preference given those that Ride. Lady Buglers, Calliope Players, Musicians, especially Cornets, to strengthen Twenty-Piece Band; Lady to dance with the Lions, Menage Riders, Announcer for the Big Show, Clowns, Bucking Mule Riders, Mind Reading Act for Side-Show, Sheet Writers and other Concession workers, Billposters and Workingmen in all departments. Address **PALMER BROTHERS' CIRCUS, No. 120 Tremlett Ave., San Antonio, Texas.**

Johnny J. Jones Exposition

WANTS

Capable Manager To Handle Egyptian Show

I have Black Top, Electrical Effect, Seats, Stage, Wagon, and the most beautiful white and gold leaf hand-carved Front in America, just completed by William Sturgis. If I don't know you, you must give reference. State in first letter just what you can and will furnish. Do not want anything I have had in this Show for the past five years, as I must give my Fairs a change. It must be high-class and in keeping with my Show. This Show is booked solid at big State Fairs and Expositions, starting first of August and running into December. Besides several Old Home Weeks and Celebrations. Show opens April 11. Address

JOHNNY J. JONES, Beautiful, Orlando, Florida.

FAIR SECRETARIES

THE Y. O. RANCH RACING DONKEYS Are The Biggest Drawing Card Obtainable

We are prepared to furnish this Big Act to a limited number of Fairs at a very reasonable rate. Address

E. B. OGDEN, Manager, Y. O. Ranch, NATCHEZ, MISS.

SHOWMEN WITH ABILITY NOTICE

We have several good spots and a good show to be with. Few legitimate Concessions open. Showmen with or without outfits wanted. Also still open for a Merry-Go-Round to get up Monday nights in place of one we have. **WILL BUY OR HOOK** any good Riding Devices. Tuxedo, N. C., this week; Hendersonville, N. C., next. First show in twelve years, under strong auspices. Then the coal fields.

TEN BROS. ALL SHOWS, Finnegan & McDaniel, Managers.

Central States Exposition

WE OPEN MARCH 26, IN COLUMBUS, GEORGIA.
WANT Shows, Rides, Concessions, Colored Minstrel People. Those with no last year write. Complete outfit for Athletic Show.
J. T. PINFOLD, Manager.

MENTION US, PLEASE—THE BILLBOARD.

BAZAARLAND

"INDUSTRIAL EXPOSITION"

Scheduled for Current Week at Grand Rapids, Mich.

Grand Rapids, Mich., March 10.—An "Industrial Exposition and Fair," slated here for March 12-19, in the Klugman Building, Sunday being excepted. In addition to commercial and agricultural exhibits there is, according to announcements, to be various forms of amusements including a "Street of Carlo" show, merry-go-round and other attractions usually seen at a fair. An orchestra, well known to this section of the country, will furnish music for the occasion, including free dancing. A popularity contest among the high school boys and girls is to be one of the prominent features and each day will be specially featured.

LEGION EVENT AT MUNCIE

Muncie, Ind., March 9.—The Delaware Post No. 19, American Legion is giving a mardi gras and fun festival in Muncie. It will open with a mammoth Mardi Gras parade on Monday, April 11 and close with a big carnival ball on Monday night, April 18. An automobile will be given away on the last day. The event is being given as much publicity as any circus that has ever visited the city. Special vaudeville features every night, seven jazz bands and a hand concert nightly by a 40-piece military band will be presented. On Wednesday night there will be a "style show" and on Saturday afternoon a "baby show." The direction of the entire Mardi Gras is under the supervision of Karl K. Tuttle, who has promoted a number of successful American Legion indoor affairs and bazaars in various parts of the country.

FISHER REPORTS PROGRESS

Chicago, March 8.—Al Fisher reports splendid progress in the initial steps of developing the big Elks' Indoor Circus & Merchants' Industrial Exposition to Madison, Wis., of which he is director general. Many features point to the success of this undertaking. Madison has 50,000 population; the State university is there with 7,000 students; it is the State capital and the legislature is in session. The entertainment will start Saturday, April 2, and last until April 9. Under the direction of as skilled and square a showman as Al Fisher the Madison Elks should, and doubtless will, see their affair a big and paying proposition, and one that will stimulate them to even bigger functions along the same line in the future.

LEGION FAIR AND BAZAAR

Scheduled for Camden, N. J.

The American Legion Fair and Bazaar, to be held in the Camden (N. J.) Armory, April 2-9, promise to be a big affair. The entire main floor will be used for concessions and the committee in charge has arranged for rides and some sensational free acts. Dancing will be free and children under twelve years of age admitted free (with escort). From plans the committee are preparing to accommodate the largest crowd that has ever visited the armory. The city has been billed heavily. There will be an afternoon set aside for each "Home."

AKRON MARDI GRAS

Akron, O., March 8.—The Eagles' Mardi Gras celebration will be held in the Eagles' Temple March 14 to 19. Prizes will be awarded during the celebration. The affair will be in the form of an indoor circus and bazaar. Several Akron carnival and showmen will have concessions and attractions at the Mardi Gras.

FREAK DRAWS BIG CROWDS

The Billboard received the following telegram Monday noon from Norman Jefferies, manager of the World's Museum in Philadelphia: "The Rose's grown-together twins, Rosa and Joseph and their son made their first appearance in the United States at my World's Museum today. First hours twenty-three hundred people paid admission. Police closed doors until first show over. Positively most sensational freak on exhibition since I started here twenty-five years ago."



Paper Hats
Table Favors, Noise Makers
Decorations, Balloons and
Artificial Flowers for all
Occasions.
We are Manufacturers
FAVOR, PAPERWEAR, WORKS
111 LAKE ST., CHICAGO
ILLUSTRATED CIRCULAR ON REQUEST

Marietta's Big Spring Industrial Exposition

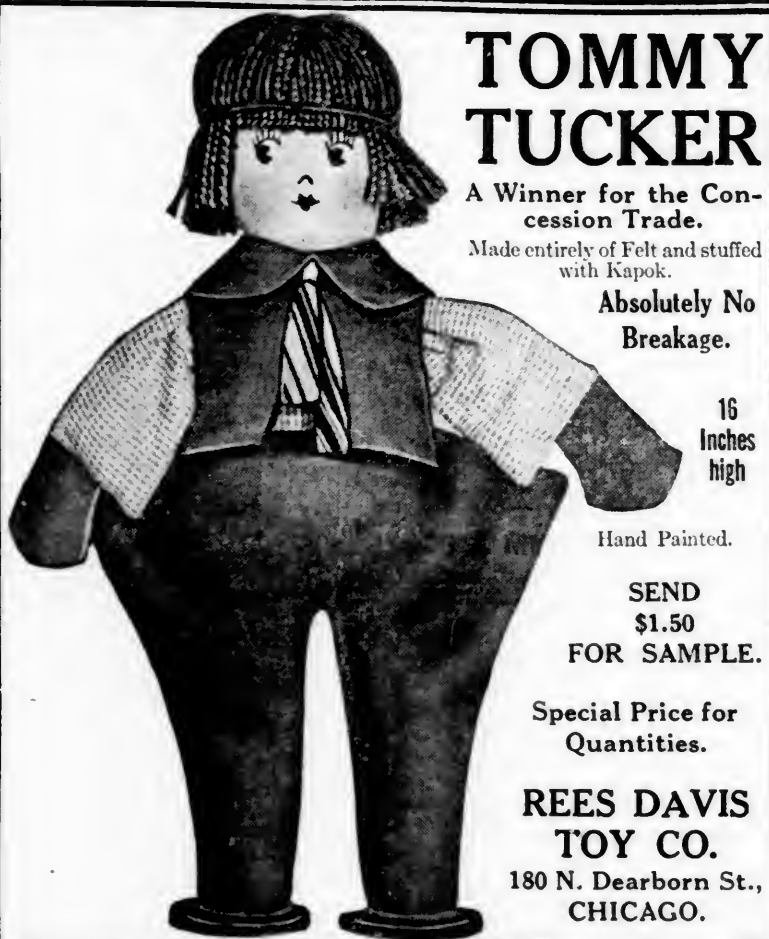
GIVEN BY AMERICAN LEGION AND CHAMBER OF COMMERCE

WANTED Clean Shows of all kinds that have merit, to feature.	WANTED Concessions, Exhibits, Demonstrations, Wheels and Grind Stores.	WANTED Ferris Wheel, Merry-Go-Round and any other good Rides.	WANTED Free Acts, Musical Aerial Platform or anything new.
--	--	---	--

MARIETTA, OHIO, April 2nd to 9th, Inclusive (Two Saturdays)

CONCESSIONS, FREE ACTS, EXHIBITS, ETC. SHOWS, RIDES, Etc.

Wire or write S. C. SCHAFER, Chairman, care of American Legion. Wire or write C. A. CLARKE, Chairman, care of American Legion.



TOMMY TUCKER
A Winner for the Concession Trade.
Made entirely of Felt and stuffed with Kapok.
Absolutely No Breakage.
16 Inches high
Hand Painted.
SEND \$1.50 FOR SAMPLE.
Special Price for Quantities.
REES DAVIS TOY CO.
180 N. Dearborn St., CHICAGO.

T. A. WOLFE SUPERIOR SHOWS

(Continued from page 196)
Wolfe has surrounded himself with an executive staff that has the interest of the show at heart and that can be depended upon to keep the work moving at all times. There are lots of new show fronts and several of these are now set up to receive the finishing touches of the scenic artist and painter and all of them are veritable works of art. Nate Jackson, with his new motor truck, is busy hauling lumber and material for his new concessions, while the Topp-Stewart four-wheel drive tractors, owned by the shows, are being put to continual use. W. C. Fleming, otherwise known as "Bill" was back in town for a couple of days last week but he slipped away again like a phantom in the night, and none seem to know whether he has departed. Mr. Wolfe is out of the city, but is expected to return in a day or so. In the meanwhile the steady stream of correspondence is well taken care of by Ethel Jones, who is on the job from morn until night at her office suite in the Louisville Hotel—SYDNEY WIRE.

CHANGES IN WOLFE STAFF

Manager Wolfe, of the T. A. Wolfe Superior Shows, advises that two changes have been made in the executive staff. Ed Cole and E. Vaughn Richardson replacing Mr. Brownell and Mr. Bluedon as special agents. These changes were made after the roster of the Superior Shows appearing elsewhere in this issue had gone to press.

"BOB" KLINE LANDS FAIRS

A wire to The Billboard, dated March 12, from "Bob" Kline, general agent Glotch's Greater Shows, carries information that he had closed contracts for the shows he represents to play the following fairs: Staunton, Covington, Lexington and Radford, Virginia and Ronceverte, West Virginia.

SHOW INTERESTS COMBINE

Under date of March 12 The Billboard was advised by wire from Percy Martin, of Percy Martin's Famous Midway Shows, that he had just combined his shows with the Star Amusement Company, of New York, and the enlarged venture will now go out as a fifteen-car organization. Joe Liebernitz, who will be Mr. Martin's partner in the enterprise, will have charge of concessions and act as treasurer, while Mr. Martin will continue as manager. Dix Schiller, formerly special agent the Francis Ferrari Shows, has been engaged as general agent.

OLD SHOWMAN ILL

Chicago, March 10.—The Murphy & Howard Advertising Agency, cinema and theatrical bill-posters, handed The Billboard the sum of \$43 today to be applied to the relief of Charles T. Treager, an old circus billposter, now paralyzed, and an inmate of the St. Clair County Hospital, Belleville, Ill. Mr. Treager, who is said to have formerly been with the Ringling No. 1 car, wrote that he is unable to leave a wheel chair and can no longer speak.

The donors were: Rockford Poster Advertising Co., \$5; David Howard, \$2.50; Patrick F. Murphy, \$2.50; E. Kirsch, \$1; Bob Lewis, \$1; Pat Campbell, \$1; Ray West, \$2; A. Friend, \$1; Bill O'Brien, \$1; Leo Kind, \$2; L. Wilcox, \$1; Jack Manning, \$2; John Bennington, \$1; Jack Pierre, \$1; William Kuhn, 50 cents; William Helwig, 50 cents; Fred Disbrow, 50 cents; Charles McEwen, \$1; William Reed, \$1; V. A. Williams, \$1; William Davis, 50 cents; Max Stewart, \$1; L. E. Cozins, 50 cents; Jack Gillson, \$2; Paines Besant, \$1; Mike Cochran, \$1; Leon Reeves, \$1; Joe Cohn, \$2; James Greer, 50 cents; Gary Poster Advertising Co., \$5.

FLOYD HILL'S FATHER DIES

Floyd C. Hill, better known as Sandy Brock, lost his father, who passed away at Ft. Smith, Ark., March 5. Hill was with the act of Sully, Rozers and Sully, playing vaudeville, which he left four weeks ago at Chester, Pa., on account of the serious illness of his father. Hill is undecided as to the immediate future. He may return to vaudeville or go back to the white tops.

LOOK—LOOK—LOOK
Salesboard Operators and Concessionaires, We Have It
The Original Kewpie Doll Lamp
BUY DIRECT FROM ORIGINAL MANUFACTURER
This Doll stands 15 inches high, has natural hair, all silk dress, trimmed with gold and rosebud trimming; has 5½ feet of lamp cord, standard plug and socket. CAN USE ANY BULB.
\$33.00 per Doz.--\$3.00 Sample
We also make special prices to quantity buyers.
IMMEDIATE DELIVERY. ONE-HALF CASH WITH ALL ORDERS.
Doll Lamp Novelty Co.,
219 South Dearborn St., Room 303, CHICAGO, ILL.

BALL AT HOTEL SHERMAN
Chicago, March 12.—At the regular meeting of the Showmen's League last night the committee in charge of the Getaway Ball, to be held March 31, announced that the Tiger Room in the Hotel Sherman has been engaged for the purpose.

NEEDLEWORKERS and DEMONSTRATORS

Get the FRENCH ART EMBROIDERY NEEDLE. It's different. It's flat (no tiring the hands). It's flashy. It's sharp (works on finest material). It's easy to use. It's easy to thread (no wire used). It's a repeater. All customers satisfied. Making work a pleasure. Agents are cutting money. Sells for \$1.00 like hot cakes. Gross lots, \$20.00. Special price on large quantities. Write for full information. Sample Needle, 50c.
FRENCH ART NEEDLE CO., 106 West 126th St., New York City.

WANTED AT LOUISVILLE, KENTUCKY
March 28th to April 2nd, for
COLORED BAZAAR and INDOOR CIRCUS
In the largest building in the heart of the Colored District, 12th and Broadway. Auspices Knights of Pythias, benefit Old Folks' Home. Twenty-six hundred members boosting. Merchandise Wheels, strictly Grind Concessions. Shows and Rides. Don't write. Wire. A Spring bank roll here J. W. HERBOLD, 1002 West Chestnut Street, LOUISVILLE, KY.

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.**

WE'RE BOOSTING YOUR GAME. BOOST OURS—MENTION THE BILLBOARD.



DES. REGISTERED.
Size, 13½ inches.

To **CONCESSIONAIRES**
from **MANUFACTURERS** Direct
WHY PAY MORE? Save middle man's profit. You can't buy a
more attractive, beautifully dressed doll than our

Vanitie Dolls

Unbreakable. Light in weight.
We guarantee to give you full satisfaction in Price and Quality Finish. Can you ask us to do more?
(Send for our \$15.00 dozen sample assortment, prepaid.)

METRO DOLL CO.
170 FIFTH AVENUE, NEW YORK CITY

SAMPLES.
\$1.50 EACH.
PREPAID.



DES. REGISTERED.
Size, 13½ inches.

CONCESSIONAIRES ATTENTION!



Save the middle man's profit and buy direct from the manufacturer.

A large selling, movable arm, unbreakable Composition Doll, undressed or dressed in finest Silk, trimmed with French Marabou. This Doll stands 14½ in. high.

All orders shipped same day as received. 25% deposit required on all orders. Mfg. by **MAGIC NOVELTY CO.,** 731 John St., West Hoboken, N. J.

MILES CITY Round-Up

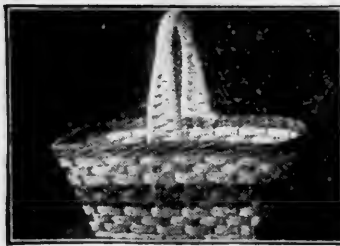
Ninth Big Success. JULY 4, 5 and 6. Wild West Performers, write for price list and information. W. G. FERGUSON, Secretary, Miles City, Montana.

WANTED WANTED LADY AGENTS

To operate Concessions on Miller Bros.' Shows. Answer at once. CHAS. LORENZO, Tampa, Fla., week of 14.

—FOR SALE CHEAP—

New twelve unit airplane race, name of science; stored in Akron, O. WM. MCCOWAN, San Antonio, Texas.
FOR SALE ON Put-In-Bay, Ohio. Full equipped Refreshment Stand including building. Building 12x8 ft. Further information, write this address. 291 E. Market St., Sandusky, Ohio.



NO. 1.

BASKETS

BUY DIRECT FROM MANUFACTURER
Made of attractive colors, best quality of materials, and exclusively for Carnival and Concessionaires.
CARNIVAL MEN, ATTENTION. WE MAKE PROMPT SHIPMENTS. GIVE US A TRIAL AND CONVINCE YOURSELF.
No. 1.....\$60 per 100 No. 2.....\$55.00 per 100
No. 10.....\$50.00 per 100. (Oval and Oblong.)

We manufacture oval set of two Baskets, for Fruits and Groceries, at Special Price of \$45.00 per 100.
We carry Genuine Chinese Baskets in sets of 5. No catalog issued. Order direct today. 25% deposit required on all C. O. D. orders, or a standing deposit.

CARL GREENBAUM & SON,

105 Lewis Street, NEW YORK CITY

Local and Long distance Phone, Orchard 3521.



NO. 10.



—THE YEAR'S— Greatest Flash!

Lamp Dolls\$1.00 Each
Shades\$4.25 Dozen
Dresses40c and 60c Each (Silk, trimmed with Marabou)
Globes15c Each

Price \$2.00 Each

Complete for Wiring.
Packed 25 or more to a barrel.
Samples, \$3.00 Each

HUGHES BASKET CO.

HOWARD E. PARKER, Mgr.,
154 W. Lake St., (2nd floor) Chicago, Ill.

SPECIAL ON TOY BALLOONS ORDER NOW.

Effective, March 14, 1921.
All Goods Shipped by Express or Parcel Post Unless Otherwise Ordered.
Prices are all F. O. B. Barberton, Ohio.

No.	Per Gross.
35 Round	\$1.10
36 Tiny Airship	1.10
45 Round	1.90
60 Large Round	2.90
60 Gas	3.30
65 Large Airship	3.90
45 Mottled	2.90
65 " "	5.50
45 Two-Color	2.90
65 " "	4.15
45 Niggerheads	1.90
45 Squawkers (asst. colors)	2.90
35 " " "	2.00
36 " " "	2.00
60 " " "	4.40
65 " " "	5.15
65 Mottled, with Squawker	6.50

All Goods Packed 1 Gross Per Box.
Prices guaranteed until May 1.
First Order Sent C. O. D.

SANES & FORREST NOVELTY CO.
1003 Wooster Ave., Barberton, Ohio.

Wanted --- Capybara

Will pay cash for same. Must be in good health. Wire me at once. Can place, Connection Men, one Paper Man, two Silver Men. Must be capable in this line. Answer quick.

L. R. CLARK, 236 Catoma St., Montgomery, Ala.

NOTICE!—To All Circus and Canvas Shows of All Kinds—I have seven hundred reinforced Backs, with hinges; ten Side Saddles, ten Star Lights (8 burners to the star). All in good condition. Address JACK SEAMON, 808 S. 5th St., Paducah, Ky.

TATTOOED MAN AT LIBERTY—Small circus or 20-car carnival. Will send photos. No roughnecking. S. KEMP, care Watters, 1050 Randolph, Detroit, Mich.

SAY "I SAW IT IN THE BILLBOARD."

WANTED FOR THE GREAT DIAMOND MINSTREL SHOW TO OPEN MARCH 25, WILSON, N. C.

Want Band that can double in orchestra. Will consider complete Band and Show Singers, Dancers, Contortionist, Acrobats or Comedy Act in colored line. Will make three-day stands with private car. Want Concessions. Must be clean. Tolliver and Co., Jim Hayden and all people who have worked for me, wire, as time is getting short. All mail addressed to J. Warner, Fruit Stand. J. Warner, Manager; T. A. Vick, Agent; Harry Warner, Boss Canvasman; Harry McCarthy, Billposter; John Hoff, Treasurer.

Sparks Circus Wants First-Class Cook and Head Waiter
Address C. E. HENRY STENARD, Macon, Georgia.

WANTED

CAPITAL CITY SHOWS

Now Booking Season 1921—Show Opens April 30th—8 Big Days

12th consecutive season. Owing our own railroad equipment. Moving special service. Showing select spots throughout the Northwest territory.
WANT—GENERAL AGENT. Must have plenty of experience and capable of getting results.
WANTED—Shows, Ballyhoo, Pit, Mechanical and Platform. Will furnish outfits and wagons to reliable showmen.

WANT—Eli Wheel Operator. Must be reliable and thoroly experienced.
WANT—Italian organized Ten or Twelve-Piece Band.
WANT—Few more Legitimate Concessions. A limited number carried only. All Wheels sold.
Address LEW HOFFMAN, P. O. Box 36, ST. PAUL, MINN.

WANTED

Ringling Brothers

ANNOUNCE FOR 1921

A complete tour of the United States, in which all sections of the country will be included, with the combined

Ringling Bros.' World's Greatest Shows

AND THE

Barnum & Bailey Greatest Show On Earth

BOTH BIG SHOWS APPEARING AS

ONE COLOSSAL SUPER-CIRCUS

The absolute giant amusement enterprise of all time, astounding in its immensity and incomparable in its many big, special, exclusive features

THE SEASON WILL BE INAUGURATED BY AN ENGAGEMENT OF

Five and One-Half Weeks in Madison Square Garden, New York City

Beginning on Thursday, March 24th

CALL - SPARKS CIRCUS - CALL

All persons engaged with the Sparks Circus will report at Central City Park, Macon, Georgia, at 10 a.m. Wednesday, March 30. Kindly answer this call by return mail to the following heads of departments:

Performers—CHAS. SPARKS, Manager, Macon, Ga.
Musicians—JACK PHILLIPS, 6 1/2 Grove St., Columbus, Ohio.
Side Show People—CHAS. SPARKS, Manager, Macon, Ga.
Musicians and Colored Performers for Minstrel Show—R. J. SIMMONS, 315 Mitchell St., Humboldt, Tenn.
Cooks and Waiters—C. E. HENRY, Steward, Macon, Ga.
Seat Men, Pole Riggers and Canvasmen—GEORGE S. NGLETON, Macon, Ga.
Drivers—HENRY WELSH, Superintendent Stock, Macon, Ga.
Ring Stock Men—JACK DRAY, Macon, Ga.
Trainers, Chalkers and Polers—W. C. CROSS, Macon, Ga.
Lights—GARRY VANDERBILT, Macon, Ga.
Side-Show Canvasmen—JACK RIETENBOCK (Bear Jack), Macon, Ga.
Property Men—CARL M. JOHNSON, Macon, Ga.
Mechanics—FRANK SKINNER, Macon, Ga.

WANTED—First-class Blacksmith. Must be good Horseshoer. Also Four and Six-Horse Drivers and Workingmen in all departments. Show opens Saturday, April 2.

WANTED for EVANS CIRCUS

Girl to handle High School Horse and Ponies, Canvasman, Groom for Ring Stock, old man preferred. **FOR SALE—**One Almo Electric Light Plant, with storage batteries, 60 light, one Marquee, 16x20 ft., good as new, four sets Pony Trappings, red leather trimmed, the best Somersault Dogs in the business, Concession Tent, 2x10, khaki, red trimmed, good as new, Carbide Light Plant, one of the best Miniature Cases, wagon; one Monkey two-wheel Bicycle, ten Army Cots (new), Sheetiron Cook Stove (circus style), forty Cups, forty Saucers, forty Plates (porcelain ware), Dog and Pony Front of five banners, double deck, good as new. **J. J. EVANS, Massillon, Ohio.**

WANTED FOR BURTON'S TENT SHOW

Novelty Acts, Rings, Traps, Bars, Circus Acts all kinds, Sketch Teams, Singles, S. and D. Comedian that puts on acts. 3-day and week stands. Tell all you do. State if you double brass, salary first letter. 1 day all. Show opens May 20, Indiana. **HARRY F. BURTON, Houtzdale, Pa.**



A NEW ACT

For the

DRESSING ROOM

A Sanitary, Pep-Giving Shower Bath. Just when you need it and just when you can take it. Just after the act. Carried in handsome Steamer Type Trunk. Goes as baggage anywhere. Hot or cold filtered water, as you like. Set it up or pack it in 2 minutes. Operated either by electricity or foot pressure. For those working under canvas it is a lifesaver. Write today for full information.

THE HOLMES CO. Waterloo, Iowa

AGENTS TO SELL TO THE PROFESSION WANTED.

Frank J. Murphy Shows

OPENS APRIL 23 AT NORWICH, CONN., AUSPICES AMERICAN LEGION

CAN PLACE TEN-IN-ONE SHOW and a good MECHANICAL FUN SHOW. Will furnish outfits complete for any MERITORIOUS SHOWS. Will buy or book SILODROME. A few CONCESSIONS still open.

CALL—All People booked with the Frank J. Murphy Shows kindly answer this call by letter to our Winter Quarters, NORWICH, CONN., as I will be there in person until the show opens. Address all communications to

FRANK J. MURPHY, Owner and Manager, Norwich, Conn.

W. J. TORRENS, Manager.

TOM GETNER, Secretary.

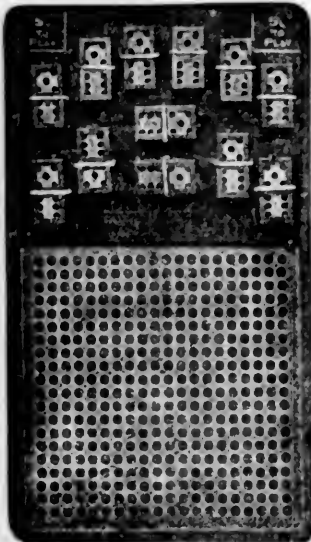
LEO LIPPA, General Agent.

W. J. Torrens' United Shows

SPRING OPENING, SPRINGFIELD, O., THREE SATURDAYS, APRIL 16 TO 30

Auspices M. W. of A. Union Camp, No. 12731, playing two different lots. Remember, boys, this is a big one. We know the territory and the pay days too. We played this last year. Just ask the boys who were with us. This speaks for itself. We have a swell lineup of dates to follow; also Street Fairs and Homecomings this fall. We carry our own All-American Band and a Free Act that shows twice daily 3 P.M. and 10:30 P.M. We own our two Rides, Parker's Three-Abreast Carry-Us-All and one of the largest Ell Wheels on the road. Will book Aeroplane or Tango Swings; good proposition for same. Can place Ten-in-One, Over the Top, Trip to Mars or any good Walk Thru Show. Will furnish Tops and Banners for Plant Show, Pit Shows or any kind that will not conflict with what we have booked. A few more Wheels open. Baskets, Silverware, Blankets, Aluminum, Fruit, Electric Lamps and Poultry. Grind Stores that can work for a dime. Come on. No grift, '49 Camps or Girl Shows, save stamps. Fair Secretaries and Home Coming Committees in Ohio, Indiana and Illinois, write General Agent, LEO LIPPA. All others W. J. TORRENS' UNITED SHOWS, Tavern Hotel, Toledo, Ohio.

READ 'EM AND WEEP



The Latest Novelty Charm Assortment, consisting of 12 Novelty Charms—Nickel Silver Finish on a 400-hole 5c Salesboard.

GET BUSY ON THIS NOW AND GET OUR QUANTITY PRICE.

Sample Assortment\$7.00
Sample Charm\$1.00

Check or Deposit with all Orders.

Side Line Salesmen Wanted for this and other Novelty Deals.

WRITE US FOR PARTICULARS.

EASTERN NOVELTY SALES CO.

511 Westminster St.
PROVIDENCE, - - R. I.

CHOCOLATES

All size packages.

Crackerjack and Checkers
low price carnival packages
of

Chewing Gums

We carry a large stock of

CHINESE BASKETS

Lowest Prices. All styles Pack-
age Candies for Salesboards and
Paddle Wheels. Write us your
requirements and let us figure
with you.

Edward A. Levy & Co.

181 W. Lake Street, Chicago



ROBERT HARVIE and LOU ENGEL

Want for

POST No. 5

CAMP JACKSON, COLUMBIA, S. C.

APRIL 1st --- APRIL 14th

EVERYTHING A SUCCESS. LAST PAY DAY, 20,000 SOLDIERS HERE.

SHOWS RIDES CONCESSIONS

Will book Cabaret with new looking outfit. Must be ladies and gentlemen to comply with Government restrictions. Other Shows that do not conflict. Will make Ride owners liberal proposition. Concessions, no exclusives, that will work not over 25c. Ball Throwing Games, \$25.00; Grind Concessions, \$30.00; all Wheels work \$35.00. Rates are per week. This location has anything in the country beat at this time. Ask the man that played it. Address

LOU ENGEL, P. O. Box 313, COLUMBIA, S. C.

METROPOLITAN SHOWS

OPENING SATURDAY, MARCH 19th, MACON, GA.

WANT a first-class Manager for 10-in-1. Must be a good Talker. Attractions of all kinds suitable for 10-in-1—Fat People, Midgets, Freaks, Glass Blowers, Tattooer, Sword Swallower, Magician. State lowest salary first letter and must be ready to join on wire. Concessions, come on; will place you. Athens, Ga., on the streets, to follow. Address **A. M. NASSER, Box 789, Macon, Ga.**

WANTED Elephant Trainer

Account getting delivery of four more Elephants first of April. Must be able to break and work. State for whom you have worked and how long. Must give reference if I don't know you. **JOHNNY J. JONES, Manager, Winter Quarters, Orlando, Florida.**

JONES DOLL & STATUARY CO.

makes the Dolls and Prices. Write us. 118 1/2-120 Main, Galena, Kan.

IDEAL AMUSEMENT COMPANY

WANT Help for Parker Machine. Can place Conderman Wheel, Five-In-One, Small Dog & Pony or Vaule-
rille Show. If you have outfit 65-35, or will furnish outfit. Want Acts suitable for Stadium; prefer those
that Double. No '49 or Cooch carried. Will have only 3 Shows. Will place Doll, Pillow, Basket, Dog
and Candy Wheels 50-50. Only 5 Wheels. Ten Grind Stores and you get the EX on each \$25.00, but
you must use stock. No Grift. Want Cook House. Open April 29, and the first ten weeks are booked
through the Coal Fields of Western Pennsylvania. Address **WM. SCHLOER, Ideal Amusement Co., 120 9th St., Pittsburg, Pa.**

MILLER'S MIDWAY ATTRACTIONS

Want Eli or Conderman Ferris Wheel

CAN PLACE any Show with their own outfit. WANTED—Wrestler, to take Athletic Show; Man to take
charge of small Pit Show. Also want Man to take Cabaret Show. CAN PLACE five more Cabaret Dancers,
Piano Player and Trap Drummer. Concessions all open. Grind Stores, \$18.00; Wheels, \$25. Pay your own
wires. **MILLER SHOWS, Crescent, Okla., March 16 to 26. CAN PLACE four Concession Agents.**

NOW CONSIDERING SUMMER PROPOSITIONS

For Dancing or Inst. Entertainment.

GOFF'S ROYAL GARDEN 5

OF NEW YORK.

Featuring "BANJO KING GOFF."

VAUDEVILLE, CABARET, HOTEL, CLUB, EXP. Mgrs. write **M. H. GOFF, Erie, Pennsylvania.**

WANTED AT ONCE—FERRIS WHEEL OPERATOR

to take charge of one of the best equipped Wheels on the road. Has two wagons. Man must thoroughly
understand his business. Wheel opens March 19, this coming Saturday. Man must take full charge, as
I won't be around him much. Don't write, but wire, but pay your wires. Address
ENOCH BUTCHER, 317 Richard Building, Tulsa, Oklahoma.

BEADLES & EPSTINE EXPOSITION SHOWS Season Opens DICKSON CITY, PA., APRIL 23

Followed by DUNMORE, Then WILKES-BARRE, PA., Old Home Week Celebration, WEEK MAY 9th. Auspices Combined FIRE DEPARTMENTS' of the City.

WANT TO BOOK A WRESTLING SHOW. Will furnish Top and Banner. You furnish the rest.

CONCESSIONS That Are Still Open—Are a few, such as SILVERWARE, FRUIT, CHINESE BASKETS, GROCERIES, HAM AND BACON.

WILL BOOK a First-class ANATOMY SHOW. IF YOU HAVE A SHOW OR CONCESSION THAT WILL GET MONEY IN REAL TOWNS

WRITE US. WE OWN 3 HIGH-CLASS RIDES AND 5 SHOWS

Address All Mail, **C. H. BEADLES, General Manager Beadles & Epstine Shows, General Delivery, Scranton, Pa.**

PROMOTER WANTED—Great chance for a good man who can deliver best auspices in each town. American Legion, Combined Fire Departments,

Veterans of Foreign Wars, etc. Address **JAMES W. BOYD, General Agent, Beadles & Epstine Shows, General Delivery, Scranton, Pa.**



AL FISHER, Director General

ATTENTION, SHOW WORLD

READ EVERY WORD OF THIS AD

I HAVE COMPLETE CHARGE OF THE BIGGEST CELEBRATION TO TAKE PLACE THIS YEAR.

ELKS' INDOOR CIRCUS AND MERCHANTS' INDUSTRIAL EXPOSITION

The Best Show Town in America.
Population, 50,000.
State University Here.
1,000 Students.
Capital of State.
Legislature in Session.

**WANT SHOWS, RIDES
AND CONCESSIONS**
OF ALL KINDS

Can use 12-Piece
Organized Carnival Band.
Wire me quick.

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DAN NAGLE'S STERLING SHOWS

Playing Homerville, Ga., this week. Just finished with two red ones in Florida. WANTED—CAROUSELL, join week of the 21st, due to Ride filling park engagement. Have five Shows. Want one more. Also Plant. People, Cabaret Dancers, real Geek and Concessions, but no grift. Address
STERLING SHOWS, Homerville, Ga.

Kehoe & Davis Show Wants

ONE MORE GOOD PROMOTER AT ONCE.

Also one good Grind Show. Have all the Rides and Bally Shows I want. All Concessions open except Cook House and Juice. No exclusive. No grift. Address W. J. KEHOE, Leavenworth, Kansas.

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A reliable Concert Band and a Real Attraction for a first-class carnival Address JOHN FINGERHUT, Bandmaster, 102 South 4th St., Martin's Ferry, Ohio.

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WANT to book Eli Wheel, also Whip. Will pay transportation. Write what you have. Address L. BROPHY, 407 Walnut St., St. Louis, Mo.

CAPT. C. W. NAILL SHOWS WANT

Nice beat-framed Minstrel Show, also to hear from Performers that have Jazz Band. Will book Show or will book Company. Will also book Freak and Illusion Show capable of getting money. Can place Stock Concessions, \$15 per week. Also good Concession Agents. Will make room for good Merry-Go-Round Men at all times. Good salary and best treatment. Will be in Independence, La., till April 3. They expect to ship 30 cars berries daily. Wire quick. Prepay wire. I pay mine. Then we head North.

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Beautiful stage setting of baseball field, in brilliant oil paint, easy to set up. The game is well constructed, without strings or mechanical parts. Will pay for itself in a few hours. Outfit consists of three complete games. Space required, 10x16 feet. AVOID DISAPPOINTMENT. SEND TODAY. PRICE, COMPLETE, \$50.00

ALSO MANUFACTURED in smaller sizes suitable for homes, Y. M. C. A., fire stations, clubs, orchestra rooms, boys back stage. Toy and game dealers and jobbers, WRITE. PLAYS regular nine innings. PRICE, COMPLETE \$5.00 Each

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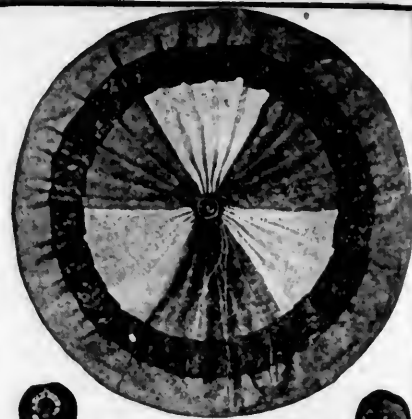
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Lights 5,000 Sparks Without Refilling.

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NUDE FIGURE RING, 14k Gold Filled, No. 700. Price, \$1.50 Each.



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TIGER HEAD—Ruby Eyes, 14k Gold Filled, No. 708. Price, \$1.50 Each.



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THE GREATEST IMITATION DIAMOND IN THE WORLD TODAY

Full of real fire, lustre and sparkle. Full of the real diamond snap and with the real diamond kick in every stone. In the daylight, sunlight, darkness or electric light they are the most wonderful imitation diamond ever imported, and we guarantee them to be the world's best sellers. They make the average white stone look like a pop bottle.

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We want you to see these beautiful Art Rings set with the wonderful EGYPTIAN im. stones, so you can judge for yourself the big values they represent. Send us a postoffice money order for \$8.50 and we will send you all five rings—one sample of each—by insured parcel post, postage paid. Please remember that we will send only one sample order to each customer. We sell only to dealers, agents and white stone men—no goods sold at retail. Act quick—send in your order today while this special offer lasts.

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Bessemer, Ensley and Birmingham

COOK HOUSE MAN WANTED at once. All-around cook house man who understands his business and is willing to work. Wire Nat Pearlman.

WANTED, FREAKS or any good attraction for Ten-in-One, Calliope Player, Man to make opening. Top salary to good people. Wire Great Firestone.

CONCESSIONS—Can place ten more concessions. Ball Games, \$25.00; Grind Stores, \$30.00; Wheels, \$40.00. No exclusive.

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Feature Wild West for Trained Horse and Pony Show. Must be first-class. Also have first-class outfit for Athletic Show. Will furnish to real showman capable of putting on Athletic Show. Open Savannah, Ga., March 24. Write or wire **HARRY RAMISH**, Business Manager, Murphy Shows, Savannah, Ga.

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Dealers in Snakes and Wild Animals. All poisonous Snakes fixed to handle. All orders shipped promptly.

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DEEP SEA DIVING

FOR SALE—Submarine Diving Equipment. A bargain. Horse make. Used some, but in excellent condition and attractive appearance. Outfit in 3 fine chests, comprises two air pumps (one of which costs about \$700.00 new today), 1 helmet, 2 suits, 100 feet air hose, lead weights, shoes, mittens, all accessories, tools, look on diving. No talk. Fine for exhibitors or movies. Entire outfit would cost over \$1300.00 new today. First \$600.00 takes entire outfit. H. H. VERTREES, Pittsfield, Illinois.

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NEW AND ORIGINAL IDEAS
Our new line of concession Games and Slot Machines are unequalled for skill and fascination and large money earning qualities.
PRICES, \$25 TO \$250
WRITE FOR CATALOG

NEW LINE GAME CO., Essex, Mass.

WANTED—RIDING DEVICES, CONCESSIONS and FREE ACTS

Fair held September 1, 2, 3, 1921, Shakopee, Minn. **SCOTT COUNTY AGRICULTURAL SOCIETY**, Wm. Rice, Secretary.

KEYSTONE EXPOSITION SHOWS

Opens April 16 at York, Pa. All those connected with this show write or wire to winter quarters. Show train leaves Tarboro, N. C., April 7.

WANTED TO HEAR from Hawaiian Show or any other New and Novel Show. Will furnish outfit for same and will pay salary or percentage.

A FEW CONCESSIONS OPEN—Fish Pond, Devil's Bowling Alley, Hoop-La.

Address all mail to

SAMUEL MECHANIC, Manager, P. O. Box 704, Tarboro, N. C.



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**HERE'S A NEW ONE
YOU CAN'T BEAT IT FOR FLASH AND PRICE**

SMILEY DOLL
16 in. high, real hair wig, silk dress,
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**\$85 per
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Sample, \$1.50, prepaid.

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14 in. high, real hair wig, crepe
paper dress and bloomers, complete,

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100**

Sample, \$1.00, prepaid.

SEND \$5.00 for Assorted Samples.

WE HAVE A COMPLETE LINE OF DOLLS, WIGS, DRESSES AND
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SHOWS COMBINED**

LARGEST TRAINED WILD ANIMAL ARENA ON EARTH

**THE MIDWAY THAT IS ACKNOWLEDGED SUPREME. MODERN RIDING DEVICES
AND MORE MERITORIOUS SHOWS THAN ANY OTHER 30-CAR SHOW EXTANT**

All attractions are clean, amusing, moral, meritorious and give full value for admission charged.

LIKE TO HEAR AT ALL TIMES, and Will Make Room for Any Real High-Class Novel Moral Shows, Riding Devices.
Also real Concession People. Write, state what you have. All mail answered.

FAIR SECRETARIES, CELEBRATION COMMITTEES We are ready to serve you if it is Real Attractions
you want.

On account of sickness of Otis Loretta can place Horse Show. Mr. Turf and Capt. Irvin, write. Capt. Eddie and R. B.
Nixon, I am figuring on you. Write.

WANTED TO BUY AIR CALLIOPE Lost mine in fire. State lowest cash price.

Major Wm. Kuhn, Musical Director, can place Clarinet and few other Musicians. State all in first letter. PULLMAN
accommodations.

Paul Prell wants to hear from all his Agents.

WANTED ATTRACTIONS FOR SIDE SHOW Frenchy Valentine Wants Attractions for Palace of Illusions. Can
place Pictorial Artist at once. Working Men write. State experi-
ence. Fair Season of 12 Fairs starts August 8, Johnstown, Pa. Six Days and Nights. Altoona, Lewistown, Lebanon, Timonium
(Maryland State Fair), Clearfield, Mansfield and others. All six and five-day fairs. Day and night.

I also furnish eight Free Attractions for these Fairs. Hauling, transportation furnished. No percentage for booking. Want
to hear from the best Free Acts. State your lowest.

Shows Open APRIL 28th, POTTSTOWN, PA.

Address all communications HONEST JOHN BRUNEN, Riverside, New Jersey, Burlington County. Bell Phone, 27-Y.
Harry C. Mohr, Asst. Mgr.

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WILL STAND
ANY TRANSPORTATION

WOOD PULP COMPOSITION

WILL STAND.
ANY TRANSPORTATION.

THE DOLLS ARE NOT PAINTED BUT OF A VELVET AND WOOL FINISH

"QUEEN OF THE BEACH"—VELVET finish, to be had in all colors, has real hair tufts, lifelike painted face. 14 and 10 inches
high. Prices, \$15.00 and \$9.00 per doz. Samples, \$1.50 and \$1.00.

"QUEEN OF THE ICE"—White skating costume, wool finish, real fur muff, feather plumes on caps, real hair tufts. Prices same
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"SNOW FAIRY"—White wool finished costume, ball and base of glittering imitation snow, feather plumes on caps, real hair
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"BUTTERFLY"—Wears beautiful VOILE DRESSES with FLOWERS, wigs of real hair, has movable arms. 14 and 10 inches
high. Prices, \$24.00 and \$15.00 per doz. Samples, \$2.25 and \$1.50.

Ask for samples of other numbers: LA BELLE HELENE, CLOWNS, BIEDERMEYER, MARIE ANTOINETTE and SPORTY.
25% Deposit required on all orders, balance C. O. D. Large Stock on hand. Orders can be fulfilled upon receipt.

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SIDE SHOW PEOPLE AND ATTRACTIONS

WE OFFER YOU A SOLID SEASON'S WORK AT CONEY ISLAND, NEW YORK.
WHY TRAVEL? TWENTY WEEKS WORK.

OUR NEW BUILDING is located on the Bowery, near Steeplechase Park, and is one of the finest structures ever erected on the "Island." All ready, complete and policy set for the season. GIVE US QUICK ACTION. WE WANT EVERYBODY BOOKED BY APRIL 15th.

**WANTED
FREAKS.**

HARKEN TO THIS CALL

**WANTED
FREAKS.**

Fat People, Midgets, Giants, Tattooed People, Double-Bodied People, Sword Swallowers, Ossified People, Memory Experts, Strong Men and Women, Snake Charmers, Under Water Workers, Fire Eaters and Fire Walkers, Long Hair People, Albinos, and any and all kinds of Side-Show Attractions, animate and inanimate, from the air, land and sea and forest, and Model Cities and Working World.

ACTS WANTED—Magicians, Jugglers, Bushman Acts, Hindoo Acts, Hawaiians, Filipinos, Novelty Indian Acts, Singalese, Contortionist. CONCESSION SPACE TO LET—Flat Rental or Percentage. Arcade Machines, Glass Blowers, Candy, Soft Drinks, Lunch, Glass Engravers, Wire Workers and other high-class Novelty Concessions. Lecturers and Talkers Wanted. Must be high-class men and hard workers. Ticket Sellers; must dress in novel costumes. WRITE FULL PARTICULARS IN FIRST LETTER. If you have photo, enclose it. We will return it. ALL CORRESPONDENCE CONFIDENTIAL. Address H. AND H. WAGNER, 2655 East 23d Street, Sheepshead Bay, New York. Phone, 0963 Coney Island. OFFICE on the premises, Bowery, Corner Kensington Walk, Coney Island.

BROWN & DYER SHOWS ——— The Show Superb

"Cleanliness Supreme"

NOW ALMOST READY FOR SEASON 1921. OPENING ABOUT MIDDLE OF APRIL.

We Have Contracted With Some Real Show Managers and Can Use the Following:

ANIMAL SHOW—Trainers and General Help. Address GEO. DONOVAN, P. O. Box 86, Fairview Sta., Detroit, Mich.

CIRCUS SIDE-SHOW—Novel Act, unusual Features and Help. Address J. H. (DOC) OYLER, 210 Long St., Camp Hill, Harrisburg, Pa.

POSING and ELECTRICAL SHOW—Posing Girls and High-Class Spectacular Dancers. Address BROWN & DYER, direct.

TRAINMEN and Train Help. Address CURLEY WILSON, 2152 W. 41st St., Cleveland, Ohio.

RIDE HELP for all Rides. Address BROWN & DYER, direct.

ALL OTHERS to BROWN & DYER WINTER QUARTERS. Ed Schaeffer, write.

FOR SALE On account of purchasing new flat cars have for sale three 60-ft. Flat Cars. In our train all last season without any trouble. First \$1,500 cash takes them all. Can be seen in Detroit.

BROWN & DYER SHOWS

W. A. DYER, Manager. Winter Quarters: Detroit, Mich. Address P. O. BOX 86, Fairview Station.

ROCKY POINT

THE Largest and Best Natural Park in New England
ONE HUNDRED AND THIRTY ACRES ON THE WATER FRONT

\$100,000 Bathing Pavilion, just completed, equipped to the minute. Booked Ninety Percent of all the Outings in the State for 1920. Rocky Point has no competition as an Excursion Park. That's the story in a nutshell. Think it over. **MR. CONCESSIONAIRE:** We are interested in anything new that will attract. Open for a Fun House, a Dodge 'Em, a Frolic or any other new Amusement Device. Also Kentucky Derby, Monkey Speedway, Auto Race and Balloon Race or any new Science and Skill Games. Address all communications to

ROCKY POINT AMUSEMENT CO., Room 519, Caesar Misch Bldg., Providence, R. I.
A. CASTIGLIONI, Prest. & Manager. Telephone Number: Union 1832.

The Great Southwestern Exposition Shows

WILL OPEN THEIR 1921 SEASON BY PLAYING THEIR FIRST
WEEK IN KANSAS CITY, MISSOURI,

on the streets early in April and will continue with the best spring booking, including all big Celebrations and Spring Festivals on the streets under real auspices.

This Show has been completely remodeled and rebuilt and will have all new canvas and will be carried on twenty-five of its own cars. We will furnish complete wagon fronts and new canvas to real live showmen. If the best is good enough we will furnish same. Can also place reliable show people in all departments.

WANTED. All legitimate Concessions. No exclusives. This Show is open for inspection to everyone and can be seen in its own winter quarters, which are located at 18th and Kansas Ave., Kansas City, Kansas.

For any information wire or write **VINCENT BOOK**, Coates House, Kansas City, Mo. Officials and directors will be made known in an early April issue of THE BILLBOARD.

BUSINESS AS USUAL

**A report
circulated
H. P. Norem
his relation
Western
THIS
IS FALSE
WITHOUT**

(From the Wednesday Evening American.)

SAVE GIRLS TRAPPED IN BIG FIRE

**Elevator Man in Heroic Work
at Blaze**

Hundreds of men and girls had a narrow escape from death today when fire broke out on the fifth floor of the Ruprecht Bldg., at 564-72 W. Randolph street. Firemen assisted scores of girls to safety; several who were trapped on the upper floors were taken down on ladders.

Prompt action on the part of an elevator man in the building warned the occupants, and most of them were able to reach the street through his bravery.

The flames broke out in the rear of the plant of the Western Doll Mfg. Co. on the fifth floor; they are believed to have started from a spark from a defective motor. An employee noticed them and called A. J. Ziv, president of the company. Led by A. J. Ziv, president of the doll company, the concern's sixty employees, ten of them women, fought the blaze with fire extinguishers. But smoke and heat soon drove them into the corridor. When he saw that the fire was beyond control Mr. Ziv sent an employee to have the elevator man of the building warn other occupants, and then rushed the sixty in his employ to the street.

**has been
that our
has severed
with the
Doll Mfg. Co.
REPORT
AND
FOUNDATION**

Owing to our unparalleled facilities we are going right ahead so there will be no interruption in our business because of the fire. We will remain in our present premises. Work of remodeling is under way and we will be able to begin production immediately. We expect to be in full swing by April 1st. **SEND IN YOUR ORDERS AS USUAL.**

SEE OUR OTHER AD, PAGE 173

WESTERN DOLL MFG. COMPANY

A. J. ZIV, President

H. P. NOREM, Vice President

M. CLAMAGE, Treasurer

564-572 W. Randolph St., - - CHICAGO, ILL.

PHONE, FRANKLIN 5131

OBITUARIES

ANDREWS—Daisy H., formerly a play broker, died on March 4 in New York. She was the daughter of Irene Pitts, a noted pianist.

ANTHONY—George, well-known subscription solicitor for papers and periodicals, died recently at his home in Philadelphia.

BOGGIOLINI—Dorothy, dancer in the French revue, and wife of Joseph Boggolini, a chef, was killed by her husband, who also took his own life a short time ago in New York.

In Fond Memory of JENNIE WETMORE CAMPBELL, our beloved wife and mother, who passed away one year ago today, March 17th, 1920.

CAPPER—Alfred, well-known English society entertainer and thought reader, was killed in a taxi accident in Paris, France, March 11. He was a favorite of royalty and did strenuous voluntary entertaining for the troops during the war.

CUMBERLAND—Mrs. Fannie, circus fat lady, died a short time ago at Minneapolis. The remains were interred in the Crystal Lake Cemetery. At the time of her death she is said to have weighed 600 pounds.

In Loving Memory of Father, GEO. S. COLE who passed away March 21, 1910. BERT COLE.

CUSNER—Charles W., connected with the Sells-Floto and other circuses for a number of years, died March 6, at his home in Denver, Col. The deceased is survived by a wife and mother.

DOMINGUEZ—Beatrice, moving picture actress, died in the Clara Barton Hospital, Los Angeles, February 27 following an operation for appendicitis.

DRIVER—William, father of Natty Whitestone, the blackface comedian, died in Brooklyn, about two weeks ago. Interment took place in the Greenwood Cemetery. The deceased is survived by a widow and three children.

KOEPPER—Edna Lucille, 30, daughter of Harry Lake, died March 7 at Indianapolis.

LA STARR—Mrs. Clara, well-known in the outdoor show world for a number of years, died at the home of her son-in-law, F. Richards, of the Richard Bros.' Shows, near Pike Creek, Tex., March 5. She is survived by three children, all members of the profession.

LEVI—Edward, former treasurer and secretary of the Van Curler Opera House at Schenectady, N. Y., died about two weeks ago at his mother's home, in Chicago, after several years of bad health.

MARCELLUS—George W., well-known actor, died in a hospital in Philadelphia March 8, at the age of 80 years. During his career as an actor the deceased supported such players as Barrett, Sheridan, Mrs. John Drew and Booth.

MOROSINI—Robert, once leading tenor with the Duff and Emma Abbot Opera Company, was found dead at his home in New York, March 11. Death was accidental, resulting from a fall.

MORRIS—Esther, mother of Annie Morris and Fannie Van Beasley, died at the home of her daughter in Brooklyn, N. Y., February 20.

MULLEN—Clarence W., veteran orchestra leader, died February 24 at Westery, R. I., after a short illness due to the rupture of an artery in his throat. After spending a number of years as a musical director of road attractions, he finally settled in New Britain, Conn., being orchestra leader for several houses there and in other New England towns. The deceased was 42 years of age.

O'KEEFE—Daniel, 41, for years advertising agent of the Alhambra Theater, Milwaukee, and lately connected with the Empress Theater in that city, died in that city recently. He is survived by one brother. Interment at Calvary Cemetery, Milwaukee.

POCOCK—Oscar, father of Cyrena Van Gordon, prima donna of the Chicago Grand Opera Company, died in Camden, O., March 9. The deceased was 74 years of age.

POUNDS—Mrs. Jessie B., hymn writer, died March 4 at her home in Cleveland. She had many songs to her credit, the most popular being "Beautiful Isle of Somewhere," which was sung at President McKinley's funeral. The remains were interred at Hiram, O., on March 6.

WALDREN—Dr. Charles E., one of the best known of medicine showmen, having spent 35 years in that profession, died March 2 at his home in Hamburg, Ill., at the age of 53. He is survived by a wife, young daughter, Dorothy, and brother, Spencer Waldren, the mayor of Hamburg, Ill. Interment at Hamburg.

WARNER—Mrs. Angeline, mother of Alton R. Warner, manager of the New Detroit Opera House, Detroit, died in that city March 7, as the result of heart disease. The remains were taken to Jackson, Mich., for burial.

WATSON—"Laughing Tom," died in Bellevue Hospital, New York, March 10, after a long illness.

WILKINSON—James A., theatrical manager, died at his home in New London, Conn., recently, at the age of 91. For more than 13 years he was the proprietor of the New London Opera House at New London.

WILSON—Edgar, the famous old minstrel baritone, known in the heyday of his popularity as "The Santley of the Halls," died February 14 at Kensington, Eng. He was for many years a pensioner of the V. A. B. F.

Jolly Babe is in St. Louis getting ready for her summer season. She is contemplating joining a Texas show that has made her a splendid offer. Her sister, Bonnie Bess, is in Mexico doing excellently.

Wm. F. Conley and wife are in St. Louis with their high-school horse and mule, "Booze." They are playing some local time at present, but will go out this summer with the Jennie O'Neil Circus, traveling by truck.

A. P. Murphy canceled his contract with the Con. T. Kennedy Shows and will put on some pit attractions with snapp Bros. He will continue his museum here until the opening of the carnival.

A letter from Wm. Ramsden in Los Angeles states that he has fully recovered from the injuries and attending effects suffered in an automobile accident in which he, his wife and their son figured. Mrs. Ramsden, except for nervousness, also has recuperated. The son, wearing his right arm in a sling, has left the hospital, but will not be entirely well for some time. Col. Ramsden will again be located at the Pier at Venice, Cal., this year.

Thad. Rodecker made a flying business visit to this city last week. He is optimistic over the outlook for the season.

Bill Cullum is in town building the business of the Royal and Criterion theaters. He's representing the interests of the Famous Lasky Players Corporation and already is showing great results.

Frank Coleman and Frank Finney are in the Mount City in the interest of Sells-Floto Shows, which is to appear here in April. Both men are full of pep and looking for a big season.

Mr. Miller in his theaters at San Antonio. Mr. and Mrs. A. H. Cooper left here March 4 for Spartanburg, to join the E. H. Jones Show, which opens April 2.

Jimmy Warren (Spot) Davis came in last week to bid us an revoir, as he was leaving K. C. for Fort Worth, Tex., to join the Alamo Show.

C. H. (Doc) Angle, an old timer in the carnival field dropped in to see us recently and will leave the early part of April to join Cooper's Rialto Shows, which open in Youngtown, O.

Jimmy Fitzgerald, ventriloquist, who has been working on the Tucker Bros.' Circuit was here from February 25 to March 2 before going to Chicago.

S. H. Frazer, of Dea Moines, Ia., writes us that he is very busy with "The Carnival of Nice," which opens at Dea Moines, Ia., April 21.

R. F. Davis and wife, of the Davis Shows, arrived in K. C. March 7 for a two or three weeks' vacation. Mr. and Mrs. Davis had their show "Broadway Polka" this season in Arizona, New Mexico, California and Colorado. They intend to do some reorganizing here and are planning on making this city their permanent headquarters.

G. L. Williams, of the well-known firm of Brown & Williams, importers, exporters and manufacturers, Seattle, has opened a branch here at No. 15 West 13th street, for Chinese baskets exclusively.

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ST. LOUIS By WILL J. FARLEY Gamble Bldg., 420 Chestnut St.

Jolly Babe is in St. Louis getting ready for her summer season. She is contemplating joining a Texas show that has made her a splendid offer. Her sister, Bonnie Bess, is in Mexico doing excellently.

Wm. F. Conley and wife are in St. Louis with their high-school horse and mule, "Booze." They are playing some local time at present, but will go out this summer with the Jennie O'Neil Circus, traveling by truck.

A. P. Murphy canceled his contract with the Con. T. Kennedy Shows and will put on some pit attractions with snapp Bros. He will continue his museum here until the opening of the carnival.

A letter from Wm. Ramsden in Los Angeles states that he has fully recovered from the injuries and attending effects suffered in an automobile accident in which he, his wife and their son figured. Mrs. Ramsden, except for nervousness, also has recuperated. The son, wearing his right arm in a sling, has left the hospital, but will not be entirely well for some time. Col. Ramsden will again be located at the Pier at Venice, Cal., this year.

Thad. Rodecker made a flying business visit to this city last week. He is optimistic over the outlook for the season.

Bill Cullum is in town building the business of the Royal and Criterion theaters. He's representing the interests of the Famous Lasky Players Corporation and already is showing great results.

Frank Coleman and Frank Finney are in the Mount City in the interest of Sells-Floto Shows, which is to appear here in April. Both men are full of pep and looking for a big season.

Frank M. Sutton pen from Osceola, Ark., that he will soon be found on the road. He is getting his business interests in shape so as to leave them until fall when Osceola will again be his home for the winter.

A letter from E. H. Jones in Spartanburg, N. C., informs that he found everything O. K. at winter quarters and that the Cole Bros.' Shows will be much stronger this season than ever. He has engaged some excellent acts and with his animal features will have one of the best two-car outfits on the road.

In Fond Memory of MY PAL Harry R. Polack Who went ahead March 14, 1919. I think of you each day. LARRY BOYD.

KANSAS CITY By WM. W. SHELLEY, 1117 Commerce Bldg. Home Phone, Harrison 3657.

Mert Gribble, manager of the Western Booking Association of Minneapolis, came into Kansas City from West Palm Beach, Fla., March 5 and was a most welcome caller at our office.

Mr. Gribble is booking the Million Dollar Band, Al Sweet's White Huzzard Band, Gribble's Ladies' Orchestra, etc., and has his Million Dollar Band booked for Palm Beach for the 1922 season. This territory will have the pleasure of hearing this Million Dollar Band, also not K. C. property. This band is booked for Lake Contrary, St. Joseph, Mo., for four weeks, commencing July 17 and expiring August 13. It is composed of all over sea men.

Mile Berry arrived in K. C. March 7, coming from Texas. Mr. Berry has been with the Charles and Gertrude Harrison Theater Company since he closed as advance agent for Burk's Big Uncle Tom Show last fall. Mr. Berry has again been engaged as general agent for the Burk Show, a position he has so ably filled since 1909.

O. T. Meates and wife (Frances Adrain), were very welcome visitors to the K. C. Billboard office last week, passing thru to Minneapolis, Minn., to join Teddy Rhea's "Ole, the Devil and the Girl" Company. Mr. and Mrs. Meates were in the South all winter with the National Street Company.

SAN FRANCISCO By STUART B. DUNBAR 605 Pantages Theater Bldg.

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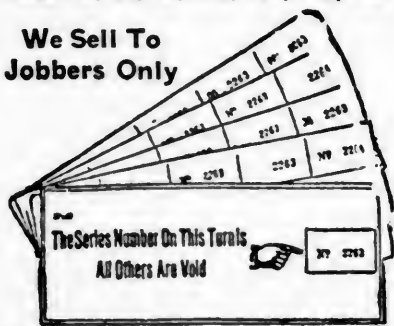
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Would like to hear from those with me before. Address MATHEW DeCHRONIC, Clinton, Missouri. Band booked with O'Brien's Expo. Show.

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Sensation of Coney Island, N. Y., season 1920. Again engaged as the musical feature of the Virginia State Fair, Richmond, Va.

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Circus Performers doing two or more Acts, Family Acts, etc. Prefer those with Wagon Show experience. Big Show Band, Wild West People with own outfits for Concert. Will make Side-Show Mgr. liberal proposition that will furnish own outfit. Will lease Candy Stands to responsible party. Must furnish transportation. Will handle a few Grind Concessions that transport themselves. Working Men for all departments. All address

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MR. SHOWMAN AND CONCESSIONAIRE—I have thirty weeks, all contracts signed under the best auspices of Masonica, Knights of Columbus, Great War Veterans' Association and the City, throughout Canada. My contract gets you over. You can buy all your goods in Canada. Save duties, which means a big item during my season. Have my own four Riding Devices. Twenty-two weeks of carnival season with Old Boys' Reunions, then the best Fall Fair in Canada. We play the first license in and are the last show out. If Neiss says so it's the truth. If you haven't my contract for a Concession you had better write before coming on, as our show has enlarged triple over last year. NO GLAFT. M. NEISS, Room 55, Yonge Street Arcade, Toronto, Canada.

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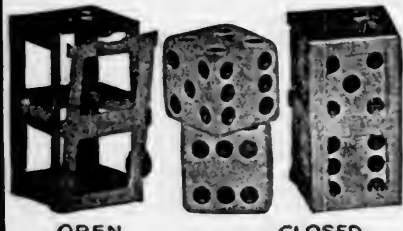
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(Received Too Late for Classification)

- Belmonts, Three; (Rialto) Glen Falls, N. Y., 14-19.
- DelRue Minstrels: Earlville, N. Y., 17; Sidney 18; Bainbridge 19; Owego 21; Towanda, Pa., 22; Sayre 23; Waverly, N. Y., 24; Endicott 25-26.
- Ewing, Ray; (Vaudette) Sterling, Ill., 18-19.
- Gold Medal Shows, Harry E. Billick, mgr.: Neesho, Mo., 14-19.
- Gordon & Jolice; (Kedzie) Chicago 17-19.
- Herbert's Minstrels: Waterloo, Ia., 16; Marshalltown 17; Grinnell 18; Ottumwa 19; Kansas City, Mo., 20-23.
- Jeffe-Mason Players: Camden, Ark., 14-19.
- Jones, Johnny J., Expo.: Gainesville, Fla., 14-19.
- Leggett, C. R., Shows: Navasota, Tex., 14-19; Corsicana 21-23.
- Laird, Mignon & Clifford; (5th Ave.) Arkansas City, Kan.; Kansas City, Mo., 21-26.
- Michelen & Lee (Orpheum) Moose Jaw, Sask., Can., 17-19; (Colonial) Lehighville, Alta., 21-23; (Orpheum) White Fish, Mont., 24-25.
- Needham & Wood; (Palace) Chicago; (Keith) Columbus 21-26.
- Newman's, Frank, Century Girls (Illipp.) Toronto 14-19; (Mozart) Jamestown, N. Y., 21-26.
- Pioneer Girls, Frank Lawler, mgr.: (Dome) Lawton, Ok., 14-19.
- Rogers' Shows: Warren, Ark., 14-19.
- Ray & Adele; (Vaudette) Sterling, Ill., 18-19.
- Rocco Expo Expo. Showa: Charlotte, N. C., 14-19; Hickory 21-26.
- Simpson Comedians: Emporia, Kan., 14-19; Little River 21-26.
- Smith, Otto L., Shows: Eastman, Ga., 14-19.
- Soladay's, Chas., Frinkley Girls; (New Reaper) Monroe, Mich., 14-20.
- Southern Expo. Shows, W. A. Stroud, mgr.: Lumberton, N. C., 14-19.
- Washburn-Weaver Shows: Summerville, Ga., 14-19.
- Wills' Musical Comedy Co., Fred Frazer, mgr.: Pittsburg, Pa., 14-19.
- Wise, David A., Shows: (CORRECTION) Ashburn, Ga., 14-19.

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LUCKY BILL'S SHOW WANTS

Aerial and Ground Acts for Overland Circus Show opens Sat., Apr. 2. LUCKY BILL, Quenemo, Kan.

LETTER LIST

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- White, James
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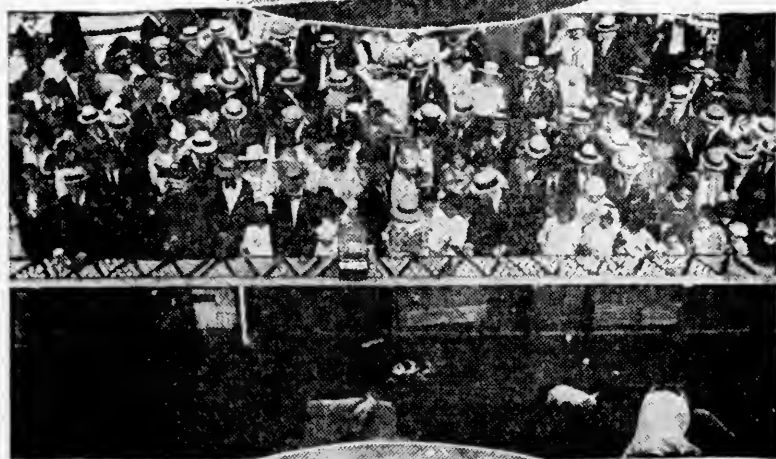
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AT LIBERTY—Man and wife for Cookhouse; wife cook, man counterman. Able to take charge. Must have tickets. BILL LANE, Merchant St., Barre, Vt. mar26

AT LIBERTY FOR CIRCUS OR CARNIVAL—Good Pat Girl, clever entertainer. Salary by percentage. Could accept a few offers for indoor bazaars. FLO ROCKWOOD ENTERTAINMENT BUREAU, Hotel Hannah, Cleveland, Ohio.

BESSIE FRASER AT LIBERTY—A connoisseur and a buck and wing dancer. Address all mail 57 West 135th St., care Mr. Williams, New York City.

OPEN FOR CARNIVAL—Original Juggling Raymond, world's greatest single, double, triple baton juggler; member A. A. F. Salary your limit. State all in first. Address J. B., care Billboard, Cincinnati, O. mar19

PERFORMING BEAR—Good act, new uniform, etc. Snake Show, new single pit Walk-in, A-1 frameup. Make openings, announcements, etc. Reliable mgr. with something to offer. Address Carry '49, coach, knock 'em off stuff! Don't write me. TOM DEBS, Box 32, Bessemer City, North Carolina.

TATTOOED MAN wishes to connect with side show for coming season. Large attractive outfit. State best in first letter. JOE RIVERS, 3 Leroy St., Hagerstown, Maryland.

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—One Colored Comedian. Wish permanent position with vaudeville, stock company. Willing to do anything in that line. Salary no object. FRED ENNIS, R. 378, Humphrey, Memphis, Tennessee.

Dancers

2c WORD, CASH (First Line and Name Black Type) 1c WORD, CASH (Set in Small Type) (No Adv. Less Than 25c)

PRINCESS ARABIA—ORIENTAL DANCER; clubs, smokers, etc.; New York, Philadelphia, Boston and vicinity. 180 Reid Ave., Brooklyn, New York. mar26

THE DANCE DEMONS—NOW DOING CLASSIC character, ballet and toe, eccentric, soft shoe and exhibition hall room dancing, for clubs, smokers and banquets. Bell phone, Randolph, 229 or address NADINE HAUS AND CLARE BRYAN, 2408 Pierson Ave., Indianapolis, Ind.

WINNING PERSONALITY, DANCES OF THE far East; gorgeous gowns and beautiful blonde girl. Oriental and Turkish dance artiste for clubs and private parties. The sensation of Europe's most out photographs free, so see miscellaneous For Sale column. For your next smoker, WINSOME FLOZARI, that Different Dancer, Hotel Hannah, Cleveland, Ohio.

BLACK HAired, BROWN EYED, PONY SIZE ORIENTAL DANCER, LA PETITE EGYPTA, doing special dances for banquets and clubs. Post and hula dances. FLO ROCKWOOD'S ENTERTAINERS, Hotel Hannah, Cleveland, Ohio.

DANCERS—Modern, eccentric. Young couple, attractive and talented, wishes to connect with musical comedy, vaudeville or any paying proposition. BOX A. M. Billboard, New York City.

PETITE, GALLANT DANSEUSE offers Egyptian, Hawaiian, Classic, Interpretative Dances. Available for musicals, stage, banquets. Entertainers furnished. Travelling engagements and attractive offers considered. Beautiful, large photos; none gratis. MLE DUMOND, Chicago.

TRIXIE, the original International, Hawaiian, Oriental, Veil, Harlem Dancer, with pep, class and real art, for stage, banquets, clubs. No engagement too far. Photos? Yes; not free. TRIXIE, Billboard, New York City.

WONDERFUL ORIENTAL DANCES, for banquets and private parties. If you want group dances, I can furnish one to five girls for Grecian nature, ballet and Egyptian. Flozari and her girls for your next entertainment. FLO ROCKWOOD ENTERTAINERS, 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 FOR JUVENILES—21; 5 FT., 9; 144. Good baritone for specialties and quartette. Will handle stage. Progn. Short experience. Address JACK PROSSER, 1519 Chapline St., Wheeling, West Virginia. mar19

AT LIBERTY AFTER MARCH 12—B. F. S. D. Comedian. Acts, specialties, bits, lead numbers. JACK MORAN, Greensport, N. Y. mar19

AT LIBERTY TO JOIN A SOBER, RELIABLE, respectable company is the cause of this add. My work consists: Serpentine Dances, Persian Poses and work in acts. Address MRS. H. J. FOUNTAIN, Redwood Falls, Redwood Co., Minn. mar26

In Answering Classified Ads, Please Mention The Billboard.

AT LIBERTY MARCH 19TH—HEAVIES, GEN. bus; age, 24; weight, 134; height, 5 ft., 0; appearance, wardrobe and ability. Add. B. F. LAUGHLIN, Gen. Delivery, Kansas City, Mo.

MONROE, THE ARTIST—RECOGNIZED AS one of the best; paints real productions; know all late bills; play parts if wanted; musical or dramatic. MONROE, care Frank Manter, Toledo, Ohio. (Ironville.)

AT LIBERTY—Young Man, 22 years old, 5 ft., 8 in. tall; weighing 140 pounds; light complexion. Lots of talent and well educated. Prefer vaude, sketch or "one-nighter." One season's professional experience. I am a beginner and know it. Salary accordingly. Address BOB BLAKESLEE, 221 North Bourland Ave., Peoria, Illinois.

AT LIBERTY—Light or Character Comedian. Age, 39; 5 ft., 4; 130 pounds. Wife, age 22; 5 ft., 2; 110 pounds; Ingenue, Specialties. Reliable. M. KNESE, 307 Millard Ave., Toledo, Ohio.

AT LIBERTY—General Business Team, man and wife. Experience and ability. First-class wardrobe. Have A-1 scripts for small cast. HAMILTON & WARD, 205 S. Broadway, Victoria Hotel, Oklahoma City, Oklahoma.

Miscellaneous

WORD, CASH (First Line and Name Black Type) is WORD, CASH (Set in Small Type) (No Adv. Less Than 25c)

AT LIBERTY—HIGH ART NOVELTY IN PICTURES for clubs and smokers. CLAYTON, 4212 Stiles St., Philadelphia, Pennsylvania. mar 3

FEMALE DANCE IMPERSONATOR AT LIBERTY; I do a vampire dance, Oriental dance and hindoo demon dance; can sing soprano. KENNETH AICHORN, care Higer's Store, Port Huron, Michigan.

PARK MANAGERS, NOTICE!—HUSTLER wants location in live park for one or two Liberty Root Beer outlets; brand new and latest design and real moneygetters. Will book one or both, flat rental or percentage. If you have the spot, and a suitable booth I will furnish the rest. Address G. R. L., Billboard, Cincinnati.

READ OUR ADVERTISEMENT IN PLANS column; something good guaranteed. CON-CESIONERS PLAN CO. mar19

YOUNG MAN, 20, WOULD LIKE TO TRAVEL with any kind of show; no experience. ARTHUR ELLISON, 102 Garden St., Lawrence, Massachusetts.

AT LIBERTY JUNE 1—Two Pianists. Prefer by-enum or chausson work. Will play in orchestra. Address E. A., care Billboard, Cincinnati.

AT LIBERTY TO PRODUCE LOCAL TALENT Min-strel, Musical Comedies. Costumes furnished. PROF. LEONARD, Glens Falls, New York. mar26

FEMALE IMPERSONATOR—Wishes engagement, vaudeville, musical comedy or burlesque. Neat appearance on and off. 5 ft., 3. A-1 chorus performer. Can work juvenile, straight. Salary your limit. Photos to those meaning business only. JOE KORK, General Delivery, Philadelphia, Pennsylvania.

YOUNG MAN—Baritone Singer, Italian, Hebrew. Blackface Comedian, wishes to join Medicine Show. Have some experience. Will accept anything to get started. D. ROSE, care Billboard, New York.

YOUNG MAN—Can sing, act as comedian. Would travel with stock company or vaudeville act with dance play small parts and learn make good. Who can place me? Will accept anything get started. D. RESNICK, care Billboard, New York.

M. P. Operators

WORD, CASH (First Line and Name Black Type) is WORD, CASH (Set in Small Type) (No Adv. Less Than 25c)

AT LIBERTY ON TWO WEEKS' NOTICE—first-class projectionist and repair man; non-union, or will join; any equipment; first-class house only; salary, \$35.00; must be permanent; married; no tobacco or booze; will go anywhere; state all. L. L. M., care The Billboard, Cincinnati, Ohio. mar26

OPERATOR AND ELECTRICIAN WANTS POSITION in picture theatre; any make machine; am also A-1 electrician; years of experience; young and married; go anywhere; beat of reference. Address ROY ULMER, Alamo Theater, Paris, Kentucky.

OPERATORS AND CARETAKERS—EXPERIENCE on all makes; sober, reliable, married; go any State; state all in first letter. JOE KIB-SINGER, 835 N. George St., York, Pennsylvania.

PROJECTIONIST AND MECHANIC—7 YEARS' experience; wants position as operator on Powers or Simcox, or will take charge of picture house; position where ability and faithfulness are rewarded. State goes and all first letter. PROJECTIONIST, Box 21, Grand Forks, N. D.

EXPERIENCED OPERATOR wishes position only where A-1 projection is wanted. Any machine. Other particulars, wire or write E. WARNTEN, 310 College Ave., St. Louis, Missouri.

OPERATOR OF LONG EXPERIENCE desires position. Capable handling any equipment. Give full particulars first letter. Locate anywhere. Now employed. I. EDWARD ROUCH, Macomb, Illinois.

Musicians

WORD, CASH (First Line and Name Black Type) is WORD, CASH (Set in Small Type) (No Adv. Less Than 25c)

A-1 CLARINET AT LIBERTY FOR THEATRE or troupe; prefer location North. J. D. SPEARS, Grafton, Illinois. mar26

A-1 SAXOPHONIST; HOTEL OR DANCO orchestra; top salary; Northern States; preferred. A. HOWARD, Elmira, New York.

A-1 CLARINETIST—WANTS TO LOCATE; good tone and well experienced playing all standard music; union; age, 24; well educated and trained in office work, but will consider anything that is permanent and offers a future; music and business references. Address CLARINETIST, 62 Hamden Circle, Wollaston, Mass.

A-1 VIOLINIST AND PIANIST AT LIBERTY—Large library; cue pictures; vaudeville and dance experience; can bring A-1 drummer and cornetist; go anywhere; all professionals. C. C. FERRILL, Tama, Iowa. apr2

A-1 REAL HONEST TO GOODNESS JAZZ cornet; prefer location; read, fake, improvise and produce original stuff; I have a way of my own; age, 24; height, 5 ft., 4 inches. SPEED KELLER, Savoy Hotel, Ft. Worth, Texas.

A-1 DRUMMER—EIGHT YEARS' EXPERIENCE; A. F. of M.; pictures and vaudeville theater only. L. A. COOK, 321 Liberty St., Flint, Michigan.

A-1 VIOLINIST—DESIRES POSITION WITH some first-class orchestra for the summer at seashore or mountain resort. Theater, hotel or dance. A. F. of M. F. A. GIRARD, 111 W. Calhoun St., Sumter, S. C. mar19

A-1 VIOLINIST AT LIBERTY—ABOUT APRIL 1; experienced in all lines; union; have library; resort or park preferred, but will consider anything good. Write full particulars and salary. ARTHUR BOUSKER, Majestic Theater, Grand Island, Nebraska.

AT LIBERTY—A-1 EXPERIENCED TROMBONE for dance. Troupe or locate. Read or fake. Best references. Wire or write. State everything. JIMMIE FRESHOUR, 474 Elm, Norman, Oklahoma. mar19

AT LIBERTY AFTER APRIL 1—TROMBONE Player and Snappy Drummer (neat appearance), single. Would either locate in some live town or travel with dance orchestra. Trombone player is job printer by trade. Wire tickets if far. Address F. O. BOX 417, Occburn, Virginia. mar19

AT LIBERTY—DRUMMER; TYMPANI, BELLS, xylophone; experienced in all lines. ROLLIE HYDE, 120 Madison Ave., Montgomery, Ala. mar19

AT LIBERTY—CLARINET AND SAXOPHONE; ten years' experience; location with industrial band. Draftsman, or will consider summer engagement, music only. LAMONT, 106 N. Westlan Ave., Tampa, Florida. mar19

AT LIBERTY—A-1 VIOLIN (LEADER), PIANO and Flia. Capable and experienced musician. Desires change of location. Prefer joint engagement. Union. Must have two weeks. Address 1437 Ridge Road, N. W., Canton, Ohio. mar19

AT LIBERTY—VIOLINIST; A-1; WISHES TO join live dance orchestra; references exchanged; young, sober, reliable; can and will "produce" the goods. Jazz? Yes. State your limit. To A-1 or locate. Address JAZZ VIOLINIST, The Billboard, Cincinnati, Ohio.

AT LIBERTY—A-1 VIOLINIST; WITH LI. br.; desires position as leader of picture house orchestra or side man; vaudeville; experienced in pictures; union; no grind; state all. Address ELDON MOORE, South English, Iowa.

AT LIBERTY—SAXOPHONIST; Bb TENOR OR O melody; play cello or trombone parts with O melody; am not a jazz artist; will join only high-class organizations; troupe or locate. Address RALPH J. MILLER, 216 N. Albany, Ithaca, New York.

AT LIBERTY—A-1 TRAP DRUMMER; SEVEN years of experience in all lines; go anywhere. W. G. HENNING, Emlingham, Illinois.

AT LIBERTY—RED-HOT, ECCENTRIC, SYN-copating, jazz drummer; for dance orchestra. AL SPRINGATE, Versailles, Kentucky.

AT LIBERTY—A-1 DRUMMER; TROUPE OR locate; band, theatre or dance orchestra; drums, bells and xylophone; sober and reliable; state top salary; A. F. M. Address BOX 148, Hanover, Illinois.

AT LIBERTY—VIOLINIST, YOUNG MAN; 22; desires position with first-class orchestra, either theatre, dance or hotel; am experienced in all; read at sight; fake and memorize; have good library for all occasions; go anywhere; write or wire. "VIOLINIST," 412 1/2 W. 4th St., Waterloo, Iowa.

AT LIBERTY AFTER APRIL 1ST—CELLIST and trombone desires first-class engagement; state your best salary; experienced. CELLIST, 309 W. 22nd St., Erie, Pennsylvania.

AT LIBERTY—A-1 TRAP DRUMMER DE-sires summer engagement; several years experience in orchestra, theater and band; improvises and specializes on xylophones; nothing but first-class engagement considered. Write care W. M. JACKSON, 710 Belmont Ave., Grand Forks, North Dakota.

AT LIBERTY—A-1 CLARINETIST; EXPERIENCED in all lines; A. F. of M.; reliable; read, fake or transpose; reliable theater engagement preferred; however, will consider any good offer; write stating best salary and full particulars. D. D. MARKLEY, Tecott, Kansas. apr2

AT LIBERTY—EXPERIENCED ALTO AND clarinet; both troupers. BRIGHT JONES, 728 Pear St., Reading, Pennsylvania.

AT LIBERTY—A-1 TRAP DRUMMER; FOR dance orchestra for the summer; a real jazz artist, with plenty of pep, novelty dance soloist and trick drumming; always on the job. HERMAN FULLER, 10 Webster St., Middleboro, Massachusetts.

AT LIBERTY—CORNETIST; RELIABLE AND experienced; troupe or locate; state salary first communication. Address H. H. CARSEY, Box 131, Brownwood, Texas.

AT LIBERTY MARCH 19—TUBA; B. & O.; playing Sousaphone grand; also snare drummer; wishes to hear from reliable carnival band; joint or single. D. HUTINSON, Gen. Del., Camden, Arkansas.

AT LIBERTY—SAXOPHONE; DOUBLING clarinet; to join live dance orchestra; strong on jazz; like pop; C melody sax, C clarinet; union. SAXOPHONE, Box 273, Huron, South Dakota.

AT LIBERTY—CLARINET; DOUBLE CELLO; B. & O. JOE WELCH, Sweetwater, Texas.

AT LIBERTY—EXPERIENCED CORNET FOR circus or rep. show; can join at once. Address CORNET, 2206 Hubbard St., Flint, Michigan.

AT LIBERTY—GOOD CORNET PLAYER wishes to locate with factory or municipal band; young; married; Illinois, Indiana or Wisconsin preferred. Address R. M. E., 3305 S. Robey St., Chicago, Ill. Care F. Wondrack.

A-1 DRUMMER DESIRES LOCATION IN A town of 10,000 or more, where there is opening for a billiard room; will play band, theatre or dance orchestra; must have a real proposition in a good live town. J. L. SMITH, Hanover, Ill.

BAND MASTER GRADUATED FROM VANDER Cook Music School, wish position as director in a small town; teach all instruments; also I can organize a good dance orchestra, as I play saxophone. Write A. L. BANDMASTER, Gen. Del., Chicago, Ill.

EXPERIENCED VIOLINIST WOULD LIKE TO connect with popular dance team; travel or locate; single; age, 28; union; absolutely right in every way. Address VIOLINIST, 682 Main St., Worcester, Massachusetts.

FRENCH HORNIST—FIRST CHAIR MAN; at Liberty April the first; 20 years' experience in symphony orchestras and concert bands; composer and arranger of reputation; A. F. of M.; age 38; location preferred. Address FRENCH HORNIST, 525 Sixth Ave., North St., Petersburg, Fla. apr9

CELLIST—LADY, DESIRES ENGAGEMENT with trio or orchestra. B. KROLL, 1249 Park Ave., New York City. mar19

DRUMMER—RELIABLE; UNION; 7 YEARS' experience; desires position in picture house, South or West preferred; state all first letter. FID, care The Billboard, Cincinnati, Ohio.

FOUR-PIECE ORCHESTRA—THREE LADIES, one man; young, fine appearing, fine musicians and soloists; violin, flute, harp and piano; doubling on two saxophones; one girl is a soprano singer; experienced playing for vaudeville, musical shows, etc.; cue pictures perfectly; very large library; at Liberty March 21st; for theatre or hotel. LOUIS BROWNELL, 2900 Milwaukee Ave., Chicago, Illinois.

FOUR-PIECE ORCHESTRA—THREE LADIES, one man; young, fine appearing; fine musicians and soloists; violin, flute, harp and piano; doubling on two saxophones; one girl is a soprano singer; experienced playing for vaudeville, musical shows, etc.; cue pictures perfectly; very large library; at Liberty March 21st; for theatre or hotel. LOUIS BROWNELL, 2900 Milwaukee Ave., Chicago, Illinois.

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JAZZ DRUMMER AT LIBERTY—DOUBLING xylophone; dance work; union; prefer Northern States. DRUMMER, Cambridge City, Indiana.

LADY CORNETIST—TEN YEARS' EXPERIENCE in all kinds of theater work; excellent tone and sight reader; prefer theater orchestra in New England; but others considered; references. LADY CORNETIST, care The Billboard, Cincinnati, Ohio.

OBOE PLAYER EXPERIENCED IN ALL LINES, also first-class flutist and piccolo soloist; will go anywhere if salary attractive. Address MUSICIAN, 218 East First St., Jacksonville, Fla.

PECK HORN; UNION; TROUPER. G. E. E., Box 394, Leavittsburg, Ohio.

SLIDE TROMBONE, VAUDEVILLE, PICTURE or dance orchestra; locate anywhere; situation must be permanent; strictly reliable; wife, A-1 pianist both union. LEWIS ARNDT, 911 Mulberry St., Waterloo, Iowa.

TENOR SAXOPHONE, DOUBLE REGULATION Banjo; saxophone, bass or treble; banjo lead with harmony. BANJOSAX, Billboard, New York.

THEATRE ORGANIST AT LIBERTY—A. F. of M.; only first-class proposition considered; state salary; also size and make of organ; thoroughly reliable and experienced in high-class picture work; also first-class orchestra pianist; wire or write. ORGANIST, 10 Redan St., London, Ontario, Canada.

THEATRE ORGANIST DESIRES POSITION—First-class trained musician and experienced picture player; good, conscientious worker; reliable, punctual and always on the job; handle all makes; union; large library; state hours; organ make and size. Salary, your limit. Yours for faithful service. Wire or write ARTHUR EDWARD JONES, 168 Main Street, Annapolis, Maryland.

TRAP DRUMMER WITH DRUMS, TRAPS AND Bells; I play all standard music at sight; I feature drums and play some bells; ticket if over one hundred miles; no traveling; will join at once. S. H. DANIELS, 1612 Walnut St., Jacksonville, Florida.

TRAP DRUMMER—VIOLINIST AND PIANIST wish engagement in moving picture house or dances; A-1; supply own music; write or call all week. A. MATRICIANI, 334 5th Avenue, Brooklyn, New York.

TROMBONE AND TUBA AT LIBERTY AFTER April 1st. Address H. H. MYERS, Valley Center, Kansas. mch26

TROMBONE PLAYER—A. F. OF M.; AM ALSO an electrician; thoroughly experienced at both; prefer to locate. Write "H. C.," care Burke, 91 Pineapple St., Brooklyn, New York. mar26

TROMBONIST (UNION) AT LIBERTY—Schooled, experienced and capable of all high-class work; want position in first-class theatre at once. Address ROBERT CHASE, 3324 University Ave., Des Moines, Iowa.

WANTED BY YOUNG SAXOPHONIST EN-gagement in theatre or dance orchestra; I have C melody and play lead; also double clarinet. Write or wire A. J. LOVE, Gen. Del., Chicago, Ill.

VIOLINIST—"A-1" SOLOIST AT LIBERTY; to join reliable vaudeville act or concert co. as soloist; or on lyceum course; young, congenial, sober and reliable; can and will produce the goods; photo on request; state your limit. Address VIOLIN SOLOIST, care The Billboard, Cincinnati, Ohio.

VIOLINIST—DESIRES ENGAGEMENT IN vaudeville, motion picture or dance orchestra; experienced; union; married man. DANIEL MCCARTY, 537 40th St., Brooklyn, New York.

WANTED TO HEAR FROM MANAGERS OF dance orchestra both far and near, who wish to engage the services of an assisting violinist off and on. Address CHARLEY WACOUTA, P. O. Box 193, Prairie du Chien, Wisconsin.

WORLD'S FAMOUS CORNET VIRTUOSO—Professional and army bandmaster; artistic orchestra cornetist; twenty-five years' experience; A. F. of M.; married. At liberty to conduct and instruct municipal, industrial or American Legion band; good library music; nothing too big; or will accept permanent theater en-gagement. Address "ARTISTIC VIRTUOSO," care The Billboard, Cincinnati, Ohio.

YOUNG LADIES—VIOLINISTE AND PIANIST—Desire position; high-class hotel preferred; at liberty after March 30; (Miss) Anna R. Gordon, No. 1 South Ridgewood Ave., care "The Brown Lodge," Daytona, Florida.

A-1 CLARINETIST desires position in Arkansas or Louisiana. Member A. F. of M. Married. State salary in answer. Address 728 St. Charles St., Baton Rouge, Louisiana.

A-1 CORNET PLAYER—Experienced in all lines. Also do solo work. Age, 42. Strictly temperate and moving. Prefer orchestra work at summer resort or moving pictures. Address MUSICIAN, Box 785, Madison, Maine. apr2

A-1 ORGANIST AND PIANIST AT LIBERTY—A. F. of M. Experienced pictures. Desires organ position. Good organ essential. State particulars. Address ORGANIST, 29 Sherman Ave., Glens Falls, New York. mar26

A-1 CLARINETIST—Experienced; desires located position in theatre or picture house. MUSICIAN, 503 Onelda St., Fulton, New York.

A-1 DRUMMER—For vaudeville or picture theatre. Play bells and xylophones some. Complete line of traps. Union. State salary. DRUMMER, 178 So Park Ave., Fond du Lac, Wisconsin.

A-1 CLARINETIST AT LIBERTY—Experienced in all lines. Prefer good theatre orchestra or solo clarinet band that will pay the price. Address CLARINETIST, 1011 Broad St., Newark, N. J.

A-1 CORNET, Band Leader. Wide orchestra experience. Wife organ or piano. Both competent and reliable. Prefer location. W. J. K., care Billboard, Cincinnati, Ohio.

A-1 VIOLINIST—A. F. OF M. At liberty after March 26 for vaudeville or picture house, hotel, summer resort or first-class dance orchestra. Can furnish references. State best salary. Address VIOLINIST, 513 Broadway, Ft. Scott, Kansas.

AT LIBERTY—A-1 Clarinetist and Saxophonist; ten years' experience, desires position; Middle West. Union. Will consider concert band. L. C., care Billboard, Cincinnati, Ohio. mar19

In Answering Classified Ads, Please Mention The Billboard.

(Continued on Page 210 d)

AT LIBERTY—Orchestra Connet or Trumpet. Experienced, picture and vaudeville. A. F. of M. Will go anywhere if job is steady. Address HAYDEN ADAIR, General Delivery, Chicago, Illinois.

AT LIBERTY—Jazz Drummer, for classy dance orchestra; travel or locate; also hotel, vaudeville or music comedy; must be reliable; young, good dresser and A. F. of M.; swell outfit, but no bells or xylophones. Address JACK SWEETMAN, Boggs Hotel, Circleville, Ohio.

AT LIBERTY—Experienced Snare Drummer. Circus or reliable carnival write, stating all. JIM GORDON, 309 Alexander St., Paris, Illinois.

AT LIBERTY—Normal Massey, Violin Leader, of Maestric Theatre Orchestra, vaudeville and pictures. The best house in the city. Reference: Charles Miles, owner. Would like to locate in good city. Large library of picture music. Give all particulars by mail as to size of city, theatre and orchestra. A. F. of M. etc. 4884 Maplewood Ave., Detroit.

AT LIBERTY—Man and wife. Man plays jazz sax. 2 years' experience. Lady plays trap drums; novelty artist; specializes in dance work. 5 years' experience. Both young, neat, classy looks. Want summer park or hotel job. Address D. JACK, 3568 Leavenworth, Omaha, Nebraska.

AT LIBERTY—Cornet Player; B. and O.; A. F. of M. Can also lead band. Wife tickets. EDWARD COWAN, Gen. Del., Dallas, Texas.

AT LIBERTY—Drummer. Tympani, Bells and full line of traps. Vaudeville and picture experience. Wishes steady position. DRUMMER, care John Donnan, 337 Union Ave., New York City.

AT LIBERTY—Wurlitzer Organist or any other Orchestration. Must be good instrument. A first-class picture musician. LOUIS CULLING, Majestic Theatre, Paris, Illinois.

CLARINET AT LIBERTY—Owing to closing of Richardson Theatre in Oswego, N. Y. Address JACK BOWLER, Fabius, New York.

CLARINETIST AT LIBERTY—Circus or carnival. Circus preferred. Address JOHN MARINI, 154 Steubner St., E. E., Pittsburg, Pennsylvania.

CLARINETIST AT LIBERTY—Married; desires position with pictures or theater or any good position with municipal band. CLARINETIST, Box 361, Stamford Springs, Connecticut. mar19

FIRST-CLASS ORCHESTRON ORGANIST desires change of location. Play a real library of picture music. LOUIS CULLING, Majestic Theatre, Paris, Illinois.

FLUTE AND PICCOLO PLAYER wants steady job in shop or factory, office work or otherwise. Want work music a side line. Married. All letters answered. W. R. SCHNEIDER, 500 1/2 N. 5th St., Springfield, Illinois.

LADY ORGANIST—Picture dramatizer; desires position in picture theater; 10 years' experience. Large library of popular and classical music. Sight reader. JESSIE SANCHE, 514 Walnut St., Muscatine, Iowa.

POSITION WANTED—First-class Slide Trombonist. A. F. of M. Three years' experience as electrician. GEO. H. COOPER, Union City, Pennsylvania. apr2

VIOLINIST, doubling alto in band, desires steady engagement, anything in music line. Well experienced. Locate or troupe. Preference old acquaintance. Address B. YUNKER, 708 1/2 Austin Ave., Waco, Texas. mar19

REAL SYNCOPATING DRUMMER AT LIBERTY JUNE 1—Union, Ludwig outfit and carrying xylophone if wanted. Must be a real syncopating orchestra. Sechs save stamps. Prefer summer resort and young bunch. I am neat appearing sight reader. Ticket if far. State salary and all. M. C. MOOS, Bowdler, South Dakota. mar19

RED-HOT SYNCOPATING DRUMMER—Good singer, Eb saxophone, doubling real clarinet. Only reliable people answer, as we are above average and will accept nothing but first-class offer. Will join single. Ticket if far. Young and neat appearance. RAY, GORRELL, 118 S. Forbes St., Jackson, Mich. apr2

SAXOPHONIST—Alto. Chautauqua work only. Experienced, competent, dependable. Play fiddle parts, solos, cello parts, fake, jazz. Lead in quartette. Can double fiddle or cornet some extent. Don't sing. A. F. M. Good appearance, good morals, good sense. Better write me. E. C. BARROLL, 3614 California Ave., St. Louis, Missouri. mar26

XYLOPHONE SOLOIST AT LIBERTY for coming summer season. Prefer engagement at resort or park. Thoroughly experienced, dance or concert. Play drums, trap set, also saxophone. H. D. HAOAN, 1516 Terry St., Harrisburg, Pennsylvania.

YOUNG LADY CORNETIST desires position in picture theatre or with stock company orchestra. Perm. address, CORNETIST, 210 So. 10th St., Keokuk, Iowa.

Parks and Fairs

20 WORD, CASH (First Line and Name Black Type) is WORD, CASH (Set in Small Type) (No Adv. Less Than 25c)

AEROPLANE STUNTS AT LIBERTY AND racing car. We have our own car for these stunts. Changing from car to plane; also I do looping-the-loop standing on top of wings, change planes, parachute jumps, trapeze act and wing acrobats. Can furnish references who I was with last year doing stunts. J. H. HUDSON, Frankford, 1855 Wakeling St., Philadelphia, Pennsylvania. mar19

AT LIBERTY—THE BEST 2 FREE ACTS OF ages; net high diver and cannon wonder; a real high diver, a real cannon, a real explosion; 50 feet leap from cannon; for fairs, parks and celebrations; act quick. DARE DEVIL SMITH, Glenon, Indiana.

THE CARLISLES—SPECIAL FREE ACT; AT traction for agrl. fairs, parks, celebrations or organized company; two first-class acts; Australian stock, American bull whip-cracking and manipulating platform or stage act; expert lassoing, catching running horse and rider; also official announcer for fairs; would join recognized road show; make openings; fair secretaries note, we were a feature 22 weeks at the N. Y. Hippodrome in Arizona scene under many flags. For particulars address 14 YORK ST., Catskill, New York.

LOOPING-THE-GAP UPSIDE DOWN ON A bicycle; most sensational thriller offered in years; open for 1921. DEATHLO, care The Billboard, Cincinnati, Ohio.

PARK MANAGERS—I WOULD LIKE TO LOCATE in some good seven-day park or beach; with a few concessions; good floods, would like wheel for one. Address F. D. ROSE, 301 Main St., Gloucester, Massachusetts.

THE LA CROIX—LADY AND GENTLEMAN; two different free attractions for fairs, etc.; cradle trapeze and novelty acts; write for prices and literature. 1304 WALTON AVE., Fort Wayne, Indiana.

WE HAVE THE GREATEST FREE ACT, aerial show in the world for the price; sensational, daring and comedy; send for particulars. BONETTE BROS., Hallow Farm, Sutton, Vermont. mar26

CHARLES GAYLOR—Acrobatic Giant Frog. World's greatest hand balancing gymnastic equilibrist. Few open dates for fairs, celebrations, expositions, home comings, etc. \$100.00 bond furnished for appearance. Full particulars No. 3906 17th St., Detroit, Michigan.

CONCESSIONAIRES—You can clean up big this season at parks and fairs with these three big coin coaters: Popcorn, Balls, Saltwater Taffy and French Chewing Candy. 100% profit. "Made in a minute." My latest improved recipes and complete instructions only \$1.00. Hurry! TRIPOLI (The Candy King), 709 Landis, Vineland, New Jersey.

Piano Players

20 WORD, CASH (First Line and Name Black Type) is WORD, CASH (Set in Small Type) (No Adv. Less Than 25c)

A-1 LADY PIANIST AT LIBERTY—WANTS position; will locate or travel; go anywhere; stock company, theatre or dance hall. State salary and full particulars when answering. PIANIST, P. O. Box 118, Ackley, Iowa.

AT LIBERTY—SINGING PIANIST; TEN years' experience theatre and hotel orchestras and tab. shows; can transpose; no faker; sight reader; twenty-eight years of age; blonde; weigh 145. SINGING PIANIST, care The Billboard, Cincinnati, Ohio.

ORCHESTRA PIANIST—LEAD OR SIDE; capable; experienced; dependable; all lines; union; state all first communication; top salary; can furnish excellent violinist. PIANIST, Riviera Hotel, Biloxi, Mississippi.

PIANIST—DIRECTOR OR SIDE; EXPERIENCED all lines; but prefer stock location in South; can furnish violinist. PIANIST, Riviera Hotel, Biloxi, Mississippi.

FIRST-CLASS PIANIST—OPEN FOR ENGAGEMENT in picture house; good library and pictures correctly cued; long experience; references if needed; state salary and hours; go anywhere. Address PIANIST, 40 Second St., Lowell, Massachusetts.

ELDERLY MAN—Piano. Feature picture part week. Vaudeville. State condition and salary. KARL, 61 W. Borden Place, Chicago.

JAZZ PIANIST desires position with dance orchestra. 21 years of age. Good fader and singer. Travel or locate. Nonunion. Address H. HUGHES, 3130 Glendora Ave., Cincinnati, Ohio.

PIANIST—Young man; desires refined, reliable position. Solo, accompany, etc. Also double. Prefer stage, young associates. Consider other worth-while offers. RAYMOND DEMPSEY, Franklinville, New York. apr2

Singers

20 WORD, CASH (First Line and Name Black Type) is WORD, CASH (Set in Small Type) (No Adv. Less Than 25c)

AT LIBERTY MAY 11—A-1 Bass Singer. Solo, duo, trio or quartette. Also read and act; any dialect there is; all characters, leads, etc. Saxophone, solo, quartette or any other combination. Clarinet, solo and B. & O. Piano, accompany and fair solo. Prefer male quartette in chautauqua, but any other company in same line would be considered. Vaudeville team or company. Musical Comedy, sing, dance and everything else. Dramatic Stock, lead, any characters or heavy. Also consider anything else. Am after the money. State what you offer. State all in first letter. Write, don't wire. If you don't receive a reply, nuthin' doin'. I am young, 6 ft. and a swell stage appearance. H. C. HOWARD, Winamac, Indiana.

Vaudeville Artists

20 WORD, CASH (First Line and Name Black Type) is WORD, CASH (Set in Small Type) (No Adv. Less Than 25c)

AT LIBERTY—BLACKFACE SONG & DANCE team; would like to hear from med., stock or tab. mgrs.; just closed. Address ED & BILL, 427 N. 6th St., Quincy, Illinois.

CLASSY CHARACTER FEMALE IMPERSONATOR; playing only high-class theatres; large heralds furnished; travel anywhere; vaudeville; photoplay screen, etc. EMIL F. WALTER, Birmingham, Alabama.

TENT SHOW MANAGERS AT LIBERTY—Feature mindreading act, all questions answered; strong drawing card; musical act using accordion, violin, two saxophones, magic, hand-cuffs, etc.; settle the feature specialty question; \$50.00 and all the selling privileges; man and wife. SHOWMAN, 2429 Elliot St., Denver, Colorado.

YOUNG MAN—21 YEARS OLD; GOOD AMATEUR; straight man; singing and dancing, a little; would like some one to give me a chance, as I am willing to work hard to learn. Ticket? Yes. Address M. D. JERKINS, 1074 Shaw St., Toronto, Ontario.

IMPERSONATOR—BARTONE; DO BITS! will assist animal act. LATHROP, Gen. Del., Decatur, Illinois.

At Liberty at Future Date

20 WORD, CASH. NO ADV. LESS THAN 25c.

AT LIBERTY AT FUTURE DATE—Volin, Vaudeville Orchestra Leader and Picture Organist, man and wife. Union. Working conditions cause for wanting to change. Write, stating all particulars, salary, etc., and allow time for mail to be forwarded. Must give two weeks' notice. V. & O., care Billboard Pub. Co., Cincinnati, Ohio.

AT LIBERTY—Straight or Blackface Comedian. Can change with special feature novelty act. GAREY BITLER, 1910 S. Mole St., Philadelphia, Pennsylvania.

AT LIBERTY—Magician and Ventriloquist. Have an act of small magic and act with knee figure. Willing to work. Would like to join carnival opening the latter part of April. Have had carnival experience. Address KAYLO, Billboard, Chicago. mar26

AT LIBERTY—Magician and Ventriloquist. Would like to join reliable show that has bookings. Good novelty. Professional experience. Triflers, don't answer. State all. "DEVEREAUX," 32 Madeline Ave., New Rochelle, New York. mar19

AT LIBERTY—Vaudeville Performer. Do singing, talking, musical single, real saxophone solos; double orchestra. Work in all acts. Straight comedy. "TEIFORMER," Billboard, Kansas City, Missouri.

FEMALE IMPERSONATOR doing Song and Dance Novelty, also Classic and Eccentric Numbers. I have gorgeous costumes and first-class appearance. Would like to hear from male partner to double in vaudeville. Only professionals and reliable need apply. One can play Piano preferred. J. F., care The Billboard, New York. mar26

ITALIAN COMEDIAN—Top Baritone Singer. Can do Hebrew, Blackface. Wishes joint act. Would assist lady partner or any vaudeville act that has bookings. Will accept anything get started. DANIEL ROSE, care Billboard, New York.

YOUNG MAN—22 years old. Trick bicycle and motorcycle rider. Wishes to join vaudeville. Have three unicycles, including Jaroff. Will consider most anything to get going. LABON HOOPER, Gen. Del., Birmingham, Alabama.

Agents and Solicitors Wanted

20 WORD, CASH. NO ADV. LESS THAN 25c.

AGENTS—Handle high-class guaranteed Catarrh and Hay Fever Remedies; never fails in worst cases; 1920 discovery; \$150.00 weekly guaranteed to hustler. HALLOCK REMEDY CO., Duluth, Minnesota. mar19

AGENTS, STREETMEN, DEMONSTRATORS—Positively the fastest selling necessity on the market. Sample and wholesale price, one dime (street). THE ROYSE OR MILES, Dept. 6, 49-51 Summer St., Trenton, New Jersey. mar19

AGENTS—Enter pleasant, profitable mail order business. Literature free. CHAMBERS PRINT WORKS, Kalamazoo, Michigan. mar26

AGENTS—Our late songs for \$8.00 per 100 copy lots. Cash with your order. CLAS. A. ARTHUR, 5100 La Salle, Detroit, Michigan. apr2

AGENTS, Crew Managers, Solicitors and Concession Men—We have the highest grade Tool in the world for opening cans. This is absolutely new and going big. The men buy this clever Tool at sight. Guaranteed for two years. Easy to clear \$18.00 per day with this wonderful article. Sample, \$1.00. Your money back if not satisfied. Exclusive territory to real agents. Not in areas. You can be the first in your territory. THE NOBBY TOOL CO., Toledo, Ohio. mar19

AGENTS, STREETMEN, DEMONSTRATORS—Makes 250% profit on our Aluminum Solder. Mends on any metal with heat of a match or candle. Sample, 25c; gross \$10.00. Special prices on larger quantities. ELMER SAUERMEISTER, 1638 Hewitt, St Paul, Minnesota. apr9

AGENTS, 300% PROFIT—Our article sells on sight. Excellent for Fairs, Carnivals, etc. Send 10c for liberal sample and particulars. If KRESTAN, 214 Atlantic St., Elizabeth, New Jersey. mar26

ANSWER THIS AD—I'll tell you about legitimate profitable business to start reasonable. Booklet, 10c. OUY HALLOCK, Duluth, Minnesota. mar19

AGENTS AND MAIL ORDER PROSPECTS—For 25c and five names of people desiring a business of their own, I will forward you a book that will pave the way to a profitable mail business. C. K. MATTHEWS, Hempstead, New York.

AGENTS—JUST A MINUTE. If it's rags you want, we have them. If it's prices you want, they can't beat us. Write for particulars. LAVENDER BROS., INC., 737 Central Ave., Pawtucket, Rhode Island. apr9

AGENTS—Patented screen movie jazz portrait. Tremendous seller. Smokes, laughs, winks, etc. Retail for \$2.00. Inducement list and sample portrait, \$1.60, prepaid. Sole distributors. TEAC-ART, 412 Temple, Los Angeles, California. mar26

AGENTS, STREETMEN—Wonderful novelty. Big money. Every man and woman good prospect. Send quarter for full size sample and prices. EKAY, Box 84, Tarentum, Pennsylvania.

AGENTS, DEMONSTRATORS, PITCHMEN, ETC.—Here's a form for the form worker. Will get the jack. The best seller out. Made of gold filled spring wire. For high and low collars. Send 25c, we will send one of each. E-Z-TIE FORM CO., 417 North Clark, Chicago, Illinois.

AGENTS—Wonderful seller; 90c profit every dollar sales. License unnecessary. No stocks to carry. Sample, free. MISSION BEAD CO., Office 4, Los Angeles, California.

AGENTS, PITCHMEN AND MEDICINE MEN—We manufacture a number of well-known remedies, such as Madam Lucia Negro Hair Straightener, Snake Oil, The Wonder for Kidney Diseases, Golden Female Regulator, Indian Herb Tonic, Colic and Pain Cure and many others. Live Agents, Pitchmen and Medicine Men can make a few hundred dollars weekly selling our line. Write for full particulars and prices. INDIAN HERB DRUG CO., Spartanburg, South Carolina. apr9

AGENTS AND STREETMEN—I have what you want. All you have to do is to give a 5-minute demonstration and it sells itself. Used in every home. Costs you 50c, retails for \$1.00. Wholesale to dealers at \$8.00 dozen. If you want to make real money send 50c for sample. Guarantee you to be satisfied. A. FHYMAN, Prop., Agents' Supply House, East Toledo, Ohio.

AGENTS—Make and sell Aluminum Plumbers, Common Solder. Three formulas; guaranteed; 50c. ACMH SUPPLY CO., 1404 E. Leeland, Decatur, Illinois. mar26

AGENTS—Your opportunity. I've new Star's Powdered Enamel. Repairs chipped and rusty spots on graniteware. Stops all leaky metalware without heat, soldering iron or tools. Agents' sample, 15c. Particulars from STAR'S NOVELTY COMPANY, Dept. BB, Toledo, Ohio.

AGENTS—Make over \$50.00 weekly with new style unbreakable, self-filler Fountain Pens. Particulars free. Address RYDERS' SALES SERVICE, 22 Vinson St., Boston, 24, Massachusetts.

AGENTS, CANVASSERS—Sell necessities at wholesale prices in the homes. Quick sales. Large profits. Get particulars. EMPIRE SUPPLY CO., Jamestown, New York.

AGENTS—A money maker for spring. Automobile and Furniture Polish make sales with every demonstration. It will chase the grease and dirt from any article and polish at the same time. Make it yourself. Formula and instructions, \$1. J. N. SMITH, Dennison Hotel, Kokomo, Indiana.

AGENTS—Make and sell your own goods. Formula for Self-Shaving Cream, Self-Shining Shoe Polish, Tobacco Cure, One-Night Corn Cure, Fire Exterminator, Rubbing Cloth. Special: All above for \$1.00. Send today. Don't delay. JOSEPH WILLIAMS, P. O. Box 1662, Mobile, Alabama.

AGENTS—Big money can be made, either whole or part time, selling our Gas Lighters. They will light any gas a match will. Our Pocket Lighters sell to every smoker. Wall lighters for the country homes where there is no gas. These lighters are self-sellers. See the new Victory Pocket Lighter, made from a genuine army shell, Dollar sample 55c. Sample each of five kinds Gas Lighters, 50c. Particulars free. MATCHLESS LIGHTER CO., 2153 Congress St., Chicago.

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 WANTED to sell "Havana Treat" 5c Cigars (packed 25 to a box) to smokers or stores. Trial refund offer 25 for \$1.25 postpaid. HAVANA TREAT CIGAR CO., 1105 Brinckerhoff Ave., Utica, New York.

AGENTS—Self-Threading Sewing Needles and a sale in every home. Fine side line; easy to carry; store repeater. Sample and particulars free. LEE BROTHERS, 145 1/2 East 23d St., New York, N. Y.

AGENTS—Six new baffling Puzzles. Tricks and magic. The thing for mail order houses. Send 2c today for sample. A. W. MITCHELL, 1101 Innesfallen, Springfield, Ohio.

AGENTS—Men and women, our Sanitary Comb Cleaner, the only comb on the market for cleaning combs of all kinds. Every lady buys this on sight. A long felt want. The biggest selling article in many years. Demonstrators, crew managers, don't pass this by. Sample and particulars, 25c. SPECKLITLY PRODUCTS CO., Mfrs., 32 North Pryor St., Atlanta, Georgia.

AGENTS, Streetmen, Demonstrators, Pitchmen—Money-maker, \$50 to \$75 made weekly selling Razor Sharpener. Particulars, sample, 25c. Guaranteed proposition. Good repeater. HARRY BUSSEL, Dowagiac, Michigan.

AGENTS, PITCHMEN—Sell DeLia's Self-Diagnostic Electrode. Electrode. Remarkable. No more big doctor bills. Treat yourself. RAD PUB. CO., Box 364, San Diego, California.

AGENTS—25c for high-grade Compressed Ink. Good profits. Plenty repeat orders. Write today for particulars. MAIN INK CO., 42574 Russell Ave., St. Louis, Missouri.

AGENTS—Learn about the profits supplying Perfumes to families. One-fourth ounce bottles, filled and labeled, \$2.50 a gross. Boxed 20 in a box, \$2.50 a gross. Complete lines Toilet Goods and Tube Flavored Extracts in connection. LEFFLER & CO., 741 Walton, St. Louis, Missouri.

AGENTS—New patented article sells to all telephone users. Good profit. Send 25c for sample. A. W. BROWN, 644 23d St., Oakland, California.

AGENTS—Special Service Magazine puts you next to best sellers. Sample copy, 10c. ORPHEUS CO., 1151 Noble St., Chicago, Illinois. apr2

AGENTS—Sell Dice Rings and Cuff Links. Sample ring, 20c. Cuff Links, 40c, postpaid. NOVELTY SHOP, Box 20, Ironton, Ohio. mar26

AGENTS—\$5.00 GROSS—\$5.00 GROSS—Patented Solder, with which enamelware, tinware, brass, copper, etc., and hundreds of other household articles can be soldered and mended at home by any woman or child in a minute. Many of our agents sell gross or so every day. Without exception the most attractive package out. Big repeater. No stocks; all bought. Sample, 25c; gross, \$5.00; in Canada, \$6.00. No flow many, please? E-Z CO., 417 N. Clark, Chicago, Illinois.

ARE YOU TIRED of being chased by the dog? If so, see my 2 ads under Formulas. Genuine money makers. All new. J. K. LEWIS, 2649 No. Rockwell St., Chicago, Illinois. mar19

BIG MONEY AND FAST SALES—Every home a prospect. America's Original "DISO" Dye Soap; all or spare time; we train the inexperienced. Write for particulars and free sample. DISO MFG. CO., Knoxville, Tennessee. mar19

BIGGEST MONEY-MAKER IN AMERICA—I want 100 men and women quick, to take orders for Raincoats, Raincap and Waterproof Aprons. Thousands of orders waiting for you. \$2.00 an hour for spare time. McDonough made \$413.00 in one month. \$19.00 in three hours. Burntance, \$207.00 in seven days. \$5,000 a year profit for eight average orders a day. No delivering or collecting. Beautiful coat free. No experience or capital required. Write quick for information. COMEB MANUFACTURING CO., Dept. C-47, Dayton, Ohio. mar26

CASH REGISTER—Carry in your pocket. Practical, fascinating. Eye-body buys. Agents wanted, territory going rapidly. SUPERIOR SERVICE, Minneapolis.

In Answering Classified Ads, Please Mention The Billboard.

CANVASS OR SELL AT HOME—Beautiful Sheet Music. Customers hunt agents for such bargains. Some extensive, regular stock samples, prepaid, 25c. You'll probably sell them for 50c to first person. (You'll probably sell them for 50c to first person.)

CIRCULARS up to 9x12 mailed 100 for 15c, 1,000 for \$1.00. Trial 200 mailed at your own price. Commission circulars wanted. PROF. GEO. E. MARBLE, 202 W. Cedar St., Boyne City, Mich.

DEMONSTRATORS AND AGENTS—The time is here when hustlers can make big money selling Sunra But Cleaner, the cleaner that cleans and gives results and has its come-back repeat orders. Where one sells will sell again. Write for prices. Sample sent prepaid for 25c. HUCKLEBY & MILLER CHEMICAL CO., 406 York St., Newport, Kentucky.

DEMONSTRATORS, ATTENTION!—Are you interested in manufacturing and selling Silver Cleaning Plates? Immense profits, big seller. Write for full particulars. J. G. GIEGOLD, 189 West Noble St., St. Paul, Minnesota.

EARN FROM \$5 to \$10 a day selling our Crepe de Chine Camisoles from manufacturer to consumer. Sample prepaid, \$1.50. These camisoles retail from \$5.00 to \$10.00. Order now and secure territory. DEPPE BROS., 618 Delafield Ave., West New Brighton, Staten Island.

EMPIRE BRIGHT LIGHT GAS BURNER—Largest 25 cent; leather car and ferry ticket holders; 10 cents. DUTTON, 1932 Briggs St., Frankford, Pa.

ENORMOUS DEMAND—Speedy sales, large profits introducing our famous Beverage Extracts. Write for our amazing proposition. Address SPICK SPECIALTY CO., 3243 Broadway, Chicago, Illinois.

FIFTY AGENTS WANTED—Must be good salesmen. None but experienced men need apply. THE BARGINE CHEMICAL COMPANY, 640 West Seventh St., Cincinnati, Ohio.

FREE—WONDERFUL NOVELTY—Fun with the girls and big mail. Send 2c stamp for postage. 1250 50th Ave., Oakland, California. mar19

GENUINE DIAMOND SCARF PIN, 50c. Absolutely no fake. HANFLIG, 180 Lynch St., Brooklyn, New York.

HEATLESS TROUSER PRESS, \$150. C. ISRAEL COMPANY, General Post Office Box 149, New York.

GILLETTE SAFETY RAZOR—Full Nickel Plated Set. In case, with package blades extra. Sample set, \$2.39 postpaid. Less in dozen lots. VICTOR-KING CO., 36 Bromfield St., Boston, 5, Massachusetts.

HUSTLERS, write WELLES ALLEN, El Paso, Tex.

HUSTLERS, READ THIS—Just what you have been looking for. My famous E-Z Rug Cleaner, in powder form, also my E-Z Waterproof White Shoe Cleaner, the same as I am demonstrating in the stores. Both formulas, \$5.00. No stamps. Only a few. Last call. O. H. SINNETT, E-Z Mfg. Co., 741 W. Lexington St., Baltimore, Maryland.

IF YOU CAN SELL \$2.50 worth of merchandise for 25c, send us your name and address. Inclose 25c for agent's sample. Refunded on your order. B. MILLER AGENCY, Kennett, Arkansas. mar26

LIVE-WIRE AGENTS can make big money selling our Art Knife Salesboards to drug, tobacco, news and general stores. 100% profit to you and to the dealer. Easy and quick sales and repeats. Outfits, \$1.50 and \$10.00. Sent on receipt of \$1.00, balance C. O. D. Write quick for exclusive territory. PERRY NOVELTY CO., 25 Creighton St., Providence, R. I.

MAKE \$50 DAILY, SOMETHING NEW!—400 per cent profit. All business, professional men need it. Sell \$5. Costs \$1. Brooks, Texas, sold 20 first day profit, \$80. Big weekly repeater. Sell quickly. Experience unnecessary. Write today for territory wanted. Sample outfit free. FEDERAL ASSOCIATION, 71 E. Asylum St., Hartford, Conn. mar19

MAN in each town to refinish chandeliers, brass and automobiles, by new method; \$10 daily without capital or experience. Write GUNMETAL CO., Art. G. Decatur, Illinois.

MONEY-MAKER for spring and baseball season. Get in on this at once. Sample, 25 cents, postpaid. SUPERIOR SERVICE, Minneapolis.

NEEDLES—Agents, high-grade Needles, hand sewers, embroiders, self-threading and Needle Book. 6 samples and wholesale prices. 25c. WILLIAM G. SCOTT, 157 East 47th Street, New York.

NEEDLE THREADER FOR SEWING MACHINES—Simple, durable, automatic. No biting, cutting or twisting thread. Agent's sample, 15c. MARSH BROS., Wilmington, Ohio.

NOBIST—Cleans, polishes and prevents steaming of eye glasses, auto wind shields and all exposed glass. Agents, good profits; bonuses. WHITE, 176 Bata, Louisville, Kentucky. mar19

OUR WHOLE ENERGY is centered on making one specialty. This result is a superior, genuine live cowh de leather Buffalo and Card Case at \$18.00 per gross that is out of the ordinary. Write for our interesting proposition. CHICAGO CARD CASE CO., 3956 Fullerton Ave., Chicago.

FITCHMEN DEMONSTRATORS! FAIR WORKERS! Get this while it is new. "Sotvine," the instantaneous paint, varnish, tar and grease spot remover. Good for many other purposes. No bottles or boxes to buy. Everyone needs it. 25c code gets 50c sample and quantity prices. Goals put up under your own label. WARREN N. D'AN, Mfg., 17-19 E. Market St., York, Pennsylvania.

PORTOPHONE—The talking machine with a double surprise. Draws crowds while playing. Is carried in a traveling bag, yet rivals any \$100 machine in tone, etc. Send for details. CARL-O-SPECIALTY CO., Marshfield, Wisconsin.

RUBBER JAZZ HARBIES—Real pep boys. Fast sellers. 50c of prepaid Prepaid sample, 33c; dozen, \$2.00. ANDREWS NOVELTY CO., 188 Shaw St., New London, Connecticut. apr2

SELL CHATWICH PENCILS—Big flash and value. Sample (postpaid), 10c. A. W. BROWN, 644 23d St., Oakland, California.

SELL JOKERS NOVELTIES—Outfit (18 samples), 10c. CHAMBERS PRINT WORKS, Kalamazoo, Michigan. mar26

SELL OUR WATERPROOF RUBBERIZED APRONS—Best on the market. Sells like wildfire. Profit over 100%. Send 25 cents for sample and particulars. Address TEXAS SPECIALTY SALES CO., P. O. Box 422, Houston, Texas.

SNAPPY ART POCKET MIRRORS—Agents wanted. Sample, 25c. HIGH ART MIRROR STUDIO, Box 811, Rochester, New York. mar19

SOLDER—Aluminum Solder mends instantly tin-ware, water pails, milk pans, etc. Gross \$5.00. Sample, 25c. CURRY NOVELTY CO., 2213 Elizabeth, Des Moines, Iowa.

SPECIAL NOTICE TO AGENTS AND SHOWMEN!—At great expense a comprehensive encyclopedia of business opportunities, listing 1,000 formulas, processes and trade secrets, has been devised, and it is particularly recommended for the benefit of promoting shows, carnivals and circuses, as it tells how to make and frame up games of amusement, how to make candles, taffy, lemonades, tamales and how to perform magic tricks, and where to buy tents, merry-go-rounds, carnivals, gooda, Panama Canal monsters and everything required for amusements. Special reduced price, \$1.50 cash, or \$2.00 C. O. D. If you will send the names and addresses of five people that would be interested in this three-volume set of encyclopedias and I succeeded in selling encyclopedias to three of the names, I will refund your money. Thus you get the encyclopedias free. C. K. MATTHEWS, Hempstead, New York.

SPECIALTY SALESPERSONS WANTED—To sell B. & G. Rubber Aprons and Sanitary Specialties, articles of unusual merit. Are needed in every home. They sell readily, satisfy your customers and get repeat business. The profits are large enough to make you accept our offer. Drop card now for descriptive folder, price list, etc. B. & G. RUBBER CO., Dept. 26, 618 Penn Ave., Pittsburgh, Pa. mar26

STAR MONEY MAKER, 10c. Money-making opportunities and three copies of The Eagle's Eye Bargain Bulletin. All the above for 16 one-cent stamps. NORTHERN BOOK CO., 202 W. Cedar St., Boyne City, Michigan.

TRAVELING OR CITY SALESMEN—Calling on Candy, Cigar, Drug, Pool Parlors, etc. To take orders and open accounts for our Jumbo Peanuts and Salted Almonds. We ship direct from coast to coast. Prepaid. Liberal commissions on first and all repeat orders. This makes a wonderful side line, and is easy to sell. State all in first letter, territory you cover, how often, what you sell, age, married, nationality, reference. H. J. MEYER COMPANY, St. Joseph, Missouri.

VENDING MACHINES—New, handsome, novel Vending Machines; rents easily peddled; finished in nickel and white porcelain; retails for \$15.00. Agent's price, \$10.00, shipped subject to inspection, C. O. D., upon guaranteeing express charges. S. P. HETTERBERG, 2212 Gilbert Ave., Cincinnati, Ohio.

WALL PAPER CLEANING MADE EASY. I teach you free. Send one dollar for my Wall Paper Cleaner Formula and go to work. Money back if you want it. WILSON, 1150 Pennsylvania Ave., Columbus, O.

WANTED—District Managers, Commercial Salesmen, Agents, Side-Line Salesmen and Rural Solicitors to slide out into the sunlight of prosperity. Our late improved Bank Check Salesboards offer this opportunity. A cinch to sell at \$30. Send \$7 for sample, prepaid. PARADISE SPECIALTY CO., Jefferson City, Missouri.

WANTED—Agents and Shoppers, to sell Sheet Music. Send 25 cents for four big hits and terms. C. E. HULL, 312 5th Ave., McKeesport, Pa. mar19

WE PAY \$200 MONTHLY SALARY and furnish rig and expenses to introduce guaranteed Poultry and Stock Fowlers. BIGLER COMPANY, X517, Springfield, Illinois. mar26

11 TRACKS, 12 SONGS, 21 PUZZLES and 100 Pointers How To Make Easy Money, 10c. PROF. GEORGE E. MARBLE, 202 W. Cedar St., Boyne City, Michigan.

250% PROFIT—Make \$25 daily. 24 new Automobile, Household and Hospital Specialties. Quick sales. Big repeat orders. Sample free. Write instantly. NULIFE AUTO-AID CORPORATION, Hartford, Connecticut. jun4

500% PROFIT is what you can make with some of our very latest fast-selling Novelties which cannot be bought in the stores. Of descriptive circulars are free for the asking. Write today, and be the first in your locality. Address THE LIBERTY SALES CO., P. O. Box 1001, Montreal, Que., Canada.

\$300 PER 100 placing New Bank Check Assortments on 600-hole salesboard. Takes in \$60.00, pays out \$25.00; \$35.00 profit. You should place 4 to 25 daily at a profit of \$9.00 or more each. Mean business; then send \$2.00 for sample with instructions. GLASS NOVELTY CO., A122, Alliance, O. mar19

Animals, Birds and Pets
3c WORD, CASH. NO ADV. LESS THAN 25c.

ALIVE—Two monstrous Persimmon, \$10; great baby-hoo. FLINT North Waterford, Maine. mar26

STUFFED ALLIGATORS, \$1.50 up, according size. JOS. FLEISCHMAN, 1105 Franklin St., Tampa, Florida. may28

ALL BREEDS CANARIES, Parrots, Doves, Pigeons. Booklet, 10c. BREEDERS' EXCHANGE, Minneapolis, Minnesota. apr2

CHIHUAHUAS—Smallest Dogs on earth; some only 2 lbs. Cute, smart, dainty pets and watch dogs. Special price to introduce. Write quick for leader and list. ALAMEDA KENNELS, 200 Las Cruces, New Mexico.

FOR SALE—Freak Alf, eleven months old, with no eyes or tail. J. H. JIRASEK, Elgin, Texas. apr9

FOR SALE—Two Trick Ponies, color dapple gray, with white mane and tail; 38 inches high; doing a clever act lasting ten minutes. RALPH J. PETERS, 406 Newton Ave., N. W., Canton, Ohio.

FOR SALE—Bay Horse, 5 years old; does 12 acts; has use of teeth in 6 acts. Will sell reasonable. Address W. H. HAINST, Seneca Falls, New York.

FOR SALE—One High School Horse, one Pick Out Pony, eight good Bronks, one spotted Saddle Pony. Reason not going out this season. W. J. NELSON, Orion, Kansas. mar19

GIANT STAR FISH and a nice piece of Coral, \$1.00. We also have Sea Horses, Cow Fish, Batt Fish, Saw Fish, Shark, etc. Curd specimens ELLIOTT'S WOODLAND, Findlay, Ohio. mar26

LIVE PECARY, Badger, Snow White Opossum; small Fancy Cages, Tent and Banners. SHAW, Victoria, Missouri. mar26

LIVE ANIMALS—All kinds bought and sold. Rhesus, Java and Ring Tail Monkeys; Birds, Dogs, Reptiles. VICKERS, Hardin, Montana.

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FACE POWDER—Guaranteed formula and instructions for making, prepaid, 25c. **FLETCHER**, Box 283, Jefferson City, Missouri.

FIVE FORMULAS, \$1.00—Three-Minute Corn Remover, Snake Oil (Linctum), Instant Cement, Mending all Solder, Carpet Cleaner. **KOPP CO.**, 1111 Morrison Ave., Pittsburgh, Pennsylvania.

FORMULAS FOR SALE—Furniture Polish, Liquid Stove Polish, Mahogany Furniture, Varnish, Glass Cements, Belladonna Linctum, 10th Ointment, Price, \$1.00. **ACME LABORATORIES**, 748 Kalchin Ave., Camden, New Jersey.

FORMULAS for Rubber Stamp Ink, Lightning Ink Eraser, Red Ink. Price, 50c. **ACME LABORATORIES**, 748 Kalchin Ave., Camden, New Jersey.

FORMULAS—American druggist has gathered thousands valuable trade secrets during thirty-five years world travels. Send \$1.00. State wants, satisfaction guaranteed. **MARTIN**, 118 Dixwell Ave., New Haven, Connecticut.

FORMULAS for sweating feet, Healing Salve, Magic Oil; price, 50c. **ACME LABORATORIES**, 748 Kalchin Ave., Camden, New Jersey.

FOR SALE—Formulas for Never Home Razor Paste. Best paste on the market. Formulas, 25c. **AGENT SUPPLY CO.**, Box 601, Oxnard, California.

GREASELESS MASSAGE CREAM—Guaranteed formula and instructions for making, prepaid, 25c. **FLETCHER**, Box 383, Jefferson City, Missouri.

HEADQUARTERS—Special offer: Any Formula, \$5.00. **CLIFFORD**, 1716 North La Salle, Chicago.

HERE YOU ARE!—How to make Pants Crease Gum. When applied to Inseam of trousers and pressed will make crease last three months. Sars cleaning bill. Formula, one dollar. **ANTHONY, THE CLEANER**, Gallatin, Tennessee.

IF IT'S FORMULAS YOU WANT we have them. Particulars. **GROSSLER HROS.**, Galesburg, Mich.

IRON RUST SOAP—Removes iron rust spots, ink and stain instantly; easily made; guaranteed formula, \$1.00. **S. & H. MANUFACTURING LABORATORIES**, Boylston Building, Chicago.

IRON SOLDER—Mend anything with aid of candle. Big money made with this. Formulas for 25c. **AGENT SUPPLY CO.**, Box 601, Oxnard, California.

I HAVE the following Formulae for sale, representing secret processes of a large Anglo-American manufacturing concern making Automobile Specialties whose products are used the markets of the world today: No. 1—Hand Cleaner for autoists that instantly removes paint, grease and dirt from the hands. Absolutely new. No. 2—Auto Body Polish and Vener. Cost but few cents to make per gallon and gives a good hard finish and durable luster. No. 3—Auto Top Dressing. Will not crack or peel and waterproof. No. 4—Liquid Radiator Cement. Stops leaks in ten minutes in a radiator or cracked water jacket. Fills holes automatically. No. 5—Carbon Remover. Instantly removes carbon from all cylinders. No. 6—Non-Freezing Liquid. An inexpensive compound that prevents freezing as low as 30 degrees below zero. No. 7—King Vulcanizer, a Self-Vulcanizing Cement. Vulcanizes patches to tires without heat in 15 minutes. No. 8—Auto Metal Polish. Fireproof polish for all metals. No. 9—Wind Shield Preparation Prevents Steaming, Dampening and Frost. Enabling a clear view in all weathers. The above formulas cost thousands of dollars to bring to entire perfection and are thoroughly reliable. \$1.00 each. I will sell the entire nine formulas for \$5.00 and will send them post return mail on receipt of price and satisfaction guaranteed. If you are interested mail at once and you will never regret the sending. Yours faithfully, **EUGENE MENATA**, care Billboard Pub. Co., New York City.

KLEENRITE—Cleans any colored gloves and shoes instantly; huge profits; easily made; guaranteed formula, \$1.00. **S. & H. MANUFACTURING LABORATORIES**, Boylston Building, Chicago.

LOOK HERE! Can you beat it? 17 Auto Specialties. Formula, all for only \$1.00. "Nuts" set. Hurry your "Smacker." **SLAITS SERVICE**, Park Falls, Wisconsin.

MAKE AND SELL the New Orange Drink; 25c brings you formula and full directions and my catalogue 100 guaranteed laboratory formulas for Extracts, Perfumes, Toilet Goods, Drinks and Flavors. **PITTMAN**, Consulting Chemist, 64 W. 9th St., New York City.

MARVEL WASHING COMPOUND—Nature's instant cleaner; dirtiest clothes cleaned without rubbing; guaranteed formula, \$1.00. **S. & H. MANUFACTURING LABORATORIES**, Boylston Bldg., Chicago, Illinois.

METAL POLISH, Pants Crease Gum. Both formulas, 10c. **BEERS**, 16, Bradley Beach, N. J.

METALLIC CURTAIN PAINT—Costs a quarter a gallon. Improves pictures wonderfully. Simple ingredients. Formula, 50c. **ARTHUR HUFF**, Foley, Alabama.

ONE GOOD TRADE SECRET will make you fortune. Iron Soderine mends leaks in pots, pans and metals instantly by candle flame. Quickly made. Guaranteed Formula, \$1. **S. & H. MANUFACTURING LABORATORIES**, Boylston Building, Chicago.

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.

PERFUME FORMULAS—Make your own. Ten best recipes; also tips on how to manufacture for 50c. Keep the address. Appears in this issue only. **H. M. EM**, 725 N. Calvert St., Baltimore, Maryland.

PROTECT YOUR HOME and make money selling Fire Extinguishers. If you will sell in California, I will send the formula for \$2.00. **E. BROWN**, 1038 N. Frazar, Los Angeles, California.

RAREST FORMULAS—Catalog free. **CHAMBERS PRINT WORKS**, Kalamazoo, Michigan.

RAZORINE applied gives keenest edge; chop wood with razor, then give it three licks with Razorine; cuts hair instantly; wonderful demonstrator; huge profits; guaranteed formula, \$1.00. **S. & H. MANUFACTURING LABORATORIES**, Boylston Bldg., Chicago, Illinois.

SELF-SHAVING CREAM—Shave without razor. Formula and directions, 25c (silver); regular price, \$1.00. \$200 to \$300 weekly. No stock to buy or carry. A competitor's ad reads like mine, but his price is \$1.60. I am the originator of this game 25c (silver) tells you all. \$30.00 clear profit from one insertion of 18-word advertisement, classified. Copy of ad and formula for 25c (silver). Ask our owners Agents! Mfg. 1. Make your old hair comb and wear like new. Costs few cents to make. For formula and directions for 25c (silver). Address for above, **FULLERS** 4 1/2 No. Wineski Ave., Burlington, Vermont.

SIX GOOD ONES For \$1.00—Original Snake Oil (Linctum), Australian Cement, Mends all Solder, Film Cement, Waterproofing, Furniture Polish. All guaranteed. **EMMIE FRANCUM**, Lenoir, N. C.

SOLID, SO-CALLED FROZEN PERFUME 40c; Soldering Powder, easily applied, 40c; Egg Glass and Wind Shield Cleaner, 40c; Mache Cloths Cleaner, 50c; Black and White Liquid Shoe Dye, 50c; Magic Stove Polish, 50c; Australian Cement, 20c; Snake Oil Linctum, 10c. All of above Formulas for \$2.00. **W. M. SILLAW**, Victoria, Missouri.

SOMETHING NEW—Over 500% profit. I have a formula telling how to make 30 bars of best household soap in 15 minutes for 11 cents; no boiling or machinery needed. This is a world-beater. Full instructions can be had for 3 dimes. **J. K. LEWIS**, 2649 North Rockwell St., Chicago, Illinois.

"SPIT-FIRE" burns in water; small bit will light a pipe with ratproof. Guaranteed formula \$1.00. **S. & H. MANUFACTURING LABORATORIES**, Boylston Building, Chicago.

SUNHUTE makes old carpets and rugs look like new; wonderful renovator; cleans instantly; no rinsing; no drying; absorbs and evaporates; huge profits; guaranteed formula, \$1.00. **S. & H. MANUFACTURING LABORATORIES**, Boylston Building, Chicago.

THREE-MINUTE CORN CURE is famous the world over for removing hard corns, soft corns between the toes, callouses on bottom of feet, like magic, without pain; easily made; guaranteed formula with instructions. \$1.50. A. B. MANUFACTURING LABORATORIES, Devonton Building, Chicago.

THREE GOOD CRACKER-JACK FORMULAS FOR \$1.00 All have been tried. Hair Tonic, Face Cream, Corn Removers, or any others. H. E. WRENCH, JR., Chemist, Montclair, N. J. mar26

TWO FORMULAS for \$1.00—Panama Hair Cleaner, Panama Hair Bleach. No acid. Works like magic. W. F. GIBSON, Box 344, Parsons, Kansas.

WORTH A HUNDRED DOLLARS TO EVERY CAR OWNER—Worth thousands to manufacture; 17 Auto Specialty Formulas; all for \$1.00. SLATTS SERVICE, Park Falls, Wisconsin.

"WRINKLE REMOVER," "Hair Remover," Reliable formulas. 50c each. C. OWSLEY, Amlin, Ohio.

I HAVE 8 Workable Formulas worth while to write for. 100 ctd. F. I. KEELY, 601 1st Ave., New York City.

25 FORMULAS, 25c. Dandies, EUREKA FORMULA HOUSE, Box 449, Lowell, Massachusetts. mar26

\$1.00 FOR THE BEST EGGLASS DOUGHNUT RECIPE ever worked out for machine or hand cutting. Better eating and keeping quality than any other are used. Worked out by a Master Baker of 21 years' practical experience. Mail P. O. Money order or \$1.00 bill to WOLSEY BAKERY, Wesley, South Dakota. mar26

500 GOOD FORMULAS, neatly printed in book form, \$1.00. WM. PALASH, 1585 St. Marks Ave., Brooklyn, New York.

For Sale—New Goods & WORD, CASH. NO ADV. LESS THAN 25c.

MUSIC COMPOSERS' RUBBER STAMPS for marking on music ruled paper. Catalogue rubber type, 15c. KARSTADT STAMP WORKS, 1550 S. Jefferson St., Dayton, Ohio. mar19

CANDY FLOSS MACHINES—Reliable, new type, fool straight electric machines. Factory built or built to specifications. Write and tell us what you are looking for. Our prices are reasonable. Address DE-BO COMPANY, 130 Larned St., East, Detroit, Michigan. mar19

FOR SALE—U. S. TARPAULINS, twelve by fifteen, 10-cv.; \$18.95, prepaid. GAUDIN & SIEGLITZ, Gary, Indiana. mar19

FINE CONE BIRDS, Flowers, Concession Novelties. Write for circular. R. H. BUSH, 4236 23d St., San Francisco, California. mar19

TATTOOERS—Get ready for the spring rush. Machines, ink, colors, etc. W. H. GILES, Harriman, Tennessee. apr2

For Sale or Trade & WORD, CASH. NO ADV. LESS THAN 25c.

ELECTRIC SIGN—Wood Copy. Sell or trade for Corona Typewriter. DOC JONES, Carroll, Iowa.

ONE 24-OCTAVE DEAGAN SPECIAL ORCHESTRA BELLS, never used, two sets mallets, \$25.00. Will trade for Vega Mandolin-Banjo and pay. LOCK BOX 484, Woonsocket, South Dakota.

1 POSTAGE STAMP VENDERS, 2 Perfume Vendors, 1 Round 6-Column Gum, 2 Single Slot Gum Vendors, 1 Peanut Machine, What you to offer? E. J. LEIGHTON, Wiscasset, Maine. mar26

For Sale—Second-Hand Goods & WORD, CASH. NO ADV. LESS THAN 25c.

A BRAND NEW TALBOT WAFFLE TABLE OUTFIT, complete. First \$10 takes it. Write ART E. SCHADE, Watertown, South Dakota. mar26

A BARGAIN FOR "SOMEONE"—Two sets Ladies' Uniforms, twenty-two in each set. Best materials. Uniforms in fine condition. Assorted sizes, easily adjusted to anyone. For sale by owner. Address L. EWING, care Billboard, Kansas City, Mo.

A GOOD SPOT LIGHT, with Color Wheel, for Dance Hall. First \$25 takes it. Write ART IL SCHADE, Watertown, South Dakota. mar26

ACME CYLINDER POSTER or Newspaper Printing Press. Will sell cheap if taken at once. QUACKENBUSH, Big Falls, New York.

AEROPLANE TOUR AROUND THE WORLD GAME—Electric propeller drive, 21 paddles at 10c, fold in compact crates. First \$35.00 takes it, with \$25.00 worth new salable goods. C. E. WEYRON, Florence, Nebraska.

"AMAZA" (Detector of Sex)—Greatest novelty of the age. Wonderful. Sample, 60c. W. SHAW, Victoria, Missouri. mar19

ARCADES AND PARKS—If you are in the market for some good Slot Machines, we have 35 left of our 400 spring lot. 17 wooden Mutoscopes, with reels, frames and iron base stands; 13 iron Mutoscopes, with reels and iron base stands; 4 Milla Quarterscopes, with frames and 4 sets of films. Price, \$30.00 each. These machines are right out of our factory, rebuilt and painted, just like new inside and out. It will pay you to see them. First come gets them. C. J. A. NOVELTY CO., Builders and Rebuilders of Slot Machines, 2917 Sheffield Ave., Chicago, Ill. mar19

AUTOMATIC BASEBALL Pitching Machine, complete with motor, canvas court and netting, balls base score table, sheets, extra main spring, etc. First-class condition. Cost \$550.00. For quick sale \$150.00. If you mean business write quick. J. J. KILJAN, Pittsfield, Massachusetts.

BALL GUM MACHINES and 500 Balls Gum, \$5.00; offer limited. Place your order now. Also several new electric Shock Machines at \$10.00. HAL C. MOUDY, Danville, Illinois.

BALLOONS, Parachutes, Inflators, Searchlights, Rope Ladders for plane-changing. Special chutes for aviators. THOMPSON BROS. BALLOON CO., Aurora, Illinois.

BALLOONS, PARACHUTES, Rope Ladders for plane changing; special made chutes for aviators. THOMPSON BROS. BALLOON CO., Aurora, Illinois.

BALL GUM for any style machine at 35c per hundred. Small orders solicited and promptly shipped. HAL C. MOUDY, Danville, Illinois.

TATTOOER'S FIBER TRUNK—Designed special; all conveniences; new and complete; for traveling; \$35.00. Designs, Impressions, 12-chest size, \$1.00; 20-arm size, \$1.00; 100-arm size, \$3.00; 200 assorted, \$5.00. Three large sheets Celluloid, \$5.00. New sheet, \$2.00. Stencil Cutter, pin size, \$1.00. New collection Photos Tattooed People, 1 doz., \$1.50; 50, \$5.00. Designs, stencils, colors best on market. Stamp for reply. PROF. WATERS, 1050 Randolph St., Detroit, Michigan.

BAND COATS—Marine Styles, etc., \$3.50. ROCCO FALCE, 60 East Houston St., New York City. apr2

BARGAINS in Lecture Goods. WYNDHAM, 24 7th Ave., New York. mar19

BARGAINS—One 65-ft. Balloon, \$60.00; one 70-ft. Balloon, \$75.00; two Parachutes, \$25.00 each. All in good condition. BONETTE BROS., Balloon Farm, Sutton, Vermont. mar26

BARGAINS—Base Ball Machines, \$20.00; Regina Matic Box, \$22.00; Little Dreams, \$5.00; Automatic Scales, \$20.00; Deweys, Pucks, Eiks, Mutoscopes and Reels, Fortuna Tellers and 40 Arcade Machines, 50 sets Drop Pictures. ADAMS NOVELTY CO., Lowell, Massachusetts. mar26

BARGAIN SLOT MACHINES—17 Iron Mutoscopes, with reels. Need no handle turning, works on D. C. motors. \$60.00 each. 17 Counter Size Wood-on Mutoscopes, with reels, \$35.00. 11 Mills Unit Drop Picture Machines, with pictures, \$20.00 each. 7 four-minute Rosenfield Photographs, D. C. motors, \$28.00 each. 10 Edison four-minute Photographs, D. C. motors, \$25.00 each. 13 Edison two-minute Photographs, storage batteries, \$10.00 each. 20 Regina Hexaphones, four-minute, 6 records with each machine, \$30.00 each. 2 Mills Swinging Punching Bags, with bags, \$55.00 each. 3 Rosenfield Illustrated Song Machines, D. C. motors, \$32.00 each. 1 Champion Mutoscope Developer Punching Bag, \$60.00. 3 Mills Pneumatic Wall Puncher, \$22.00 each. 1 Simplex Name Plate, \$40.00. 1 Flowers Name Plate, \$25.00. 4 Counter Size Post Card Machines, with stands, \$12.00 each. 1 Caille Suction Card Machine, displays ten cards to choice, D. C. motor, \$35.00. 1 Mills Diver Lung Tester, big boat display, \$40.00. 5 Iron Counter Size Piccols, bell rings and returns penny, big novelty, always works, \$40.00 each. 1 Mystic Wheel Fortune Teller, \$15.00. 1 Cupid Love Letter Fortune Teller, \$15.00. 6 Calliphones Photographs, A. C. motors, \$20.00 each. 2 Madams Zita Reverses Little Fortune Tellers, \$90.00 each. 2 Uncle Sam's, \$22.00 each. 1 Mills Lifter, \$15.00. 4 Three-Way Combination, lift, grip and pull, \$30.00 each. 1 Little Double Bowling Alley Penny Slot, \$25.00. 1 Doctor Vibrator, with motor, \$60.00. All these machines are in good working order. Have no cuts or pictures. Order by this ad. Send half deposit with order. MADORSKY, 97 Van Buren St., Brooklyn, New York.

BEAUTIFUL DROP EXTERIOR OF HOME—Practical door; used one week. Address ROSE BROWN, 2320 Canton, Chicago, Illinois.

CANDY FLOSS MACHINES—If interested in them write to the DE-BO COMPANY, 130 Larned St., East, Detroit, Michigan. mar19

COMBINATION MOUNT FOR CAMERA—A-1 condition, at \$15. Takes picture 1 1/2x2 1/4 and buttons (automatic). A. J., 693 S. Clinton Ave., Trenton, New Jersey.

COMPLETE OUTFIT EVENING SUIT, Opera Hat, etc. Size, 36. Like new. Also 32-power Telescope, \$18.00. Addressograph, \$10.00. WILLIAMS, 941 E. Drive, Woodruff, Indianapolis. mar19

COMPLETE PROFESSIONAL TATTOOING OUTFIT, hundreds of designs, \$25.00; Automatic Card Printer Outfit, used three weeks, \$150.00; Blickensderfer Typewriter No. 5, \$10.00; Machinist's Library, ten volumes, \$10.00. FLOYD DRYFUSE, Point Place, Toledo, Ohio.

CRETOR AND DUNBAR POPCORN AND PEANUT WAGONS, Holcomb-Blake Butterkist, Long Crispette, Kingery and other popcorn and peanut machines, cheap. "Write me what you want to buy or sell." OLD SHOWMAN, 1227 W. College Ave., Philadelphia, Pennsylvania. mar26

ELECTRIC LIGHT PLANTS for moving picture shows; first-class condition. THOMPSON BROS., 85 Locust St., Aurora, Illinois.

ELECTRIC PIANOS AND ORCHESTRATIONS—Perfect condition; cheap. OESER, 1642 North 11th, Philadelphia, Pennsylvania. apr2

ELECTRIC GENERATORS—For picture show purposes and general illuminating. THOMPSON BROS., 85 Locust St., Aurora, Illinois.

ELECTRIC LIGHT PLANTS, various makes; good condition; for show purposes. Write for prices. THOMPSON BROS., 85 Locust St., Aurora, Illinois.

FIFTEEN CARNIVAL TENTS, Dramatic Outfit, 1,000 capacity, \$1,000; 2-k. w. Generator, \$75.00; Condemner Wheel, \$600.00; Concession Tops and Frames; Williams Hamburger Trunk, Frame and Top, \$35.00; Jazz Swing, \$500.00. ROCKY MOUNTAIN SHOW SUPPLY, 805 Railroad Building, Denver, Colorado.

FOR SALE—Cathedral Chimes, 25 tubes, on floor rack, not finished, \$25.00. Aluminum Harp, 18 tubes, on floor rack, needs tuning, \$15.00, \$10.00. Hultimore Printing Press, no type, \$25.00. Rubber Stamp Making Outfit, \$10.00. 15 amp. Arc, controller, cable, carbons, \$25.00. 8x10 Ideal Printing Frame, for photo engravers, inch thick glass, \$7.50. Send stamp for particulars. GEORGE SCHULZ, Calumet, Michigan. mar19

FOR SALE—Tent, 14x14, no poles, \$20.00; Book of Tattooing Designs, \$4.00; Stencils, 10c each. My Tattooed Photo. 15c. W. D. DERBY, 204 North Horton St., Jackson, Michigan. mar19

FOR SALE—One Minute Ferrotyping Camera, a bargain. F. SEABALT, Murphy, North Carolina. mar26

FOR SALE CHEAP—Butter-Kist Popcorn Machine, with peanut roasting attachment. E. BLAIR, 75 Worthen St., Lowell, Massachusetts. mar19

FOR SALE—Sugar Puff Waffle Machine. HARRY VAN VLIET, Port Ewen, New York. mar19

FOR SALE—Second-Hand Crispette Popcorn Machine. Sample delicious crispettes mailed to interested party for 20c. FRED VOIGT, West Frankfort, Illinois.

FOR SALE AT BARGAIN—250 pairs Roller Skates and Band Organ, in good condition. Must be cash. Address CARL FUCHS, Mallard, Iowa. mar26

FOR SALE—Six Gasoline Electric Sets that were manufactured for U. S. Government and left over on cancellation of war orders. These sets are brand new and rated 6 k. w., 80 volts, D. C., 4 cylinder. The accessories are radiator, water tank, gasoline tank, muffler, switch board, circuit breaker, voltmeter and ammeter. Weight of engine, generator and accessories approximately 1,200 lbs. One of these sets was recently installed in one of the largest picture houses in New York State, and the result has proven most satisfactory. These sets were manufactured at a contract price of \$1,500.00 each, and we are able to offer them at \$900.00 per set for immediate delivery, f. o. b. cars. Photographs, specifications and blue prints will be furnished on application. Also a number of Wurlitzer Electric Pianos and picture show properties of nearly every kind, including a number of Projecting Machines, Power, Simplex and Mutoscope, slightly used, and Lumber from Cantonment Camps. Address HOLLAND BROS., P. O. Box No. 5, Plattsburgh, New York.

FOR SALE CHEAP—One Evans 18-Horse Race Track and 12x12 Top, two 10x14 Concession Tops, three Wheelie and Layboard Clothes. All practically new. Address D. B. BILBO, Chicago. mar26

FOR SALE—A 1/2-horse D. C. Motor; Emerson make; in fine condition; \$15.00. 1 doz. Silk Pillow Tops, \$3.00. 150 Wood Fish, boiled in oil, numbered, 12 Fish Poles, \$3.00. 2 Chairs for Perambulator class, with arrow, complete, \$5.00 each. F. J. BEVANS Bethel, Connecticut.

TOP, 17x24, good with rope, no walls, \$10.00; 20-No. Wheel, good, \$6.00. 23 Allie Babies, \$5.00; 1x25 Green Velvet Curtain and Garden Scene, \$40.00; Iron Spindles, \$3.00, 3 New Cans, \$6.00; lot of Clothes Pins, Rings, \$3.00. Have 10 Small Size Tops, 6x6 up to 18x12; cheap. FRED VANCE, 415 S. Robey St., Chicago, Illinois.

FOR SALE—Special small made new Arcade Machines for Road Shows. Something new and good. AUTOMATIC PICTURE MACHINE CO., Fond du Lac, Wisconsin.

FOR SALE—Two Skee-Ball Alleys, Arcade Machines, new and second hand; Monkey Wheel with Trained Monkey; one Bridge Ball Alley, one small portable Kentucky Derby, four Liberty Bells, new Madam Mazella Fortune Teller. W. F. SCHMIDT, Fond du Lac, Wisconsin.

FOR SALE—Hoffman A Special Steam Press, Gasoline Generator and Heater good condition; twelve nine-foot Slide Poles, Stake Puller, one Upright Alto, one Melophone, 2x12 Bass Drum, fourteen-inch Single Head Snare Drum, Short-Cast Scripta, Knight Templar Prince Albert, Knight Templar Fatigue Coat. Make best offer on any above goods. M. W. HOLLINGSWORTH, Palestine, Illinois.

FOR SALE CHEAP—Jazz Swing, Street Piano and lightweight 6-h. p. New-Way Gas Engine, with clutch. Good condition. Will sell together or separate. H. E. MILLER, 150 Perry St., Trenton, N. J.

FOR SALE—Duplex Root Beer Barrel. Never used or set up. In perfect condition. First \$200.00 takes it. JAMES MURPHY, 433 4th Ave., Pittsburgh, Pennsylvania.

FOR SALE—Scenery. Full Stage Setting, 18x30; Back Drop, two Leg Drops. Aniline Dye painted to represent draped plush. Trimmed gold. Cost \$325.00, sell for \$110.00. Just out of studio. Never used. J. L. SINNETT, P. O. Box 142, Owensboro, Kentucky.

FOR SALE—Studebaker Roadster Truck. Outfit built for road work. Engine has throttle governor, 110 V., 2 K. W. D. C., Fairbanks-Morris Generator, driven from fly wheel of engine. Price, with good tires, \$400.00. L. O. NOE, Freetown, Indiana.

FOR SALE—Merry-Go-Round Horses, \$5 each; Horse Stirrups, 20c each. BOX 86, Elvira, Ohio. apr9

FOR SALE—Capt. Tiller Net High Diving Outfit, complete. F. W. HOLTZMAN, Schaffer-Ridgeway St., Pittsburg, Pennsylvania.

FOR SALE—Shooting Gallery, built on 12-ft. wagon; first-class shape. F. HOLTZMAN, Schaffer-Ridgeway St., Pittsburg, Pennsylvania.

FOR SALE—Acme Peanut Roaster, no lamp, \$5; Kingery Corn Popper, \$10. J. E. CROWE, R. 6, Box 57, Dayton, Ohio.

FOR SALE—11 Band Uniforms, red trimmed in white braid (corns and caps only); 1 Bass Drum, 10x24 inches, Cymbals and Stick, all in box for shipping; 1 10,000-candle Windhorst Pressure Lamp, 12 lights, for inside tent, in good working order; 1 2,000-candle Windhorst Outside Lamp, in perfect order. WILL T. LISTER, Newton, Iowa.

FOR SALE—Glass Tube Buddha Outfit, Silk Costumes and lots of stock \$35.00. 18-minute Magic Act, with fourteen tricks and one table, \$25.00. Strait-Jacket, \$6.50; Loop-Walking Rigging, \$25.00, set Organ Chimes, with trunk, \$125, three Clown Suits and Wigs. Stamp for reply. RAY BRISON, 446 Linden, Reading, Pennsylvania.

FOR SALE—Panel Front for 7-in-1, Banners, Ticket Boxes, Bally, all complete. Steel Trunk, Torture Board, 14 White Mice and Swell Cage, 14x21 Top with Slide Wall. E. D. LEWIS, Cottonport, La.

FOR SALE—Tattoo Designs, \$2.50 per sheet. W. D. DERBY, 204 North Horton St., Jackson, Michigan.

FOR SALE—76-Key German Ruth Organ, \$3,000. Worth \$4,000. BECK, 180 Frost St., Brooklyn, New York. mar26

FOR SALE—Peacelike Popcorn Popper; used two weeks; cost \$200; first \$150 takes it. A bargain. A. L. HULING, Pontiac, Illinois.

FOR SALE—40x80 Round End Push Pole Tent, with 9-ft. Wall. Outfit was in a blowdown and has several patches at nicely in, but is good for considerable wear. No use for it, as I am in other business. First \$100 takes top and wall. J. C. CLARK, Harrison, Georgia.

FOR SALE—For Picnics, Fairs, Parks, Festivals and Gatherings. Jazz Swing and Doll Rack and Air Ride Shooting Gallery. All in one; good weight, \$2,500. HARRY SMITH, Gratz, Pennsylvania.

FOR SALE—Some Flat Gum and Chocolate Machines. Mirror fronts and metal fronts in good working conditions. Hynde and Champion machines for Wulbur Chocolate and Wrigley's Flat Gum. DEL-AWARE CO. VENDING CO., 323 W. 3d St., Chicago, Pennsylvania.

FOUR BOX BALL ALLEYS, American Box Ball Co. make, in first-class condition, \$50.00 each. CENTRAL REALTY & INV. CO., 504 First Natl. Bank Bldg., Lincoln, Nebraska.

GASOLINE BURNERS—Hollow wire, any length. Tanks, \$5. Will ship subject to examination. MRS. KING, 111 N. Jefferson St., Dayton, Ohio. mar19

GET INTO A PAYING BUSINESS—Write for our special \$100 week Pin Gum Trade Machine proposition. HALL, 253 Chadwick Ave., Newark, N. J. mar26

HAMBURGER MEN—Don't start out without getting a Hamburger Print. Save money. All sandwiches uniform. Two for \$1.00, postpaid. F. C. AKANT, 128 Burnette Ave., Syracuse, New York.

IF YOU HAVE ANY KIND OF COIN-OPERATED MACHINES for sale write us. If you want any kind of coin operated machines write us. We buy, sell and exchange coin-operated machines. NOVELTY SALES CO., Kulpmont, Pennsylvania. mar26

ILLUSIONS—Spidora with plate glass mirror. Double banner, folding ticket box, \$75.00. Half Lady, \$20.00. Biting, Floating and Disappearing Lady, \$20.00. Chinese Hat (living lady from empty hat, no stage traps), \$20.00. Threefold Vanish Screen, \$10.00. Nixon Rapping Hand, electric, \$20.00. Mummified Freaks, Pig Boy, \$12.00. Alligator Girl (half genuine alligator), \$20.00. Brazilian Fish Lizard, \$9.00. 1 buy, sell and exchange. Hucklebury-Ruck, \$10.00. 6-20 Double Wheel, \$10.00. DOC HARRINGTON, 409 N. 4th St., Reading, Pennsylvania.

JUGGLING GOODS—Kites, Balls, etc. Bargains. JUGGLING FARAWAY, 6 Warren St., Boston, Massachusetts.

KHAKI TENT—A-1 condition. Size, 10x10. Seven-foot snap walls. Used 5 weeks. Cost \$100. For quick sale, \$50. W. A. MOORE, Shenandoah, Iowa.

LONG EAKINS, \$350.00, Crispette Outfit, with Peanut Roaster, some extras, \$250.00. ARCHER CRISPETTE KITCHEN, Archer, Florida. mar26

MATCH MACHINES, with penny slot, 15 in. high, 10 in. wide. Capacity, 48 boxes. Black enamel finish, glass front. Very attractive. Price, \$4.50. HAL C. MOUDY, Danville, Illinois.

MECHANICAL SHOOTING GALLERY—12x25 ft.; all steel; in good condition. Complete with motor. Also one Crank Organ. J. B. ANNESLEY, 315 W. Bay St., Jacksonville, Florida.

MILLS LIFTERS, Caille Puncher, Scales, Electric Shocks, Advance Ball Gum, Post Card and Love Letter Machine, lot Hyde No. 7 4-Way Gum, Candy and Peanut Machines, large Regina Corona Mandy Box, Simplex Name-Plate, lot Moving Picture Machines and Films, Caille Trade Machines, Base Ball, Puritan, Dice Machine, Little Roulette, Browne and Owl, lot Estiman Cameras. Address F. D. ROSE, 391 Main St., Gloucester, Massachusetts.

MONKEY AIRPLANE CONCESSION OUTFIT—Complete, ready to attach to electric light socket. A dandy bally and flash, also two live monkeys trained to ride in airplane. Outfit only been set up three times. Will sell cheap. Full description and photo on request. DANVILLE DOLL COMPANY, Danville, Illinois.

MUSIC—Theater musicians, teachers, etc., wonderfully pleased with my bunches of fine Sheet Music, 50, prepaid, \$1.50. State kinds preferred. HUBBARD'S BARGAIN MUSIC (Desk B.), Riverside, California. mar26

NEW 24-VOLT STORAGE BATTERY, built to order 2 months ago; cost \$100.00; a bargain for \$50; \$25 cash, balance C. O. D. Can be used for 2 1/2 volt batteries. ALLEN, 44 Wilton St., Rockland, Me. mar19

ONE RUBBER RING GAME—Complete, as good as new. Has twenty-five numbers. Five dollars takes it. CENTRAL REALTY & INV. CO., 504 First Natl. Bank Bldg., Lincoln, Nebraska.

ONE-MINUTE POSTCARD CAMERA, with Supplies. Cost \$25.00, first \$12.00 gets it. New and perfect. Send \$3.00 deposit. JAMES A. HARBNEY, Federal Hotel, Gloucester, Massachusetts.

ONE LARGE PENNANT WHEEL—Excellent shape. Can be used either as a laydown or with paddles. \$10.00 if taken at once. CENTRAL REALTY & INV. CO., 504 First Natl. Bank Bldg., Lincoln, Nebraska.

OUTDOOR CANOPY TOP, Double Bed. ZENODORA, Billboard, St. Louis, Missouri.

PARK MANAGERS—Something real new. Revolving Billiard. Shoot them, boys, and win a Kewpie Doll. Plays two ways, separately or in groups. Circulars free. ALEXANDER, 315 20th St., Brooklyn, N. Y. apr2

PENNY SLOT MATCH MACHINES, \$4.00 each; Mills Penny Slot Scales, \$35.00. HAL C. MOUDY, Danville, Illinois. mar26

READ THIS LIST—Crispette Outfit, Long make, good as new, \$150.00; largest Tamale Kettle ever made, would cost \$75.00 to duplicate, \$30.00. Kingery Popcorn and Roaster, now listed \$150.00, sell for \$65.00; two Cretor Self-Seasoning Poppers and Roasters, now selling at \$300.00 each, at \$150.00 each; several Gas and Gasoline Furnaces, Factory Poppers, etc., cheap. Fine Upright Piano, with built-in player, either a c. or d. c. motor, \$225.00. Wurlitzer Harp Player, several rolls of music, etcher motor, \$75.00. Smith Premier Typewriter, cost me \$102.50, just cleaned, now platen, one, two or three-color ribbon, \$25.00. Smith Premier Typewriter, one color ribbon, good shape, \$20.00. You can hit these old birds with an ax and can't hurt them, and that's no joke. Check Protector, cost \$15.00, sell for \$5.00. Most of the above goods are duplicates, hence reason for selling. Other used goods. Write me for anything you want. A T DIETZ, 27 Sayso Bldg., Toledo, Ohio. J. C. BURROW, formerly Louisville write.

REBUILT WARDROBE TRUNKS—At half original cost. Get lifetime goods at wholesale prices. RED-INGTON CO., Scranton, Pennsylvania. apr9

SACRIFICE—Trunk full Ladies' Gents' Stage Street Clothing, \$25.00. Neostyle Duplicating Machine, Fur Overcoat, Tuxedos, Full Dress. BOLLYN, 1710 North La Salle, Chicago.

SCENERY—We carry the largest stock a used Dry and Distemper Scenery in the country. THE SHEPPARD STUDIO, 468 East 31st St., Chicago. mar19

SECOND-HAND SCIENTIFIC SOAP BUBBLE ACT—Good act for vaudeville, pit and side shows. Creates a sensation wherever presented. Complete act, with shipping crate, \$10.00, or secrets alone, with bubbler set, \$1.00. Also have one second-hand Carleton Act, with shipping crate, \$10.00, or 20 large size Stage Carletons, with secrets, \$1.50; with two Land-scapes, \$2.50. Stamp for particulars. A. ARMOUR, 5021 Baltimore Ave., Philadelphia, Pennsylvania.

SANISCO, Doughnut, Waffle, Cotton Candy, Popcorn and Peanut Outfits and Wagons. SUPERIOR SERVICE, Minneapolis.

SEND 10c COIN for "Snuggly" Collar Button. Once tried always used. N.W. SALES CO., Box 115, North Warren, Pennsylvania. mar19

SIX SECOND-HAND 4-Minute Slot Reginalphones. GEO. YAGER, Omaha, Nebraska.

SILK CREPE DOLL DRESSES—4,000; never opened; \$3.50 per 100, prepaid. SHAFFER, Mound St., Springfield, Ohio. mar26

SLOT MACHINES FOR SALE—50 Iron Mutoscopes, \$30.00 each; 20 Four-Minute Rosenfield Phonographs, D. C. motors, \$37.50 each; 2 Mills World Phonographs, with a lot of cards, \$125.00 each; 6 Exhibitor Postal Card Machines, counter style, with pedestals, \$25.00 each; 3 Simplex Name-Plate Machines, \$30.00 each; 15 Rosenfield Drop Picture Machines, \$25.00 each. All machines are in fine working condition. MAX SCHAFFERS, 32 E. 14th St., New York City. mar19

SLOT MACHINES—Calle Cadillac Scale, \$37.50; Calle Weight Teller Scale, \$40.00; Telling Scale, \$37.50; Mills Submarine Lung Tester, \$70.00; Mills High Hat Lung Tester, \$70.00; Mills Dan Cupid Lovers' Post Office, \$70.00; Advance Gum Ball Machines, \$5.00; Rosenfield 110-Volt, D. C., 4-minute Phonographs, 10 for \$300.00; Mills Universal Electric Shock, \$15.00; Views for Picture Machines, mixed lot, \$1.00 dozen; non-losing all kinds and styles that are in Quartersops, with pictures, \$40.00. OWL GREATER SHOWS, 212 N. 8th, Philadelphia, Pennsylvania.

SLOT MACHINES, 10 Windmill Candy, \$10.00 each. Lot with Extra Parts, \$50.00. 7 Combination Vendors, \$8.00 each; lot, \$30.00. 2-3 Col. Gum, \$5.00 each; 1 Weight Blower, \$16.00; 1 Counter Blower, \$7.00; 7 Diamond Electric, adjusted to either 1 or 5, \$16.00 each; 10 Winters Ball Gum, \$5.50 each; 1 Auto Weighing Scale, \$30.00; 1 Counter Picture Machine, 1 reel of views, \$8.00; 40 Iron Cartoon Vendors, matches or candy, \$2.00 each. Stereoscopic Views, \$5.50 per 100; Van-leson Views, \$6.00 per 100. EASTERN NOVELTY CO., Wiscasset, Maine. mar26

SLOT MACHINES bought, sold, leased, repaired, exchanged. We have for immediate delivery always, Mills O. K. Vendors, floor and counter styles; Dewey, Brownie, Chuck Boys, Operator Relis, Calle Iron; Jack Pots, Pucks and Silver Cups, Walking Brownies, 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 for this class of work. 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. mar26

SLOT MACHINES—Four Hill Peanut Vendors, \$4.00 each; 2 Wilson Match, \$4.00; 4 Perfume, \$7.00 each; 5 Hyde 4-Column Silk Gum Machines, with mirror front, standing 35 inches high, \$5.00 each; 1 other 4-Column Gum Machine, \$4.00; Mills Scales, \$35.00; 1 National Scale, \$30.00; 1 Calle Scale, \$25.00; 1 Talking Scale in Wood Cabinet, \$50.00; 4 new style Shockers, \$8.50 each; Ball Gum Machines, \$4.00 each. All in good shape and worth the money. HAL C. MOODY, Danville, Illinois.

SMALL CRETOR'S POPCORN and Peanut Wagon. C. A. DALE, 212 Miller St., Sterling, Ill. mar26

STEREOTYPON, with about 500 Slides, \$50.00. EVERETT G. EMERSON, Sturgis, Michigan.

STILL SHOOTING GALLERY, High Strike and Italy Rack. A. L. FROWNELTER, 1209 S. 4th St., Wilmington, North Carolina.

TATTOOERS—Bright Colors, light or deep, Red, Yellow, Brown, Blue, Best green special pulverized. Large Jar, \$1.00; 6 for \$5.00. Liquid Black, \$3.00 Pint. PERCY WATERS, 1050 Randolph St., Detroit, Michigan.

TAYLOR XX WARDROBE TRUNK, used 16 months, cost \$94.00 new; overhauled and revarnished; \$48.00. Other used Wardrobes, \$10.00 and up. Used Taylor and Bal Flat Trunks for props. NEWTON TRUNK WORKS, Cortland, New York. apr2

TENTS AND SIDE WALL FOR SALE—4,000 ft. 8 and 9-ft. Sidewall, standard drill; 2,000 ft. 10-ft. 7-oz. duck, all roped by hand; first-class goods. Low price. New Tents, 30x50, 30x60, 35x65, 40x70, 50x80, and good second-hand, 60x90. Also large stock Concession and other small Tents. D. M. KERR MFG. CO., 1007 W. Madison St., Chicago. mar26

TENT—10x30 ft. For sale at a bargain. Practically new. Write for details. O. McDURMON, 132 Almer St., Caro, Michigan.

TENTS—Six Concession Tents, 6x6, 8-oz. double filled khaki, 7-ft. walls, 8-oz. single fill duck khaki. Made for frame. Used one day. \$36 each. Other sizes as cheap. ED. R. HUTCHISON, Tent Maker, Elmira, New York.

THEATRICAL PEOPLE can save half their usage bill; slightly used trunks all sizes and makes, at a saving of half; you pay for the goods, not the name. REDINGTON & CO., Scranton, Pa. apr9

THEATRE TRUNKS—While they last, at \$12.50 each, 30 inches wide, 41 long, 42 high. CHICAGO THEATRE WRECKING EX. Office, 1547 East 57th St., Chicago. Telephone, Blackstone 7663.

THIRTY-EIGHT SEA HORSES, in good condition; also two Mummies; cheap. JAMES BROWN, 303 Bowery, New York City. mar19

TRICK BICYCLE, 21-in., wheels, good condition, enameled red, \$25.00. Also fifty Coins, some hundred years old. List and particulars for stamp. A. NUGENT, JR., 418 W. Broad, Richmond, Virginia.

TWO GOOD COMPLETE 70-ft. Ballon Outfits, lot extra stuff, heavy canvas shipping bags, \$160.00 takes all. Also 1 10x19 heavy roped Tent, 6-foot Side Wall. Complete, like new. Only \$30.00. L. LOSER, 2421 Cuming St., Omaha, Nebraska.

USED INDIAN AND EXCELSIOR MOTORCYCLES, Motors, Tanks, Frames and Parts. Save one-half in repairing or replacing motorcicle machines. H. W. KING, Dept B, Des Moines, Iowa. mar26

VENDING MACHINES AND SALESBOARDS—"New Idea" Salesboard free. Write for it today. THE VERNET SALES CO., 157 Jackson Street, Phoenixville, Pennsylvania. mar19

1 COUNTRY STORE WHEEL, made by H. C. Evans & Co., \$15.00; 1 Paddle Wheel, runs on ball-bearing, \$15.00; 1 Watling Jockey Three-Slot Card Machine, \$12.00; 1 Mills Silver Cups, \$15.00; 1 Arrow Trade Machine, \$10.00; 1 Wrist and Muscle-Testing Machine, \$6.00; 1 Doll Rack with net for candy use, \$25.00. A. G. ROY, 243 Lisbon St., Lewiston, Maine. mar26

17 BLUE CLOTH COVERED HAND MUSIC POICIES, complete, new, Sacrifice. CHARLES HART, Derby, Connecticut.

23 MERRY-GO-ROUND HORSES, cheap; also Miller-Anderson Vulcanizer, Tire Changer, Tire Sprinkler, Buffer, Air Compressor, Motors and Tools. Complete outfit. H. LEVINE, 303 Root St., Chicago, Illinois.

25 ADVANCE HALL GUM VENDERS, \$4 each; 10 Advance Electric, with timer, \$6 each; Post Card Machine, with 1,000 cards, \$16; 5 Rooter Name-Plate Machines, lot \$125 (one needs handle repairs); Peanut Machines, \$1 each; Stereoscopic Views, 15 for \$1; Tape for Name-Plate, \$1.25 lb.; Ball Gum, 30c a box. FRED YANCE, 415 So. Robey St., Chicago, Illinois.

\$65.00 MINUTE CAMERA OUTFIT, like new, first \$25.00 money order. Four C's Tent, Lights, two Cots, Waffle Molds, Bargains, Reply; stamp. TOM DEES, Bessemer City, North Carolina.

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. apr9

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90 REGINA Four-Minute Nickel-in-the-Slot Phonographs. All been overhauled and refinished; like new. Only \$15 each if taken at once. RUSTAU LAND CO., Kaukauna, Wisconsin. mar26

60-VOLT, 2 K. W. GENERATOR, 4-horse Detroit Engine mounted on skids, like new, \$200. W. C. FIELD, 1522 11th St., Bedford, Indiana.

Furnished Rooms

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VERY COMFORTABLE, very quiet; rooms reserved in advance. Furnished rooms, also light house-keeping. Steam heat, electricity, modern improvements, highly respectable, reasonable rates. J. NISNER, 197 East Main St., Rochester, New York. Enter same as Rialto Theater. mar19

Help Wanted

30 WORD, CASH. NO ADV. LESS THAN 25c.

A-I COMPOSER, who can get publication, to make proposition. Have real lyric awaiting. ROLAND LOWELL, 1103 Euclid Ave., Des Moines, Iowa.

ATHLETIC GIRLS who throw like men can secure remunerative positions with a Ladies' Baseball Club. Address W. P. NEEDHAM, 2442 Leland Ave., Chicago.

ATTRACTIVE YOUNG LADY to lecture on Snakes in Pit; must have wardrobe. Also seek to work in Pit not afraid to handle snakes. Open in Detroit, Mich., April 16, with Roscoe's Imperial Shows. Long season. Salary or percentage. Send photos. Address all letters to ALLEN O. WHITE, Milan, Missouri.

DANDY DIXIE SHOWS wants, for week stands, tenting season, song and dance comedian, sketch team, novelty performer, piano player, trap drummer, camp cook. State all and lowest. I pay all after joining. Live with old timers preferable. No amateurs. G. W. GREGORY, Mgr., Broadway, Va. mar19

DETECTIVES EARN BIG MONEY—Travel. Excellent opportunity. Fascinating work. Experience unnecessary. Particulars free. Write AMERICAN DETECTIVE SYSTEM, 1963 Broadway, New York. apr16

GEO. W. RIPLEY'S Tent Uncle Tom's Cabin wants people all lines. Remsen, New York.

GRINDERS—With lots of pep, that are hustlers and business getters, to sell tickets for Crystal Maze and Nut House. Salary and commission. P. J. SHEA, Palace Gardens Park, Detroit.

HAVE INFORMATION OF INTEREST to anyone selling or contemplating selling Automobile Spark Intensifiers. E. TUNKLE, Box 450, Birmingham, Alabama.

LADY GYMNAST Trapeze. BILLY MOORE, 800 "F" St., Muncie, Indiana.

MAN WHO UNDERSTANDS "CONDESMAN FERRIS WHEEL" to superintendent erection at park. Name your price. A. T. S., care Billboard, New York.

MAN AND WIFE—For stately work, wife double chorus. Boating Girls for chorus. State salary and all about yourself, whether sing or dance. No ticket. GOFF, care Billboard, Cincinnati. mar19

MEN AND WOMEN—To sell Self-Threading Needles. Blind can thread them. Pay, \$5.00 a day. Experience unnecessary. Sample and particulars, 10c. Ready next month, the greatest selling novelty in existence. Send postal for free particulars. All day. VERTISING SALES AGENCY, 1482 Broadway, New York.

MEN WANTED—For detective work. Experience unnecessary. Write J. GANOR, former U. S. Govt. Detective, 146, St. Louis.

MEN AND WOMEN to sell Self-Threading Needles. Blind can thread them. Experience unnecessary. Pay \$5.00 a day. Particulars free. Sample, 10c. Ready next month, the greatest selling novelty in existence. Send postal for free particulars. All day. VERTISING SALES AGENCY, 1482 Broadway, New York.

MUSICIANS FOR BAND—State if you double or triple. Boss Convent Man, Working in U.S., State salary wanted. This is a motorized one-act circus. Show opens April 30. MYRE SHOW, Grand Meadow, Minnesota.

SELL ADVERTISING NOVELTIES—Outfit (7 samples), 10c. CHAMBERS PRINT WORKS, Kalamazoo, Michigan. mar26

SKETCH TEAM, Singers and Magician, for vaudeville show. Charge for week. Pay own hotel. MACK'S EXPOSITION SHOWS, Bassett, Va., this week.

TO OWNER OF Carousel, Aeroplane, Swing or Ferris Wheel, if you want to make more money than traveling with carnival, address MAHONING PARK, Leavittsburg, Ohio.

TUMBLER for three-people Comedy Acrobatic Act, doing three routines of trick or cross tumbling, for circus engagement. Thirty weeks' engagement. Board and sleeping berth free. I furnish everything. State routine and salary expected. Open first week in April. ART MONETTE, Box 42, R. R. No. 1, Pontiac, Illinois.

WANTED—Experienced Help on Eli Ferris Wheel and Merry-Go-Round, Wire or come on. FREDERICK EHRLING, Cedarstown, Georgia.

WANTED—Hand Actors, to open May 1. FAIL BROS., Arlington, Ohio. mar19

WANTED—A-I Cello (lady); to work with piano and violin, pictures only; must be good. STRAND THEATRE, Brownsville, Pennsylvania. mar19

WANTED, WANTED, WANTED—For an Eastern Carnival with established reputation. Girl to work Snakes and double illusion. Prefer one in Pennsylvania district. Salary with photo privilege, and you get it every Wednesday. Would consider a beginner. Write at once. RAYMOND R. MILLER, Manager, Palace Theatre Amory, Mississippi. After April 10, United Amusement Co., Point Marion, Pa.

WANTED—Catcher for Return Act. BILLY MOORE, 800 "F" St., Muncie, Indiana.

WANTED—Experienced Men on Condemner ferris wheel, carousel, Talker, Ticket Sellers, Sideshow People, Concessionaires, Showmen. JOHNNY KLINE SHOWS, 1431 Broadway, New York.

WANTED—Concession Men. I have a new patented Game Board, used for selling dolls, candy, etc. A flash, fast worker; play anywhere; nothing like it in U. S. or Canada; ladies or girls will play. Will sell Game or working drawings and you build. Send no money, but stamped envelope for particulars. E. B. HARRINGTON, 400 W. 8th St., Jamestown, N. Y.

WANTED—For small three-day and week-stand tent show; stop hotels; Dramatic, Musical Comedy, Circus, Vaudeville, Minstrel, Medicine Show. People in all lines. Address MANAGER, 813 East Twelfth Street, Erie, Pennsylvania.

WANTED—Repairman for brass and string instruments, with equipment, to locate with Pittsburgh Music House. POST OFFICE BOX 409, Pittsburgh, Pennsylvania.

WANTED—Girls (amateurs) who play band instruments. Week stands. Year's engagement. PROF. LEONARD, Glens Falls, New York.

WANTED—Lighting Cartoonist or Chalk Talk Artist, for an engagement of thirty weeks. Good appearance and ability to entertain an essential factor. State lowest salary; we pay transportation. WILLIAM J. HILLIAR, care Rubin & Cherry Shows, Spartanburg, South Carolina.

WANTED—For "Tom" under canvas. Woman for Eliza and Ophelia, small Woman for Eva. Other useful people. I pay all State expenses, lowest salary and all you do. THOS. L. FINN, Hooisick Falls, New York. mar26

WANTED—Woman Showwriter; A-1 sheet; good territory. Write W. S. LAIRD, Luxor Hotel, Salt Lake City, Utah.

Help Wanted—Musicians

30 WORD, CASH. NO ADV. LESS THAN 25c.

BANJOIST, doubling on Trombone, or Slinger, wanted for orchestra of national reputation, now playing important seashore engagement. Must be A-1, union and single State experience, ability and all first letter. Address SEASHORE ORCHESTRA, care Billboard, Cincinnati, Ohio. mar26

CELLO, OBLIGATO, VIOLIN AND CORNET wanted at once. Must be A-1. Four and one-half hours a day, six days. Pictures and road shows. State experience and salary expected. O'DOWD THEATRE, Florence, South Carolina. mar26

GOOD LADY MUSICIANS—Cello, Bass; union; pictures. Write A. M., Billboard, New York. mar19

LADY MUSICIANS—Trap Drummer and Saxophone or Trombone. Season's engagement. Others write. ORCHESTRA LEADER, Victoria Hotel, Oklahoma City, Oklahoma.

MUSICIANS WANTED, TO LOCATE—Two Tubas, one Clarinet, one Flute and Piccolo, and a few more reeds of all kinds. If interested we have a real proposition for you. J. ZWICKEY, Bandmaster, 621 8th St., Oshkosh, Wisconsin.

MUSICIANS—Experienced in cleaning and dyeing work. A-1 dyer who is good fancy spotter preferred. Good business men with capital to invest considered. Others write. DE LUXE CLEANERS, Turlock, California.

PIANIST WANTED—For theatre orchestra, playing Keith vaudeville and pictures. Must be A-1 pianist in every respect and be able to handle the better grade of music (for pictures) smoothly and with style. Young man preferred (not over 30 years). No Sunday work. Union. Salary, \$35. ARTHUR GUIMES, Strand Theatre, Shenandoah, Pennsylvania.

PIANO PLAYER—For dance orchestra; young male who is A-1 on jazz, etc.; steady work, \$45.00 per week. Write 190, care Billboard, Cincinnati, Ohio.

TO OPEN EASTER MONDAY, a red-hot Jazz Pianist, for real dance orchestra. Must be young, neat and full of pep. Hotch hounds and floaters save stamps. Wire or write. State salary and particulars. DONNELLY'S SYNCOPEATERS, Anamosa, Iowa.

WANT SLIDE TROMBONE, Cornet, Baritone, Tuba, Piano Player, Hand Leader, Man for Western Lead, strong Specialty Man, double Band. Good salary to good people. We pay all. State salary. Open May 7. KETROW BROS., 1811 Sheridan St., Anderson, Indiana.

WANTED—Jazz Saxophonist, who can read and fake for traveling dance orchestra. JIM KIRBY'S ORCHESTRA, Elroy, Wisconsin.

WANTED—Jazz Clarinetist. Must be fast enough to handle right hand "beat". Jazz Band, Sunday contract April 20, hurry. Write CHAMBERS (ORIGINAL) "ILLINOIS FIVE" JAZZ BAND, Moomouth, Illinois.

WANTED—Clarinet, doubling; prefer doubling some other instrument. Top Cornet, also Piano Player; prefer with specialty. All A-1 on jazz. Act now. Looked solid. Male or female. Address BROWN-LEE'S HANDS, Room 1 Ryerson Bldg., 150 Larned, West, Detroit, Michigan.

WANTED—A-No. 1 Drummer for dance work. Must play good polyphonic and fake, \$30.00 a week and all expenses \$5.00 extra for Sunday. A. S. KINNEY, Redwood Falls, Minnesota. mar26

WANTED—A-I young Haritone Player, under twenty years of age, for this season. Good salary and best treatment. Address HOMER P. LEE, Bandmaster, Lee's Concert Band, Monett, Missouri.

WANTED—A-I Pianist and Drummer, for Keith Vaudeville. Union. Seven days. Permanent. Must deliver. Road show. Once a week, \$35.00. Joe Maggard, wire. STRAND THEATRE, Kokomo, Indiana.

WANTED—For Tivoli Photoplay Theatre Symphony Orchestra, String Bass and Bassoon, for immediate engagement. Only first-class Musicians. Permanent proposition. Wire our expense. L. R. SUMMERS, Chattanooga, Tennessee.

WANTED—A-I Piano Player; Saxophone Player who can play lead; both must be good; for reliable dance orchestra; played over 300 dates in 1920. MACK'S ORCHESTRA, La Crosse, Wisconsin.

WANTED—Pianist, Organist; learn pipe organ; theatre playing exception; opportunity; position. Address THEATRE, care Billboard, New York City. mar26

Hotels (Theatrical)

30 WORD, CASH. NO AD. LESS THAN 25c.

ANTLER HOTEL, Dayton, Ohio.—Jaa. Dowling, Manager. Where hospitality to "fellow folks" reigns supreme. Eighty-five rooms with running water, twenty-six rooms with bath. Concrete building, absolutely fireproof. Steam heated. Elevator service. (See block from all theatres. One block from depot. Special weekly rates to the theatrical profession. Better rates indicated. One trial convince. It is a pleasure to show you our different rooms. It is "your home" during your engagement here, and we want you absolutely satisfied.

WHEN PLAYING BOSTON stop at the Bostonia Billings (under new management), run by Nellie Blinn, formerly of Three Zechs, catering to professional people. Running water in all rooms. Bath on each floor. Rates, \$1.00 per day. BOSTONIA HOUSE, 43A Howard St., Boston, Massachusetts.

Information Wanted

30 WORD, CASH. NO ADV. LESS THAN 25c.

BOR KREG, write BILL DUFANO, Bessemer, Michigan.

J. C. BURROW, formerly Louisville, write A. T. DIETZ, 127 Michigan, Toledo, Ohio.

MR. AND MRS. FRED WILLIAMSON, kindly let me know your whereabouts. BEATRICE ROSENSTOCK, care Billboard, New York.

STOLEN from Roanoke Rapids Band a Holton silver-plated slide trombone No. 45383. Send information to R. L. TOWE, Roanoke Rapids, N. C. mar26

WILL GLADYS OR SYBIL F., formerly in Broadway Billings at Winter Garden, write a childhood friend and give present address. F. J. ROUSSEAU, care Billboard, Cincinnati.

WANTED—Information where I can operate a number of Nickel O. K. Gum Vendors or other Slot Machines. I will pay for same or pay party to locate them or buy lot located. (Address F. R. Billboard, Cincinnati, Ohio.

Instructions and Plans

30 WORD, CASH. NO ADV. LESS THAN 25c.

A CIGAR BOX FULL OF DIMES is what I get every day in the mail. You can do the same. Complete instructions of the plan I use and a sample for you to work from for 50c (money order). Money back if you are not more than satisfied. WILBUR VAN SCOTOC, Tyrone, Pennsylvania.

ARE YOU WORKING HARD? Would you if you had a chance? Learn a profession which as an amateur you can often earn from \$5 to \$25 a night. Get N. LaBue's Short Method of Hypnotizing, ten lessons, including Mind Reading System. One dollar. No books. Address A. C. RUCH, Publisher, Winchester, Tennessee.

BEAUTIFUL IMPORTED THEATRICAL SCENERY MODELS—Lithographed in many colors. Very practical and indispensable to theatrical scene painters, interior decorators, house managers, stage directors, etc. Newest ideas in stage decorations, transparencies and up-to-date effects. If interested send stamps for descriptive catalogue. Order before prices advance. ENKEBOLL ART CO., Omaha, Neb. apr9

"BEFORE A LIGHTNING TRICK CARTOONIST"—Entered in vaudeville at clubs, fairs, etc.—Send \$1.00 for 23 Comic Trick Drawings with Patter and Instructions by a professional cartoonist. BALDA ART SERVICE, Oshkosh, Wisconsin. mar26

BANJO TAUGHT BY MAIL in five lessons for 50c. PROF. LEONARD, Glens Falls, New York. mar26

BIG MONEY MAKER AT FAIRN—Child can work it; pirates keep off; copyrighted. Our Egyptian Symbol Band of Destiny Predictions astonishes skeptics. Wonderful aid to crystal gazers. Mind readers, magicians, noted seers write; its predictions are accurate, accurate, reliable. Palmists endorse it. Sell like hot cakes. Sample hand, 25c. Wholesale prices on request. Selling plan. Predict your subject's life, then sell hand at \$1. Everybody buys if predictions are accurate. Get busy. RAD PUB. CO., Box 381, San Diego, California.

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(Continued on Page 210 e)

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When no date is given the week of March 14-19 is to be supplied.

Abel, Neal (Cook) Okmulgee, Okla., 21-23. Aces, Four (Hipp) Cleveland. Adair, Jean, & Co. (Orpheum) Brooklyn.

Barlow, Billy (Globe) Kansas City 17-19; (Novelty) Topeka, Kan., 21-23; (Princess) Wichita 24-26.

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Bayes & Fields (Palace) Rockford, Ill., 17-19; (Orpheum) Madison, Wis., 21-23. Beard, Billy (Orpheum) Winnipeg, Can.; (Orpheum) Calgary 21-23; Edmonton 24-26.

Bobs, Three (Majestic) Chicago; (Rialto) St. Louis 21-26. Bogard, Jim & Flo (Orpheum) Altoona, Pa.

Cathedral Singers (Keith) Cincinnati. Catland (Orpheum) Boston 17-19. Cavanna Duo (Majestic) Houston, Tex.

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Clarinet—Colonial Theatre, Bluefield, West Virginia. apr2

Ara Sisters (Temple) Detroit. 18-19; (Odeon) Bartlesville, Ok., 21-23; (Cook) Okmulgee 24-26.

Bellhops, Four (Hoyt) Long Beach, Cal.; (Pantages) Salt Lake City 21-26. Bellies Duo (Keith) Cincinnati.

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Creighton, B. & J. (Keystone) Phila.
 Criterion Four (Bijou) Birmingham 17-19.
 Cross & Santoro (Palace) Cincinnati.
 Crouch, Clay (Washington) Granite City, Ill., 24-26.
 Cummins & White (Orpheum) Winnipeg, Can.; (Orpheum) Calgary 21-23; (Orpheum) Edmonton 24-26.
 Curtis, Julia (Vendome) Nashville.
 Curzon Sisters (Palace) Milwaukee; (Orpheum) Kansas City 21-26.
 Cy & Cy (Jefferson) Dallas, Tex., 17-19.
 Dae & Neville (Loew) Superior, Wis., 17-19.
 Dale, F. & M. (Keith) Jersey City, N. J.
 Dale & Burch (Palace) Milwaukee; (Majestic) Chicago 21-26.
 Dalton & Craig (55th St.) New York.
 Daly, Vinie, & Co. (Hipp) Youngstown, O.
 Damarel, Geo. & Myrtle Vall (Orpheum) Champaign, Ill., 17-19; (Majestic) Springfield 24-26.
 Dance Fantasies (Majestic) Springfield, Ill., 17-19; (Orpheum) St. Louis 21-26.
 Dance Festival (Dayton) Dayton.
 Dance Originalities (Liberty) Lincoln, Neb., 17-19.
 Dancers Deluxe (Vendome) Nashville 17-19.
 Dancers Supreme (American) New York 17-19.
 Daniels & Walters (Virginian) Kenosha, Wis., 17-19; (Orpheum) Champaign, Ill., 21-23; (Empress) Decatur 24-26.
 Danny (Loew) Holyoke, Mass., 17-19.
 Darby & Brown (King St.) Hamilton, Can., 17-19.
 Dare Bros. (Kedzie) Chicago 17-19; (Empress) Chicago 21-23; (American) Chicago 24-26.
 Darling, Hattie (Palace) New York.
 Darrell, Emily (State Lake) Chicago; (Orpheum) St. Louis 21-26.
 Davis & Darnell (Royal) New York.
 Davis & Belle (Hipp) Cleveland.
 Davis, Phil (Loew) London, Can., 17-19.
 Davis & Chadwick (Cecil) Mason City, Ia., 21-23; (Majestic) Waterloo, Ia., 24-26.
 Davis & McCoy (Delancey St.) New York 17-19.
 Dawson, Lanigan & Covert (Victoria) New York 17-19.
 DeHaven & Nice (Proctor) Troy, N. Y.
 DeLanc, Chas. & Co. (Loew) Indianapolis.
 DeLong, Maudie (Pantages) Winnipeg, Can.; (Pantages) Saskatoon 24-26.
 DeLyons, The (Colonial) New York.
 DeMarr, Grace (Hipp) Cleveland.
 DeMichelle Bros. (Pantages) Spokane; (Pantages) Seattle 21-26.
 De Mont, Frank & Gracie (Loew) St. Louis 17-19.
 DeOnsonne, Nelle & Band (Novelty) Topeka, Kan., 17-19; (Princess) Wichita, 21-23; (Mayflower) Florence 24; (Midland) Hutchinson 25-26.
 DeOnzos, Marvelous (Loew) Minneapolis 17-19.

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 DeVoras, The (State Lake) Chicago 21-26.
 DeVoe, Frank, Co. (Orpheum) Minneapolis 21-26.
 DeWitt & Robinson (Colonial) Detroit.
 DeWolf Girls (Orpheum) Denver; (Orpheum) Lincoln, Neb., 21-26.
 Deagon, Arthur (McVickers) Chicago.
 Dean, R. & E. (Olympia) New Bedford, Mass.
 Decorators, The (Broadway) Butte, Mont., 19-22.
 Delbridge & Gremmer (Princess) San Antonio 17-19.
 Delmar & Kolb (Orpheum) Calgary, Can., 17-19; (Orpheum) Vancouver 21-26.
 Delmore & Lee (Orpheum) Fresno, Cal., 17-19; (Orpheum) Los Angeles 21-26.
 Delmore & Moore (Grand) Cleveland.
 Demarest & Collette (Broadway) New York.
 Dempsey, Jack (Pantages) Winnipeg, Can.; (Pantages) Saskatoon 24-26.
 Dennis Sisters, Three (Regent) New York 17-19.
 Desval, Olympia (Scollay Square) Boston.
 Devoe & Statzer (Olympia) Lynn, Mass.
 Dewey & Rogers (Crystal) St. Joseph, Mo., 21-23.
 Diaz Troupe (Crescent) New Orleans 17-19.
 Dick, Wm. (Loew) Knoxville, Tenn., 17-19.
 District School (Logan Square) Chicago 24-26.
 Dockstader, Lew (Orpheum) Kansas City; (Majestic) Cedar Rapids, Ia., 21-23; (Orpheum) Sioux City 24-26.
 Doherty, Jim (Grand) Evansville, Ind., 17-19.
 Dohertys, The (Orpheum) Middletown, O., 17-19.
 Doll Frolics (Hoyt) Long Beach, Cal.; (Pantages) Salt Lake City 21-26.
 Dolly's Dream (Lincoln Square) New York 17-19.
 Dooley & Storey (State Lake) Chicago 21-26.
 Don, Betty, & Co. (Keith) Lowell, Mass.
 Donahue & Fletcher (Jeffers-Strand) Saginaw, Mich., 17-19.
 Donovan & Lee (Rialto) St. Louis; (Lincoln) Chicago 21-23; (Columbia) Davenport, Ia., 24-26.
 Dorans, The (Poll) Worcester, Mass., 17-19.
 Dooley & Storey (Keith) Cincinnati; (State Lake) Chicago 21-26.
 Dooley, Wm. Gordon, Revue (Bushwick) Brooklyn.
 Doree's, Mme., Operatogue (Temple) Detroit.
 Doss, Billy Revue (Columbia) St. Louis 17-19; (Grand) Centralia 24-26.
 Dotson (Shea) Buffalo.
 Douglas Dancers (Pantages) Salt Lake City; (Orpheum) Ogden 24-26.

Dove & Mitchell (Midland) Hutchinson, Kan., 18-19; (Odeon) Bartlesville, Ok., 21-23.
 Dove, Johnny (St. Denis) Montreal.
 Downing & Bunin Sisters (Orpheum) Boston 17-19.
 Doyle & Elaine (Grand) Centralia, Ill., 17-19.
 Doyle, Bart (Lincoln Square) New York 17-19.
 Dresdner & Allen (Orpheum) Huntington, Ind., 17-19; (Grand) St. Louis 21-26.
 Duffett, Bruce, Co. (Pantages) Spokane; (Pantages) Seattle 21-26.
 Dugan & Raymond (Dominion) Ottawa, Can.
 Duffy & Sweeney (Coliseum) New York 17-19.
 Dunbar's Salon Singers (Orpheum) Joliet, Ill., 17-19; (Empress) Chicago 24-26.
 Duncan, Sammy (Pantages) Spokane, 21-26.
 Dunlay & Merrill (Orpheum) Port Huron, Mich., 17-19.
 Dunne, Thos. Porter (Palace) Rockford, Ill., 21-23; (Orpheum) Madison, Wis., 24-26.
 Dutton, The (Lyric) Hamilton, Can.
 Duvai, Violet (23rd St.) New York.
 Dyer, Hubert, Co. (Orpheum) St. Louis; (Orpheum) Memphis 21-26.

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 Ebbs, William (Dominion) Ottawa, Can.
 Edenbury, Chas. (Majestic) Dubuque, Ia., 21-26.
 Edenbury, Chas (State Lake) Chicago; (Majestic) Milwaukee, 20-26.
 Edmunds & Lavelle (Orpheum) Green Bay, Wis.,
 Edward's, Gus, Revue (Maryland) Baltimore.
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 El Ciego (Palace) Milwaukee; (Orpheum) St. Louis 21-26.
 El Cota (Royal) New York.
 Eldridge, Barlow & Eldridge (Orpheum) Waco, Tex., 17-19.
 Elmore, Marlo (Gem) Great Falls, Mont., 17-19; (Gem) Sheridan Wyo., 21-23; New West) Billings, Mont., 24-26.
 Elmore & Williams (Keith) Cincinnati.
 Elkins, Fay & Elkins (Lyric) Hamilton, Can.
 Elley (Majestic) San Antonio, Tex.
 Ellis, Harry (Orpheum) Massillon, O., 17-19.
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 Elm City Four (Pantages) Toronto.
 Elmira, Mile., Trio (Riveria) Anderson, Ind., 17-19.
 Eirey Sisters (Orpheum) Sioux City, Ia., 17-19; (Orpheum) Des Moines 21-26.
 Eltinge, Julian (Palace) Chicago.
 Emerson & Baldwin (Orpheum) San Francisco; (Orpheum) Oakland 21-26.
 Emmett & McLane (Orpheum) New York 17-19.
 Emmett, Eugene (Liberty) Cleveland.
 Emmy's, Karl, Pets (Majestic) Chicago.
 Engle & Marshall (Pantages) Calgary, Can.
 Esther Trio (Loew) Ottawa, Can.
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 Evans, Will J. (Loew) Montreal.
 Evans & Perez (Royal) New York.
 Evans & Sidney (Loew) Toronto.
 Everest's Circus (Orpheum) Vancouver, Can.; (Orpheum) Seattle 21-26.
 Exposition, Jubilee Four (Hipp) Spokane, Wash., 17-19.
 Fad and Fancy (Poll) Wilkes-Barre, Pa., 17-19.
 Fagg & White (Victoria) New York 17-19.
 Fall of Eve (Orpheum) St. Paul; (Orpheum) Minneapolis 21-26.
 Fallen Stars (Loew) Knoxville, Tenn., 17-19.
 Fallon & Shirley (Proctor) Troy, N. Y.
 Faninos, Four (Pantages) New Orleans.
 Farrell & Hatch (Loew) Montreal.
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 Ferguson & Sunderland (Novelty) Topeka, Kan., 17-19; (Princess) Wichita 21-23; (Mayflower) Florence 24; (Midland) Hutchinson 25-26.
 Fern, Elgieow & King (Pantages) Saskatoon, Can., 17-19; (Pantages) Edmonton, 21-26.
 Ferraros, The (Colonial) Detroit.
 Ferro & Coulter (Strand) Brockton, Mass.
 Fielding, Pauline, Trio (Palace) Hartford, Conn., 17-19.
 Fields & Burt (Dayton) Dayton.
 Fields, Billy & Zoe (Crystal) St. Joseph, Mo., 24-26.
 Fields, Joe & Johnny (Orpheum) Boston 17-19.
 Fink's Mules (Colonial) New York.
 Flinn & Sawyer (Orpheum) Portland, Ore.; (Orpheum) San Francisco 21-26.
 Fisher & Hurat (Avenue B) New York 17-19.
 Firman & Oldsmith (Loew) Hoboken, N. J., 17-19.

Fisher's Circus (Fulton) Brooklyn 17-19.
 Fitzgibbon, Bert (Palace) Milwaukee 21-26.
 Fitzgibbons, Bert (Majestic) Muskogee, Okla.
 Fixing the Furnace (Greenpoint) Brooklyn, Fla.
 Flashes (Shea) Buffalo.
 Flirtation (American) Chicago 17-19.
 Florette (Uptown) Toronto 17-19.
 Foley & LaTour (Orpheum) Denver; (Orpheum) Lincoln, Neb., 21-26.
 Follow Me, Girls (Cook) Okmulgee, Ok., 17-19; (Erbers) E. St. Louis, Ill., 21-23; (Columbia) St. Louis 24-26.
 Fonda, Mabel, Trio (Auditorium) Quebec, Can.
 For Pity's Sake (Flatbush) Brooklyn.
 For Pity's Sake (Orpheum) Fresno, Cal., 17-19; (Orpheum) Los Angeles 21-26.
 Ford, Margaret (Shea) Buffalo.
 Ford & Cunningham (State Lake) Chicago.
 Fords, Four (Orpheum) Vancouver, Can.; (Orpheum) Seattle 21-26.
 Ford Sisters & Co. (Rialto) St. Louis.
 Forrest & Church (Midland) Hutchinson, Kan., 18-19; (Odeon) Bartlesville, Ok., 21-23; (Cook) Okmulgee 24-26.
 Foster, Ed & Minnie (Washington) Granite City, Ill., 17-19; (Columbia) St. Louis, 21-23; (Washington) Belleville, Ill., 24-26.
 Four of Us (Hipp) Terre Haute, Ind., 17-19; (Orpheum) Champaign, Ill., 21-23; (Majestic) Springfield 24-26.
 Fox, Will & Co. (Midland) Hutchinson, Kan., 18-19; (Grand) St. Louis 21-26.
 Fox, Harry (Majestic) Ft. Worth, Tex.
 Fox & Mayo (Loew) Ottawa, Can.
 Fox & Sarno (Keith) Columbus, O.; (Majestic) Chicago 21-26.
 Foyer, Eddie (Keith) Syracuse, N. Y.
 Fradkin & Teit (Orpheum) Portland, Ore.; (Orpheum) San Francisco 21-26.
 Fagin, Noodles, Co. (Pantages) New Orleans.
 Frank & Kitty (Grand) St. Louis.
 Frankel, Faunie (Columbia) St. Louis 24-26.
 Franklin, Irene (Orpheum) Omaha; (Orpheum) Des Moines, Ia., 21-26.
 Franklyn, Charles & Co. (Broadway) New York.
 Franklyn Bros. (Warwick) Brooklyn 17-19.
 Frazer & Bunce (Loew) Hoboken, N. J., 17-19.
 Frear, Baggott & Frear (Virginian) Kenosha, Wis., 17-19; (Logan Square) Chicago 21-23; (Erbers) E. St. Louis 24-26.
 Freese & Hope Eden (Palace) Danville, Ill., 17-19.
 Fridkin Troupe (Pantages) Memphis.
 Friedland, Anatol, Co. (Majestic) Houston, Tex.
 Friganza, Trixie (Davis) Pittsburg; (Majestic) Chicago 21-26.
 Friscoe, Sig. (Orpheum) Lincoln, Neb.; (Orpheum) Omaha 21-26.
 Fulton & Mack (Pantages) St. Louis.
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 Gallagher & Martin (Regent) New York 17-19.
 Galvin, Wallace (Temple) Geneva, N. Y., 17-19; (Globe) Jowersville, 21-23.
 Gamble, Al & Co (Crescent) New Orleans 17-19.
 Garlmetti Bros. (Majestic) Milwaukee; (Kedzie) Chicago 21-23; (Lincoln) Chicago 24-26.
 Gardner, Grant (Orpheum) Kansas City; (Orpheum) Duluth, Minn., 21-26.
 Gascoignes, Royal (Empress) Chicago 24-26.
 Gasper, Marlo (Palace) Moline, Ill., 17-19; (Columbia) Davenport, Ia., 21-23; (Orpheum) Peoria, Ill., 24-26.
 Gates & Finlay (Loew) Knoxville 17-19.
 Gaudschmidt, The (Pantages) San Francisco 21-26.
 Gaxton, Wm. & Co. (Empress) Decatur, Ill., 17-19; (Rialto) St. Louis 21-26.
 Gelli Troupe (Keith) Jersey City, N. J.
 Genaro & Gold (Majestic) Austin, Tex.
 George, Edwin (Bushwick) Brooklyn.
 Gibson, Jean (Palace) Flint, Mich., 17-19.
 Gibson, Jack & Jessie (Bijou) Birmingham 17-19.
 Gibson & Connell (Jefferson) New York.
 Gilbert & Saul (Palace) Moline, Ill., 17-19; (Orpheum) Madison, Wis., 24-26.
 Gilfert, L. Wolfe (Palace) Milwaukee.
 Gilfoil & Lang (Orpheum) Allentown, Pa.
 Gilmore & Castle (Majestic) Des Moines, Ia., 24-26.
 Gilson & Demott (Central Square) Cambridge, Mass.
 Girl in The Air (Pantages) Memphis.
 Girls of Allitude, Doc Elliot, Mgr. (Orpheum) Ogden, Utah; (Empress) Denver 21-26.
 Girls Will Be Girls (Orpheum) Quincy, Ill., 21-23; (Orpheum) Galesburg 24-26.
 Glasgow Mads (Orpheum) Detroit.
 Glasgow, Billy (Keith) Portland, Me.
 Gleasons & Houlihan (Loew) Duluth, Minn., 17-19.
 Goetz, Coleman, Co. (Pantages) Edmonton, Can.; (Pantages) Calgary 21-26.
 Godfrey & Henderson (Regent) Detroit.
 Golden, Claude (Orpheum) New Orleans.
 Golden Troupe (Kedzie) Chicago 17-19; (Grand) Evansville, Ind., 21-23; (Hipp) Terre Haute 24-26.
 Goldie, Jack (Grand) Atlanta 17-19.
 Golem, Al, Troupe (Loew) Holyoke, Mass., 17-19.
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 Gordon, Jean, Players (Loew) Windsor, Can., 17-19.
 Gordone, Robbie (Keith) Syracuse, N. Y.
 Gordon's Circus (Orpheum) Lincoln, Neb.; (Orpheum) Omaha 21-26.
 Goslar & Lusby (Orpheum) Minneapolis; (Palace) Chicago 21-26.
 Gossips, Four (Orpheum) Duluth; (Orpheum) Winnipeg 21-26.
 Grady, Jas. & Co. (Grand) Evansville, Ind., 17-19; (Columbia) St. Louis 21-23; (Grand) Centralia, Ill., 24-26.
 Grant, Alf (Loew) Indianapolis.
 Graves, George L. Co. (Pantages) Tacoma, Wash.; (Pantages) Portland, Ore., 21-26.
 Graves & DeMonde (Orpheum) Peoria, Ill., 24-26.
 Gray & Askin (Pantages) Saskatoon, Can., 17-19; (Pantages) Edmonton 21-26.
 Gray & Graham (Graden) Kansas City, Mo., 17-19.
 Green & Dean (Empress) Omaha, Neb., 17-19; (Liberty) Lincoln 21-23; (Globe) Kansas City, Mo., 24-26.
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 Grey & Old Rose (Orpheum) Oakland, Cal.; (Orpheum) Sacramento 21-23; (Orpheum) Fresno 24-26.
 Griff (Poll) Bridgeport, Conn., 17-19.
 Guy's Minstrels (Plaza) Worcester, Mass., 17-19.
 Gysl & Vagl (Orpheum) Sioux City, Ia., 24-26.
 Haas, Chuck (Regent) Detroit.
 Hackett & Dalmar (Crystal) St. Joseph, Mo., 17-19; (Orpheum) St. Louis 21-26.
 Haddon & Norman (Crystal) St. Joseph, Mo., 17-19.
 Haig & Laverl (Jefferson) New York.
 Hal & Francis (Temple) Rochester, N. Y.
 Hale, Willie & Bro. (Cook) Okmulgee, Ok., 24-26.
 Hall, Ermine & Brice (Globe) Kansas City, Mo., 17-19; (Novelty) Topeka, Kan., 21-23; (Princess) Wichita 24-26.
 Hall & Shapiro (Erbers) E. St. Louis, Ill., 21-23.

Hall & Colburn (Able) Easton, Pa.
 Hall, Bob (Palace) Chicago; (Empress) Decatur 21-23; (Lincoln) Chicago 24-26.
 Hall & Goss (Lyric) Fitchburg, Mass.
 Hall, William (Majestic) Johnstown, Pa., 17-19.
 Hambl, George, Troupe (Pantages) Oakland, Cal.; (Pantages) Los Angeles 21-26.
 Hamilton, Martha & Co. (Bijou) Battle Creek, Mich., 17-19.
 Hamilton, Dixie, & Co. (Loew) Memphis 17-19.
 Hamilton & Barnes (Hipp) Cleveland.
 Hamlin & Mack (Pantages) Calgary, Can.
 Hammond & Moody (Orpheum) Fresno, Cal., 17-19.
 Hampton & Blake (Orpheum) Fresno, Cal., 17-19; (Orpheum) Los Angeles 21-26.
 Hanley & Howard (Plaza) Worcester, Mass., 17-19.
 Hanlon & Clifton (Metropolitan) Brooklyn 17-19.
 Hanson, Mystic, Trio (Loew) London, Can., 17-19.
 Harmony Maids, Three (Empress) Omaha, Neb., 17-19; (Liberty) Lincoln 21-23; (Globe) Kansas City, Mo., 24-26.
 Harmony Kids, Three (Pantages) St. Louis.
 Harney, Ben (Orpheum) Winnipeg, Can.; (Orpheum) Calgary 21-23; Edmonton 24-26.
 Harrah, Rev. & Co. (Keith) Indianapolis.
 Harrington, Hazel, & Co. (Columbia) Bay-
 Viewport, 17-19; (Majestic) Cedar
 Rapids 21-23; (Palace) Rockford 24-26.
 Harris, Jo-Jo & Fulton (Majestic) Brooklyn 17-19.
 Harris, Hedy & Co. (Majestic) Cedar
 Rapids, Ia., 17-19; (Majestic) Duquesne,
 21-23; (Empress) Chicago 24-26.
 Harris & Holley (Orpheum) Boston 17-
 19.
 Harrison, Dakin & Hogue (Majestic) Des
 Moines, Ia., 24-26.
 Harrison, Benny, Co. (Pantages) Winnipeg,
 (Pantages) Saskatoon 24-26.
 Harrison, Chas., & Co. (Orpheum) Kokomo,
 Ind., 17-19.
 Hart, Helene (Princess) Houston, Tex.,
 17-19.
 Hart, Billy, & Circus Girls (Loew) Min-
 neapolis 17-19.
 Hart Sisters (Majestic) Paterson, N. J.
 Hart, Lelloy & Mabel (Broadway) Butte,
 Mont., 19-22.
 Hart, Wagner & Ellis (Grand) St. Louis;
 (Grand) Evansville, Ind., 21-23; (Hipp)
 Terre Haute 24-26.
 Harvey, Henry & Grace (Palace) Mil-
 waukee.
 Harvey & Speck (Majestic) Waterloo, Ia.,
 21-23.
 Harvey, Chick & Tiny (Liberty) Cleve-
 land.
 Haslam & Wilson (Orpheum) Altoona,
 Pa.
 Haslam, Hazel, & Co. (Metropolitan)
 Brooklyn, 17-19.
 Hawthorne & Cook (Lycum) Pittsburg.
 Hayatake Bros. (Palace) Milwaukee;
 (Orpheum) Madison 21-23; (Virginian)
 Kenosha, Wis., 24-26.
 Hayes, Grace (Pantages) Minneapolis;
 (Pantages) Winnipeg 21-26.
 Hayes, Mary (Palace) Chicago; (State
 Lake) Chicago 21-26.
 Hayes, Montgomery & Hannon (Liberty)
 Lincoln, Neb., 17-19; (Globe) Kansas
 City 21-23; (Novelty) Topeka, Kan., 24-
 26.
 Healy & Cross (Orpheum) Des Moines,
 Ia.; (Orpheum) Kansas City 21-26.
 Hector's Dogs (Pantages) Spokane 21-26.
 Helm & Lockwood (Orpheum) Peoria, Ill.,
 17-19; (Orpheum) Collet 21-23; (Logan
 Square) Chicago 24-26.
 Hensler, Hershel (Empress) Decatur, Ill.,
 17-19; (Grand) Evansville, Ind., 21-23;
 (Hipp) Terre Haute 24-26.
 Heras & Preston (Loew) Montreal.
 Herbert, Bert (Gen) Great Falls, Mont.,
 17-19; (Gem) Sheridan Wyo., 21-23;
 (New West) Billings, Mont., 24-26.
 Herberia & Beeson (Rialto) Racine, Wis.,
 24-26.
 Herbert & Dare (Hipp) Youngstown, O.
 Herbert's Dogs (Orpheum) Kansas City
 21-26.
 Herberts, The (Proctor) Schenectady,
 N. Y.
 Herman & Ergottl (Jefferson) Dallas,
 Tex., 17-19.
 Herman & Shirley (Orpheum) Madison,
 Wis., 17-19; (Rialto) Racine 21-23; (Or-
 pheum) South Bend, Ind., 24-26.
 Hermann, Mme. (Majestic) Paterson,
 N. J.
 Henry & Moore (Olympia) Lynn, Mass.
 Henry, Flo, & Co. (Loew) Montreal.
 Henrys, Flying (Majestic) Johnstown, Pa.,
 17-19.
 Henry's Pets (Orpheum) St. Louis 21-26.
 Henshaw, Bobby, & Co. (American) New
 York 17-19.
 Hlatt, Ernest (Broadway) Butte, Mont., 19-
 22.
 Hleky & Hart (National) New York
 17-19.
 Hickman Bros. (Pantages) Calgary, Can.
 Hill & Quinell (Orpheum) Hamilton, O.,
 17-19.
 Hilton, Dora (Orpheum) Salt Lake City;
 (Orpheum) Denver 21-26.
 Hilton & Norton (Regent) New York.
 Hinkle & May (Pantages) Victoria, Can.;
 (Pantages) Tacoma, Wash., 21-26.
 Hodge & Lowell (Loew) St. Paul 17-19.
 Hodges, Jimmy (Poll) Waterbury, Conn.,
 17-19.
 Holden & Herron (Kedzie) Chicago 17-19.
 Hollis Sisters (Empress) Decatur, Ill., 17-
 19.
 Holman, Harry, & Co. (Mary Anderson)
 Louisville.
 Holmes & LaVere (Orpheum) Vancouver,
 Can.; (Orpheum) Seattle 21-26.
 Honeyboys, Seven (Keith) Newport, R. I.
 Hori & Nagami (Liberty) Oklahoma City
 17-19.

Holick & Sarampa Sisters (Temple) Roch-
 ester, N. Y.
 Horner, Violet (Pantages) New Orleans.
 Hoster & Hoster (Keystone) Phila.
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 (Pantages) Vancouver 21-26.
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 21-26.
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 Minn., 17-19.
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 (Pantages) Salt Lake City 21-26.
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 Hoyt's Revue (Plaza) Bridgeport, Conn.,
 17-19.
 Hucher, Chad & Mont (Palace) Danville,
 Ill., 17-19; (Ship) Kokomo, Ind., 21-23.
 Hufford, Nick (Majestic) Cedar Rapids,
 Ia., 17-19; (Orpheum) Clinton 21-23; (Ce-
 cil) Mason City 24-26.
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 Hughes, Fred, & Co. (Grand) St. Louis;
 (Erbers) E. St. Louis, Ill., 21-23.
 Hughes, Mrs. Gene (Orpheum) St. Louis;
 (Orpheum) Memphis 21-26.
 Hungarian Rhapsody (Orpheum) Denver;
 (Orpheum) Lincoln, Neb., 21-26.
 Hunting & Frances (Palace) Rockford, Ill.,
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 jestic) Milwaukee 21-26.
 Hymek (Temple) Rochester, N. Y.
 Hymer, John B., & Co. (Keith) Indianap-
 olis.
 Imhr, C. Com' & Corrine (Orpheum) New
 Orleans; (Empire) Decatur, Ill., 24-26.
 Imperial Quartet (Orpheum) Ogden, Utah;
 (Empress) Denver 21-26.
 Indoor Sports (Keith) Providence.
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 Irwin, Chas. (Orpheum) Portland, Ore.;
 (Orpheum) San Francisco 21-26.
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 Jackley, Helen (Shea) Toronto.
 Jacks, Four & Queen (Central Square)
 Cambridge, Mass.
 Jackson & Taylor (Olympia) Boston.
 Ja Da Trio (Keith) Toledo, O.
 Jamleson, Davey (Pantages) Memphis.
 Janet of France (Orpheum) Los Angeles;
 (Orpheum) Salt Lake City 21-26.
 Janis, Ed, Revue (Able) Easton, Pa.
 Jansin, Adel & Band (Orpheum) Terre
 Haute, Ind., 17-19.
 Jarrow, Gean (Sheridan Square) Pitts-
 burg 17-19.
 Jarvis & Harrison (5th Ave) New York.
 Jazz Marimba Trio (Columbia) St. Louis
 21-23.
 Jazzarimbo Trio (Cook) Okmulgee, Ok.,
 17-19.
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 England, 28-April 2; (Empire) W.
 Harpepool, 4-9; (Empire) Sunderland,
 11-16; (Palace) Hull, 18-23.
 Jenks & Allen (Orpheum) Quincy, Ill., 17-
 19; (Orpheum) Peoria 21-23; (Virginian)
 Kenosha, Wis., 21-26.
 Jenner Bros. (Central Square) Cam-
 bridge Mass.; (Lyric) Fitchburg, 21-23.
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 burg 17-19.
 Jerome & Albright (Emery) Providence
 17-19.
 Jerome, Al (Keystone) Phila.
 Jessel's, George, Revue (Orpheum) Min-
 neapolis; (Orpheum) Duluth 21-26.
 Jewell & Raymond (Majestic) Springfield,
 Ill., 17-19; (Hipp) Terre Haute, Ind., 21-
 23; (Grand) Evansville 24-26.
 Johnson, J. Rosmond (Majestic) Spring-
 field, Ill., 17-19; (Hipp) Terre Haute,
 Ind., 21-23; (Grand) Evansville 24-26.
 Johnson, Baker & Johnson (Orpheum)
 Kansas City; (Crystal) St. Joe, Mo.,
 Johnson Bros. & Johnson (Hipp) Balti-
 more.
 Joe's & Jones (Pantages) Saskatoon, Can.,
 17-19; (Pantages) Edmonton 21-26.
 Josephson's Islanders (Garrick) Wilming-
 ton, Del.
 Joyce, Jack (Keith) Boston.
 Juliet (Keith) Portland, Me.
 Jussel & Ossi (Loew) St. Louis 17-19.
 Justice (Warwick) Brooklyn 17-19.
 Kahne, Harry (Orpheum) Oakland, Cal.;
 (Orpheum) Sacramento 21-23; (Or-
 pheum) Fresno 24-26.
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 cisco 14-26.
 Kanazawa Boys (Boulevard) New York
 17-19.
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 N. H.
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 Kaufman, I. & J. (Jefferson) New York.
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 Conn., 17-19.
 Kavanaugh-Everett & Co. (American) Chi-
 cago 21-23; (Majestic) Springfield 24-
 26.
 Kay, Dolly (Bishwick) Brooklyn.
 Keane, Richard (Capitol) Hartford, Conn.,
 17-19.
 Keane & Williams (Keith) Newport, R. I.
 Kellam & O'Dare (Majestic) Wichita Falls,
 Tex.
 Keller, Helen (Hipp) Youngstown, O.;
 (Majestic) Chicago 21-26.
 Kellerman, Annette (Orpheum) Fresno,
 Cal., 17-19; (Orpheum) Los Angeles 21-
 26.
 Kelle, Ethel & Chums (Strand) Crawfords-
 ville, Ind., 17-19.
 Kelly, Tom (Pantages) San Francisco 21-
 26.
 Kelly & Macky (Orpheum) Sioux Falls,
 S. D., 24-26.
 Kenna, Chas. (Virginian) Kenosha, Wis.,
 17-19; (Kedzie) Chicago 21-23.

Kennedy & Marton (Uptown) Toronto 17-
 19.
 Kennedy & Nelson (Majestic) Springfield,
 Ill., 17-19; (Grand) St. Louis 21-26.
 Kennedy, Frances (Orpheum) Champaign,
 Ill., 17-19; (Orpheum) Peoria 21-23; (Ma-
 jestic) Cedar Rapids, Ia., 24-26.
 Kennedys, Dancing (Grand) Evansville,
 Ind., 17-19; (Palace) Rockford 24-26.
 Kenny & Hollis (Orpheum) Salt Lake
 City; (Orpheum) Denver 21-26.
 Kent, Wm., & Co. (Hamilton) New York.
 Kern, Leonore (Majestic) Austin, Tex.
 Kervilles, The (Hipp) Toronto.
 Kibel & Kane (Grand) Atlanta 17-19.
 King, Rosa, Trio (Pantages) San Fran-
 cisco; (Pantages) Oakland 21-26.
 Kirksmith Sisters (Orpheum) Kansas
 City; (Orpheum) Sioux City, Ia., 21-
 23.
 Klee, Mel (Dominion) Ottawa, Can.
 Kleist & Co. (Pantages) Victoria, Can.;
 (Pantages) Tacoma, Wash., 21-26.
 Kluting's Animals (Orpheum) New Or-
 leans.
 Knight & Sawtelle (American) New York
 17-19.
 Kogan & O'Rourke (Proctor) Albany,
 N. Y.
 Koler & Irwin (Loew) Windsor, Can.,
 17-19.
 Kramer & Boyle (Palace) New York.
 Kramer & Patterson (Loew) Indianapolis.
 LaBar, Bernice, & Baux (Prince) Hous-
 ton, Tex., 17-19.
 LaBergere, Elsie (Keith) Providence.
 La Bilbanita (Sist St.) New York.
 LaCoste & Bonawe (Dayton) Dayton.
 LaLora & Beckman (Empress) Grand
 Rapids, Mich.
 La Mert Bros. (Hipp) Toronto.
 LaPearl, Roy (Bijou) Battle Creek, Mich.,
 17-19; (Orpheum) South Bend, Ind., 24-
 26.
 LaPine & Emery (Pantages) San Antonio,
 Tex.
 LaReine, Fred & Co. (Loew) Superior,
 Wis., 17-19.
 LaTemple & Co. (Greeley Square) New
 York 17-19.
 LaToska, Phil (Orpheum) Detroit.
 LaVier, Jack (Orpheum) St. Paul; (Vir-
 ginian) Kenosha, Wis., 21-23; (Majestic)
 Milwaukee 24-26.
 Ladellas, Two (Erbers) E. St. Louis, Ill.,
 17-19; (Rialto) Racine, Wis., 21-23.
 Lady Sen Mel (Hipp) Toronto.
 Laing & Elliott (Broadway) Springfield,
 Mass., 17-19.
 Lambert & Bail (Majestic) Chicago.
 Lambs Mannikins (Palace) Danville, Ill., 17-
 19.
 Lamy Bros., Four (Keith) Indianapolis;
 (Majestic) Milwaukee 21-26.
 Lane & Smith (Delancey St.) New York
 17-19.
 Lane & Harper (Orpheum) Omaha; (Or-
 pheum) Des Moines, Ia., 21-26.
 Langford & Fredericks (Orpheum) St.
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 Lanigan & Haney (Roanoke) Roanoke,
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 Latell, Alfred (Orpheum) San Francisco;
 (Orpheum) Oakland 21-26.
 Latoy & Vesta (Keith) Cincinnati.
 Laurie, Joe (Orpheum) Omaha; (Orpheum)
 Kansas City 21-26.
 Lavar, W. & M. (Music Hall) Lewiston,
 Me.
 Lawrence Bros. & Thelma (Emery) Provi-
 dence 17-19.
 Lawton (Empress) Grand Rapids, Mich.
 Le Grohs, The (Majestic) Milwaukee;
 (State Lake) Chicago 21-26.
 Leach Wallin Trio (Loew) Memphis 17-19.
 Ledegar, Chas. (Proctor) Albany, N. Y.
 Lee, Jack (Midland) Hutchinson, Kan., 18-
 19; (Washington) Belleville, Ill., 21-23.
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 ter, N. Y.
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 Leightons, The (Keith) Dayton.
 Leichter Sisters & Alex (Orpheum) Des
 Moines, Ia.; (Palace) Chicago 21-26.
 Leitzel, Nate (Majestic) Ft. Worth, Tex.
 Leitzel, Mlle (Majestic) Chicago.
 Leon & Mitzl (Princes) San Antonio 17-
 19.
 Leonard, Grace, & Co. (Loew) Fall River,
 Mass., 17-19.
 Leonard, James, Co. (23rd St.) New York.
 Leonard & Willard (Pantages) Minneap-
 olis; (Pantages) Winnipeg 21-26.
 Leonard, Eddie (Mary Anderson) Louis-
 ville.
 Lester, Al & Co. (Colonial) Detroit.
 Let's Go (Garden) Kansas City, Mo., 17-
 19.
 Levy, Ethel (Keith) Washington.
 Levy, Jack, & Four Symphony Sisters
 (Majestic) Waterloo, Ia., 17-19; (Majes-
 tic) Des Moines, 21-23; (Orpheum) Sioux
 Falls, S. D., 24-26.
 Levy, Bert (Royal) New York.
 Lewis, Flo (Orpheum) Oakland, Cal.; (Or-
 pheum) Sacramento 21-23; (Orpheum)
 Fresno 24-26.
 Lewis & Norton (Orpheum) Marion, Ind.,
 17-19.
 Lewis & Henderson (Maryland) Baltimore.
 Lewis, Dorothy (Orpheum) Ogden, Utah;
 (Empress) Denver 21-26.
 Lewis & Thornton (Grand) Atlanta 17-19.
 Libby & Sparrow (State Lake) Chicago;
 (Rialto) St. Louis 21-26.
 Liberty Girls (Pantages) Edouonton, Can.;
 (Pantages) Calgary 21-26.
 Libonati (Flatbush) Brooklyn.
 Liehter, James (Grand) St. Louis 21-26.
 Lille & Emerson (Grand) Cleveland.
 Lind Bros. (Dominion) Ottawa, Can.
 Lindsey, Fred, & Co. (Keith) Dayton.
 Lane & Moran (Empress) Chicago 17-19;
 (Majestic) Milwaukee 21-26.
 Ling & Long (Orpheum) Waco, Tex.,
 17-19.
 Linkos, The (Hipp) Huntington, W. Va.,
 7-19.
 Little Miss Sunshine (Avenue B) New
 York 17-19.
 Lloyds, Casting (Broadway) Springfield,
 Mass., 17-19.

Lloyd & Whitehouse (Liberty) Lincoln,
 Neb., 17-19; (Globe) Kansas City, Mo.,
 21-23; (Novelty) Topeka, Kan., 24-26.
 Lloyd, Herbert (Regent) Detroit.
 Lloyd, Alice (Orpheum) Seattle; (Or-
 pheum) Portland, Ore., 21-26.
 Loekhard & Laddie (Orpheum) Waco,
 Tex., 17-19.
 Lockwood & Rush (Palace) Danville, Ind.,
 17-19.
 Loew, Evans & Stella (Metropolitan)
 Brooklyn 17-19.
 Lohse & Sterling (Hamilton) New York.
 Long Tack Sam (Proctor) Troy, N. Y.
 Loos Bros. (Rialto) Racine, Wis., 17-19;
 (Virginian) Kenosha 21-26.
 Lord & Fuller (Majestic) Muskogee, Ok.
 Lorders, Three (Majestic) Austin, Tex., 17-
 19.
 Lorraine, Oscar (Orpheum) Minneapolis;
 (Orpheum) Duluth 21-26.
 Lester & Moore (Empress) Chicago 17-19;
 (State Lake) Chicago 21-26.
 Louise & Mitchell (Empire) Salem, Mass.
 Love, Lawyer (Loew) St. Louis 17-19.
 Love Tangle (Poll) Wilkes-Barre, Pa.,
 17-19.
 Love & Wilbur (Pantages) Tacoma, Wash.;
 (Pantages) Portland 21-26.
 Love Shop (Grand) Evansville, Ind., 17-
 19.
 Love Game (Orpheum) Jackson, Mich., 17-
 19.
 Lovenberg Sisters & Neary (Keith) Provi-
 dence.
 Lowery & Prince (Lincoln) Chicago 17-
 19; (Grand) Evansville, Ind., 21-23;
 (Hipp) Terre Haute 24-26.
 Lucas, Jimmy (Palace) Chicago.
 Lucas & Inez (Keith) Syracuse, N. Y.
 Luca, Luclanna (Orpheum) Clinton, Ia.,
 24-26.
 Lund Bros. (Opera House) Greenville, O.,
 18-19.
 Lyndall, Laurel, & Co. (Hipp) Baltimore.
 Lyons & Yoseo (Palace) New Haven,
 Conn., 17-19.
 Mack & Williams (Miles) Cleveland.
 Mack & Maybelle (Loew) Minneapolis 17-
 19.
 Mack & Dean (Bijou) Bangor, Me.
 MacFarlane, George (Orpheum) Kansas
 City; (Orpheum) Sioux City, Ia., 21-
 23; (Majestic) Waterloo 24-26.
 Magie Glasses (Empress) Chicago 21-23;
 (Orpheum) South Bend, Ind., 24-26.
 Mahoney, Tom (Hipp) Spokane, Wash.,
 17-19.
 Mahoney & Auburn (Maryland) Baltimore.
 Mahoney & Holmes (Princess) San An-
 tonio, Tex., 17-19.
 Makarenko, Duo (Dayton) Dayton.
 Man Hunt (Hipp) Terre Haute, Ind., 17-
 19; (Majestic) Springfield, Ill., 21-23.
 Mandell, Wm., Co. (Orpheum) Des
 Moines, Ia.; (Columbia) Davenport 21-
 23.
 Mandell & Co. (Palace) Rockford, Ill.,
 24-26.
 Mander & Lud Co. (Scollay Square) Bos-
 ton.
 Manon Four (Poll) Seranton, Pa., 17-19.
 Mantell's Mannikins (Keith) Toledo, O.;
 (Empress) Grand Rapids, 21-26.
 Manthey, Walter, & Co. (Davis) Pittsburg.
 Marble, Mary, Co. (Majestic) Wichita Falls,
 Tex.
 Maria, La (Riverside) New York.
 Mariott Troupe (Washington) Belleville,
 Ill., 17-19.
 Mariette's Marionettes (Keith) Washing-
 ton; (Keith) Phila., 21-26.
 Marston & Manley (Liberty) Oklahoma
 City 17-19.
 Martin & Elliott (Broadway) Springfield,
 Mass., 17-19.
 Marlin, Jim & Irene (Strand) Washington.
 Martini, Joe (Palace) Hartford, Conn.,
 17-19.
 Maryland Singers (Temple) Branford,
 Can., 17-19.
 Margaret & Alvarez (Orpheum) Vancou-
 ver, Can.; (Orpheum) Seattle 21-26.
 Marino & Maley (Kedzie) Chicago 21-23;
 (Columbia) Davenport, Ia., 24-26.
 Marx Bros., Four (Palace) New York.
 Mason & Cole (Majestic) Milwaukee.
 Mason & Rooney (Pantages) Memphis.
 Mason & Keeler (Sist St.) New York.
 Masters & Kraft Revue (Jefferson) New
 York.
 Mathews & Blakely (Odeon) Bartlesville,
 Okla., 17-19; (Grand) St. Louis 21-26.
 Maxine Bros. (Olympia) Boston.
 Maxon & Morris (Vendome) Nashville 17-
 19.
 May, Viola (Riverside) New York.
 Mayer, Lottie, Co. (Pantages) Calgary, Can.
 Mayos, Flying (Orpheum) Oakland, Cal.;
 (Orpheum) Sacramento 21-23; (Orpheum)
 Fresno 24-26.
 McBanns, Juggling (Majestic) Dallas, Tex.
 McConnell & West (Greeley Square) New
 York 17-19.
 McConnell Sisters (Orpheum) Winnipeg,
 Can.; (Orpheum) Calgary 21-23; (Or-
 pheum) Edmonton 24-26.
 McCullough, Carl (Orpheum) Terre Haute,
 Ind., 17-19.
 McCool & Gildea (Poll) Wilkes-Barre,
 Pa., 17-19.
 McCormack & Wallace (Virginian) Ken-
 nosha, Wis., 17-19.
 McCormick & Irving (Cook) Okmulgee,
 Ok., 24-26.
 McDermott & Hagney (Avenue B) New
 York 17-19.
 McDermott & Vincent (Victoria) New
 York 17-19.
 McDermott, Billy (Orpheum) Des Moines,
 Ia.; (Orpheum) St. Paul 21-26.
 McDonough, Ethel (Temple) Rochester,
 N. Y.
 McFarland & Palace (Empire) Salem,
 Mass.
 McFarland Sisters (Keith) Columbus, O.
 McGliveny, Owen (Orpheum) Minneapo-
 lis (Orpheum) Duluth 21-26.
 McIntyres, The (Savoys) San Diego, Cal.;
 (Hoyt) Long Beach 21-26.
 McKee & Day (Liberty) Oklahoma City
 17-19.

McKisstek & Kelly (Hurtig & Seamon) New York; (Orpheum) Paterson, N. J., 21-26.
 McKoff & Vanity (Loew) Knoxville, Tenn., 17-19.
 McKowan & Brady (Orpheum) Massillon, O., 17-19.
 McLallen & Carson (Orpheum) Salt Lake City; (Orpheum) Denver 21-26.
 McLaughlin & Evans (Keith) Lowell, Mass.
 McLean, Bobby, Co. (Palace) Springfield, Mass., 17-19.
 McKee & Clegg (Keith) Toledo, O.
 Mehlberg, Artie (Boulevard) New York 17-19.
 McBum, Mr. and Mrs. (Pantages) Dallas, Tex.
 Mehotte Line (Hoyt) Long Beach, Cal.; (Pantages) Salt Lake City 21-26.
 Melody Festival (Victoria) New York 17-19.
 Melrose, Bert (Orpheum) Calgary, Can., 17-19; (Orpheum) Vancouver 21-26.
 Melroy Sisters (Prince) Houston, Tex., 17-19.
 Melvin, Joe (Orpheum) Champaign, Ill., 24-26.
 Melvin Bros., Three (Empress) Omaha, Neb., 17-19; (Liberty) Lincoln 21-23; (Globe) Kansas City 24-26.
 Menoc's Japs (Orpheum) Ogden, Utah; (Empress) Denver 21-26.
 Meredith & Suozzer (Columbia) Davenport, Ia., 21-23; (Palace) Rockford, Ill., 24-26.
 Merle, Margaret (Hipp) Baltimore.
 Meryl Prince Girls (Grand) St. Louis; (Logan Square) Chicago 21-23; (Orpheum) South Bend, Ind., 24-26.
 Meyoff, Ben, & Co. (Greeley Square) New York 17-19.
 Metcalf, Jean (Proctor) Schenectady, N. Y.
 Meyers, Burns O'Brien (Pantages) Vancouver, Can.; (Pantages) Victoria 21-26.
 Milares (Palace) Chicago; (Lincoln) Chicago 21-23; (Columbia) Davenport, Ia., 24-26.
 Miles, Homer, Co. (Proctor) Yonkers, N. Y.
 Miller, Madelon & Paula (Palace) Rockford, Ill., 17-19; (Klato) Racine, Wis., 21-23.
 Miller, Jessie (Pantages) Tacoma, Wash.; (Pantages) Portland, Ore., 21-26.
 Miller & Shipman (Columbia) New York; (Casino) Brooklyn, 21-26.
 Miller & Mack (Keith) Lowell, Mass.
 Mills, June (Keith) Columbus, O.
 Mills & Smith (Greeley Square) New York 17-19.
 Milo & Herman (National) New York 17-19.
 Minetti & Reldi (American) Chicago 17-19; (Logan Square) Chicago 24-26.
 Minature Revue (Orpheum) Fresno, Cal., 17-19; (Orpheum) Salt Lake City 21-26.
 Minnette & Sidell (Jefferson) New York.
 Mirano, Oscar, Trio (Orpheum) Seattle; (Orpheum) Portland, Ore., 21-26.
 Mlshon Bros., Three (American) New York 17-19.
 Mitze & Hanney (Poli) Bridgeport, Conn., 17-19.
 Mocart & Bradford (Hipp) Cleveland.
 Moffett, Gladys, Co. (Majestic) Little Rock, Ark., 17-19.
 Mohr & Eldridge (Boulevard) New York 17-19.
 Molera Revue (Pantages) Victoria, Can.; (Pantages) Tacoma, Wash., 21-26.
 Monahan & Co. (Orpheum) Peoria, Ill., 21-23.
 Montgomery & Allen (Orpheum) St. Louis; (Majestic) Chicago 21-26.
 Montl & Partl (Orpheum) Peoria, Ill., 17-19; (Orpheum) Joliet 21-23.
 Moody & Duncan (Orpheum) Los Angeles 21-26.
 Mooney & Capman (King St.) Hamilton, Can., 17-19.
 Moonlight (Orpheum) Portland, Ore.; (Orpheum) San Francisco 21-26.
 Money Is Money (Metropolitan) Brooklyn 17-19.
 Monroe Bros. (Hipp) Terre Haute, Ind., 17-19; (Empress) Dayton, Ill., 21-23; (Majestic) Springfield, Ill., 24-26.
 Montambo & Nap (Grand) Atlanta 17-19.
 Montgomery, Marshall (Keith) Dayton, O.
 Montrose, Belle (Orpheum) Denver; (Orpheum) Lincoln, Neb., 21-26.
 Moore, Victor, Co. (Orpheum) St. Louis; (Orpheum) Memphis 21-26.
 Moore, Geo., & Co. (Lyric) Hamilton, Can.
 Moore, E. J., & Co. (Loew) Minneapolis 17-19.
 Moore & Fields (Delancey St.) New York 17-19.
 Moran, Hazel (Temple) Detroit.
 Moran Sisters, Three (Pantages) New Orleans.
 Morgan, Beatrice, Co. (Orpheum) Lincoln, Neb.; (Orpheum) Omaha 21-26.
 Morgan & Gato (Hippo) Cleveland.
 Morley & Mack (Warwick) Brooklyn 17-19.
 Morris & Campbell (Keith) Boston.
 Morris, Will (Pantages) New Orleans.
 Mordner, Lillian, & Co. (Jeffers-Strand), Saginaw, Mich., 17-19.
 Morton, Clara (Riverside) New York.
 Morton, James C. (Orpheum) Vancouver, Can., 21-26.
 Morton, Ed (Keith) Indianapolis.
 Mortons, Four (Riverside) New York.
 Moss & Five (Orpheum) Vancouver, Can.; (Orpheum) Seattle 21-26.
 Muldon, Franklin & Rose (Hippo) Youngstown, O.
 Mullane, Frank (Colonial) New York.
 Muller and Stanley (Orpheum) Minneapolis 21-26.
 Munsom, Ona (Colonial) New York.
 Murdock, L. & P. (Palace) New York.
 Murphy & Kline (Loew) Toronto.
 Murphy, Scantor Francis (Princess) Montreal.
 Murphy & White (Palace) Chicago; (Lincoln) Chicago 21-26; (Empress) Decatur 24-26.

Murray & Lane (Delancey St.) New York 17-19.
 Murray Girls (Orpheum) Calgary, Can., 17-19; (Orpheum) Vancouver 21-26.
 Musical Buds, Five (Linery) Providence, R. I., 17-19.
 Musketeers, Three (American) New York 17-19.
 My Dream Girl (Princess) Wichita, Kan., 17-19; (Cook) Okmulgee, Okla., 21-23; (Odeon) Bartlesville 24-26.
 Nagylvs, The (Orpheum) Portland, Ore.; (Orpheum) San Francisco 21-26.
 Nash & O'Donnell (Coliseum) New York.
 Nathan Bros. (Keith) Lowell, Mass.
 Nazarro, Nat., & Band (Riverside) New York.
 Nearly A Prince (Loew) Indianapolis.
 Nellis, Betsy (Orpheum) Omaha.
 Nelson, Grace (Coliseum) New York.
 Newkirk & Fayne Sisters (Empress) Omaha, Neb., 24-26.
 Nichols, Nellie V. (Columbia) Davenport, Ia., 17-19; (Majestic) Cedar Rapids, 21-23; (Crystal) St. Joseph, Mo., 24-26.
 Nana & Co. (Hamilton) New York.
 Nine O'Clock (Princess) San Antonio, Tex., 17-19.
 Nolan, Paul, Co. (Orpheum) Seattle; (Orpheum) Portland, Ore., 21-26.
 Norecross, Mr. & Mrs. (Princess) Montreal.
 Nordstrom, Marie (Keith) Providence.
 Norrine, Nora (Majestic) San Antonio, Tex.
 Norton, Ruby (Proctor) Albany, N. Y.
 Norville Bros. (Savoy) San Diego, Cal.; (Hoyt) Long Beach 21-26.
 Norvellos, The (Pantages); Vancouver, Can.; (Pantages) Victoria 21-26.
 Norworth, Ned, Co. (Orpheum) Winnipeg 21-26.
 Not Yet, Marie (Pantages) Minneapolis; (Pantages) Winnipeg 21-26.
 Nugent, J. C. (Orpheum) Salt Lake City; (Orpheum) Denver 21-26.
 O'Brien, Mgr. & Prop. (Palace) Rockford, Ill., 17-19; (Orpheum) Madison, Wis., 21-23; (American) Chicago 24-26.
 O'Donnell, Vincent (Havly) Pittsburg.
 O'Donnell & Blair (Empress) Grand Rapids, Mich.; (Majestic) Chicago 21-26.
 O'Hara & Neely (Palace) Danville, Ill., 17-19; (Washington) Granite City 21-23; (Orpheum) Joliet, Ill., 24-26.
 O'Meara, J. & G. (Columbia) St. Louis 17-19.
 O'Meara, T. & K. (Princess) Montreal.
 O'Neil, Bobby & Queens (Orpheum) Portland, Ore.; (Orpheum) San Francisco 21-26.
 O'Neill, Emma (Olympia) Lynn, Mass.
 Oakland, Will (51st St.) New York.
 Oakes & DeLour (Orpheum) Salt Lake City; (Orpheum) Denver 21-26.
 Odiva & Seals (Orpheum) New York 17-19.
 Old Black Joeland (Majestic) Des Moines, Ia., 17-19; (Orpheum) Sioux Falls, S. D., 21-23; (Empress) Omaha, Neb., 24-26.
 Old Time Dardios (Palace) Chicago 21-26.
 Oliver & Oip (Orpheum) Peoria, Ill., 17-19; (Columbia) Davenport, Ia., 21-23; (Majestic) Cedar Rapids 24-26.
 Oliver, Belle (Pantages) Seattle; (Pantages) Vancouver 21-26.
 Olms, John & Nellie (Orpheum) St. Louis; (Orpheum) Champaign, Ill., 21-23.
 Olson & Johnson (Majestic) Chicago; (Majestic) Springfield 21-26.

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 On Fifth Ave. (Orpheum) New Orleans.
 Onra & Partner (Poli) Scranton, Pa., 17-19.
 Ordway, Laurie, & Co. (Loew) Holyoke, Mass., 17-19.
 Orren & Drew (Orpheum) Champaign, Ill., 17-19; (Orpheum) Quincy 21-23; (Orpheum) Galesburg 24-26.
 Orsons, Four (Palace) New York.
 Orsak & Taki (Majestic) Ft. Worth, Tex.
 Osborne Trio (Mary Anderson) Louisville, Mo. & Sheridan (Orpheum) Vancouver, Can.; (Orpheum) Seattle 21-26.
 Otto Bros. (Pantages) Los Angeles; (Savoy) San Diego 21-26.
 Overholt & Young (Miles) Cleveland.
 Overseas Revue (Colonial) Detroit.
 Owen, Francis, & Co. (Globe) Kansas City, Mo., 17-19; (Novelty) Topeka, Kan., 21-23; (Princess) Wichita 21-26.
 Padula, Margaret (Orpheum) New Orleans.
 Page, Hack & Mack (Keystone) Phila.
 Page & Green (Orpheum) San Francisco; (Orpheum) Oakland 21-26.
 Paldrons, Four (Broadway) Butte 19-22.
 Pado & Pado (Davis) Pittsburg.
 Pals, The (Pantages) Salt Lake City; (Orpheum) Ogden, Utah, 21-26.
 Paramo (Strand) Washington.
 Paramount Four (Pantages) Winnipeg, Can.; (Pantages) Saskatoon 24-26.
 Parker Bros. (51st St.) New York.
 Parks, Grace & Eddie (Jefferson) Dallas, Tex., 17-19.
 Pasquale & Powers (Loew) Holyoke, Mass., 17-19.
 Patches (Bijou) Birmingham 17-19.
 Patrice & Sullivan (Bijou) Birmingham 17-19.
 Patricia, Tom (Temple) Detroit.
 Paula (Liberty) Lincoln, Neb., 17-19; (Globe) Kansas City 21-22; (Novelty) Topeka, Kan., 24-26.
 Paul & Pauline (Liberty) Cleveland.
 Paul & DeHaven (Palace) Hartford, Conn., 17-19.
 Payne, Mr. and Mrs. Sydney (Pantages) St. Louis.
 Pealson & Wallace (Emery) Providence, R. I., 17-19.
 Pearl's Gypsies (Virginian) Kenosha, Wis., 17-19; (Majestic); Cedar Rapids, Ia., 21-26.
 Pearson & Lewis (Alhambra) New York.
 Pearson, Newport & Pearson (Temple) Rochester, N. Y.

Pedestrianism (Keith) Toledo, O.; (Palace) Milwaukee 21-26.
 Peerless Trio (Pantages) Oakland, Cal.; (Pantages) Los Angeles 21-26.
 Permalne & Shelley (Pantages) Victoria, Can.; (Pantages) Tacoma, Wash., 21-26.
 Perry, Geo., & Ray (Empress) Denver.
 Petelung, Paul (Pantages) Portland, Ore.
 Peters & LeBuff (Loew) Fall River, Mass., 17-19.
 Petrowars, Five (Pantages) San Francisco; (Pantages) Oakland 21-26.
 Phesay & Powell (Orpheum) Clinton, Ia., 21-23.
 Phillips, Sidney (Majestic) Chicago; (Orpheum) Madison, Wis., 21-23 (Palace) Rockford, Ill., 24-26.
 Phillips & Glendell (Strand) Winnipeg, Can.; (Orpheum) Grand Forks, N. D., 21-23; (Grand Fargo, 24-26.
 Phila & Pinks (Palace) New Haven, Conn., 17-19.
 Pickens, Arthur, & Co. (Fulton) Brooklyn 17-19.
 Pierce & Goff (Colonial) Erie, Pa.
 Pierlot & Schofield (23rd St.) New York.
 Pietro (Majestic) Reading, Pa.
 Piler & Douglas (Logan Square) Chicago 17-19.
 Pinched (Novelty) Topeka, Kan., 17-19; (Princess) Wichita 21-23; (Mayflower) Florence 24; (Midland) Hutchinson 25-26.
 Pinney, Jarrett & Co. (Strand) Washington.
 Plstel & Johnson (Orpheum) Duluth.
 Playmates (Crystal) St. Joseph, Mo., 24-26.
 Polk, Jack (Empress) Omaha, Neb., 21-23; (Liberty) Lincoln 24-26.
 Pollard Sisters (Capitol) Hartford, Conn., 17-19.
 Polly & Oz (Maryland) Baltimore.
 Powell Troupe (Pantages) Memphis.
 Powers & Wallace (Majestic) Austin, Tex., 17-19.
 Pressler, Dolly Venette (Pantages) San Francisco, 21-26.
 Presslet & Klais (Hamilton) New York.
 Pule & Bernie (Orpheum) St. Louis; (Orpheum) Memphis 21-26.
 Prhruse Minstrels (Pantages) San Francisco; (Pantages) Oakland 21-26.
 Princton & Watson (Bijou) Battle Creek, Mich., 17-19.
 Pritchard, Frances (Orpheum) Lincoln, Neb.; (Orpheum) Kansas City 21-26.
 Prosper & Moret (Orpheum) Duluth.
 Prevost & Goulet (Pantages) Los Angeles; (Savoy) San Diego 21-26.
 Pryor, Martha (5th Ave.) New York.
 Putting It Over (Empress) Denver.
 Quillan Boys, Three (Pantages) Vancouver; (Pantages) Victoria 21-26.
 Quinn & Caverly (Pantages) Tacoma, Wash.; (Pantages) Portland, Ore., 21-26.
 Quixix Four (Sheridan Square) Pittsburg 17-19.
 Rahn & Beck (Pantages) Oakland, Cal.; (Pantages) Los Angeles 21-26.
 Rajah, Princess (Alhambra) New York.
 Rajah, Ali, & Co. (Lyceum) Pittsburg.
 Ramsdell & Deyo (Orpheum) Los Angeles (Orpheum) Salt Lake City 21-26.
 Randall, Bobby (Orpheum) Lincoln, Neb.; (Orpheum) Omaha 21-26.
 Rasch, Albertine, Co. (Orpheum) Oakland, Cal.; (Orpheum) Sacramento 21-23; Fresno 24-26.
 Rasso & Co. (Orpheum) Galesburg, Ill., 17-19; (Majestic) Bloomington 21-23; (Orpheum) Peoria 24-26.
 Rathbourne, Four (Palace) Manchester, N. H.
 Rawson & Claire (Empress) Omaha, Neb., 17-19; (Liberty) Lincoln 21-23; (Globe) Kansas City 24-26.
 Ray & Fox (Pantages) Vancouver, Can.; (Pantages) Victoria 21-26.
 Ray, J. T., Co. (Able) Easton, Pa.
 Reader, Chas. (Pantages) St. Louis.
 Readings, Tom (Shea) Buffalo, N. Y.
 Reckless & Arley (Hipp) Spokane, Wash., 17-19.
 Reddy, Jack (Orpheum) New York 17-19.
 Redford & Winchster (Columbia) Davenport, Ia., 21-23; (Majestic) Cedar Rapids, 24-26.
 Reddington & Grant (Proctor) Mt. Vernon, N. Y.
 Redmond & Wells (Hoyt) Long Beach, Cal.; (Pantages) Salt Lake City 21-26.
 Reed & Clifton (Palace) Cincinnati.
 Reed & Tucker (Majestic) Wichita Falls, Tex.
 Regal & Mack (Loew) Duluth, Minn., 17-19.
 Regals, Three (Palace) Moline, Ill., 17-19; (Orpheum) Peoria 21-23.
 Regay, Pearl (Keith) Syracuse, N. Y.
 Rehn, Marva (Pantages) Tacoma, Wash.; (Pantages) Portland, Ore., 21-26.
 Rekoma (Maryland) Baltimore.
 Rempel, Bessie, Co. (Majestic) Ft. Worth, Tex.
 Rempel, Harriet, Co. (Orpheum) Vancouver, Can.; (Orpheum) Seattle 21-26.
 Renard & West (Hipp) Baltimore.
 Retter Bros. (Orpheum) Richmond, Ind., 17-19.
 Revue De Luxe (Orpheum) Richmond, Ind., 17-19.
 Reynolds Trio (Proctor) Newark, N. J.
 Reynolds, Jim (Washington) Belleville, Ill., 17-19; (Grand) Centralia 21-23.
 Rhinelandt & Huff (Pantages) Spokane; (Pantages) Seattle 21-26.
 Rhoda's Elephants (Pantages) Spokane; (Pantages) Seattle 21-26.
 Rhyme & Rhythm of 1921 (Loew) Toronto.
 Rihs, The (Keith) Portland, Me.
 Rihs's Look (Colonial) Erie, Pa.
 Rice & Newton (Orpheum) Oakland, Cal.; (Orpheum) Sacramento 21-23; (Orpheum) Fresno 24-26.
 Richards, Chris. (Scollay Square) Boston.
 Ridgely, Elsie, & Co (Loew) Ottawa, Can.
 Rising Generation (Regent) Detroit.
 Rives & Arnold (Bijou) Birmingham 17-19.
 Roach & McCurdy (Uptown) Toronto 17-19.

Rontina & Barrett (Pantages) Los Angeles (Savoy); San Diego 21-26.
 Robert & Demont (Orpheum) Marion, Ind., 17-19.
 Roberts, Joe (Pantages) Toronto.
 Robinson's Baboons (Jefferson) Dallas, Tex., 17-19.
 Robinson, Bill (Palace) Moline, Ill., 17-19; (Majestic) Waterloo, Ia., 21-23; (Orpheum) Sioux City 24-26.
 Robison & Pierce (Orpheum) Galesburg, Ill., 17-19; (Majestic) Bloomington 21-23; (Orpheum) Joliet 21-23.
 Rock, Wm., & Girls (Hoyt) New York.
 Rogers, Will & Mary (Orpheum) Boston 17-19.
 Rollo & Mulroy (Crescent) New Orleans 17-19.
 Rols & Royce (Shea) Toronto.
 Roumine, Homer (Temple) Rochester, N. Y.
 Roumo Sisters, Three (Majestic) Cedar Rapids, Ia., 17-19; (Majestic) Waterloo 21-23; (Cord) Mason City 21-26.
 Rouma Troupe (Crystal) St. Joseph, Mo., 21-23.
 Rome & Gant (Keith) Syracuse, N. Y.
 Ronald & Ward (McVickers) Chicago 17-19.
 Rondas Duo (Crystal) St. Joseph, Mo., 21-26.
 Roode & Francis (Olympia) Newport News, Va.
 Roof Garden Trio (Princess) Wichita, Kan., 17-19; (Cook) Okmulgee, Ok., 21-23; (Odeon) Bartlesville 24-26.
 Rosales, The (Pantages) Spokane 21-26.
 Rose & Moon (Flatbush) Brooklyn.
 Rose Revue (Grand) Atlanta 17-19.
 Rose, Ellis & Rose (Pantages) Spokane; (Pantages) Seattle 21-26.
 Rose & Thorn (Loew) Superior, Wis., 17-19.
 Rose Garden (Orpheum) Waco, Tex., 17-19.
 Rosellas, Two (Auditorium) Quebec, Can.
 Rosner, Geo. M., & Co. (Orpheum) Brooklyn.
 Rosnier & Muff (Grand) St. Louis; (Majestic) Springfield, Ill., 21-23; (American) Chicago 24-26.
 Rosini, Carl, Co. (Pantages) San Antonio, Tex.
 Ross, Eddle (Davis) Pittsburg.
 Rounder of Old Broadway (Palace) Brooklyn 17-19.
 Rowland & Meehan (Orpheum) Ogden, Utah; (Empress) Denver 21-26.
 Roy & Arthur (Orpheum) St. Paul; (Orpheum) Minneapolis 21-26.
 Royal Harmony Five (Liberty) Cleveland.
 Royle, Ruth (Keith) Dayton, O.
 Royle, Fred & Villa (Cohen) Poughkeepsie, N. Y., 17-19; (Howard) Boston, 21-26.
 Rubelown Folles (Orpheum) Green Bay, Wis.; (Palace) Rockford, Ill., 21-23.
 Rubeville (Majestic) Little Rock, Ark.
 Rucker & Winfred (Orpheum) Sioux Falls, S. D., 17-19; (Orpheum) Sioux City, Ia., 21-23.
 Ruggier, Elsa, Co. (Orpheum) Des Moines, Ia.; (Majestic) Milwaukee 21-26.
 Ruffles (Empress) Decatur, Ill., 21-23; (Orpheum) Champaign 24-26.
 Rugel, Yvette (Orpheum) Brooklyn.
 Ruloff & Rulowa Ballett (Loew) Fall River, Mass., 17-19.
 Russell & Hayes (Greeley Square) New York 17-19.
 Russell & Devitt (Riverside) New York.
 Russell, Jack, & Co. (Palace) Moline, Ill., 17-19; (Majestic) Des Moines, Ia., 21-23; (Majestic) Waterloo 24-26.
 Russell, Marie (Olympia) New Bedford, Mass.
 Ryan & Ryan (Alhambra) New York.
 Sabbott & Brooks (Proctor) Schenectady, N. Y.
 Sabini, Frank (Broadway) Springfield, Mass., 17-19.
 St. Clair, Winfred, Co. (Palace) New Haven, Conn., 17-19.
 Sale, Chic (Jefferson) New York.
 Salle & Robles (American) New York 17-19.
 Salvation Molly (Pantages) Salt Lake City; (Orpheum) Ogden 21-26.
 Samoya (Keith) Dayton, O.
 Sampsel, Leonard Co. (Pantages) San Francisco 21-26.
 Samstead & Marion (Princess) Montreal.
 Samuels, Rae (Orpheum) Lincoln, Neb.; (Orpheum) Kansas City 21-26.
 Sansone & Della (Orpheum) Duluth; (Orpheum) Minneapolis 21-26.
 Santos & Hayes Revue (Shea) Toronto.
 Santry & Norton (Loew) Memphis 17-19.
 Santry, Henry, & Band (Orpheum) St. Louis; (Orpheum) Memphis 21-26.
 Saramoff & Sonia (Princess) Wichita, Kan., 17-19; (Grand) St. Louis 21-26.
 Sargent Bros. (Kedzie) Chicago 17-19; (Grand) St. Louis 21-26.
 Saxton & Farrell (Majestic) Dallas, Tex.
 Scanlan Bros. (Olympia) Newport News, Va.
 Schichtel's Manniklus (Keith) Boston.
 Schoen, Billy (Majestic) Wichita Falls, Tex.
 Sculpture Garden (Orpheum) Massillon, O., 17-19.
 Seabury, Wm. Co. (Orpheum) Salt Lake City; (Orpheum) Denver 21-26.
 Seabury, Ralph (Loew) St. Louis 17-19.
 Sealy (Shea) Buffalo, N. Y.
 Seaman & Sloan (Pantages) Spokane 21-26.
 Sebastian & Sisters (Palace) Cincinnati.
 Seebachs, The (Olympia) New Bedford, Mass.
 Seeley, Blossom, Co. (Orpheum) Duluth; (Orpheum) Winnipeg 21-26.
 Selbini, Mizpah, Co. (Poli) Bridgeport, Conn., 17-19.
 Selbini & Nagel (Orpheum) Minneapolis; (Orpheum) Winnipeg 21-26.
 Sellind & Grovini (Orpheum) Omaha; (Palace) Chicago 21-26.
 Sept, Moon (Pantages) Tacoma, Wash.; (Pantages) Portland, Ore., 21-26.
 Seymour, Harry & Anna (Orpheum) St. Louis; (Orpheum) Memphis 21-26.

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7th and Elm Streets, ST. LOUIS, MO.

BASE BALL
ATHLETIC EVENTS
RACE MEETS
CIRCUS
CARNIVALS
PARKS

FAIRS
TENT SHOW

CELEBRATIONS
AUTO RACES
4TH OF JULY
WILD WEST
AVIATION MEETS

Sharkey, Roth & Witt (Palace) Springfield, Mass., 17-19.

Sharrocks, The (Shea) Buffalo, N. Y.

Shaw, Lillian (Keith) Toledo, O.

Shaw, Lella, Co. (Poli) Wilkes-Barre, Pa., 17-19.

Shaw & Campbell (Jeffers-Strand) Saginaw, Mich., 17-19.

Shaw's Circus (Broadway) Butte, Mont., 19-22.

Shea, Thos. E. & Co. (Keith) Columbus, O.

Shields, Ella (Princess) Montreal.

Shields, Frank (Majestic) Johnstown, Pa., 17-19.

Shirley, Eva (Alhambra) New York.

Silver, Duval & Co. (Orpheum) Madison, Wis., 17-19; (Majestic) Cedar Rapids, Ia., 24-26.

Silver & North (Logan Square) Chicago 21-23.

Singer's Midgets (Majestic) Cedar Rapids, Ia., 17-19; (Orpheum) Omaha 21-26.

Sisto, Wm. (Novelty) Topeka, Kan., 17-19; (Princess) Wichita 21-23; (Mayflower) Florence 24; (Midland) Hutchinson 25-26.

Smith, Tom, Co. (Orpheum) Calgary, Can., 17-19; (Orpheum) Vancouver 21-26.

Smith & Inman (Majestic) Waterloo, Ia., 17-19; (Cecil) Mason City 21-23; (Orpheum) Sioux Falls, S. D., 24-26.

Smith, Ben (Empress) Grand Rapids, Mich.

Snell & Vernon (Orpheum) South Bend, Ind., 17-19; (Hipp) Terre Haute, Ind., 21-23; (Grand) Evansville 24-26.

Snow, Ray (Orpheum) Champaign, Ill., 17-19.

Snyder, Bud, & Co. (Orpheum) Brooklyn.

Sons of Jazz, Three (Pantages) Suit Lake City; (Orpheum) Ogden 24-26.

Speck, Tris & Harvey (Majestic) Dubuque, Ia., 21-23.

Spencer & Willa's (Palace) Cincinnati.

Spick & Span (Columbia) St. Louis 17-19.

Spirit of Mardi Gras (Lincoln) Chicago 17-19.

Stafford's Animals (Uptown) Toronto 17-19.

Stafford-DeRoss Trio (Hipp) Toronto.

Staley & Birbeck (Pantages) Winnipeg, Can.; (Pantages) Saskatoon 24-26.

Stamm, Orville (Pantages) Portland, Ore.

Stanley (Rialto) Racine, Wis., 17-19.

Stanton, Ed & Mack (Orpheum) Memphis; (State Lake) Chicago 21-26.

Stanley & Eva (Bijou) Bangor, Me.

Stanley & Lee (Keith) Portland, Me.

Stanley & Winthrop (Lincoln Square) New York 17-19.

Stanley & Norton (Keith) Providence.

Stanley & Birnes (Rialto) St. Louis 21-26.

Santley, Zaida (Pantages) San Francisco; (Pantages) Oakland 21-26.

Stanton, Val & Ernie (Keith) Columbus, O.

WALTER STANTON

IS BOOKING HIS THREE COMEDY ACTS AT FAIRS AND PARKS. ADDRESS, CARE BILLBOARD, CHICAGO.

Stanton, Will, & Co. (Jeffers-Strand) Saginaw, Mich., 17-19; (Orpheum) South Bend 21-23; (Kedzie) Chicago 24-26.

State Room 19 (Empress) Denver.

Stearns, The (Seccoy Square) Boston.

Step Lively (Orpheum) Denver; (Orpheum) Lincoln, Neb., 21-26.

Stepping Stone Revue (Loew) St. Paul 17-19.

Sterling & Marguerite (Palace) Rockford, Ill., 21-23; (Orpheum) Madison, Wis., 24-26.

Sterling Sax, Four (Pantages) San Francisco 21-26.

Stevens & Lovejoy (Pantages) Victoria, Can.; (Pantages) Tacoma, Wash., 21-26.

Stine Trio (Orpheum) Jackson, Mich., 17-19.

Stone & Hayes (Hipp) Terre Haute, Ind., 17-19.

Stone & Hable (Grand) Cleveland.

Stratford Comedy Four (Grand) Evansville, Ind., 17-19; (Empress) Decatur, Ill., 21-23; (Orpheum) Champaign, Ill., 24-26.

Stuart Girls (Liberty) Lincoln, Neb., 17-19; (Globe) Kansas City 21-23; (Novelty) Topeka, Kan., 24-26.

Sullivan & Mack (Majestic) Cedar Rapids, Ia., 21-23.

Sully & Houghton (Alhambra) New York.

Sultan (Orpheum) Joliet, Ill., 17-19; (Orpheum) Galesburg 21-23; (Orpheum) Quincy 24-26.

Summers Duo (Lyceum) Pittsburg.

Suratt, Valeska, Co. (Orpheum) San Francisco; (Orpheum) Oakland 21-26.

Suter, Ann (Palace) Cincinnati.

Svengali (Pantages) Vancouver, Can.; (Pantages) Victoria 21-26.

Sweeney, Bess (Strand) Crawfordsville, Ind., 17-19.

Sweet Sixteen (Pantages) St. Louis.

Sweeties (Crescent) New Orleans 17-19.

Swift & Kelly (Broadway) New York.

Swor Bros. (Orpheum) Madison, Wis., 17-19; (Rialto) Racine 21-23; (American) Chicago 24-26.

Sylvester Family (Orpheum) Winnipeg, Can.; (Orpheum) Calgary 21-23; (Orpheum) Edmonton 24-26.

Syncoated Feet (Hipp) Spokane, Wash., 17-19.

Tale of Three Cities (Empress) Omaha, Neb., 21-23; (Liberty) Lincoln 24-26.

Tallafaro, Mabel (Princess) Montreal.

Tango Shoes (Palace) Chicago.

Tannen, Julius (Keith) Washington.

Tappan & Armstrong (Emery) Providence, R. I., 17-19.

Taylor, Howard & Taylor (Majestic) Paterson, N. J.

Taylor, Harry (Music Hall) Lewiston, Me.

Taylor, Margaret (Keith) Providence.

Telephone Tangle (Greeley Square) New York 17-19.

Telma, Norma (Temple) Brantford, Can., 17-19.

Tempest & Sunshine (Orpheum) Brooklyn.

Temple Four (Pantages) Butte, Mont., 19-22.

Terry, Frank (Loew) Toronto.

Terry, Art (Orpheum) Massillon, O., 17-19.

Terry, Sheila, Co. (Majestic) Austin, Tex.

Tesebowski's Cats (Novelty) Topeka, Kan., 17-19; (Princess) Wichita 21-23; (Mayflower) Florence 24; (Midland) Hutchinson 25-26.

Texas Comedy Four (Orpheum) Waco, Tex., 17-19.

Thirty Pink Toes (Cecil) Mason City, Ia., 17-19; (Majestic) Waterloo 21-23; (Majestic) Cedar Rapids 24-26.

Thomas, Joe, Co. (Pantages) Spokane 21-26.

Thornton Sisters (Palace) Manchester, N. H.

Thursby, Dave (Palace) Cincinnati.

Tilton, Corrine, Revue (Orpheum) Memphis; (Orpheum) New Orleans 21-26.

Tilyou & Rogers (Kling St.) Hamilton, Can., 17-19.

Toney & George (Proctor) Yonkers, N. Y.

Toomer, Henry B. & Co. (Orpheum) South Bend, Ind., 17-19; (Virginal) Kenosha, Wis., 21-26.

Tompkins, Susan (Majestic) Dallas, Tex.

Toney & Norman (Lyric) Hamilton, Can.

Toon Leon (Princess) Wichita, Kan., 17-19; (Grand) Centralia, Ill., 24-26.

Topics & Tunes (Loew) Montreal.

Torrell's Circus (Pantages) San Francisco 21-26.

Towle, Joe (Orpheum) Duluth.

Toy Shop (National) New York 17-19.

Toyama Japs (Orpheum) Madison, Wis., 17-19; (Palace) Milwaukee 21-26.

Tracey & McBride (Orpheum) St. Paul 21-26.

Trainer, Jack, Co. (Majestic) Houston, Tex.

Travers & Douglas (Roanoke) Roanoke, Va.

Trevette, Ireno, (Pantages) San Antonio, Tex.

Trip to Hitland (Capitol) Hartford, Conn., 17-19.

Trovato (Loew) Duluth, Minn., 17-19.

Tsuda, Harry (Rialto) St. Louis; (Logan Square) Chicago 21-23; (Kedzie) Chicago 24-26.

Tuck & Clark (Majestic) Ft. Worth, Tex.

Turner & Joselyn (Broadway) Springfield, Mass., 17-19.

Tusciano Bros. (Orpheum) Los Angeles; (Orpheum) Salt Lake City 21-26.

Twentieth Century Revue (Colonial) Haverhill, Mass.

Under the Apple Tree (Empress) Grand Rapids, Mich.; (Empress) Chicago 21-26.

Unusual Duo (Palace) New Haven, Conn., 17-19.

Upside Down Millettes (Avenue B) New York 17-19.

Usher, C. & F. (Orpheum) Los Angeles; (Orpheum) Salt Lake City 21-26.

Uyeda Japs (Colonial) Haverhill, Mass.

Vaggas, The (Crystal) St. Joseph, Mo., 21-23; (Liberty) Lincoln, Neb., 24-26.

Valentine & Bell (Orpheum) Denver; (Orpheum) Lincoln, Neb., 21-26.

Van Cleve & Pete (Keith) Jersey City, N. J.

Van & Corbett (Orpheum) Brooklyn.

Van Hoven (Keith) Indianapolis; (Palace) Chicago 21-26.

Vane, Sybil (Dominion) Ottawa, Can.

Vardon & Perry (Pantages) Calgary, Can.

Varieties of 1920 (Majestic) Wichita Falls, Tex.

Vee & Tulley (Poli) Wilkes-Barre, Pa., 17-19.

Vernon Sisters (Keith) Boston.

Verona, Countess (Savoy) San Diego, Cal.; (Hoyt) Long Beach 21-26.

Vesta, Elva (Palace) Brooklyn, 17-19.

Victors, Three (Majestic) Reading, Pa.

Vincent, Claire (Savoy) San Diego, Cal.; (Hoyt) Long Beach 21-26.

Vincent, Helen (Crescent) New Orleans 17-19.

Violin Misses, Five (Pantages) San Francisco; (Pantages) Oakland 21-26.

Virginia Steppers (Kling St.) Hamilton, Can., 17-19.

Vivian, Ann, Co. (Pantages) Minneapolis; (Pantages) Winnipeg 21-26.

Voelk, Murray (Globe) Kansas City, 17-19; (Novelty) Topeka, Kan., 21-23; (Princess) Wichita 24-26.

Vokes & Don (Orpheum) Los Angeles; (Orpheum) Salt Lake City 21-26.

Volunteers, The (Orpheum) Galesburg, Ill., 17-19; (Majestic) Bloomington 21-23; (Orpheum) Peoria 24-26.

Vox, Valentine, & Co. (Orpheum) Jackson, Mich., 17-19.

Voyer & Wendell (Poli) Bridgeport, Conn., 17-19.

Wack & LeLand Sisters (Bijou) Battle Creek, Mich., 17-19.

Waller, George B. Cushing, Okla.; Cleveland, 21-26.

Wallman, Rubie (Keith) Portland, Me.

Walmsley & Keating (Majestic) Springfield, Ill., 17-19; (Hipp) Terre Haute, Ind., 21-23; (Grand) Evansville 21-26.

Walsh & Edwards (Dominion) Ottawa, Can.

Walsh & Austin (Cecil) Mason City, Ia., 17-19; (Orpheum) Sioux Falls, S. D., 21-23; (Empress) Omaha, Neb., 24-26.

Walters & Walters (Keith) Indianapolis.

Walters Wanted (Crystal) St. Joseph, Mo.

Walters, F. & O. (Orpheum) Los Angeles; (Orpheum) Salt Lake City 21-26.

Walton & Brandt (Empress) Denver.

Walton, Buddy (Orpheum) Sioux City, Ia., 17-19; (Orpheum) Minneapolis 21-26.

Walton, B. & L. (Orpheum) St. Paul; (Majestic) Chicago 21-26.

Wanda (Logan Square) Chicago 17-19.

Wanzer & Palmer (Empress) Grand Rapids, Mich.

Ward & Green (Majestic) San Antonio, Tex.

Ward & Wilson (Loew) Hoboken, N. J., 17-19.

Ward & Dooley (Orpheum) Quincy, Ill., 17-19; (Grand) Evansville, Ind., 21-23; (Hipp) Terre Haute 24-26.

Ward, Will J., & Girls (Keith) Syracuse, N. Y.

Ward, Solly, Co. (Majestic) Milwaukee.

Warden & Naldy (Princess) Wichita, Kan., 17-19; (Cook) Okmulgee, Ok., 21-23; (Odeon) Bartlesville 24-26.

Warwick & Leigh Trio (Cecil) Mason City, Ia., 21-23.

Washington, Betty (Proctor) Mt. Vernon, N. Y.

Waters, Hopkins & Churchhill (Orpheum) Richmond, Ind., 17-19.

Watts & Hawley (Royal) New York.

Weadick, Guy, & Flores LaDue (Harris) Pittsburg (Camden) Clarksburg, W. Va., 21-23; (Robinson Grand) Parkersburg, 21-26.

Weaver & Weaver (Proctor) Albany, N. Y.

Weber Girls, Three (Colonial) Erie, Pa.

Weir, Jack & Tommy (Miles) Detroit.

Welch, Mealy & Montrose (Hipp) Youngstown, O.

Wellman, Emily Ann (Orpheum) Sioux City, Ia., 17-19; (Orpheum) St. Paul 21-26.

Wells & Bezgs (Pantages) Spokane; (Pantages) Seattle 21-26.

Wems, Walter (Empress) Decatur, Ill., 17-19; (Empress) Chicago 21-23; (Orpheum) Peoria.

Werner & Amoros (Empire) Salem, Mass.

West, Harry, & Chums (Loew) London, Can., 17-19.

Weston & Kline (Loew) Memphis 17-19.

Weston & Marlon (Garden) Kansas City, Mo., 17-19.

Weston's Models (Orpheum) South Bend, Ind., 17-19; (Empress) Chicago 21-23; (Logan Square) Chicago 24-26.

Wheeler & Potter (Keith) Dayton, O.

Wheeler Trio (McVickers) Chicago.

Wheeler, B. & B. (Orpheum) Seattle; (Orpheum) Portland, Ore., 21-26.

Whipple, Huston & Co. (Orpheum) Hamilton, O., 17-19; (Kedzie) Chicago 21-23.

White, Porter J., Co. (Plaza) Worcester, Mass., 17-19.

White Bros. (Pantages) Victoria, Can.; (Pantages) Tacoma, Wash., 21-26.

White Bros. & Stendel (Orpheum) St. Paul 21-26.

Whitehead, Joe (Grand) Cleveland.

Whitlaw, Arthur (Keith) Lowell, Mass.

Whitfield & Ireland (Orpheum) Kansas City, Pa.; (Palace) Chicago 21-26.

Whiting & Hurt (Palace) New York.

Wilbur & Lyke (Jefferson) Dallas, Tex., 17-19.

Wilbur & Girilo (Loew) Superior, Wis., 17-19.

Wilbur & Adams (Davis) Pittsburg.

Wilcox, Frank, Co. (Majestic) San Antonio, Tex.

Wilcox, Bert, Co., (Poli) Scranton, Pa., 17-19.

Wilde, Mr. and Mrs. G. (Orpheum) Salt Lake City; (Orpheum) Denver 21-26.

Wiley, Mr. & Mrs. (McVickers) Chicago.

Wilkins & Wilkens (Pantages) Portland, Ore.

Will & Blondy (Able) Easton, Pa.

Willard, Rilla, & Co. (Majestic) Springfield, Ill., 17-19; (Grand) Evansville, Ind., 21-23; (Hipp) Terre Haute 24-26.

Wille Bros. (Hipp) Alton, Ill., 17-19; (Columbia) St. Louis 21-23; (Washington) Belleville, Ill., 24-26.

William & Howard (Grand) Centralia, Ill., 17-19.

Williams, Ed & Mack (Orpheum) New Orleans 21-26.

Williams, Al, & Co. (Kedzie) Chicago 17-19.

Williams & Taylor (Palace) Brooklyn 17-19.

Williams & Pierce (Orpheum) Winnipeg, Can.; (Orpheum) Calgary 21-23; (Orpheum) Edmonton 24-26.

Willing, Bentley & Willing (National) New York 17-19.

Wilson, W. H. (Garrick) Wilmington, Del.

Wilson, Frank (Orpheum) Middletown, O., 17-19.

Wilson & McEvoy (Miles) Detroit.

Wilson, Jack, & Co. (Palace) New York.

Wilson Bros. (Shea) Buffalo, N. Y.

Wilson, Chas. (Majestic) Chicago; (American) Chicago 24-26; (Empress) Chicago 24-26.

Wilton Sisters (Keith) Boston.

Witshell & McCormack (Loew) St. Paul 17-19.

Winnie, Dave (Majestic) Paterson, N. J., 17-19.

Winter Garden Girls (Keystone) Phila.

Winton Bros. (Orpheum) Sioux City, Ia., 17-19; (Orpheum) St. Paul 21-26.

Wirth, Max, & Co. (Davis) Pittsburg.

Wood & Wyde (Hamilton) New York.

Wood, Britt (Pantages) Seattle; (Pantages) Vancouver 21-26.

Worden Bros. (Majestic) Des Moines, Ia., 17-19; (Orpheum) Sioux Falls, S. D., 21-23; (Orpheum) Sioux City, Ia., 24-26.

Work & Mack (Lincoln Square) New York 17-19.

Wray's Mannikins (Loew) Toronto 17-19.

Wrenns, Two (Uptown) Toronto 17-19.

Wright & Wilson (Delancey St.) New York 17-19.

Wright & Dietrich (Empress) Grand Rapids, Mich.; (Majestic) Chicago 21-26.

Wyoming Trio (Empress) Denver.

Yates & Reed (Rialto) St. Louis; (Orpheum) Champaign, Ill., 21-23; (Kedzie) Chicago 24-26.

Ye Song Shop (State Lake) Chicago.

Yes, My Dear (Pantages) Saskatoon, Can., 17-19; (Pantages) Edmonton 21-26.

Yoeman, Geo. & Lizzie (American) Chicago, 17-19; (Orpheum) Des Moines 21-26.

Yorke & Maybelle (Loew) Ottawa, Can.

Young, Dewitt & Sister (Empire) Lawrence, Margaret (Keith) Cincinnati, renee, Mass.

Yvette (Palace) New York.

Zara-Carmen Trio (Pantages) San Antonio, Tex.

Zardo, Eric (Keith) Toledo, O.

Zelaya (Palace) Brooklyn 17-19.

Zippy, Connell & Leona (Columbia) St. Louis 17-19; (Washington) Belleville, Ill., 21-23.

Zulin & Dries (Hipp) Youngstown, O.

Zulieka, Madam (Pantages) Spokane 21-26.

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.)

- 37—Best Show in Town: (Gayety) Toronto 14-19; (Gayety) Buffalo 21-26.
- 5—Big Wonder Show: (Gayety) Omaha 14-19; (Gayety) Kansas City 21-26.
- 12—Bon Tons: (Park) Youngstown, O., 14-16; (Grand) Akron 17-19; (Star) Cleveland 21-26.
- 1—Bostonians: (Star & Garter) Chicago 14-19; (Gayety) Detroit 21-26.
- 20—Bowery Burlesquers: (Grand) Hartford, Conn., 14-19; (Jacques) Waterbury 21-26.
- 33—Flashlights of 1921: (Gayety) Montreal 14-19; (Empire) Albany 21-26.
- 32—Follies of the Day: (Empire) Albany, N. Y., 14-19; (Gayety) Boston 21-26.
- 23—Folly Town: (Park) Bridgeport, Conn., 17-19; (Empire) Providence 21-26.
- 19—Girls de Looke: (Jacques) Waterbury, Conn., 14-19; (Mines) Bronx New York 21-26.
- 16—Girls of U. S. A.: (People's) Philadelphia 14-19; (Palace) Baltimore 21-26.
- 8—Girls, From Happilyland: (Olympic) Cincinnati 14-19; (Columbia) Chicago 21-26.
- 3—Golden Crooks: Open week 14-19; (Gayety) St. Louis 21-26.
- 26—Hastings, Harry, Show: (Hurtig & Seamon) New York 14-19; (Orpheum) Paterson, N. J., 21-26.
- 38—Hipp, Hipp, Hooray Girls: (Gayety) Detroit 14-19; (Gayety) Toronto 21-26.
- 36—Hits & Bits (Gayety) Buffalo 14-19; (Gayety) Rochester 21-26.
- 31—Howe's, Sam, Jollities of 1921: (Gayety) Boston 14-19; (Columbia) New York 21-26.
- 9—Jingle, Jingle: (Lyric) Dayton, O., 14-19; (Olympic) Cincinnati 21-26.
- 34—Kelly's, Lew, Show: (Bastable) Syracuse, N. Y., 14-16; (Gayety) Utica 17-19; (Gayety) Montreal 21-26.
- 24—Maid of America: (Majestic) Jersey City, N. J., 14-19; (Ferry Amboy 21; Plainfield 22; Stamford, Conn., 23; (Park) Bridgeport 24-26.
- 27—Marion's, Dave, Show: (Casino) Philadelphia 14-19; (Hurtig & Seamon) New York 21-26.
- 13—Million-Dollar Dolls: (Gayety) Pittsburg 14-19; (Park) Youngstown, O., 21-23; (Grand) Akron 24-26.
- 2—Parisian Whirl: (Gayety) St. Louis 14-19; (Star & Garter) Chicago 21-26.
- 7—Peek-a-Boo: (Columbia) Chicago 14-19; (Berchel) Des Moines, Ia., 21-23.
- 29—Powder Puff Revue: (Empire) Brooklyn 14-19; (Empire) Newark, N. J., 21-26.
- 10—Reeves, Al, Joy Belles: (Empire) Toledo, O., 14-19; (Lyric) Dayton 21-26.
- 17—Reynolds, Abe, Revue: (Casino) Brooklyn 14-19; (People's) Philadelphia 21-26.

KILPATRICK'S \$5.00 and \$20.00

Accident Insurance Protects Show Folks.

ROOKERY BUILDING, CHICAGO, ILL.

- 16-Roseland Girls: (Palace) Baltimore 14-19; (Gayety) Washington 21-26.
- 30-Rizzer's Jack Show: (Columbia) New York 14-19; (Empire) Brooklyn 21-26.
- 28-Snappy Snaps: (Empire) Newark, N. J., 14-19; (Casino) Philadelphia 21-26.
- 21-Social Maids: (Casino) Boston 14-19; (Grand) Hartford, Conn., 21-26.
- 22-Sporting Widows: (Empire) Providence 14-19; (Casino) Boston 21-26.
- 25-Step Lively Girls: (Gayety) Rochester 14-19; (Unstable) Syracuse 21-23; (Gayety) Utica 24-26.
- 4-Sydel, Rose, London Belles: (Gayety) Kansas City 14-19; open week 21-26; (Gayety) St. Louis 28-April 2.
- 11-Town Scandals: (Star) Cleveland 14-19; (Empire) Toledo 21-26.
- 6-Twinkle Toes: (Berchel) Dea Moines, Ia., 14-18; (Gayety) Omaha 21-26.
- 14-Victory Belles: (Gayety) Washington 14-19; (Gayety) Pittsburgh 21-26.
- 25-Williamna, Mollie, Show: (Orpheum) Paterson, N. J., 14-19; (Majestic) Jersey City 21-26.
- 18-Wrothe, Ed Lee, & His Best Show: (Miner's Bronx) New York 14-19; (Casino) Brooklyn 21-26.

AMERICAN CIRCUIT

- 32-All Jazz Revue: Ashbury Park, N. J., 16; Reading, Pa., 17; (Grand) Trenton, N. J., 18-19; (Trocadero) Philadelphia 21-26.
- 13-Bathing Beauties: (Empire) Cleveland 14-19; lay-off 21-26; (Academy) Pittsburgh 28-April 2.
- 30-Beauty Revue: (Majestic) Scranton, Pa., 14-19; Blaghamton, N. Y., 21-23; Elmira 24; Niagara Falls 25-26.
- 14-Beauty Trust: (Lycenm) Columbus, O., 14-19; (Empire) Cleveland 21-26.
- 18-Broadway Belles: (Haymarket) Chicago 14-19; (Park) Indianapolis 21-26.
- 27-Cabaret Gloria: (Academy) Buffalo 14-19; (Cadillac) Detroit 21-26.
- 12-Cate Cuties: Open week 14-19; (Academy) Pittsburgh 21-26.
- 5-Dixon's Henry P., Big Sensation: (Empire) Hoboken, N. J., 14-19; Newburg, N. Y., 21-23; Poughkeepsie 24-26.
- 36-Follies of Pleasure: Greenfield, Mass., 16; Pittsfield 17; Gloversville, N. Y., 18; Amsterdam 19; (Gayety) Brooklyn 21-26.
- 31-French Follies: (Trocadero) Philadelphia 14-19; (Majestic) Scranton 21-26.
- 8-Girls From Joyland: (Capitol) Washington 14-19; (Bijou) Philadelphia 21-26.
- 6-Girls From the Follies: (Star) Brooklyn 14-19; (Empire) Hoboken, N. J., 21-26.
- 4-Grown-Up Babies: (Cohan) Poughkeepsie, N. Y., 17-19; (Howard) Boston 21-26.
- 10-Hurly Burly: Penn Circuit 14-19; (Gayety) Baltimore 21-26.
- 1-Jazz Babies: (Grand) Worcester, Mass., 14-19; (Plaza) Springfield 21-26.
- 16-Joy Riders: (Gayety) Louisville 14-19; (Empress) Cincinnati 21-26.
- 37-Kandy Kids, with Lena Daly: (Plaza) Springfield, Mass., 14-19; Holyoke 21; Greenfield 22-23; Pittsfield 24; Gloversville 25; Amsterdam 26.
- 17-Kewpie Dolls (Park) Indianapolis 14-19; (Gayety) Louisville 21-26.
- 2-Lid Lifters: (Academy) Fall River, Mass., 17-19; (Grand) Worcester 21-26.
- 23-Mischief Makers: (Century) Kansas City 14-19; St. Joseph 20; (Gayety) Minneapolis 28-April 2.
- 24-Monte Carlo Girls: (Standard) St. Louis 14-19; (Century) Kansas City 21-26.
- 33-Naughty Naughty: (Gayety) Newark, N. J., 14-19; Long Branch 21; Asbury Park 22-23; Reading, Pa., 24; (Grand) Trenton, N. J., 25-26.
- 21-Parisian Fillets: (Gayety) Minneapolis 14-19; (Gayety) St. Paul 21-26.
- 3-Puss Puss: (Howard) Boston 14-19; New Bedford 21-23; Fall River 24-26.
- 22-Razzle Dazzle: St. Joseph 14-19; (Gayety) Minneapolis 21-26.
- 20-Record Breakers: Elmira, N. Y., 17; Niagara Falls 18-19; (Star) Toronto 21-26.
- 7-Round the Town: (Bijou) Philadelphia 14-19; (Star) Brooklyn 21-26.
- 19-Social Follies: (Gayety) Milwaukee 14-19; (Haymarket) Chicago 21-26.
- 34-Some Show: (Olympic) New York 14-19; (Gayety) Newark, N. J., 21-26.
- 15-Stone & Pillard's Show: (Empress) Cincinnati 14-19; (Lycenm) Columbus 21-26.
- 20-Sweet Sweeties: (Gayety) St. Paul 14-19; (Gayety) Milwaukee 21-26.
- 26-Tempters: (Cadillac) Detroit 14-19; (Englewood) Chicago 21-26.
- 25-Tid Bits of 1921: (Englewood) Chicago 14-19; (Standard) St. Louis 21-26.
- 35-Tiddle-de-Winks: (Gayety) Brooklyn 14-19; (Olympic) New York 21-26.
- 9-Tittle Tattle: (Gayety) Baltimore 14-19; (Capitol) Washington 21-26.
- 23-Whirl of Mirth: (Star) Toronto 14-19; (Academy) Buffalo 21-26.
- 11-White, Pat, Show: (Academy) Pittsburgh 14-19; Penn Circuit 21-26.

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.

BANDS & ORCHESTRAS

(ROUTES FOR THIS COLUMN SHOULD REACH THE CINCINNATI OFFICE BY SATURDAY MORNING TO INSURE PUBLICATION. PERSMANENT ADDRESSES WILL NOT BE PUBLISHED FREE OF CHARGE.)

Allen, Jean, & His All-American Band: En route C. R. Leggett Shows.
 American-Canadian Orchestra, R. J. Maddaford, dir.: (Casino Burgoyne) Daytona, Fla., to April 15.
 Arizoli's Band: En route with Southern Expo. Shows.
 Astolfo, J., Band: Columbia, S. C., until March 25.
 Bachman, Harold, & His Million-Dollar Band: Palm Beach, Fla., Jan. 9-March 18.

Baldsen's, Harry, Dance Artists: (Whittle Springs Hotel) Knoxville, Tenn., indef.
 Battiatto Bros.: Band: En route Krause Bros. Greater Shows.
 Blue Ridge Melody Boys, Geo. B. Rearick, mgr.: (Country Club) Lorain, O., indef.
 Brown Family Band, R. A. Brown, mgr.: So. Jacksonville, Fla., indef.
 Browlee's Novelty Orchestra: (Pier) Detroit, Mich., indef.
 Chapin's Original Illinois Five: Monmouth, Ill., until April 20.
 Colasanti's, Sam, Band: New York City, indef.
 Cotton's, Billie, Girls' Orchestra: (Hotel Henry) Pittsburg, Pa., indef.
 Crouse Rsgadoura: LaCrosse, Wis., indef.
 Duce's, G., Band: Ensey, Ala., 14-19.
 Engelman's Jazz Dance Orchestra, Billy Engelman, mgr.: (Hotel Montrose) Cedar Rapids, Ia., indef.
 Fischer & His Expo. Orchestra: (Industrial Expo.) Grand Rapids, Mich., 14-19; Kalamazoo 21; Plainwell 22; Douglas 23; Vicksburg 24; Burr Oak 25; White Pigeon 26.
 Fury Bros.' Orch., W. S. Fury, mgr.: (Hotel McAllister) Miami, Fla., to April 1.
 Garber-Davis Celebrated Novelty Society Orchestra, E. Page Yarborough, mgr.: (Selwyn Hotel) Charlotte, N. C., indef.
 Gilmore's Orchestra: Johnston, N.H., 16; Atkinson 17; Inman 18; Page 19.
 Girard's Band: Tampa, Fla., to April 1.
 Goff's Royal Garden Five: Erie, Pa., to March 28.
 Hertzell's Novelty Five: (Country Club) Orlando, Fla., indef.
 Kentucky Five: Original: Lee Braller, mgr.: Headin, Va., indef.
 Lake Orchestra, M. E. Barton, mgr.: Conneaut Lake, Pa., indef.
 Langdon's Dance Orchestra, Harold Hartley, mgr.: (Brooklawn) Bridgeport, Conn., indef.
 Lee's Concert Band: Moest, Mo., indef.
 MacBride's Orchestra: (Hotel Broward) Ft. Lauderdale, Fla., until Apr. 1.
 Matthew's Marine Band: En route Coley's Greater Show.
 McQuerry, Geo. L., & His Original Frisco Five: (Greenwich Village Review) Miami, Fla., until April 4.
 Niles, C. H., Orch.: (Casino) Marshalltown, Ia., indef.
 Nix's Novelty Four, H. E. Nix, mgr.: Hobart, Ok., indef.
 Sazy's Melody Fads: (Bayas Cabaret) Orlando, Fla., to May 20.
 Seattle Jazz Wonders: Plackneyville, Ill., 16; Murphersboro 17; Centra 18; Johnston City 19.
 Siscoe's Band: Summerville, Ga., 14-19.
 Smith's, Roy D., Royal Scotch Highlanders' Band: Orlando, Fla., to April 1.
 Syncoating Five, The: (Gold Dragon) St. Petersburg, Fla., until March 29.
 Tracy's, John C., Novelty Orchestra: (Signal Mt. Hotel) Chattanooga, Tenn., indef.
 Victor's Band, John F. Victor, dir.: (Ruby) Brockridge, Tex., indef.
 Weidemeyer Saxophone Orchestra: Welsh, W. Va., 16; Princeton 17; Hnatignton 18; Ironout, O., 19; Huntington 23; Holden 24-25; Ironton, O., 26.

DRAMATIC & MUSICAL

(ROUTES FOR THIS COLUMN SHOULD REACH THE CINCINNATI OFFICE BY SATURDAY MORNING TO INSURE PUBLICATION.)

Abraham Lincoln, with Frank McGlynn: (Hollis St.) Boston 14-19.
 Afgar, with Alya Delysia: (Central) New York Nov. 8, indef.
 Alexander, & Show of Wonders: (Academy) Baltimore 14-19.
 Aphrodite: (Boston O. H.) Boston 14-19.
 Bab, with Helen Hayes: (Nixon) Pittsburgh 14-19.
 Bad Man, The, with Holbrook Blinn: (Comedy) New York, indef.
 Bat, The: (Princess) Chicago Dec. 26, indef.
 Bat, The (Morocco) New York, indef.
 Beggar's (Lyric) Cincinnati 13-19.
 Blue Eyes, with Lew Fields and Mollie King: (Casino) New York Feb 21-indef.
 Bom Bay Girls, Drake & Walker, mgrs.: (Star) Silverport, La., 14-19.
 Broadway Rastus: (Irvin C. Miller's) (Attucks) Norfolk, Va., 14-19; (Howard) Washington, D. C., 21-26.
 Broken Wing: (45th St.) New York Nov. 29, indef.
 Call the Doctor, David Belasco, mgr.: (Tremont) Boston 14-19.
 Champion, The, with Grant Mitchell: (Longacre) New York Jan. 3, indef.
 Cornered (with Madge Kennedy): (Astor) New York Dec. 8, indef.

EARLE CRADDOCK

LENORE ULRIC CO.
 Management David Belasco.

Cruible, J. A. Schwenk, mgr.: Boise, Idaho, 17-19; Salt Lake City, Utah, 21-26.
 Dear Me, with Laline & Hamilton: (Rephlic) New York Jan. 17, indef.
 Dehman, with Lionel Atwill: (Belasco) New York Dec. 23, indef.
 Different: (Special matinee) (Princess) New York, indef.
 Domingo's Musical Extravaganza: Upper Sandusky, O., 16-17; Attica 18-19.
 Dnley, with Lynn Fontanne: (Cort) Chicago Feb. 20, indef.
 Emperor Jones: (Princess) New York, indef.
 Enter, Madam: (Fulton) New York, indef.
 First Year, The: (Little) New York, Oct. 20, indef.
 Garden of Aloa, Crist & Costa, mgrs.: Willaboro, Tex., 17-18; Italy 19; Waxahachie 21-22; Corsicana 23-24; Ennis 25-26.
 Gerlie's Daughter, A. H. Woods, mgr.: (Hlymouth) Boston 14-19.
 Gold Diggers, with Ina Claire, David Belasco, mgr.: (Lycenm) New York, indef.
 Good Times: (Hippodrome) New York City, indef.
 Green Goddess, The, with Geo. Arliss: (Booth) New York Jan. 18, indef.
 Greenwich Village Follies of 1920: (Shubert) Boston 14-19.
 Hampton, Walter, in Repertoire: (Pitt) Pittsburg 14-19.
 Hearts of Erin, with Walter Scanlan: (Central) Chicago March 6, indef.

Hebert's Omer, Musical Revue: (Gayety) Washington 14-19; (Gayety) Pittsburg 21-26.
 Hello, Rufus, Leon Long, mgr.: (Leon) Lexington, Ky., 23-27.
 Her Family Tree, with Nora Bayes: (Shubert) New York Dec. 27, indef.
 Hero, The: (Special Mat.) (Longacre) New York March 14, indef.
 Hiltch-Koo, with Raymond Hiltchcock: (Illinois) Chicago Feb. 27, indef.
 Hodge, William, in the Guest of Honor: (Lycenm) Baltimore 14-19.
 Honors Are Even, with Wm. Courtenay and Lola Fisher: (Park Sq) Boston 14-19.
 In the Night Watch: (Century) New York Jan. 26, indef.
 Irene: (Vanderbilt) New York Nov. 18, indef.
 Irene: (Studebaker) Chicago Nov. 29, indef.
 Jim Jam Jams: (Wilbur) Boston 14-19.
 Jolson, Al., in Siabab: (Columbus O.) 14-16.
 Just Suppose, with Patricia Collinge: (Blackstone) Chicago March 7, indef.
 King, Will, Musical Comedy Co.: (Casino) San Francisco, Cal., Aug. 8, indef.
 Kissing Time: (LaSalle) Chicago March 6, indef.
 Kummer, Clure: (Special Mat.) (Punch & Judy) New York, indef.
 Ladies' Night: (Eltinge) New York, indef.
 Lady Billy, with Mizzi: (Liberty) New York, Dec. 14, indef.
 Life, J. A. Schwenk, mgr.: Philadelphia 14-19.
 Lightbulb, with Frank Bacon, John L. Golden, mgr.: (Gayety) New York, indef.
 Little Old New York: (Hlymouth) New York, indef.
 Love Birds, with Rooney & Bent: (Apollo) New York March 14, indef.
 Macbeth, with Lionel Barrymore and Julia Arthur: (Apollo) New York Feb. 17, indef.
 Mary, George M. Cohan, mgr.: (Foid) Baltimore 14-19.
 Mary: (Klockerbocker) New York, Oct. 18, indef.
 Mary Rose, with Ruth Chatterton: (Empire) New York, Dec. 22, indef.
 Meanest Man in the World: (Hudson) New York, indef.
 Mecca: (Auditorium) Chicago Jan. 25, indef.
 Midnight Rounders: (Century) New York Feb. 5, indef.
 Mirage, The: (Times Sq.) New York, indef.
 Miss Lula Bett: (Belmont) New York Dec. 27, indef.
 Mr. Tim Passes By: (Garrick) New York Feb. 28, indef.
 Nice People, with Francine Larrimore: (Klaw) New York Feb. 28, indef.
 Night Boat: (Colonial) Chicago March 6, indef.
 Passing Show of 1921: (Winter Garden) New York, Dec. 29, indef.
 Peg o' My Heart, with Lauretta Taylor: (Cort) New York Feb. 14, indef.
 Prince and the Pauper, The, with Wm. Faser-sham: (Selwyn) New York Jan. 17, indef.
 Right Girl, The: (Times Sq.) New York March 14, indef.
 Robson, May, in Nobody's Fool, W. G. Snelling, mgr.: Tacoma, Wash., 17-18; Yakima 19; Walla Walla 21; Lewiston, Idaho, 22; Spokane, Wash., 23-24; Wallace, Idaho, 25; Missoula, Mont., 26.
 Rollo's Wild Out: (Punch & Judy) New York Nov. 23, indef.
 Romance, with Doris Keane: (Playhouse) New York Feb. 28, indef.
 Romantic Young Lady, Chas. Frohman, Inc., mgrs.: (National) Washington, D. C., 14-19.
 Rose Girl, The: (Ambassador) New York Feb. 11, indef.
 Rose of Avlon, Robert Short, mgr.: Clark, Fla., 16; High Springs 17; Lake City 18; Live Oak 19.
 Sally, with Marilyn Miller and Leon Errol: (New Amsterdam) New York Dec. 21, indef.
 Sanson & Delilah: (39th St.) New York Nov. 17, March 19.
 Satires of 1920, with Fanchon & Marco: (Olympic) Chicago Jan. 24-March 19.
 Shavings, with Harry Berensford: (Powers) Chicago Feb. 20, indef.
 Skia Game, The: (Bijou) New York, Oct. 20, indef.
 Slasher, Olla, Chas. Frohman, Inc., mgrs.: (Davidson) Milwaukee 14-19.
 Smarter Set, H. D. Collins, mgr.: Birmingham, Ala., 16; Columbus, Ga., 17; Montgomery, Ala., 18-19; Atlanta, Ga., 21; Jacksonville, Fla., 22-23; Savannah, Ga., 24-25.
 Smooth as Silk, with Willard Mack: (Lexington) New York Feb. 22, indef.
 Son-Daughter, The, with Lenora Ulric, David Belasco, mgr.: (Grand) Kansas City, 14-19.
 Spanish Love: (Maxine Elliott) New York, indef.
 Storm, The, George Broadhurst, mgr.: (Grand) Cincinnati 14-19.
 Survival of the Fittest: (Greenwich Village) New York March 14, indef.
 Take It From Me: (Auditorium) Baltimore 14-19; (Belasco) Washington, D. C., 21-26.
 Tavern, The: (Geo. M. Cohan) New York Sept. 27, indef.
 Tavern, The: (Cohan's Grand) Chicago Jan. 31, indef.
 Three Live Ghosts: (Nora Bayes) New York, indef.
 Tickle Me, with Frank Tinney: (Colonial) Cleveland 14-19.
 Tip Top, with Fred Stone: (Globe) New York, indef.
 Twin Beds: (Globe) Boston 14-19.
 Tyranny of Love: (Special matinee) (Bijou) New York, indef.
 Uncle Tom's Cabin: (Western, Stetson's), J. W. Brownlee, mgr.: San Fernando, Cal. 18; San Diego 21-23; Santa Ana 25; Riverside 26.
 Uncle Tom's Cabin, Bernard McGraw, mgr.: Honey Falls, N. Y., 16; Clifton Springs 17; Iron Springs 18-19; Weedsport 21; Marcellus 22.
 Wake Up Jonathan, with Mrs. Fiske: (Henry Miller) New York Jan. 17, indef.
 Welcome, Stranger: (Cohan & Harris) New York, indef.
 White's, George, Scandals of 1920, with Ann Pennington: (Colonial) Boston 14-19.
 Woman to Woman: (Playhouse) Chicago March 8, indef.
 Woman of Bronze, with Margaret Anglin: (Frazee) New York, indef.
 Ziegfeld Midnight Frolic: (New Amsterdam Roof) New York, indef.
 Ziegfeld 9 o'clock Frolic: (New Amsterdam) New York Feb. 9, indef.
 Ziegfeld Follies: (Grand) Cincinnati 20-26.

TABLOIDS

(ROUTES FOR THIS COLUMN SHOULD REACH THE CINCINNATI OFFICE BY SATURDAY MORNING TO INSURE PUBLICATION.)

Bence's, Bert, Hello Girls: (Victoria) Wilmington, N. C., 14-19.
 Booth's Billings, Musical Comedy: (New) Salina, Kan., 14-19; (Star) Emporia 21-26.
 Bowva, J. A., Curly Heads: (Heuck's) Cincinnati, indef.
 Broadway Jingles, Jay McGee, mgr.: (New Baylin) Elkhart, Ind., 14-19.
 Brown's, Mary, Tropic Mads: (Liberty) Burkburnett, Tex., 14-19; (Dome) Lawton, Ok., 21-26.
 California Kewpies, B. Kirkland, mgr.: (Wichita) Wichita Falls, Tex., 14-19.
 Candler Bros.' Broadway Follies: (Majestic) Asheville, N. C., 14-19.
 Davis, Chas. H., Honey-Moon Special: (Orpheum) Durham, N. C., 14-19; (Grand) Raleigh 21-26.
 Delmar's Dashing Dolls, Fred Delmar, mgr.: (Bijou) Quincy, Ill., 14-19.
 Downard's, Vlg., Roseland Maids: (Rialto) West Palm Beach, Fla., 14-19.
 Gerard's, Jack, Honey-mooners: (Harbert) Youngstown, O., 14-19; (Hondo) Princeton 21-26.
 Gilbert's, Art, Review: (Empress) Lansing, Mich. 14-19.
 Harrington's, Ed, Whirl of Mirth: (Palace) San Antonio, Tex., March 1, indef.
 Hank's Sunshine Revue: (Cozy) McAlester, Ok., 14-19; Hot Springs, Ark., 21-26.
 Heston's, Hazel, Eight Habettes: (Lyric) Boone, Ia., indef.
 Heston's, Hazel, Ginger Girls: (Temple) Ft. Wayne, Ind., 14-19.
 Hoey & Mozar's Cheap 'Girls: (Wenonah) Bay City, Mich., 14-26.
 Hurley's Oh Curly Girls, Fred Hurley, mgr.: (Clifford) Erlona, O., indef.
 Hutchison Musical Revue: (Rex) Arkansas City, Kan., 14-19.
 Klover Kapers Co., Billy Alaine, mgr.: Iola, Kan., 14-19; Ottawa 21-26.
 Killin's, Fads-Follies: (St. James) Boston, Mass., 17-19; (Fay's) Providence, R. I., 21-26.
 Lobb's, Sam, Co.: (Gem) Little Rock, Ark., indef.
 Lord, Jack, Musical Comedy Co.: (Model) Sioux City, Ia., indef.
 Maboney & Davis' Motor Maids: (Orpheum) South Omaha, Neb., indef.
 Miller & Wakefield's Winter Garden Revue: (Rialto) Ithaca, N. Y., Feb. 7-April 16.
 Moore's, Hap, Merry Maids Co.: (Casino) Cincinnati, O., indef.
 Morton's Kentucky Belles: (Victory) Burlington, N. C., 14-19.
 Oh, My Lady: (Hipp.) Okmulgee, Ok., 14-19; (Wonderland) Tulsa, 21-26.
 Pullen's Comedians: (Empress) Sapulpa, Ok., indef.
 Quinn's, Jack, Dardanella Girls: (Superbe) Grand Rapids, Mich., indef.
 Saucy Baby, E. R. Coleman, mgr.: (Princess) Hot Springs, Ark., Feb. 14, indef.
 Shaw's, Hob, Blue Ridge Lassies, C. O. Berry, mgr.: (Academy) Meadville, Pa., 1-19; (Princess) Oil City 21-26.
 Vozou Bazaar, with Ray Adair: (American) Enid, Ok., 14-19.
 Wall's Sunshine Girls: (Sherman) Moose Jaw, Sask., Kan., indef.
 Weble's, Billy, Blue Grass Belles, Bill Weble, mgr.: Muskogee, Ok., indef.
 Young, Earl, Co.: (Grand) Clatsville, Wis., 17-19; (Delft) Escanaba, Mich., 21-26.

STOCK & REPERTOIRE

(ROUTES FOR THIS COLUMN SHOULD REACH THE CINCINNATI OFFICE BY SATURDAY MORNING TO INSURE PUBLICATION.)

Academy Players: (Academy) Haverhill, Mass., indef.
 Alcazar Players: (Alcazar) San Francisco, indef.
 Alton Players: (Hipp.) Tacoma, Wash., indef.
 Arlington Players: (Arlington) Boston, Mass., indef.
 Auditorium Players: Malden, Mass., indef.
 Ball, Jack, Stock Co.: (Weller) Zanesville, O., Feb. 7, indef.
 Planet Players: (Strand) Hoboken, N. J., indef.
 Blaney Players: (Gotham) New York City, indef.
 Blaney Stock Co.: (Prospect) Bronx, New York, Sept. 1, indef.
 Blaney Players: (Yorkville) New York, indef.
 Buckley & Sullivan Players: (Warburton) York, N. Y., indef.
 Carter Dramatic Co., J. E. Carter, mgr.: Cypress Junction, Ill., 14-19.
 Chase Lister Theater Co., Glenn F. Chase, mgr.: Luverne, Minn., 13-19; Pipestone 20-26.
 Chicago Stock Co., Chas. H. Rossham, mgr.: Rutland, Vt., 14-19; Burlington 21-26.
 Colonial Players: Lawrence, Mass., indef.
 Corse-Paton Stock Co.: (Amphion) Brooklyn, N. Y., Aug. 16, indef.
 Curtis-Shankland Co.: Hend, Ill., 14-19; Carlinville 21-26.
 Dujeane Stock Co.: (Dujeane) Pittsburg, Pa., indef.
 Edwards, Mac, Players: (Academy) Sidney, Ont., Can., indef.
 Fales, Charles T., Stock Co.: Gainesville, Fla., March 7, indef.
 Foster, Howard, Stock Co.: (Rose) Everett, Wash., indef.
 Fourteenth St. Theater Stock Co.: New York, indef.
 Glaser, Vaughan, Stock Co.: Rochester, N. Y., indef.
 Jefferson Stock Co.: (Jefferson) Portland, Me., indef.
 Jewett, Henry, Players: (Copley) Boston, indef.
 Keith Players: (Hudson) Union Hill, N. J., indef.
 Knickerbocker Players: (Empire) Syracuse, N. Y., March 28, indef.
 Lawrence, Bel, Players: (People's) Sacramento, Cal., indef.
 Lewis, Gene-Worth, Olga, Stock Co.: (Park) Miami, Fla., Jan. 9, indef.
 Lewis, Jack, K. Players: (Jefferson) Roanoke, Va., indef.
 McArden, Clyde, Players: Somerville, Mass., indef.
 MacLean, Pauline, Players: (Music Hall) Akron, O., Sept. 6, indef.
 Manhattan Players: (Stratton) Middletown, N. Y., 14-19.

Have you looked thru the Letter List in this issue? There may be a letter advertised for you.

Marks, Arlie, Co: McLeod, Alta., Can., 16-19.
 Marks, May Bell, Stock Co., R. W. Marks, mgr.: Watertown, N. Y., Oct. 11, indef.
 Marks, Tom, Co.: Perth, Ont., Nov. 15, indef.
 Mattice Stock Co.: Lewistown, Pa., 14-19.
 Morocco Stock Co.: (Morocco) Los Angeles, Cal., indef.
 National Theater Stock Co.: Chicago, Ill., Aug. 22, indef.
 New Garrick Players: (New Garrick) St. Paul, Minn., indef.
 Orpheum Stock Co.: Germantown, Philadelphia, Pa., indef.
 Payton, Corse, Stock Co. (Armory) Biinghamton, N. Y., indef.
 Pickert Stock Co., Clint J. Dodson, mgr.: West Palm Beach, Fla., Jan. 17, indef.
 Toll Stock Co.: Bridgeport, Conn., indef.
 Prospect Players: Cleveland, O., indef.
 Sheerman Stock Co.: (Empress) Butte, Mont., Sept. 6, indef.
 Sherman, Robert, Stock Co.: (St. Charles) New Orleans, La., indef.
 Shubert Players: (Shubert) Milwaukee, Wis., indef.
 Somerville Theater Players: (Somerville) Boston, Mass., indef.
 Toby Players: (Home) Hutchinson, Kan., indef.
 Wilkes Players: (Denham) Denver, Col., indef.
 Wilkes Stock Co.: (Wilkes) Seattle, Wash., Aug. 31, indef.
 Williams, Ed, Stock Co.: (Orpheum) Racine, Wis., indef.
 Winninger, Frank, Comedy Co.: Portage, Wis., 14-19; Baraboo 21-26.
 Woodward Players: (Woodward) Spokane, Wash., Aug. 28, indef.
 Wray, John, Stock Co.: (Strand) San Diego, Cal., indef.

CONCERT & OPERA
 (ROUTES FOR THIS COLUMN SHOULD REACH THE CINCINNATI OFFICE BY SATURDAY MORNING TO INSURE PUBLICATION.)

Bauer, Harold: Houston, Tex., 17.
 Boston Symphony Orchestra: (Symphony Hall) Boston Oct. 8-March 18; (24 Fri. Aft., 24 Sat. Eve. Concerts).
 Brasen, Sophie: (Symphony Hall) Boston 27.
 Chicago Grand Opera Co.: Cleveland, O., 14-17; Cincinnati 18-19; Dallas, Tex., 23-26.
 Dana, Marguerite: (Aeolian Hall) New York 21.
 Denton, Oliver: (Aeolian Hall) New York 10.
 Fox, Franklin: Catlettsburg, Ky., 13-20; Vanceburg 21-27.
 Grillo, Giulia: (Aeolian Hall) New York 18.
 Harold, Orville: (Symphony Hall) Boston 27.
 Hodge-Alexander, Caroline: (Symphony Hall) Boston 27.
 Jones, Ada, Concert Co.: Petersburg, Ind., 16; Evansville 17; Mt. Vernon 18; Morgansfield, Ky., 19; Henderson 21; Marion 22; Princeton 23; Eddyville 24; Greenville 25; Dawson Springs 26.
 Kreiser, Fritz: Boston 19.
 LaSalle Orchestra: Hartford, Conn., 17.
 Melselwitsh, Benno: (Symphony Hall) Boston 20.
 Patton, Fred: (Symphony Hall) Boston 27.
 Ponselle, Rosa: Montgomery, Ala., 16; Washington, D. C., 22.

MINSTRELS
 (ROUTES FOR THIS COLUMN SHOULD REACH THE CINCINNATI OFFICE BY SATURDAY MORNING TO INSURE PUBLICATION.)

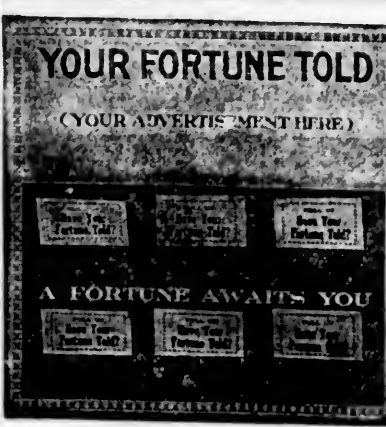
Bits of Minstrelsy (Paige & Smith): Kenosha, Wis., 17-19; Duluth 21-26.
 Famous Georgia (Rusco & Hockwald's), Arthur Hockwald, mgr.: Taft, Cal., 17; Maricopa 18; Bakersfield 19; Tulare 20; Porterville 21; Lodi 22; Santa Rosa 23; Petaluma 24; Vallejo 25; Chico, 26.
 Field's, Al G.: Little Rock, Ark., 16; Hot Springs 17-19; Ft. Smith 21-22; Tulsa, Ok., 23; Oklahoma City 24-26.
 Harrey's Greater, R. B. Harvey, mgr.: Burlington, N. J., 16; Trenton 17; Reading, Pa., 18-20.
 Herbert's, Jos. C.: Marshalltown, Ia., 16; Grinnell 17; Ottumwa 19; (Grand) Kaasaa City, Mo., 20-27.
 O'Brien's, Nell, O. F. Hodze, mgr.: Corsicana, Tex., 16; Waco 17; Austin 18; San Antonio 19-20; Houston 21-22; Beaumont 23-24; Galveston 25-26.
 Schneider's Dixie Moon Minstrelsy: Hendricks, Minn., 17; Lake Benton 18; Elkton, S. D., 19-20; Egan 21; Edgerton, Minn., 22; Heeron Lake 24; Lake Park, Ia., 25; Harris 26-27.
 Vogel's, John W., Black & White Revue: Detroit 14-19; Indianapolis 21-26.
 White, Lasses, All-Star, Spaeth & Co., mgrs.: Macon, Ga., 16; Augusta 17-18; Columbia, S. C., 19-20.

BAZAARS—Indoor Shows
 (ROUTES FOR THIS COLUMN SHOULD REACH THE CINCINNATI OFFICE BY SATURDAY MORNING TO INSURE PUBLICATION.)

America Legion Fair & Bazaar (3rd Regt. Armory), James P. Gill, mgr.: Camden, N. J., Apr. 2-9.
 Appel, Jos., Bazaar Co.: Mt. Carmel, Pa., 14-19; Lykens 21-26.
 Elks' Indoor Circus & Indust. Expo., Al Fisher, mgr.: Madison, Wis., Apr. 2-9.
 Elks' Expo. & Spring Festival, J. O. Ellis, mgr.: Yonkers, N. Y., 25-Apr. 2.
 Davis-Binkley Attractions: Tipton, Ind., 14-19.
 Harlem Museum: 154 E. 125th st., New York.
 Liberty Museum, J. Harry Carrier, mgr.: Akron, Ohio.
 Rocky Gulch-Days of '49 Co., Arthur Davis, mgr.: 1110 E. 42d Place, Chicago.
 Ehrner's Indoor Circus, John Agee, mgr.: (Armory) Minneapolis 14-19.
 World's Museum, Norman Jefferies, mgr.: 11th & Market sta., Philadelphia.

MISCELLANEOUS
 (ROUTES FOR THIS COLUMN SHOULD REACH THE CINCINNATI OFFICE BY SATURDAY MORNING TO INSURE PUBLICATION.)

Bragg's, George M., Vaudeville Circus: Mexico, Me., 17-19.
 Bell's Hawaiiana: Clearfield, Pa., 16-17; Houli-dale 18; Osceola Mills 19.
 County Fair Co., No. 1, Chas. A. Koster, mgr.: Greenville, Pa., 17-19; Erie 21-26.

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DeMills, Mysterious, & Co.: Gainesville, Fla., 15-18; High Springs 19; Perry 21; Monticello 22; Tallahassee 23-24.
 Flowers of France (Scott & Lippert's), Geo. C. Dalley, mgr.: (New Palace) St. Paul 15-19; (Toy's) Milwaukee, Wis., 22-26.
 Green's, Lew, Olympic Vaude. Show: Adkins, Ark., 15-17.
 Helms, Harry, Mystery Man: Oshkosh, Wis., 14-19; Appleton 21-26.
 Hoeverly, the Great, & Co.: Wetaskiwin, Alta., Can., 16-19; McLeod 21-22; Pincher 23-24; Coalmun 25-26.
 Kell's, Leslie E., Comedians, Gerald L. Kenyon, mgr.: Pioneer, Mo., 14-19; Wentworth 21-26.
 Lucey, Thos. Elmore: St. Louis, Mo., 18; Tall-hina, Ok., 18; Hugo 19; Antlers 21.
 Nandell Amusement Enterprise: (Royal Arcnum Hall) Blue Island, Chicago, Ill., 16-18; (Market Hall) Pullman, Chicago 19-26.
 Rex, Mental Wizard: (Walnut) Louisville, Ky., 14-19.
 Richarda, the Wizard: (Elks) Huntsville, Ala., 17-19; (O. H.) Bowling Green, Ky., 21-23.
 Thurston, Magician: St. Louis 13-19; Chicago 20-26.
 Zangar, the Mystic: (Strand) Athens, Ga., 14-19.
 Firing, Fred, Shows: Athens, Tenn., 14-19.
 Frisco Expo. Shows: Wichita Falls, Tex., 14-19; Graham 21-26.
 Gifford Model Shows, Al Gifford, mgr.: Cleveland, Ok., 14-19.
ALLIED CHURCH SHOWS
 WANT Shows, Rides, Concessions for 1921. O. C. BROOKS, Manager, Valdosta, Georgia.
THE ALLIED SHOWS
 Booking Shows, Rides, Concessions Season 1921. Mathis & Shadd, Mgrs., 4129 Langland St., Cin'tl, O.
The American Exposition Shows Opening early in York. WANT Shows and Concessions. Address 1431 Broadway, Suite 208, New York City.
ANDERSON-SRADER Shows Hastings, Nebraska, Box 649. Now booking Shows, Rides and Concessions. Show opens at Hastings, Neb., April 23. Anderson-Srader, Mgrs.
BEADLES and EPSTINE EXPOSITION SHOWS
 Booking Shows and Concessions. New York Office, Room 210, 1431 Broadway.
JAMES M. BENSON SHOWS
 Open Norfolk, Va., April 9. Booking Shows and Concessions. James M. Benson, Box 349, Johnston, Pa.
BISHOP'S UNITED SHOWS
 WANTS Shows and Concessions. Portales, N. M., week of March 14th; Clovis, 21-26.
BLACK DIAMOND SHOWS
 now booking Shows, Rides and Concessions. AL SNEDES, Manager, 1416 Broadway, New York
BUCKEYE AMUSEMENT COMPANY
 now booking Shows and Concessions for Season of 1921. Free storage. Address EDWARDS & CHAN-NEL, 233 N. Buckeye Street, Wooster, Ohio.
 Great United Shows: Madill, Ok., 19-26.
 Heth, L. J., Shows: Enley, Ala., 14-19.
 Kaplan Greater Shows: Paris, Tex., 14-19; Texarkana, Ark., 21-26.
 Leaf's Carnival Co.: Albuquerque, N. M., 12-19; McCreger, Donald, Shows: McAlester, Ok., 19-26.
 Mau, Wm. W., Shows: Chattanooga, Tenn., 21-26.
 Mansfield & Maurice Amusement Co.: Dillon, S. C., 12-19.

CIRCUS & WILD WEST
 (ROUTES FOR THIS COLUMN SHOULD REACH THE CINCINNATI OFFICE BY SATURDAY MORNING TO INSURE PUBLICATION.)
 Atterbury Bros.' Show: Memphis, Tenn., 19.
 Barnes', Al G.: Anaheim, Cal., 16; San Pedro 17; Long Beach 18; Santa Paula 19; Los Angeles 21-26.
 Campbell Bros.: El Monte, Cal., 17-18; San Dimas 18; San Bernardino 19-21; Elsinore 23; Wasco 24-25.
 Shipp & Feltns: En route South America. Per address, Rivadavia 835, Buenos Aires, Argentine, indef.
CARNIVAL COMPANIES
 (ROUTES FOR THIS COLUMN SHOULD REACH THE CINCINNATI OFFICE BY SATURDAY MORNING TO INSURE PUBLICATION.)
 Brown Amusement Co.: Tracy, Cal., 14-19; Stockton 21-26.
 Central States Expo.: Columbus, Ga., 26-Apr. 2.
 Clark's Billie, Broadway Shows: Greensboro, N. C., 19-23.
 Evans, Ed A., Shows: Oklahoma City, Ok., 21-26.

Metropolitan Shows, A. M. Nasser, mgr.: Macon, Ga., 19-26.
 Miller Bros.' Shows: Tampa, Fla., 7-19; Orlando 21-26.
 Nall, Capt. C. W., Shows: Independence, Ia., 14-27.
 Read's Greater Shows, E. B. Reed, mgr.: Waco, Tex., 12-19.
 Reid, Dave, Shows, Dave Reid, mgr.: Eldorado, Ark., 14-19.

CALIFORNIA SHOWS
 Now booking Shows and Concessions. Address all mail SAM ANDERSON, 75 Astor St., Boston, Mass.

CAMAC GREATER SHOWS WANT Shows, Rides and Concessions, Season 1921. JOHN WHEATLEY, Manager, 2131 N. Camac St., Philadelphia, Pennsylvania.

CAPITAL CITY SHOWS Now booking Shows and Concessions for coming season. Address LEW HOFFMAN, P. O. Box 36, St. Paul, Minnesota.

DE KREKO BROS.' SHOWS
 Now Booking Shows and Concessions. 102 Mt. Vernon Court, SAN ANTONIO, TEX.

Doney & Foley Greater Shows Opening Scranton, Pennsylvania, Saturday, April 30. Booking Shows and Concessions. Address 908 Providence Road, Scranton, Pa.

LEW DUFOUR SHOWS
 BOOKING SHOWS AND CONCESSIONS. Box 45, RICHMOND, VA.

GERARD GREATER SHOWS
 Booking Shows and Concessions. Address Room 201, 1431 Broadway, New York.

Gloth Greater Shows CAN USE Shows, Rides and Concessions at all times. Address all communications to P. O. Box 1121, Pittsburgh, Pennsylvania.

GREAT WHITE WAY SHOWS, Winter Quarters, 21st and Lynch Ave., East St. Louis, Ill. Now booking Shows, Rides and Concessions. Address all mail to BOX No. 3, East St. Louis, Illinois.

Harry Ingalls Circus Carnival Now Booking Concessions. Open April 16-23 at Lynn, Mass. Winter Quarters, 142 Burrill St., Swampscott, Massachusetts.

International Amusement Exposition
 Now booking Shows and Concessions. 15 West 36th St., New York.

JOHNNY J. KLINE SHOWS
 Want Concessions, Shows. 1431 Broadway, Room 214, New York.

Mac's Greater Shows Now booking Shows and Attractions for 1921. Winter Quarters, 2103 Bridge St. Philadelphia, Pa. J. F. McCARTHY, General Manager.

METROPOLITAN SHOWS
 Now booking Shows and Concessions. A. M. NASSER, Manager, Box 789, Macon, Georgia.

FRANK J. MURPHY SHOWS
 Booking Shows and Concessions for 1921. Address 245 West 43d Street, New York.

POOLE SHOWS Opening for Shows and Concessions. Show opens near (watch Billboard) here March 23. Winter Quarters, Kelley's Transfer and Storage, El Paso, Texas.

THE SMITH GREATER SHOWS
 Now making contracts for coming season. BOX 9, AUGUSTA, GEORGIA.

SOL'S UNITED SHOWS
 Winter Quarters, Metropolis, Ill. Now booking Shows and Attractions for coming season.

WEST'S BRIGHT LIGHT SHOWS
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WORLD OF MIRTH SHOWS
 ARTHUR WRIGHT, General Manager, Address 1431 Broadway, New York. Now booking for season 1921.

Sallsbury & Focal Shows, W. N. Sallsbury, mgr.: Brantford, Fla., 14-19.
 Scott Greater Shows, George T. Scott, mgr.: Oilton, Ok., 14-19.
 Smith's Greater United Shows: Sallsbury, N. C., 17-26.
 Ten Bros.' Allied Shows, Finnegan & McDaniels, mgrs.: Tuxedo, N. C., 14-19; Lynch, Ky., 21-26.
 Wise, David A., Shows: Thomasville, Ga., 14-19.

ADDITIONAL ROUTES ON PAGE 210

Wm. W. Mau Shows Can Place
 Venetian Swings, two more Shows and Concessions of all kinds, to open Chattanooga, Tenn., March 26. Address WM. W. MAU, 302 W. 9th St., Chattanooga, Tennessee.

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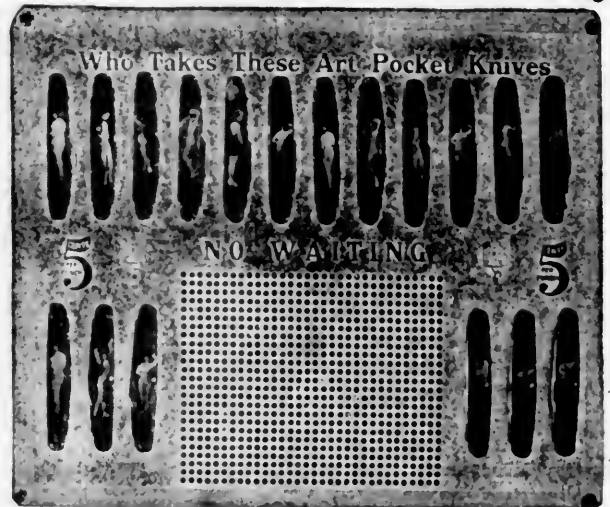
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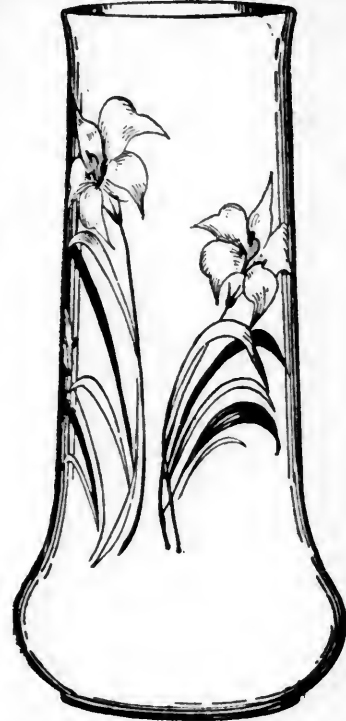
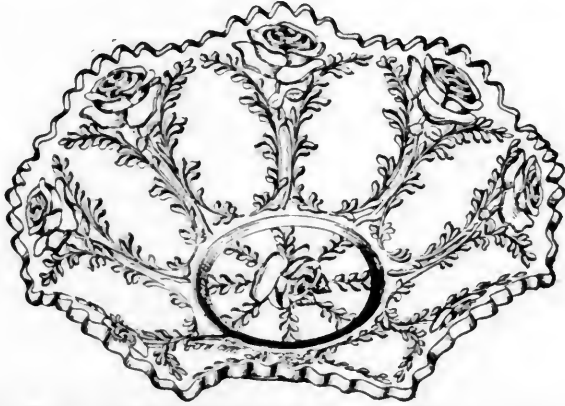
WE WANT

Ferris Wheel, People to Manage our Shows, Net or Water Diver, Help on Rides, Man to Play (af-
 Hope, People for Ten-in-One, Athletic Show and
 2 Platform Shows. WANT one Show with outfit
 to feature, CONCESSIONS of all kinds, except
 Cookhouse, Juice and Wheels. Long season and
 square deal to all.

THE LANCASTER GLASS COMPANY

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Gold and colored Decorated Glass-ware. Entirely new and attractive line of vases



Attractions and Staff—Two Requisites of a Successful Show

(Continued from page 9)

prising, "go-get-'em" manager that is to be the successful marketer of his wares, who must select such "goods" as he thinks the public wants.

And then when he makes his selection he must display these goods in proper surroundings where they will show up to the best advantage. It is said that the great Marshall Field store in Chicago spends over one million dollars each year in window decorations alone.

That is simply having a good "front" and making the "hallway" so strong and inviting that the public receive a mental suggestion to buy.

The same applies to the carnival business. The money expended in the fitting up of an attraction with an elaborate front, good clean canvas, plenty light, etc., brings returns more quickly than anything else I know of.

But most important of all is what you have behind that front.

I have observed that no matter how strongly you are framed up it is the class of attraction that you have that gets the money.

I do not want to go on record as being a pessimist, is her it be said that I am a chronic optimist, which in reality I am, but the fact remains that this season will test the mettle of the fraternity.

It will take more energy, more class to the attractions offered, more real brain work expended to make a success this coming season than that we have experienced in the past years.

So it evolves into one thing and that is "quality and class will tell." I have been asked the question time and time again, "Mr. Wortham, what is your idea of the best kind of carnival shows?" and my answer has always been, "I don't know." Nor any one else for that matter.

The public itself does not know. At least it does not tell us in so many words. If so we would know just what to provide and would save a lot of money experimenting.

But we should sort of know. For instance, a man in the mercantile business buys goods in the spring that he is to sell in the fall. He feels the pulse of his customers and can almost figure to the article just what and how much of such and such an article he wants, but he oftentimes judges his dear customers wrongfully. He may buy a lot of pleated shirts and the styles say no pleats and he is "all blown up." This applies in a measure to the show business. A company gets out a new riding device or show and the prospectus in glowing terms extols the many virtues of this particular attraction until we are "sold." Then the finished product comes on, is set up and the public may "eat it up" or may "pass it up." Just can't tell a speck about it. What do we do? Do like the merchant would do—put on a bargain sale of pleated shirts? No. We put the darned thing in the baggage car and perhaps will not take it out till some would-be manager comes along and "bullies" us that he can get a lot of money with it and sometimes he does.

Sometimes. Do not let it be understood that I am in favor of eliminating features like the merry-go-round, Ferris wheel, crazy house, etc., for they are like the poor, we have them with us always, but this is a day and age of progress and we of the carnival business must keep abreast of the times lest the times run away from us and leave us stranded on the island of failure. I am heartily in favor, however, of cutting out certain features that to the public present a bad front. I'm speaking of any and everything that borders on vulgarity or obscenity. My opinion is that the public never did want that class of entertainment that appealed to its baser elements.

Rather I am under the impression that attractions of an educational nature have much more appeal than the one above mentioned.

It's a great satisfaction to have your patrons personally recommend your shows to their friends and acquaintances as being amusing and at the same time educational.

I am pleased and gratified to note that there has been a change for the better in the ranks of the shows other than my own.

My colleagues in the business have taken up the battle cry, "Down with the objectionable features," till now the carnival business has an enviable reputation where amusements are concerned.

It has gotten to the point where our business has a commercial standing and we note the fact that we are not subjected to the petty inconveniences that were in vogue during the infant period of the business.

Merit wins and quality counts, as is evidenced by the fact that the Wortham interests are contracting dates this season where the contracts simply specify that the attractions offered shall be up to the established Wortham standard, and it is a foregone conclusion that I will put my best foot forward this season and leave no stone unturned to warrant the confidence the committees have placed in my representatives.

At this time I want to go on record as saying that the staff of an organization of the magnitude of the Wortham Shows, consisting of what is, in my opinion, the best in the business, has used the brains, the energy and resourcefulness that predominates in the very makeup.

Without a sympathetic understanding between the owner and his executive staff no organization can succeed, and I am gratified to state that without one exception all attaches of the Wortham interests have justified the confidence in the ability placed in them and have all "delivered the goods."

We will this season invade the East for the first time and it will not be a case of "a gay young Lochinvar from out of the West" invading the stronghold of the enemy, but will be a tour of my No. 1 show to give my other shows an opportunity to prove my statements correct in regard to my claims as to the standard of any show under the Wortham Banner.

It was with much gratification that I noticed the friendly feeling that existed at the Fair Secretaries' meeting held recently in Chicago.

There was the keenest competition, but the fact that there were no underhanded methods used, no misrepresentations or short circuits resorted to to accomplish an end, I repeat

that the carnival business is at last on a straight, business-like and legitimate basis.

I'm very proud of my staff and attribute my success in a measure to the loyalty, perseverance and intelligence and tact displayed by it.

And the same goes for the individual managers of the attractions, the concession men and women, the workmen; in fact, I am very proud of the whole organization of all the shows. A house divided against itself cannot stand and the Wortham "house" is a harmonious house and each and every member of the big family has never been known to lessen his efforts for the advancement of the show in general, neither has he ever demonstrated by word, action or deed that he was not "with it and for it." That's the spirit that I hope will ever prevail around the Wortham Shows.

Right now the physical equipment of the show is in shipshape. The individual managers have completed their arrangements for the personnel of the various attractions and are all "rarin' to go."

This will be a good season. I've said that so many times that I actually believe it. The big State fairs are making bigger and greater preparations this season than ever before and they feel the pulse of the agricultural element, who by the way are the bone and sinew of the nation.

The various lodges and societies that we have contracted to give their annual shows are optimistic about the coming season.

My European agent has arrived from across the water with a host of attractions never before offered in this country.

In conclusion I want to say that my very best wishes go out to the carnival business in general, and you have my very best wishes for the biggest and most profitable season you have ever had.

Psychoanalysis, and Outdoor Amusement

(Continued from page 12)

LUNA PARK AND STEEPLECHASE—IN COMPARISON

Time's kaleidoscopic changes do not seem to have affected the principles of either of Coney Island's big resorts beyond maintenance of progressive principles. Luna aims at and succeeds in providing an optical feast representing money generously expended to uphold the reputation of "The Heart of Coney Island" and in an annual addition of new devices and associations with the interpolation of "free acts" of an acceptable type, band concerts of a classical character and a general ensemble of healthy entertainment.

Steeplechase—perennially young and seductive—believes in "fun fast and furious" and simplicity in extremes in regard to color scheme. Age does not seem to wither or custom stale its attractiveness and the joys of witnessing the embarrassment and happiness of others. One to-be-remembered feature is the quaintly-worded signs, adages and maxims displayed about the building and grounds, invented by the versatile founder of Steeplechase, and providing a momentary sense of humor to the reader of average intelligence. As a veritable "olla podrida" of amusement of the irresponsible types the resort has proven an excellent ob-

ject lesson for amusement caterers the world over.

THE LESSON OF CONEY ISLAND

Independently of "the island's" recognition as the birthplace of the modern amusement park it constitutes a "proving ground" for new devices and attractions, to a remarkable degree, of every type and character and is regarded as such, particularly, by the European entrepreneurs of England and the Continent. Its annual millions of visitors represent every shade and degree of taste in enjoyment and—in a major measure—determine mediocre or full success or failure, as the case may be, for new inventions in its own peculiar and interesting field. The value of real estate and the high rentals do not permit "piking" methods, and each season witnesses the success or failure of some hitherto untried vehicle of amusement. Keen and successful business men of Coney Island are presently watching a few new enterprises representing investment of over half a million dollars with varied views of the possible success of the respective installations. Chief among the few remaining "outliners" responsible for the maintenance of the business and moral character of the famous resort is Samuel W. Gumpertz, whose successful management of his extensive interests has served for his establishment as a leading authority and leader in its affairs.

GRAVITY RIDES

The late—and highly-esteemed—LaMarcus A. Thompson, of L. A. Thompson Scenic Railway fame, "started sumpin'" when he first developed the modest predecessor of the modern "ride" and the many and elaborate latter-day offshoots of his justly-famous "Ingtester"—the Switchback Railway. Born in '48, the son of an Ohio farmer, "L. A." as a boy exhibited unusual inventive ability and a love for work that brought about his having to retire into solitude to recruit his shattered health. It was during this period that he conceived the possibilities of the gravity ride and today his surviving interests, the L. A. Thompson Scenic Railway Co., represent millions of dollars invested and—with the maintenance of the business and upright principles of its founder—continue to develop their extensive international interests with enterprise tempered with judgment and sound methods. The life and success of LaMarcus A. Thompson as a striking lesson to his successors in developing amusement devices cannot be over-estimated.

Two of the more important installations presently in hand will be in evidence on Surf Avenue, Coney Island, and at Rendezvous Park, Atlantic City—a representative park undertaking under the direction of Oscar C. Journey, of Luna Park management fame—during the coming season.

FEATURE ATTRACTIONS

Since the passing of Fred Thompson, Frank C. Bostock and Henry Rollair, of respectively, "Trip to the Moon," "The Bostock Trained Wild Animal Arena" and "Creation," there has been a decidedly notable lack of spectacular feature attractions of a consistently representative character—and particularly evidenced at Coney Island, where each of those named recorded enormous business thruout their respective seasons of presentation. The writer's familiarity and association with the two last-named in his capacity as General Manager for 11 years of

The world-wide interests of the genial "Animal King" and, coincidentally, for five seasons—preceding the Dreamland fire and destruction of "Bostock's" and "Creation"—of "Creation" permits his personally vouching for the statement.

The phenomenal success of "The Trip to the Moon"—and which founded the fortunes of Thompson and Dundy and made Luna Park possible and an accomplished fact—recorded the highest mark as a financial investment. Those familiar with its modernized and more comprehensively up-to-date successor, the "Fly-a-way" are unanimous in an opinion that the popular "Moon's" success will be duplicated in its inventor's final achievement in producing a realistic airplane flight abounding in thrills and sensational effects superseding any aerial adventure undertaken by aviators in war or peace.

A "STANDARD" ATTRACTION

It would be totally unfair to classify the always-new and ever-popular "Incubators"—as originated and presented by Dr. Martin J. Conroy for the past twenty years at the greatest expositions Luna Park and Atlantic City—in suggesting that an entire lack of "feature attractions" exists. That "all the world loves a baby" has been demonstrated throughout that time by the patronage accorded the unique exhibit. It is interesting to note that one thousand of babies' lives saved by the use of the "Incubator" in hospitals has been due to the attention of medical authorities having been attracted to the public exhibitions in expositions and parks. In the course of his association in this direction Dr. Conroy has recorded the saving of the lives of some tens of thousands of babies and the blessings of many parents.

NOVELTY RIDES

Variations of the "gravity" and "fat" types of "ride" would presently seem to be taking the genius of those gifted in designing this form of amusement device. Circle Swings—to meet a more modern demand for aerial sensation—have benefited by the universal desire to fly and an average inability to pay the charge for an airplane flight. The cars transformed into miniature planes with whirling propellers find wider acceptance in creating an atmosphere of an actual flight. The "Frolie"—distinct in itself—maintains its popularity and an increasing demand here and in Europe and further afield. Patrons of the "Witching Waves" find the sensation of "chauffeur" the cars one that actuates "repeating."

The phenomenal success of the "Whip" now practically throughout the civilized world reflects substantial credit upon its inventor, W. F. Mangels, and who is extending his already extensive factory to meet the demand on his output. Henry Riehl, for many years mechanical manager of Luna Park, and inventor of the "Virginia Reel" and "Over the Top," has established himself as a builder of these and other devices and is installing at Coney Island, Rochester and elsewhere. The several other rides are apparently here to stay and maintain popularity. "Over the Falls," a happy conception of a "Fun House" plus a distinct "surprise ride," has achieved distinctive success.

THE SPHERE OF CARNIVAL

With having paid deference to the more permanently located sources of summer-time enjoyment, recognition of the carnival outfit as a factor in seasonal entertainment cannot but be awarded. From the small beginning founded by the late Col. Francis Ferari and Frank C. Bostock a decade ago, Ferari's maintaining prominence in that particular field, the subsequent continuance of the business by Mrs. Ferari until the disposition on her retirement to "Honesi" John Brunen recently represented a continued success for the founders' belief in the possibilities of a traveling carnival. To the late Frank Gaskill and Peter J. Munday, long since retired to the Floridian orange groves, credit is due for their introducing competition and in due course assisting to bring about the modern and multifarious institutions or a like kind.

It has long been proven that the carnival company has come to stay and thrive where business principles and clean attractions are dominant. The names of those identified with this highly successful form of amusement catering are too well known to detail. Ed. Joseph Ferari—as his late brother—achieved prominence in this field and has retired—as much as his energy and youth permits.

THE CONCESSIONS

Represent important factors in parks, the beaches and on the carnival and fair "lot" Here, again, enterprise and business principles have met their due reward and the actual amount of money invested—if possible to estimate—would be of "staggering" proportions. The law has recognized—and in some instances been taught the legality of games of skill where inventiveness has eliminated chance and appealed to the senses of competition more or less in all humans. Among the more representative of its class is the "Kentucky Derby," which has been awarded the compliment of imitation in a hundred and one forms. The value of the

Doll Lamps and Dolls

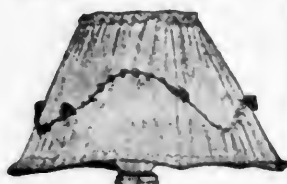
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No. 106—MISS CUTIE LAMP. Composition, Hand Painted, with Japanese Shade, \$2.00 Each



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No. 105—INDIAN LAMP. Composition, beautifully Hand Painted, with Plugs, Card and Japanese Shade, \$3.00 Each

Composition Movable Arm Dolls \$25.00 per 100. With Wigs, \$45.00 per 100

All standard dolls now made by us in composition. Write for prices.

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NOVELTY STATUARY CO., CHICAGO 1363-67 W. Lake St.

prizes alone should serve as "food for thought" to the would-be psychoanalyst as to the enjoyment afforded by patronage of the "concessions."

To sum up the business of outdoor "Show-dom," it is easy to realize that amusement enterprise has long ago passed the haphazard era and today represents an established institution demanding application of the essentials of modern commercial business of the highest character. Such is particularly applicable to the entering of summer entertainment in its every form.

Playing With Fire

(Continued from page 10)

pageant. An electric launch, in command of Captain Jimmy Hunt, of the Emergency Crew, had been assigned for my use. Frank D. Millet, the Director of Art and Functions for the Exposition, a prime factor in this event, was seated beside me as I inspected each float before the start. A signal gun was fired, and the luminescent moving panorama was on. The Court of Honor and the shores of the lagoon were lined with a great mass of people. They were very quiet until the procession passed in full view about half way around the beautiful basin, then, when the immensity of the undertaking was apparent, the applause started and continued until the end. Millet's eyes were sparkling with delight, he caught the enthusiasm of the vast audience, he laughed and clapped his hands like a happy boy. He put an arm on my shoulder and patting me on the back said: "Ah, Rosie, my boy, see how they take it. Now the director general will sit up and rub his eyes. I told him it would be one of the great features. Well done, then good and faithful old sport. Listen! That roar of applause is like old wine in my blood; it tingles and runs like quicksilver thru my veins."

Let me pause for a moment and push back the heavy curtains of time. I am thinking of that summer night in 1893, and the sad end of Frank D. Millet, the art critic, painter, war correspondent and soldier, with the nature of a child and the courage of a gladiator. Fate was indeed unkind to drown him like a rat in a gilded trap. Poor Millet was lost, with many other brave spirits, on the great ocean greyhound, the Titanic. Requituscat in pace.

I worked four more seasons on fireworks spectacles before I reached the goal of my ambitions, Palm's long-established show at Manhattan Beach, New York City. Here the great metropolis was treated every summer to the most unique and original performances. An amphitheater, built purposely for this attraction, seating over 15,000 people, lay close to the shores of the broad Atlantic.

theater, built purposely for this attraction, seating over 15,000 people, lay close to the shores of the broad Atlantic.

For twenty years Palm had served the public here, starting in 1879 with one fireworks display a week. It was increased the next season to two each week, including illuminations. They became so very popular each succeeding year that in 1883 it was determined to give a great outdoor spectacle. Then was created the thrilling and historic "Bombardment of Alexandria," and it became popular instantly. This was the beginning of fireworks spectacles that soon became the summer fashion for years in New York.

Manhattan Beach became a veritable Mecca for old and young. It had everything to make it attractive, easy of access, a perfect hotel, a famous military band conducted by such renowned musicians as Gilmore and Sousa, all nearby in sight and sound of America's great modern Babylon. No wonder old New Yorkers recognized Palm's Fireworks as an institution undoubtedly its own, and I was to be the stage director of this establishment. Was I swelled up with vanity and pride? Well I should say I was.

All our plays were carefully selected nearly a year in advance. Sometimes it would be a classic like Lytton's "Last Days of Pompeii" (this was produced three different years, each time on a more elaborate scale). "Rome" followed and "Lalla Rookh." Sometimes we would change outtakes and a battle subject, "Sebastopol," "Vicksburg" and the thrilling story of "Sheridan's Ride," would arouse the patriotism of our audiences.

I well remember the interest the late and lamented Colonel Roosevelt evinced for that picture. He always came several times each summer to enjoy the performances, always spending one evening behind the scenes. How he did revel in the battle subjects, often putting on a uniform and joining in the final assault. I can see him now, his eyes dancing with delight as with a merry chuckle he would exclaim: "Rosie, it is bully, almost like the real thing, old man; but without its sadness and terror."

All things must end sometime, and dear old Manhattan Beach had to pay the natural debt. Thanks to the encroachment of modern society the two renowned hotels, the Oriental and Manhattan Beach, and Palm's Amphitheater, were demolished and a town of handsome residences now replaces New York's "Little Paris by the Sea."

But old New Yorkers do not forget those days. They still cling to those pleasant memories as the tendrils of the woodbine encircle the sturdy oak. They remember the brilliant fireworks, the

charming and beautiful ballet, the great acrobatic acts, and they long again for the good dinner, perfect service, reasonable prices and finally for the long, handsome mahogany bar, where lulled by the music of tinkling glasses, cracked ice and the bloom and perfume of mist juleps they would joyously amble to the gold room for a final luncheon that an epilogue would not disdain; then the bell of the engine would ring and away to the big city again.

Traveling fireworks spectacles are usually the principal attraction of expositions, State fairs and celebrations. And they add to the revenue by increasing the attendance at night. In consequence they moved from one city to another almost weekly. The fireworks director has a much more difficult job than the director of dramatic productions, who has to do with trained people and actors of experience. The fireworks director has to get results from an untrained, untutored and usually unrehearsed mob. He must be ready to jump into any breach. I had to go thru this ordeal once a week thru a season of twenty weeks every summer. While the Palm companies carried a large crew of salaried employees and performers, men and women who made a profession of their calling, the "populace," the mob required to give the realistic touch, was gathered in every city the show visited.

When the advance men reach a city their first duty is to advertise for men, women and children to take part in the coming production. Sometimes we are flooded with applicants, at others we have to go out in the highways and byways and nearly shanghai them to the lot.

A description of a first performance of one of these traveling companies may interest you. We will take "The Last Days of Pompeii" as a sample. The closing act, as far as the mob is concerned, is the great earthquake and destruction of Pompeii. The idea the mob is intended to convey is consternation. There is no rehearsing for this. I instruct my assistants to carefully refrain from telling the "populace" when this takes place. All they know is they must use certain exits when they leave the stage. As a result they have a panic that is more than realistic—it is real. The crowds are lined up in front of the Temple of Isis, the high priest and altar boys swigging smoking censers, surrounded by Priests and Vestal Virgins, Roman Guards, Senators, Lictors and the rabble, all kneeling and deeply interested in the idolatrous ceremony. RANG goes twenty-five pounds of sixty-five per cent dynamite and flames shoot fifty feet high in the air. The Temple trembles and aways, while fire ascends heavenward on every side. A howl goes up from the mob. It's a real howl of real terror and they break in all directions. It's like the charge of the light brigade, with fire to the right of them and fire to the left of them and fire behind them, and they start for safety and home. Hell-mell they go, with the sparks shooting all around. Standard Reapers fight with Gladiators for the right of way, many forget the exits they were instructed to use and run back and forth jabbing each other with spears and climbing over one another in mad frenzy.

Roman Matrons and Vestal Virgins tear for the exits, the Virgins swinging their laces high overhead, utterly reckless of their decollete. One very fat Matron vainly tried to crawl under the scenery and had to be dragged out backwards by a fireworks man. Some rushed into the lake and a hevy of Flower Girls flew for the audience and plumped into the private boxes. This may seem exaggerated, but I have seen all these things happen, not only once but many times; in fact it is a fair sample of the first night mob.

Big money has been spent on Fireworks Spectacles and displays, for the dedication of the Columbian Exposition, Chicago, 1893. Dedication Night, \$75,000, and for the season of 1893 the Columbian Exposition people paid the Palm Company \$300,000. The St. Louis Exposition Inaugural Night, 1902, \$57,000, and for the Exposition season, \$200,000. Hudson-Pulton Celebration in New York in 1909, for display on the Bridge, also the Hudson River and Illuminations, \$95,000. These are only a few which have come under my personal observation.

The Fireworks Spectacle sustained a severe blow when the World War started. All the important manufacturers rushed to the aid of the Government and devoted their time and brains to help Uncle Sam win the war; and believe me they did their share. Most people are of the impression that fireworks are merely an amusement. For several months prior to our entrance into the great world tragedy I know of one firm that aided our Government by constant experiment, day and night, in consequence of which some of the things used for illuminating the mimic battles on the stage became wonderfully effective weapons in real war. I refer to the "Flare;" the candle power was increased from 60,000 to 120,000, something that made our Allies sit up and wonder. Flares were used by our boys either in making night attacks or in defending their trenches from night attacks. Then there was the "Star Shell" which was fired from a mortar. It went up from 500 to 800 feet, where it floated, giving more light than 20 electric arc lights. Just imagine a line of these shells, two hundred feet apart for

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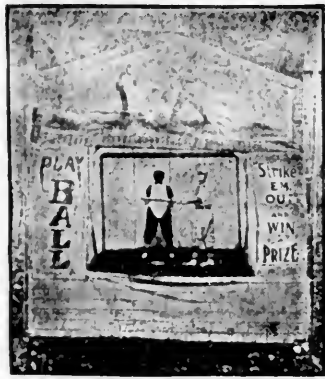
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miles. "Signal Rockets" that could give any code a General desired, and "Very Signals," "Wing-tip Signals" for Planes, "Colored Smoke Rockets" in five different colors for day work; "Colored Star Rockets" of twelve different kinds for night work. The Navy had Blue and Red lights and Distress Signals. These are the helps brought by the fireworks people.

Now that the World War is over the fireworks people may again resume their Spectacles and Displays. They will, and take it from me they will be more gorgeous than ever because of the new possibilities discovered while fighting the common enemy.

I love the sky rockets and always will, and when the Grand Geometrician of the universe calls me to my last account I hope I will have earned the privilege of having "Lights Out," because I certainly don't want to "Play With Fire" after I leave this mundane sphere.

Jerry Mugivan Tells How It Was Done

(Continued from page 16)

grewled, "that other car is named 'For Mother's Sake.' What 'h-h-1' is the name of this one?" "For Christ's Sake!" roared Ike, sleepily, as he ducked under the blankets again.

"We bought of Major Gooney, New York, an elephant, our first pachyderm. Its name was 'Major' from the National Printing Company we purchased our first advertising car. By the way, that car is now the paint shop for the Venice Transportation Company. We also bought seven cages and had ten cars with the show and one ahead. We opened at Pleasant Hill, Mo., with Ike Strehlg as general agent. The season was prosperous, and we closed at Montezuma, Ga., December 18, going into winter quarters at Piedmont Park, Atlanta."

Throughout this interview Mr. Mugivan referred to no data to refresh his memory. He was able to name the number of stands played in each State, the number of horses, animals, cars bought at any time, from who bought and the amounts paid. Dates and names of people, towns and animals he recalled instantly. In fact, he made a memory expert look like the absent-minded professor of the comic papers. Not one-tenth of the data he gave out can appear in this interview, due, of course, to space limitation. The chap who tries to sell the boss of the world's largest cluster of big top organizations a fling system is certainly on a blank.

"In 1906," continued Mr. Mugivan, "we opened in Atlanta under the auspices of the Shrine. Bert Bowers had bought at Glen Island N. Y. two camels, a llama and 'Babe,' our second elephant, a big one, standing nose feet high. We also added another car to our train, making eleven back with the show. This car had been the No. 2 advertising car of the Walter L. Main Show. We closed at Hallettsville, Tex., December 1.

"Our first equestrian director was Frank A. Gardiner, the double somersaulting leaper. George A. Kline was our principal clown. He was a noted mule rider. Dan Leon was equestrian director in 1905. There were many celebrated old timers on our roster in those days. Their efforts were a great factor in making the show a success.

"I remember that Gardiner had three high school horses with the show. He had Jim Ward working for him. It seems that Gardiner owed Ward for salary and the latter threatened to sue. Frank offered to settle by giving Ward one of the horses. It was a good horse, and Jim agreed. So they finished the season amicably together. However, when the show closed, Gardiner presented Ward with a bill for feed. It came to the exact amount of Gardiner's original debt to Ward. Jim couldn't pay, and he lost the horse. It was a pitiless method of paying off an obligation. In time Jim told the joke on himself. 'Well, it was a horse on me,' he would conclude. Gardiner had a dog with the show. It was a busy little yke, but foolish. Every night it would round up a bone, and, with admirable foresight, bury it under the stake and chain wagon. It knew the wagon and the relative position it occupied on the lot. Next morning, after the train had moved sixty or one hundred miles, the pup would frisk onto the new lot and scout for the stake and chain. Then it would dig earnestly for the bone. Failing to find it where he remembered placing it, the puzzled little pup would paw up every foot of ground under the wagon while the bosses had their daily laugh.

"In 1907 we opened at Houston, Tex., playing twenty stands under the auspices of the Daughters of the Confederacy. John Talbot and I had bought a half interest in the Great Wallace Shows, and, with the combination of the Hagenbeck-Wallace Shows, we had an interest in that organization. We added three elephants to the Van Amburg herd, making five—Major, Babe, Mama, Monte and Topsy. There were thirteen cars back with the show.

"It was a good season. We closed in Whitman, Ga., wintering at Valdosta. In 1908 we opened at Valdosta, and invaded New Eng-

land. We had purchased two stock cars and an elephant car, and we owned our own train. At Charleston, S. C., we changed the billing to read Howe's Great London Circus, our first use of the title. We closed at Cochran, Ga. In 1909 we opened at Atlanta, playing for the Firemen's Widows' and Orphans' Fund, and we closed at Jacksonville, Fla., Christmas Day. We opened there for a week March 13, 1910, and thirteen proved a lucky number for us, for it was that season we jumped into Canada for the first time, playing Montreal July 9. We closed at Charleroi, Pa., October 28, after a big season, and wintered at Verona, Pa.

"An amusing thing happened that season. You gentlemen recall, no doubt, that it was the year of the Jeffries-Johnson fight. Naturally, interest in the bout was keen on our show. But, at that, I don't believe we were as worked up as were the members of the advance. Our special agent was a fight bug of the first water, and he worked out a scheme both to do his work and to see the fight. It was a good scheme. He made two towns a day for three weeks, and made 'em well at that. He left forwarding addresses, and had things done up brown. He saw the fight and returned to his next open town ready to go on as the nothing had happened. But, when he alighted from the train, Ike Strehlg, with a new special agent, happened to be on the platform. Ike told the erring fight bug what he thought of him. It was a good dressing down.

"But, Mr. Strehlg," protested the agent, "I made all those towns right, even if I did make 'em fast, didn't I?"

"You made 'em fast," roared Ike, "but you'll make the rest of the towns on this season's route a darn sight faster. You'll make 'em in nothing—dat! Here's your money!"

"Up to this time we had been a one-ringer show. We purchased that winter three tableau wagons, one stock car and one flat. We also acquired the Dode Flak Show, which we called Sanger's Greater European Shows. We operated it separately. We now made Howe's Great London a two-ring, one-stage aggregation, with 15 cars back and one ahead. We had Richard Dockrill as equestrian director. Our 1911 route extended thru Ontario, Western Canada and the Coast. We closed at Tucuman, N. M., and wintered in Hutchinson, Kan.

"In 1912 we opened at Hutchinson, moving into Eastern Canada. Ike Strehlg died in July, and W. E. Ferguson took over the routing of the show. We closed at Montgomery, Ala. We now acquired the Robinson Famous Shows from Dan R. Robinson, and substituted that title for the Sanger name, with Harry Mann as agent. That winter Ed C. Knupp joined us as general agent of the Howe Show. Both troupes wintered at Montgomery. The Howe Show opened the season of 1913 with nineteen cars back and one ahead. The Robinson Show had eighteen back and one ahead. I managed the Howe and Bowers the Robinson Show. There were four 'bulls' with Bert and six with me. We had added Mabel, Betty, Tom and Dutch to our herd.

"That fall both shows ran into Montgomery again, taking the road in the spring of '14 with twenty cars back and one ahead. Both shows wintered in Peru, Ind., that year, and George C. Moyer, who had made the season of '14 interesting with his Hang Show opposition, was secured as general agent of the Robinson organization. George Alken, the old Robinson manager, was general agent of the Howe Show.

"The Robinson Famous took the road the spring of '15 with twenty-two cars back and two ahead, and the Howe with fifteen cars back and one ahead. The former show had six elephants that year and the Howe Show had four. In 1916 the Robinson Famous title was changed to John Robinson's Circus, with twenty-eight cars back and two ahead. We made the Coast trip that spring. The Howe Show had twenty cars back and one ahead.

"With it were seven elephants, while the Robinson Show carried eight. On May 13 Ed C. Knupp relieved George Alken as general agent of the Howe Show. The former show closed in Americus, Ga., and the latter in Brewton, Ala. Both wintered at Americus.

"We took the Howe Show off the road in '17, putting the John Robinson Circus on rory-five cars. George Moyer was general agent and Ed Knupp was traffic manager. The following season, that of '18, the Robinson Show opened with twenty-eight cars back and two ahead. George Moyer was general agent and traffic manager. We closed early on account of the flu at Elizabeth City, N. C.

"Early in 1919 we bought the Hagenbeck-Wallace Circus at a receiver's sale. Both it and the Robinson Show took the road in '19 as thirty-car troupes. George Moyer was the general agent of the Robinson Show, and Ed Knupp returned to the firm's employ, becoming the general agent of the Hagenbeck-Wallace Show. The former troupe closed in Holly Springs, Miss., and the Hagenbeck-Wallace Show in Jackson, Tenn. Mr. Bowers has managed the Hagenbeck Show since its purchase. Last year we put out the Howe Greater London Show on fifteen cars, with Dan Odum as manager and Bert Rutherford as general agent. This year we are enlarging the show, increasing from fifteen to twenty-five cars. The title will be Howe's Great London Circus and Van Amburg's Trained Wild Animals. Mr. Odum will manage it and Mr. Rutherford will be the general agent. The show will be perfectly equipped. This winter we bought from H. H. Tammen and F. G. Bonfils, the Denver publishers, the Sells-Floto Circus, and, with it, the Buffalo Bill title. We bought from William P. Hall, Jr., the Yankee Robinson Circus."

This was the end of the story—the narrative of the circus round-up. In the lobby of the hotel a group of men waited to talk business with the boss, and, as he told the tale, Mr. Mugivan realized that he had two days' work to do in one—but he told it patiently.

Someone asked: "Do you and Mr. Bowers always agree?"

It was a blunt question, to say the least. Mr. Mugivan grinned. "Well," he replied, "we don't ever disagree—seriously. Nothing could cause us to do that—nothing. What's a circus more or less between partners anyway?"

Arenic Stars

(Continued from page 5)

In reality, had previously figured conspicuously in song and story as a hero of the plains, and was induced by that popular writer, "Ned Huntline"—E. Z. N. Judson—to come to Chicago to play a part in a production of Western scenes in dramatic form which he was then writing for stage production, and which was later given with such success as to create a general demand for a broader representation of the West that was hampered by the limits of stakedom, after years of thought and experiment, Colonel Goly evolved the method of depletion that permitted the broadest scope of intelligent action by the genuine people, red and white, on foot and horse, in scenes so startlingly realistic of their original characters as to excite the admiration of the public and be approved by such connoisseurs as the leading military celebrities who participated in the story so faithfully told, including such notables as Generals Sherman, Sheridan, Miles, Merritt and others, and instantly became the dramatic sensation of the age. Its continued success for over thirty years is a better eulogy than the most fulsome praise any laudator can pen. My intention here is to simply record the date as to time and origin, and also to point out the "affinity" of La Cirque Antique and its much younger relative with the old-time arenic stars from distinguished families of equestrians of circus fame, among them being:

THE CIRCUS FAMILY, ROBINSON

so ancient in its origin that few people in or out of the profession realize the fact that the famous John Robinson show is the oldest circus in existence as a continuous, going concern, and that it has been handed down from generation to generation for nearly one hundred years. "Old" John Robinson, born in 1804 and died in 1888, was one of the pioneers of early circus days, starting his first show in 1824, and his attentional voice yet echoes thru the wilderness of arenic history. His sons, "Jaws," and "Gil" as a close side partner, naturally followed in the footsteps of their illustrious sire, and young "Johnny" took up the reins when they laid them down and grove the race with the same vim and vigor that characterized the show in its infancy, and he too has a son, John, upon whom the mantle of his forefathers is likely to fall, altho the name is now leased to the new triumvirate of Ballard, Mugivan & Bowers, and it will not be at all surprising to see the "old John Robinson Show" round out a full century of usefulness in the realm of amusements.

The original Robinson boys, Jack, Gilbert and Charles, were reared in the ring, so to speak. "Gil" Robinson was practically born and brought up in a wardrobe basket, and without jeopardizing any chance in his social life as a young man I will say that having passed the three score and ten mark he is now living at Atlantic City, New Jersey, full of vigor and rich anecdote. He made his first entry into the world's arena in the little town of Buchanan, Va., exactly seventy-five years ago. His mother was traveling with her husband's show, and during the afternoon performance she found it necessary to retire from the ring and attend to a little affair of her own, and that night there was an addition to the family of Robinson. They called him Gilbert in honor of a former partner in the show, but the boys all called him "Gil," and so it has ever been, and from that time to this he has been closely identified with the circus calling. At four years of age he was put in a posturing act with his fellow performers, and his brother Jack was doing a riding act when he was but six. Both of these boys grew up in the shade of the circus tents, serving in every capacity from performing to the management and building of great shows. Since his retirement "Gil" has made several trips around the world, "Just to see the country," as he says, as it is rather tiresome with nothing to do but rest, and "Jack" puts in his time between Cincinnati and Palm Beach when not otherwise engaged in clipping coupons.

It must likewise be recorded that John Robinson, the father of them all, was the first manager to throw up a dirt ring-bank in lieu of a curb for the circus ring. This change in crude construction was caused by the fact that when the roads became wet and heavy and almost impassable for the wagon trains, especially in the South, it was found necessary to throw away every stick of timber to be spared, even to the seat planks and tent poles, and fresh ones cut or secured in each country town to save the burden of transportation, and pine knots were often used as corches to illuminate the canvas at night, as it was impossible to carry either oil, lamps or tallow candles for that purpose.

Often the roads became so muddy wagons were mired and broken, while the horses and mules felt by the wayside completely exhausted, and it was then that railway cars were first employed to move the show from town to town for a few days at a time, in order to give the stock a respite and save their lives. This enforced system of travel frequently alternated in bad fall and winter weather in the South and, undoubtedly, was the first suggestion for future shows traveling exclusively by railway.

All this is in striking contrast to the circus of today, which comes to us with its mammoth water proof canvas, grand stands, reserved seats, electric lights and every modern device and improvement for the benefit and comfort of its patrons.

AN ARENIC AMAZON

Madam Agnes Lake, whose first husband was William Lake, a clown of great notoriety in the early days of the circus in America, and at one time part owner in the Robinson & Lake Circus, was beyond question one of the most famous of the lady exponents of the arena. Her history is full of romance and adventure. She was born in Dohme, Alsace, in 1826. Her maiden name was Mersman. Her parents brought her to America at an early age, and when about seventeen she met and fell in love with William Lake, a handsome young fellow, playing clown with Spalding & Rogers' Circus. He was an attractive Romeo, of good looks, quick wit and the stamp of a man of which court jesters used to be made. His real name was Thatcher, and he came from a family of good social standing in Borden-town, N. J. Agnes could not resist his charms, ran away and married him, and from that time on her life was linked inseparably with the circus. Under her husband's tuition she

became one of the greatest slack wire performers of her time, and, adding equestrianism to her repertoire, together they worked for years and with their savings formed a partnership with the Robinson & Lake Circus.

Later, while touring the country with their own circus, they stopped off at Granby, Mo., and, while the performance was going on, Lake, who was tending door, taking tickets, had some trouble with a desperado named Jake Killen, who had already lost an eye in an encounter. He threatened Lake, who, knowing no such word as fear, promptly threw the ruffian out. A few moments later while standing at the door with Mrs. Lake the brigsgart returned, sneaked up behind Lake and shot him thru the heart. Killen was tried and convicted, but as usual in such cases he only served a few years for the dastardly deed and was released.

In course of time Mrs. Lake took a second husband, James B. Hiecock, better known as "Wild Bill," one of the most famous of Western celebrities in the days of frontier strife, ladin fighting and existence of the "bad men on Blitter Creek," when he was often called upon to clean up an outlaw town or face a band of gun men who had terrorized the community, single handed and alone, which he did in a manner excelling all romance and fiction, on one occasion killing an entire gang of ten outlaws who attacked him in less than six minutes from the time the first shot was fired, himself slashed, shot and bleeding from numerous wounds. But like his predecessor in Agnes' affection, "Wild Bill" was also assassinated by a desperado, who lay in wait for him in the Black Hills, where his tomb now marks the spot.

Madam Lake belonged to that early school of arenic Amazons which numbered in its class such heroines as Adah Isaac Menken, the greatest actress ever to impersonate the famous character of "Mazeppa," and from whom Mrs. Lake took her primary lessons in that historic equestrian drama, which she afterwards played on the stage and in the circus with great success, the introduction and ambition being consummated thru the professional courtesy of the loan of a horse from the Robinson & Lake Circus stables in Cincinnati for the use of Miss Menken while playing an engagement at one of the theaters in that city. A warm friendship was kindled between the two ladies which induced Mrs. Lake to essay the title role in that heroic play. In addition to her many achievements Mrs. Lake also gave to the arenic world a daughter—Emma Lake—who became one of the most exemplary horsewomen of the day and who afterwards became the wife of Mr. Gil Robinson, known thruout the world as "The Side-saddle Queen," and her last professional engagement was played with the Buffalo Bill Show on its Continental tour. It is also a matter of interest to know that when the Lakes started their own show there was a young man, a mere boy, in their employ, whom Mrs. Lake insisted in making their general agent, to which Mr. Lake objected, on account of his youth, but as evidence of his wife's good judgment it is only necessary to state that that "boy" was James A. Bailey, who afterwards became one of the greatest showmen in all history.

OTHER NOTED RIDERS

It has been authoritatively stated that Philip Astley, an Englishman, was the first man to stand upright on the back of a running horse, and it is likewise an established fact that James Robinson, the world's champion equestrian, was the first to throw a somersault on horseback, and he was American born at that.

When a mere fledgling he left home to "join out," as they say in the court grammar of the arena, with the Rockwell & Stone Circus, at that time exhibiting in Boston, where "Jimmy" Robinson was born. The story of his early life and after laurels came to me from his own lips and thru an intimate friendship. He was apprenticed to the then celebrated clown, John Gossin, but after a single season went to the Old John Robinson Show and assumed the name that afterwards he made famous as the greatest bareback somersault rider the world has ever known. The elder Robinson, himself a rider of renown, put his pupil on a horse, and in a short time had him in the lead of all equestrian celebrities of that period, surpassing such noted riders as Hernandez, North, McCullum and others, who he left completely in the shade. He was the first performer to ride bareback, as before his time all circus riding was done on a broad pad. He had the most perfect balance, grace and agility, which enabled him to accomplish feats on a horse that other performers could not duplicate on the ground. Indeed, nearly all the star features offered by riders of the present day were originated by him. His reputation was established as long ago as 1847, and later he visited all foreign countries, winning and wearing the champion belt of the world with no one to wrest it from him. He rode before Queen Victoria in 1863, at which time Peter Conklin, now living, played clown for his act.

Among other great riders I will briefly mention only a few with whom I have come in

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personal contact or know thru direct channels, therefore any omission of name or award of merit must not be construed as a failure to recall all the celebrated riders of several decades.

Going back to my early days in the circus realm, I remember Miss Mollie Brown, the first lady I ever knew to turn a somersault on a horse's back. Since then we have had quite a number, including Madam Rentz, Josie DeMott, May Wirth, the Australian wonder, and others, with an endless list of fair equestriennes, such as Madame Dockrill, Cordoni, the Meers Sisters, Ella Bradna, Dallis Julian, Dazie Belmont, Carrie Rooney, Rose Wentworth and numerous others whose names do not come to me at this moment.

The list of male principal and jockey riders who have graced the arena is lengthy, and to my mind William Showles in his day came next to the great James Robinson as a finished, all-round equestrian—both principal and jockey. Frank A. Gardner, a famous bounding jockey and one of the greatest leapers in the world, an intimate friend, who grew up with the Cow Show, outclassed them all in his line of work, which was phenomenal. To this role of fame we may add such names as the Lowances, Charles Fish, one of the best of his time; James Melville, father of the Melville boys—Frank and George—whom he used to carry around the ring standing on his head; the great Hernandez, the Sebastians, Fred Derrick, William DeMott, Charles Siegrist, the Clarkons, Frank Melville, Fred Ledgett, the Jeal Sisters, the famous Hannafords, for the past few years the leading feature with the big shows and at the great New York Hippodrome, where they have remained for two successive seasons. Then, too, there are the renowned equestrian directors, such as R. H. Dockrill, whose daughter was also a splendid rider; William Ducrow, Rhoda Royal, and Adam Forepaugh, Jr., who could and did ride and drive thirty-one horses all at one time. All of these have contributed largely to circus history of recent years.

Of Miss May Wirth, the present reigning Queen of the Arena, it must be said that she not only stands but "rides" alone, and comes from a long lineage of circus celebrities—the distinguished Wirth Family of Australia, whom the author had the pleasure of meeting in the antipodes nearly forty years ago. Miss Wirth herself was born in Brisbane, Queensland, Australia—may I tell it?—in 1897, in the fourth generation of the famous circus riders of that name. She is also one of those finished artists, to the manor born and bred, who can do almost anything and excel in whatever they undertake. At ten years of age she was doing five first-class acts, including riding, trapeze, wire, contortions on a high pedestal, acrobatic and posturing feats, and at eleven years she was able to turn "flip-flaps" all the way around the ring on the bare back of her favorite pony as fast as he could run. Since then her reputation has been like the eagle's flight—onward and upward—extending around the world. Appearing in all climes and countries and in the great cities, including London, Paris, New York, Boston, Chicago, San Francisco, Sydney, Melbourne—in fact girdling the globe and winning salvos of applause from all grades of people within that endless circle, and much of the time commanding a salary that a diplomat might well envy. Technically her accomplishments consist of throwing as many as seven clean-cut somersaults on the back of a running horse while once encircling the ring. Her tricks and feats are numerous and end with a most sensational finish with a reckless abandon and strength of purpose that thrills every beholder as she dashes around the ring, on, over, and under the horse, clinging to the Mazeppa-like steed, with loosened, tangled hair flapping to the winds, with graceful curves and form of a Venus rounded out like a sculptor's dream.

These plain historic facts concerning Miss Wirth are correct in every detail, but they do not give warmth or color to her many achievements or convey the scope of her versatility, nor do they tell of the strenuous work it cost to master these many accomplishments. Not only hours, but days, weeks and years

of arduous practice, physical and mental strain, skill, poise and daring, also patience, perseverance and often pain, were the price of these attributes.

Yet, without it must not be assumed that these triumphs and golden rewards came without strife or struggle, and the writer recalls the fact that in the spring of 1913, during one Barnum & Bailey engagement in Brooklyn, Miss Wirth met with an accident by the stumbling of her horse which nearly cost her life, by being caught in the trappings and dragged violently around the curb until rescued and carried from the ring a limp, unconscious, bruised and bleeding form, the sight of which caused the stoutest hearts to quail and tears to fall, but bravely the courageous girl fought the fates, and with tender care for months completely recovered from the terrible shock, which clearly proves that the road to fame and fortune is not always a primrose path.

Nothing Too Good for the Fairs

(Continued from page 15.)

CARNIVALS ARE WAKING UP

A big proportion of the entertainment and amusement at the average fair, and especially at the smaller ones, is furnished by the midway or carnival shows. The managers of these organizations have had a big part in providing good, wholesome amusement for fair visitors. Some of them still have a man's sized job ahead of them in getting away from the "dirty girl shows" and other questionable attractions.

Leading fair managers of America and Canada are a unit that the immoral and fake show shall follow in the wake of the shell games and other types of "grift," and the sooner that all outdoor showmen realize this the better it will be for the show business as a whole.

Farsighted men like Johnny J. Jones, Irving J. Polack, Clarence Wortham, and others of their type, have already seen the handwriting on the wall, and have built up organizations of meritorious, wholesome and moral attractions. The measure of success of the carnival or exposition show of the future will depend entirely upon the cleanliness and the real worth of the attractions.

There seems to be a tendency at the present time for carnival companies to carry free attractions. Some ten or fifteen years ago nearly every company had a "high diver" or some other feature open air attractions.

Should the carnivals carry meritorious acts thruout the season and sell them at a reasonable price to the smaller fairs it would probably prove satisfactory to all concerned. State fairs and others of that caliber would continue to buy their acts as they now do. They would want more attractions and bigger ones than it would be possible for a carnival company to carry.

GREAT INTEREST IN RACING

The American public is perhaps fonder of racing than any other one sport or pastime which it is practical to present on a fair ground. The early fairs, as we now know them, were largely built around harness and running meets, and horse racing will probably continue as a major attraction as long as there are red-blooded men and women to race them and to witness their contests.

In late years, however, the horses have had to divide time with steeds of steel. When the automobile first became a factor in world affairs a little more than a score of years ago, racing cars and meets were controlled almost entirely by promoters who represented the manufacturers. Racers exploited certain cars. Competition became very keen. Unscrupulous promoters got into the game. Fake meets, fixed races, juggling and jockeying soon became the order of the day. This continued for a few years. The public finally got wise; auto racing almost took the count.

Fifteen years ago Alex Sloan, then a sporting writer, conceived the idea of promoting real races on dirt mile and half-mile tracks. He built especially constructed cars. He attracted the best drivers he could find. Then he went to the fair managers and tried to sell them. Auto racing had slid to the discard. The fair managers wanted to be shown.

Sloan conducted his race meets on such a high scale, and backed them with such effective pub-

licity, that they met with almost immediate success. Other promoters took up the game and have met with success, according to their honesty and ability to give real races.

An important and interesting by-product of auto racing is auto polo, a game presented almost exclusively at fairs or in connection with auto racing, and which first came into general popularity, at the fairs at least, thru Ralph Hankinson. There seems to be no let-up in the interest in auto races and auto polo, and it is likely that these will continue to be among the leading fair attractions, at least for several years to come.

In addition to the races themselves, there are often interesting incidents in connection with the meets. Several years back Bill Pickens promoted a road race up Lookout Mountain. The course was seven miles, and most of the road was dangerous curves, over bluffs and across high precipices. The race was against time, only one car being on the course at one time. Watchers were stationed at the most dangerous points. The race was on and Dewitt shot up the course, leaving a cloud of dust, smoke and flying pebbles in his wake. At a hair-pin turn, half way up the mountain, his car went in a ditch and turned turtle. Dewitt was thrown thru space over a high cliff and lit some forty feet below in the top of a big pine tree.

The watcher jumped in a nearby car and rushed to the foot of the mountain, where Pickens was assisting in starting the cars. "Send for an ambulance quick," cried the watcher, "Dewitt's car turned turtle on hairpin curve and he was thrown forty feet into the top of a big tree." "Ambulance, hell," said Pickens, "send for a photographer."

AVIATION BROUGHT NEW THRILLS

Perhaps the greatest producer of thrill and sensation, at least in recent years, has been the airplane and its numerous proponents. Of all attractions now before the public, aviation has been more closely linked with fairs than any other one attraction, excepting, of course, harness racing. In the early days of the airplane there were no government or municipal landing fields, and the fields of the race tracks or fair grounds were the most logical landing places for the pioneer fliers. In this way, as well as because of their novelty and spectacular features, exhibition flying had its first great stimulus at the various fairs. Then again, of all attractions, there has been more rapid change in flying and aviation than anything else, and there is no one who would be bold enough to predict the development in even the next few months. Here is the record of airplanes at fairs:

Twelve or fifteen years ago a heavier-than-air "flying machine" was a wonder.

Then Peguot looped-the-loop and established a new epoch in exhibition flying.

Trick flying flourished for several years and produced the greatest thrills in the decade.

The World War broke loose and aviation really came into its own. Men became so nonchalant that wing walking and other air acrobatics became commonplace.

Finally, one man was daring enough to change from one airplane to another in midair. It was said that the last word in thrills and sensation had been reached. Now they are standing on the top wings and looping-the-loop, changing from auto to airplane, looping-the-loop while hanging by the toes from a horizontal bar; and by next week, or certainly the week after, there will be something worse than anything now known.

Lincoln Beachey, De Lloyd Thompson, Ralph Johnson and Eugene Ely were among the pioneers of the air game at the fairs. All of them sacrificed their lives in exhibitions, with the exception of "Dutch" Thompson, who retired more than a decade ago to private life.

In the early days exhibitions at the fairs consisted merely of an airship in flight. Pilots who mastered the loop-the-loop then came into great demand. Art Smith's night flying was the sensation of the San Francisco Exposition, while Louis Gertson built up a great following with night flights in the Middle West, and Billy Brock was equally as popular thruout Ohio, Indiana and Kentucky. Another popular innovation was airplane and auto races on half-mile and mile tracks.

A distinct novelty introduced in flying a few years ago was the avistrix. Katherine Stinson and Ruth Law are the leaders of their sex. The former made a triumphal tour of Japan and the Far East. In the Orient she was the recipient of signal government honors. The Japanese especially regarded her as a super-woman. Miss Stinson retired about two years ago because of illness following a strenuous experience in war work in France.

Ruth Law has had several years' successful experience, and is generally conceded to be the greatest pilot of her sex in America. If not in the world. She was probably the first woman to loop-the-loop, and her night flying has been featured at many of the big fairs in the past few years. Not only is she a great attraction in herself, but in late years she has related one or more of the so-called aerial acrobatics with her circus, thereby offering a very attractive program.

Startling were the developments in aviation during the World War. Following the signing of the armistice a young lieutenant in aviation down in Texas—Omar Locklear—announced that he could change planes in midair. Some were

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conditions to believe that such a thing might be done once or twice, but no one looked on it as an act that could be repeated successfully and on time day after day. But Locklear showed the Musgraves and he killed the knockers. His achievement was the sensation of the outdoor show world. In a few months there were a host of imitators, a few of whom put on an act equally as well as the originator. Locklear, however, shares with Pequot, the Frenchman, originator of the loop-the-loop, the honors of having given aviation its two most noted feats.

Other successful air acrobats and plane-changers of the past season were "Tex" McLaughlin, "Al" Wilson, "Jersey" Ringel, "Fearless" Tinney and a few lesser lights. Locklear, Tinney and McLaughlin were killed within a few weeks of each other in exhibition flights, or while engaged in "movie" contracts. Probably a score of others would be "stunt" fliers met their death at fairs or while practicing for engagements they hoped to secure.

The hazardous side of the game seems to have little effect, however, for this season there are a host of embryos who are seeking fame and fortune imitating those already named. In considering the chances they take, one is reminded of the old, true saying that "one's man's meat is another's poison." For instance:

At the Alabama State Fair last fall, "Jersey" Ringel was putting on the act he had originated just a few weeks before—that of standing on the top wing and looping the loop with his hands above his head. He also changed planes and did a lot of wing walking, etc. He had just finished working one afternoon and was seated in the grandstand with a newspaper reporter watching the platform acts. Sam Levy introduced "Dare-Devil" Wilson, who was to dive head first from a forty-foot ladder onto a smooth, circular platform at the bottom.

"Gee," said Ringel, as Wilson started to climb up the high ladder, "I wouldn't do what that guy's going to do for any amount of money."

"Why not?" asked the newspaper man.

"I might get hurt," said Ringel.

So there you are. On the other hand, "Dare-Devil" Wilson would probably have thought twice before changing planes or standing with Ringel on the top wing while he looped-the-loop.

SUMMING IT ALL UP

Lack of space forbids a more extensive review of various other features. For instance, pagantry is coming into its own as a major attraction, and some of the larger fairs in late years have put on elaborate programs along this line with great success. An entire article of this length might be written in regard to platform or vaudeville acts alone, and the same holds good in regard to fireworks, spectacles, bands and special musical offerings.

The subject of attractions and amusements at fairs is, considered by and large, one of many ramifications. It is constantly changing, growing, reaching out for new ideas, themes and subjects. The present-day fair manager operates on the theory that there is nothing too good or too big for his patrons. It is because of his energy, optimism and enthusiasm in co-operation with men and women of imagination and ability of the show world that the fairs have been enabled to take their present high stand in the estimation of the American people.

The cheap, vulgar, immoral show, the repulsive freaks, the fakes, the grift, the "knock-'em-dead" joints, and everything else that is not decent and meritorious are slated for the discard, and at no distant date.

Of late years some of the larger fairs have converted their plants into all-year-around parks. They are operating interesting riding devices, swimming pools, dancing, moving pictures and other high-class amusements and attractions. The trend of the times is to get away from the questionable shows and games. The smart men of the outdoor show world have already seen the handwriting on the wall, and as a result startling innovations are already under way, with more coming in the near future.

The fairs are of too great importance to American life, and especially that great agricultural population of America which has most of its annual entertainment at the fairs, to be dominated by sensual shows, disgusting freaks and fakes, "strong" games and other features of a questionable nature.

The fairs do not have to stoop to riff raff; the people do not want it. The shell game and the boogie coochie show may have been the proper thing twenty years ago—but that was twenty years ago.

Free Acts at Parks and Fairs

(Continued from page 17.)

The Valida Sisters, "Queens of the Air"; the Panzer Trio of Contortionists, Irma Orbanany, the 3 Lukens, casting act; Yosko Troubadours, the 3 Sisters Macarte, Burke and Andrus, Carl Humann Troupe of Acrobats, Zeno, Carl and Zeno, Fred Herbert's Dogs, Andree and Golden, the 5 Carnillas and St. Onge.

This was indeed a most remarkable bill. It contained fourteen star acts of that day and cost several thousand dollars. That was twenty-three years ago. Today some of the fairs present thirty free acts on their stages, for which they pay \$10,000 or more.

Among the popular free act fair stars of fifteen or twenty years ago were the Eddy Troupe,

Paulinetti and Piquo, Johnson, Riano and Bentley, Parker's Dogs, DeLmore and Lee, La Belle Carmen, Webb and Hassan, the 3 Seymours, the Dunham Family, the 5 Fredericks, Fred Macart's Monkeys, Caicedo, "King of the Wire"; Okabe's Japanese Troupe, The Streator Zouaves, the Montrose Troupe, Dar-Devil Schreyer, Adgie's Lions, McThee and Hill, Techow's Cats, the Clarkonians, Ramza and Arno, Hill and Silvianny, Walter Stanton, Fred Matthesen, with his loop-the-loop; Webb's Seals, Batty's Bears, the Dumitrescu Troupe and Habcock with his "loop" and "gap."

Some of these are still stars, and some of them, notably the Yosko Troubadours, have found fame in other fields. Several of the Yosko Troubadours are present day grand opera stars.

Coming down to a list of fair free acts which have appeared during the last five years, I can mention: Dare-Devil Oliver, Chevalo, The Dayton Family, the Erlowsky Troupe, the Navassar Ladies' Band, the Portia Sisters, John White's Animals, the 4 Mellos, the 12 Berber Arabs, Gillette's Monkeys and Dogs, Margaret Stanton "High Dive," Belleclair Bros., Barbara Stafford's Animals, the 4 Readings, Fred's Pigs, "The Act Beautiful," the Riva Larsen Troupe, Calvert on the high wire, the Curzon Sisters, D'Lonra High Pole Act, 7 Bracks, the 4 Jansleys, Fink's Animals, James E. Hardy, Sig. Frantz Bicycle Troupe, Erustonian-Novikoff Troupe, Loretta Twins, Flying La Naus, The Rackos and Ce Dora in the Golden Globe.

There are, of course, many others in this class today, but these are given to show how well the standard established twenty-five years ago has been maintained.

About the beginning of the present century the first tendency to include "thrillers" in the free class was indicated by the presentation of "Looping the Loop" and "Jumping the Gap" on the bicycles. Then in 1906 came Roy Knabenschue in his dirigible, and in the same year the somersaulting automobile. The public desire for sensations, however, soon subsided because it got to that point that the next step would be to kill a performer at each show.

Free vaudeville acts in parks, while presented with a different end in view, are about the same class as those offered at fairs, altho some of those shown at the former are not suitable for the latter, and vice versa.

Whether free acts were first seen in parks or fairs it would be difficult to say, but the first free act in a park was not the idea of a vaudeville manager, but of the manager of a street trolley line, and was used then as now as a means either to develop property along the car line route or to bring patronage to the road itself, or both.

Consequently parks where free acts are presented are placed at the end of the car line and are operated either by the officials of the road or some one engaged by them.

These acts must necessarily be high-class or the management could not induce the public to go to see them, even tho the cost to see them amounts only to the car fare. As many of the parks have enclosed theaters, with most of the stages of the others under a roof, it is very much easier to select a bill for them than it is for a fair, because the majority of the acts presented at a regular theater are suitable.

For years these parks have attracted many of the vaudeville stars and a poor free show is a great rarity. The fact that many of these parks give only night shows is another magnet for the headliner.

Both the fairs and the parks have been incentives for the origination of new acts especially suitable to them. Some of these are classed as "thrillers." Some of these have been devised by the performers themselves, while others have been originated and promoted by agents who have made a study of the open air amusement game. Some of these have developed into standard attractions and after playing the principal parks or fairs, or both, in this country have been booked abroad and have become sensations at Blackpool, England; at the Hippodrome in Paris, in Berlin, Vienna, St. Petersburg and other large centers in Europe. Dare-Devil Schreyer was a notable example of the "made in America" sensation.

Schreyer's act was for years the most sensational open air offering on either side of the "big pond." He appeared at the principal fairs in the United States and created such a furore that they wanted him abroad. He went, and at Blackpool he created the biggest sensation of

any net that had been presented there up to his time. Amusement lovers flocked to see him for many weeks and his engagement proved a record breaker.

Other acts designed for parks or fairs have been found suitable for the big circuses, with which they become feature attractions.

"Loop-the-Loop," "Jump-the-Gap" and the "Somersaulting Automobile" were in the last mentioned class, and each in turn was billed as the leading feature of the tent show which presented it.

Thus it will be seen that parks and fairs have not only developed into "show shops," but into "work shops" for acts originated with the idea of giving the public something for nothing, which have later become the drawing attractions of big shows.

During the war the parks and fairs in this country were practically at a standstill. Many of the latter were not given at all and those that were run had great difficulty in securing suitable acts for their stage shows. Happily this condition does not now exist. The show business is normal. Last year the parks and fairs enjoyed some of their oldtime prosperity, and there is every reason to predict that the season of 1921 will prove to be one of the best ever experienced by the parks and fairs.

The Plan and Scope of the National Association of Amusement Parks

(Continued from page 9.)

helpful, but much better organized than the 1920 meeting.

The assignments on the program bear no marked distinction as between large and small resorts. Each has had experience that will benefit all. On this theory are we organized. The full and open discussion of inside experience is the marvel to the new member. The facts and figures given make one feel as if one were reading from a ledger, rather than listening to a paper. And the members surely listen. No sergeant-at-arms is required to preserve order. Each member is made to feel that it is his convention, his meeting, that he is part of it. Yes, it requires time to plan a program of such interest and to select the proper man for each subject. It requires men who have a wide knowledge of the park business, and at the same time an acquaintance of the men in the business. We have such men, and they composed the 1921 program committee. It is known that they conferred often and put in considerable time before the subjects for study were announced. The program of each meeting will be preserved for future reference, so that as time passes each program will be a reflection of the social and economical conditions thru which our country has passed.

When an organization is thus founded and conducted, it is needless to say that applications for membership are to have a careful investigation before being presented to our board for approval. Each applicant must be vouched for by three members of standing. We fall to see how any unscrupulous manufacturing concern, park manager or concessionaire could get the necessary endorsement to enable him to get even as far as consideration by our board.

Another big asset of the organization is that the men in it are becoming personally acquainted as never before. This will promote visits between the men in the business and more and more visits will be made in the active operating season, when the most benefit is to be derived from it.

The writer, in last year's Spring Special of The Billboard, stressed the Mardi Gras at Riverview Park, Chicago, and Helms Electric Park, Kansas City, Mo. A great many park men doubted that such results or anything approaching them could be obtained at any other park. Two men in particular doubted the feasibility of such a venture. They were, however, sufficiently interested to visit the two parks named, and each returned home and put on a Mardi Gras. Each one informed me that this year he will formulate his plans very early for a much more elaborate Mardi

Gras. I should like to know how much larger the percentage of visitors in 1920 to the two parks named were in the interest of the Mardi Gras. I predict that a Float Syndicate composed of the park men interested will soon come into existence, when each member will contribute a set of floats or its equivalent, so that a set of floats can be exchanged each year. This will very materially reduce the cost of his floats to each member, and at the same time afford a much better type of float than could otherwise be used at each place each year. This will be a most substantial and direct result of organization, co-operation and mutually beneficial acquaintance, promoted by the association. Our annual convention will be the meeting place for the fostering and development of this and all other movements of general interest. Our members have already learned that it is not for entertainment that we come together annually, but for instruction and broadening experience, where each can and will contribute something to the general fund of knowledge. We seem to proceed on the basis that "The Greatest Fun of All is Work." There was no frivolity last year and no time wasted in horse play. It was, and I hope always will be, serious work. This will always assure us the support of the older and more successful men in the business. Already the association is on record as willing to do its part in showing proper appreciation of the efforts of the inventor and the manufacturer of a new ride or device. Last year ample opportunity was given to all with a new idea to place it before our members. This was partially a mistake for the reason that some inventors came without picture, drawing or model, and endeavored to convey an idea of the proposed device by verbal description only, using such technical language that only engineers could follow them. This is only a waste of time. Park men in general cannot be expected to follow such description and visualize the idea. No inventor should be heard unless he has either a drawing, picture or a model. But if any inventor or manufacturer comes thus prepared he may be sure of an attentive hearing.

In this connection also it is well to note that some well defined effort on the part of the association is going to be made to ascertain who the infringers are and to whom, in accordance with American business ethics, their orders should go for any attraction protected by patents. This should make the business of the infringer and pirate unpopular and unprofitable.

A subject which is destined to engross the attention of our members for some time to come is that of liability as against the public. It has been suggested that we have a mutual company of our own. This may be the solution, but as yet we are not large enough in membership, nor have we collected sufficient data on which to base the launching of a successful company of our own. Several widely different methods of handling this liability prevail. Some carry it themselves, others insure with companies that offer the best protection at lowest rates, while a number organize a separate operating company for each device, which company does not own the device, but leases it for operation only. For want of a better name this last plan of protection is called The Tilyou Method. Even if insured it might be well to have some such method to fall back on. A company in the West can appreciate this after having an accident in which sixteen people sustained injury. The insurance company being apprised of the facts gave the insured a check for \$10,000, the maximum amount of the liability under the policy, and said: "This is all you could hold us for. Now defend your suits yourselves."

This public liability is a subject that will be on our program each year for some time. If for a time each member will disclose to us the actual results of each year's experience, we will eventually, by steady accumulation, have enough facts to enable us to arrive at the solution of the liability insurance problem. In order that this work may be concentrated, continuous and accumulative, we propose a standing and permanent liability insurance committee, enlarged from time to time as may be advisable.

Fire and employers' liability insurance will always be with us. Each should have individual treatment by a permanent committee.

Too much emphasis cannot be placed on "Community Good Will." This is the chief asset of any resort. And yet, it has been ignored, imposed upon and duped by so much fraud that one wonders whether any good will is left for parks in some localities. I have been familiar with Euclid Beach, Cleveland, Ohio, for more than seventeen years, and at all that time have noticed that the public has had a fair consideration. There are many others, but this place serves as a model. We could mention places where in times past the motto seemed to be "dope the public." In the "old days" at Coney Island, New York City, everything was a "fake." Ten cents was charged to get into a tent. A man would call

out, "This way for the show." He would lift up the side of the tent for the people to pass under, when they would find themselves outside in the open air. They would often take it as a joke and wait outside to see their friends fooled.

When Thompson and Dundy opened Luna Park at Coney Island they featured in their advertisement these words, "Barnum said: 'The people like to be fooled.'" Our motto is, "Deliver the goods." And they surely delivered value received. These men have supplied our association with a motto that wins and should be unanimously adopted, and it will be, Riverview Park, Chicago, can assure you that it pays enormous dividends.

From the foregoing it is clearly seen that the plan of our work is to organize all the people connected with the outdoor amusement parks into one efficient, successful organization, with meetings at regular intervals, and the scope is to cover anything pertaining to the business that will be of general interest to the entire membership. The association is surely promising of a successful career.

Ins and Outs of the Portable Rink

(Continued from page 13)

smaller towns, are moving every ten or twelve weeks. Portables consume from ten to fourteen days during their setting and tearing down period. When moves are but a short distance and road conditions are good, we ship by motor truck, which shortens the time considerably.

On entering towns we inquire as to when it last skated, and as to license for operating, which is not large in comparison to those of other outdoor amusements.

In locating lots one must guard himself about locating near rivers and streams that behave badly in the spring of the year. It is much better to pass up towns comprising lots of this nature and return at another season. Lot rental is from \$15 to \$25 a month, according to location. It is better to pay more for a lot near the business section than to have your patrons walk thru the rain and snow to a lot some distance from town.

When erecting the rink it is better to spend a day or two more, preparing it to meet the approval of the public, than to open and try to decorate and repair later. Make the rink appear impressive, for it's the first impression that counts. Have you not attended rinks, dance halls, carnivals, parks and circuses, to find dirty grounds, poor, patched-up canvas, dirty, unkempt interiors that have never seen paint and then gone home and condemned them? You voice your opinion to your friends and they pass it along to others who may be interested. Recall that adage: "Cleanliness is next to godliness."

The exterior and interior should be brightened with paint and kept clean. Paint will not only brighten it, but will keep it free from weather conditions.

Decorate your rink neatly in bunting, flags, strings of colored paper and lanterns. These should be changed twice a season at least. Never let your place become an eyesore.

To the public one of the dominating features of an amusement parlor is its illumination. Keep your rink well lighted. Avoid dark corners. You will find this to be of great importance; also an advantage to a floor manager, as he can detect disorder much easier.

Your floor should be surfaced before opening to remove rough edges that are sure to follow a season's wear and moving. It is also wise to surface a little every two or three weeks. This will give you a clean floor, and also lessens your skate repair bill. Every rink should have a floor surfacer, and you will find it soon pays for itself.

Advertise your opening night in the local papers. Also ask publishers for a reader, describing the rink, its last location, your recommendations and the manner in which you conduct your rink. Have hand bills printed and distributed at the different schools and industries a few days in advance, to insure publicity. A few good items for your hand bills are: "The rink will be run on strict business principles." "We cater to the better class of people and reserve the right to eject any undesirables." "Good music, good skates, experienced management." "Special attention to beginners." "Two sessions daily. Hours, 2:30 to 5 and 7:30 to 10."

Advertising today means life to any business, and rinks can benefit by using a small ad three and four times a week, giving your novelties.

BALL GUM

Best quality. \$33.00 Case, assorted, of 10,000 balls, or send \$3.75 for trial thousand.

PEANUTS NO. 1 SPANISH SALTED
30-LB. CARTON, \$4.50

Send money order.

V. A. PRAGER, 4955 N. Central Park Ave.,
CHICAGO, ILL.



VAMP.

Concessionaires

THESE DOLLS GET THE CROWD

VAMP

Wood fibre, 13½ in. high. Patented. The talk of the Doll world. Vamps are painted in three (3) different colors, assorted colored earrings and wigs. Packed one (1) in a box, 6 and 12 dozen in a case.

All orders shipped same day as received.

Send \$5.50 for sample assortment of five Dolls, all different.

TERMS: One-fourth cash, balance C. O. D.

Blue Bird Doll Company

111 So. Sixth Street, BROOKLYN, N. Y.
Phone: Williamsburg 0080.



BABY.

Change the wording, so that the ads will not be passed up.

Another form of advertising is to have banners printed and posted in rinks, naming your special novelty attraction.

Your help in a portable should consist of a door man, skate man, four skate boys, cashier and floor manager. These should all be chosen with utmost care; their habits, neatness and personality should be above reproach.

Your door man should be a special policeman, with the authority to eject or arrest any offender who persists in disregarding rules. His badge of authority is a source of comfort to parents, knowing that their children will be protected from any misdeeds. He can save you money and embarrassing moments by eliminating rough characters at the door.

Your floor man should be a man of experience, for it is he who is the big factor in making the rink a success. He must have a pleasing personality, be capable of obtaining the respect of the public, at all times be courteous and attentive to the wants of the skaters. He can be of great assistance to beginners, for, after the first few sessions, when skaters have been taught the rules, he can devote a part of his time to them at the evening session, while at the afternoon sessions he can easily give them his undivided attention. Beginners are the life of the rink, for they come often to learn the art. The boost you receive from them will easily pay for the extra attention given them.

Your cashier should be a young lady of refinement and experience in handling crowds and money—able to make change fast, avoiding a slow-moving crowd at the door. Skate boys should be of the true American type, full of spirit and fun, always clean and on their boxes ready to give the skaters their attention.

The skate man should be there with a cheerful smile, ready to repair or exchange skates that do not give satisfaction. Give your employees a word of praise now and then. Let them know that their work is appreciated. They will in return work harder for the welfare of your interests. By all means do not reprimand them before the public. Wait until they are alone. This will insure harmony and respect among the employees.

We portable managers are doing very much, I believe, to revive the skating game, as we are teaching thousands to skate in the course of a year in communities that never saw a rink before. And I speak for the portable managers as a whole. We are doing our very best to create a favorable impression in each community by conducting our rinks in a respectable manner.

Our tasks are by no means hard. We do all our cleaning of skates and building, besides incidental repairs to top and floor, in the a.m. We are then ready for our afternoon session, all week and span. At times we have special sessions in the a.m. for beginners and children.

Much can be done the last two weeks in a town that will help you in the earlier weeks in the new location, such as a general overhauling of skates, painting the rink, patching the floor, etc.

A friend once said: "It is not all sunshine in the portable game." He was right. Some new difficulties arise in each town. We have been in floods, blizzards and windstorms that flipped our canvas. We came up smiling, feeling as tho we had passed the test put to us. Drop into any portable, friends, and meet the boys. You will always be accorded a genial wel-

come by boys who are up-to-date and ready to help with their years of experience.

Another thing, music must be given careful attention. A military band organ of standard make is most appropriate, for it gives forth a volume of music not inferior to a band itself. It is always there for extra sessions, never complaining of long hours and asking no favors in return for over work. With proper care an organ should last several seasons. It should be sent into the factory every two years for an overhauling, giving you in return an organ practically new. The organ should be covered after each session with a canvas hood, to keep out frost and dampness, which destroys the music and bellows. Your organ is equipped with stops to lessen the volume of music and should be only played to capacity volume when the rink is full of skaters.

I recall, when playing rink engagements, of asking a manager during rehearsal to cut down on his volume, and he replied that it was impossible, as the organ was not equipped with stops. I went over to the organ and showed him where the stops were located and how they were operated. He told me that he had written to the factory, asking if his volume could not be lessened, and it had replied that it could not. The company was not showing this man the courtesy that it should have, but allowed him to operate a portable rink for two years with his organ playing to full volume. This man failed because of inexperience, but he tried hard to operate a respectable place. He was a credit to the game however. Was it not too bad that the game should suffer when there are so many to whom he could have appealed who would have been glad to help him out along those lines?

There are also managers who have been compelled to move from their locations by neighbors who presented a petition to the City Council, condemning the rink as a public nuisance, all due to the fact that the organ annoyed them, when played continuously and to full volume. These managers would have no doubt benefited by modifying the volume by using the stops, put there for that very purpose. Never play the organ continuously during a session. Shut it off at different intervals, giving the skaters a rest period, and thus prolonging the life of the organ.

The portables are nearly all selling soft drinks and candy. This requires little space and no extra help. The drinks and candy can be served from the counter near the skate room or cashier's booth, giving you both the cashier and skate man to act as dispensers.

ATTRACTIONS AND NOVELTIES

Three years of experience I have found that the most successful rink managers are those who have interested themselves in attractions. They are the mainstay, keeping up interest, increasing attendance, and thereby swelling receipts. These attractions should be selected with care and presented to your patrons in a manner that may be pleasing and free from objectionable features.

We use both professional and local attractions. The professional consist of skating acts of national fame. We find that the best is none too good for our patrons. We play two or three professional acts in each town. They not only draw good, but they bring new faces into the rink. We play the first act about the fourth week after opening and the second about the sixth week.

In saying that we play the best, I name Miss Adelaide D'Vorak and Billy Carpenter, both of

whom are masters in their respective line of skating. Their acts do not conflict and consist of fancy dancing, figure and trick skating. We consider ourselves fortunate in obtaining these skaters, for they always draw well and we have been playing them for years.

I use local attractions, such as games and novelty races, two or three times a week, and some weeks every night. I will give you a list of novelties that I use, and, while I do not claim to be the originator of all of these, I feel assured that those who are will be glad to offer them to the managers, so that they also may derive their benefits:

NOVELTIES

Skidoo Party, Block Party, Hard Time Party, Balloon Party, Rube Carnival, Candy Carnival, Mask Carnival, Masquerade, A Night in Japan, A Night in Panama, Pay Day at the Rink, Country Store, Hoover's Day, A Dash for the North Pole, The Mysterious Dollar, Moonlight Serenade, Chas. Chaplin Night, Sweetheart, Bean Souther Cakewalk, Hoodoo, Lucky Thirteen, Harvest Days, Sucker Night, Blind Boxing Match, Millinery Show, A Night in the Landry, Patriotic Night, Musical Chairs, Ladies' Night, Mardi Gras Week, George Washington Party, St. Patrick Party and other holiday parties.

NOVELTY RACES

Potato Races, boys and girls; Orange Race, Barrel Race, Tunnel Race, Three-Legged Race, Couples' Race, Backward Race, Beginners' Race, Fat Men's Race, Canoe Race, Turtle Race, Murphy Race, Wheelbarrow Race and Tug of War.

A few novelties to use, one each evening during the week: Kentucky Steal, Multiplier, Trio Poke Party Tag, Ladies' Choice, Robbers' Waltz, Grand March.

All these can be used in any rink, and prizes awarded in nearly all mentioned. The cost is small.

Announce your novelties from the floor each evening, in addition to having banners painted with the name of the novelty on them. These banners can be rolled up and put away for the next town.

If there are any managers who would like to use these novelties and do not understand them, I want them to feel at liberty to write me and I will describe them.

Rink managers, we need a rink managers' association, with officers consisting of live men who are permanently located and able to give us a little of their time. This would give us a chance to exchange ideas, to form a circuit, so as to obtain skating acts of highest class at a lower cost, for it would shorten jumps and keep acts working all the time. This association would promote increasing interest and help to make roller skating a recreation of still greater popularity.

SHELLED RE-CLEANED POP CORN

Shipped in Heavy Burlap Bags.
Satisfaction guaranteed.
AMERICAN POP CORN CO.,
Box 432, SIOUX CITY, IOWA.

5c and 10c Candy Bars Gum, Pop Corn, Peanuts and Ice Cream. Coney, San Felice Cigars and 5c Cigars, Checkers and Pipes. Lowest prices. Write for prices. FADELL BROS., Bowling Green, Ohio.

Spreading Benefits of Music Thru the Summer Concerts

(Continued from page 11.)

calling for what the people want. Presses as to its value, however, he would in practically every case merely hazard the guess that "it seems to entertain them," implying that he himself did not see just how it could. And since music's only raison d'être in the eyes of the powers that be was entertainment, nice to be sure, but not as necessary as say a few contracts for some up-to-the-minute relaying of already comfortable gas pipes, it followed that a parsimonious administration, or one too liberal with the contractors, would cut down on concerts, the luxury of concerts.

Then came the war. And with it came a mighty change in the public estimate of music's value. Music itself did not change when it went with the boys to the camp, to the ship, to the hospital, even to the battle front. Its age-old functions did not change when it soothed the tense nerves, stimulated the faint-hearted, steadied the overwrought spirit. Music has always satisfied these needs of mankind. Now its versatility and practical utility were given opportunity for conspicuous demonstration. As the officers put it, music helped maintain morale. General Pershing sent for more musical instruments in the same message in which he demanded more guns. That music helped win the war became a truism.

Its service with the fighting men constituted but a part of the full measure of what it accomplished. The folks at home echoed the songs of their boys over there. The community sing and other musical activities of all kinds multiplied at a tremendous rate all over the land. They invaded the factories, the stores, public gatherings of every variety. Back of the line, too, music was steadying nerves, maintaining morale. It was speeding up production in the munition plants, it was encouraging the weak, comforting the sorrow laden. When President Wilson declared music had become a necessity, and could never again be looked upon as a non-essential, he was giving terse voice to what the army commanders, public welfare workers, the once sympathetic municipal authorities and the nation at large had realized with the outbreak of hostilities.

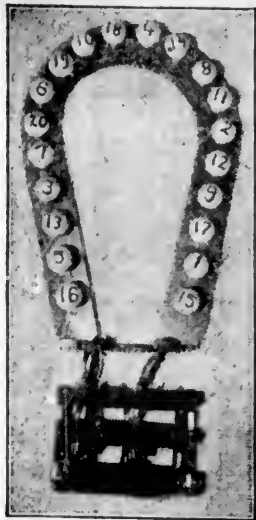
To test out the feeling of the official class all over the country, the National Bureau for the Advancement of Music, a few months after the armistice, sent out a questionnaire on the public use of music to the mayors of the 600 largest cities. Of these over forty per cent replied, and their answers are an object lesson on the strides the tuneful art has made as a factor in American life.

Two-thirds of those who wrote stated that their city had some regularly scheduled music activities. In most cases these were still only weekly or semi-weekly band concerts in the summer, but scores told with pride of the plans being made for an extension of the musical offerings in their parks and public places and the formation of municipal choruses and orchestras. Even more impressive, however, were the statements of other scores who had not yet been able to raise the money for music, but who saw the importance of this feature and pledged themselves to work for its establishment.

In 56 per cent of the cities with regularly organized public music work the support came from the municipal treasury, in 44 per cent from the gifts of public-spirited citizens. Over 80 per cent of all the mayors replying stated that they approved of appropriations for free music to the public. Less than 4 per cent expressed themselves as opposed. The balance did not answer this question. The reply of Mayor Alexander T. Connell, of Scranton, Pa., was typical of at least fifty other comments. The mayor wrote in substance: "I desire to say that I am heartily in favor of providing free concerts for the benefit of the public. Up to the present time the city of Scranton has never appropriated money for that purpose, but I have observed the value of music in counteracting labor unrest and promoting Americanization and am most heartily in favor of the use of public funds for activities of this kind."

A questionnaire sent out today would record a surprising increase both in number of cities making public appropriation for music and in the amount of such appropriations. Baltimore has increased its budget for music to \$71,000. Worcester has added another \$10,000 to its previous high mark. Long Beach, Cal., with only 50,000 population gives \$40,000 of its tax payers' money for hand music. Many other figures could be given showing an awakened realization on the part of municipal authorities to the civic benefit resulting from bringing music into the lives of the great mass of its citizens.

Parallel with this development has gone the artistic advancement of the summer concert. The war with its awakening of the desire for



OUR 1921 Horseshoe Flasher

This outfit was tried only two weeks the ending of the 1920 season, and showed a big hit, playing to target crowds and doubling gross of wheels and star flashers on same show.

The horseshoe is painted in gold bronze and heavily lacquered to stand all weather.

The Horseshoe is bound by brass, to insure against breakage and warping.

The lights are set into the Horseshoe, no porcelain work being used, therefore nothing to break. Wiring is all thread screw and solder. Cannot come loose or get out of order.

Our new feature ball-bearing Hand Segment can be made to run 20 seconds, slowest, up to 10 minutes. NO MECHANICAL PARTS TO GIVE TROUBLE. Always on the job all season.

Connecting shoe to segment table our improved clamp eliminates all troubles.

Buying at the low market and large quantities enables us to quote ground-floor prices. Built in any number you wish. Several numbers in stock.

Prices are \$2.25 per light F. O. B. Philadelphia. 10 lights, \$22.50, and so on. 10% additional, war tax.

25% with order, balance C. O. D. Full instructions with each machine. Circulars on request.

A. G. PRICE & CO.,

BUILDERS OF

AMUSEMENT DEVICES

2561 North Bouvier Street, PHILADELPHIA, PA.

music; the improvement in and wide distribution of the so-called mechanical instruments, taking the gems of the musical storehouse into thousands upon thousands of homes; the increase in the number and accessibility of high-class winter concerts; all this was bound to reflect itself in the demand for equally good music in the summer. Here, of course, the big cities led the way. New York, Chicago, St. Louis and their rivals on the coast have been vying with each other for the past few years in their offerings of outdoor opera and symphony concerts. Private subscription for the most part is making these possible. The public spirited men and women behind the work see clearly that the need for high-grade music, so amply provided in the winter, cannot be ignored in the summer; that it is the most wholesome recreation, the most subtle and potent force for promoting social harmony that can be called to aid in the present time of unrest and discontent. In raising their guarantee funds they point out quite frankly that the advent of prohibition has made the need of elevating hot weather music more urgent than ever.

And so a splendid concert series under one of the country's leading conductors, with an orchestra selected from the best musical organizations, has been held nightly during July and August in the beautiful Lewisohn Stadium of the College of the City of New York. Last summer, its third year, it drew an audience aggregating over 350,000. Seattle, Wash., and Berkeley, Cal., in their stately open air amphitheaters are making efforts relatively as ambitious. Chicago and St. Louis had a season of outdoor opera last year, attracting some of the most famous stars of the Metropolitan and other companies.

Not the least of the benefits traceable to these excellent performances, with their low admission prices, is the host of new "music fans" they have created for the winter concerts, the thousands they have convinced that music is a blessing for the many, not a privilege for the few.

But to come back to the new view of the city officials that music must be considered a public service. Let us see what is taking place to translate the idea into concrete facts. If we are looking for substantial increases in the appropriation from the public treasury for the promotion of music, we shall be disappointed. Cases like that of Worcester, Mass., cited above, are comparatively rare. These be times of storm and stress in municipal finances as well as in those of the private citizen. Many another public necessity is being inadequately provided for.

It is in the new conceptions with regard to the place music shall be given that we may look for the most encouraging signs. By far the most important of the new ideas being worked out is the municipal music commission; most important because it gives music a permanent place in the city government and assures intelligent, constructive and sustained efforts to foster and disseminate music. Such bodies, officially appointed to encourage democratic musical activities and to represent the city's interest in them, have already been established in Dallas, Tex.; Denver, Colo.; Portland, Me.; Little Rock, Ark.; Youngstown, Ohio. In Little Rock a well-organized, city-wide campaign was undertaken last fall under the auspices of the Musical Commission for the promotion of music in the industrial plants, parks, schools and public places. This campaign which was under the direction of Robert Lawrence, founder of Neighborhood Service in New York, culminated in a Music Week in which the churches, schools, women's clubs, moving picture houses and theaters participated, bringing the message of music and its benefits to practically every man, woman and child in the city. This in turn has led to the permanent establishment of a number of musical

activities which are now as distinctly a characteristic of Little Rock as its industries and its schools.

Poughkeepsie, N. Y., is the latest city to create a Music Commission and to hold a Music Week. In this case one-third of the expense of the Music Week was borne by the city treasury. Usually, however, the commission works mainly thru its prestige, with an advisory power only as to municipal expenditures for music.

It is notable that in nearly all cases where music has been cultivated as a civic asset the beginning was made with the summer concert. Even if the development has so far reached no further than the addition of the community singing feature, as is often the case, that music must be considered a great gain, for it means the inclusion in the actual rendition of music of great masses of people who but a few years ago could not have imagined themselves lifting up their voices in song. It means a long forward step in making America a musical nation. But frequently the evolution has been much more complete, and not only in the shining examples mentioned above. Hundreds of other cities are midway toward the goal achieved by the outstanding few. There is Baltimore with its all-year-round municipal band and orchestra and its first-rate municipal musical director, Mayor Broening of that city has just come out with this statement:

"I am firmly convinced that it is the duty of the municipal authorities to develop the aesthetic as well as the physical side of the city, and unless an administration promotes higher ideals of intellectual enjoyment it has labored in vain." There is Birmingham, whose community and industrial music has progressed so far that it has now been placed in the charge of a leader regularly engaged by the city. There are places like Flint, Mich.; Lowell, Mass.; Sacramento, Cal., and dozens of others where the Community Service has been doing most fruitful work in organizing singing in the factories; employees' bands and orchestras, music weeks, music memory contests and in general advancing the musical life of the city.

Truly the outgrowths of the unpretentious band concert have been diverse in form and incalculable in number. He who believes in the value of music, especially where little or none has yet found its place, can do nothing better than agitate for the summer concert. Its direct benefits are no longer debatable. But its potential influence on the musical progress of the community is the big thing.

The Tented Drama

(Continued from page 11)

Your all whisked away in the sweep of a tornado, to pass in a flash in a sheet of flame or to sink to destruction beneath the waves of a flood, to turn from the wreck, take a hitch in their belt and start all over again. It is a weary, heartbreaking trail that leads to the town of Come Back, I know, for I have traveled it twice. But I cannot recall one who stated it that did not make the grade. No branch of the theatrical game offers the opportunity to a man of push, pluck and originality that does this. Unhampered by contracts made months ahead, the whole country is at his disposal. If Texas and Oklahoma don't look good to him he can jump into Missouri or Iowa. If he does not like things in Alabama or Mississippi there are plenty of good spots in Illinois and Indiana. He has no local manager to consult if he wishes to try out some original ideas in advertising. If he does not like the arrangement of his theater he can change it to suit himself, for he is house manager, road manager and owner combined.

The great danger that threatens the canvas theater is the lack of organization among the managers. There is absolutely none. Year by year the State, county and city licenses are

being boosted, most of them entirely out of reason. Lots that could be rented for from three to ten dollars ten years ago today cost from twenty to seventy-five. Indiscreet managers who have spread inflated reports of their earnings, over zealous agents trying to outbid rival attractions and incompetent agents who pay any price asked are in a measure responsible for this. All of it could be remedied by organization. These are but a few of the evils that exist, a few of the varieties of noxious weeds that grow in the garden of the canvas theater, and unless managers get together and pull them up they will wake up some morning and find they have grown a fine crop of weeds, but nary a vegetable.

And the performers, what a fine, upstanding, clean-livered army of men and women they are. Daily contact with the best people in these towns has broadened their minds, while their life in the open has strengthened their muscle; they know what it is to "belong." They are entertained in the homes of the leading citizens, social affairs and motor trips are frequently arranged for their pleasure, and when they leave half the town is at the depot to wish them Godspeed. Their association with these folks in different walks in life has caused them to think of other things than those that directly concern their profession, and thinking is a wonderful habit to acquire; it usually makes better men and women. It has caused these performers to want to be like other people, to have homes and bank accounts, and they have them. Fifty per cent own their own homes, some are still paying for them, while others are out of debt and possess bank accounts. I know of two instances where managers who had met with a sudden disaster were placed on their feet by money advanced by performers in their employ, and this money was not an inheritance, but made working for repertoire companies playing in canvas theaters. The health conditions are splendid, the people live outdoors most of the time, and those who love to fish or hunt have no trouble in finding local acquaintances who will pilot them to the best spots. The women frequently carry their books or their sewing to the tent, where, shaded from the sun with the sidewalls raised, they will always find a refreshing breeze. Some carry their own living tents, where they have all the comforts of home, and to these the town people frequently carry fruits and vegetables in season and quite often pastry and other delicacies. I have known performers to come from the theaters of steel and brick to the one of canvas, men and women, nervous wrecks, their faces drawn, their features creased with the lines of torture. I have seen them step from the train with the hectic flush flaming on their cheeks and noted the unnatural brightness in their sunken eyes, and I have watched the warm sun and the fresh air soothe the haggard look to one of peace, to brush away the crease of pain and to place on the cheeks the bloom of health where had fluttered the red flag of death. If the canvas theater had accomplished nothing more than the healing of these health-broken people its mission would have been worth while.

But the canvas theater is not a sanitarium. That is merely one of its virtues. It is a good fast business proposition and it takes a good fast husky business man to handle it.

The canvas theater is yet in its infancy. In the first ten years of its existence it made but little progress, but in the last decade it has advanced wonderfully, and the competition that exists in its ranks will bring about some mighty changes in the next few years. The selection of plays is a vital one and each year it grows more difficult. The old line is practically exhausted and the new ones are not just what the patrons of the canvas theater want. They want comedy and plenty of it. They are red-blooded people who live on bread and meat and not French flummeries, and they have no time to waste on triangle plays and sex post-mortems. They know what they want and are not afraid to ask for it, and if they do not get it they will let you very severely alone. They will stand for a pretty had play if decently acted and if it contains an ample supply of the laugh stuff. They revel in vaudeville features as a seasoning but not a diet, and woe betide the show that allows suggestive or smutty matter creep into its performance. Profanity is resented even in its milder forms and remarks reflecting on their home town will cause them to chill like an iceberg. In the cities each theater caters to its own certain class, but the canvas theater is obliged to cater to all classes. They come to be entertained, not to criticize, and they are very indulgent and as a rule very appreciative.

The director's lot with the canvas theater is not as easy as it might be. Some of the performers are hard to handle. If the director reads a line or endeavors to explain a piece of business it is acknowledged by a jerk of the head or a grudgingly given grunt of acquiescence. And they positively will not act at rehearsal, my gracious no, it is beneath their dignity. Of course, this is not true of all of them, in fact only a portion of them, but this portion seems

to get strewn around a good stretch of country and it only takes one of them in a company to drive a director to the verge of murder. These chaps think it makes them heroes in the eyes of their fellow performers, but if they only knew how it lowers them in their esteem they might abandon such action, for the capable actor as well as the capable director realizes before the first rehearsal is half over that the chap is a "sandlotter." The director is not there to further any personal ambitions. He is there to press the performers into a collective body, to mold them into a compact mass, to gain concerted action, to obtain team work, and the performer who obstructs his efforts is a menace to the reputation of every individual in the cast. A company of mediocre performers working under the above conditions can give a far better performance than can the same number of America's foremost actors minus the same, pulling crosswise and each individual struggling to hog the show. The director gains no credit from the public. When the curtain rises he is forgotten. All they want is to see the show and upon the company's ability to give it rests their verdict. The comedian should be given plenty of latitude, but should not be permitted to trespass upon the scenes of other performers. A real comedian will not do it and others should be prevented from such breaches of good form.

Now do not let any impulsive investor get it into his head that all he has to do to be a success in the game is to buy an outfit and engage a company. That is only a beginning and unless he knows the business from soup to nuts he is due for a finish that he will remember to his dying day. While the managers of these attractions have oodles of freedom they are minus the counsel and advice of associate managers, they must act on their own judgment and initiative and if without the proper experience the judgment is mighty liable to be faulty and the initiative misplaced energy.

Again I appeal to you managers of the canvas theaters to organize. Do not stand aloof like so many lone wolves begrudging each other's success, suspicious of their every move, more ready to rend and tear than to serve and help. There is plenty to go around and to spare. Your prototypes peopled the plains at one time; their long horns grazed where they willed; strong-minded, self-made men like yourselves they thought themselves a match for the world, but there came a time when they were swept aside like ants and they realized their folly when too late. Today the United States is unconquerable, but let each separate State become a ruling body independent of the others and Mexico, weak as she is, could cross the border and sweep the entire collection of the face of the globe. And that is your case exactly. Try and realize it before it is too late.

The New Profession of Developing Home Talent

(Continued from page 14)

merce luncheon at noon today paid Fred High, of Chicago, the speaker, the unusual honor of applauding for minutes after he had finished, and then spontaneously rose as a further expression of their appreciation.

"Mr. High began by saying that he has a hobby, and that everyone should have. He called attention to the motto of the Rotary Club, in one end of the room. 'He Profits Most Who Serves Best,' and said that this is not only a motto, but it is a law of life which he has followed for years.

"The subject of his address was 'Making Service Pay,' and the speaker not only kept his audience in an uproar of laughter almost continuously, but he showed by a series of stories that he does follow the motto and that he profited financially, as well as in happiness, by so doing."

John Rogers is a master showman; he knows how to set the stage for real work. He certainly set the stage for our visit.

To know John B. Rogers is a real privilege, for he is one of those rare individuals whom we often read about in books and occasionally meet in life.

His present work is but the outcroppings of his generous heart. His vision has far outstripped his activities and apparently still keeps as far in advance of his efforts as it did in his college days, for when he surveys his present field he always winds up with the thought that he has only begun to scratch the surface.

It is not often we find an idealist with the hard-headed business and practical gumption that is a sort of 50-50 proposition in all of his activities.

When first starting out he played only the smallest towns and communities. Plays at that time were not staged with any of the ambitious costuming and lighting effects now used. Mr. Rogers worked for seven years practically alone, gradually developing what, in his opinion, were the best entertainments that could be given with amateurs. During this time activities were confined mostly to Ohio, the California and Colo-



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.

radio were visited for two consecutive seasons. In the little towns and smaller cities of these States Mr. Rogers laid the foundation of a business that now operates in practically every large city in the United States and Canada, and he has built up an organization that stages a hundred times more shows each year than he alone staged in any season.

Every organization must have a secure foundation to build upon. He was satisfied that he knew what the people wanted in regard to amateur entertainment. He was also assured that his method of settlement with the local society was sound and fair. On this foundation he was sure he could build up a large business with the help of associates. Rogers has the happy faculty of making friends, and it is easy to understand why so many talented and ambitious people have been attracted to his organization.

This year, notwithstanding the prevailing industrial situation, the company has 20 hand contracts, and expects to stage more than 1,200 productions, or about 2,600 performances. This is quite a record in view of the fact that each production requires from two to three weeks to prepare, and the services of one or more expert directors during that time. The productions range from minstrel shows to spectacular plays and pageants, and are staged for the most part between September 15 and June 15, the number of plays and out-of-door pageantry is increasing during the summer months.

This field seems to be unlimited, but can only be developed slowly, because of the very personal element that must enter into each local engagement. If a popular and efficient director is in charge rebokings are assured, but a director who is the least bit tactless or unpopular may destroy the impressions favorably created by his predecessors, and make it difficult to stage another production for some time. The company uses the utmost care in selecting its directors and takes them on only after a very rigid investigation into the character, standing and previous records of the applicant.

The John B. Rogers producing business has always been conducted on the principle of the square deal. A Rogers production requires no guarantee, and the company does not make a cent until expenses are all paid and the net divided. Rogers has always taken the risk off of the shoulder of the auspicing society. The society simply furnishes the talent and cooperates in selling tickets and advertising the play, and the plan has been proven a big money-maker for any society needing funds. Mr. Rogers carries his square deal principle farther than the division of money however. He believes in giving the director that represents him a square deal, and that director in turn will do his best to treat the auspicing society fairly and give it the best work that is in him. If a society thinks that a mistake has been made in settlement, and mistakes sometimes appear, it need only notify the office and a full adjustment is made and check sent without argument. If sickness, accident or any reverses overtake a director and he is short of funds, ample money is immediately wired from the office. Everyone knows that fairness predominates in the company, and there need be no disagreement or trouble with any society staging a Rogers production.

Everything seems to favor the further development of this new form of what we might call amateur professionalism. Prohibition has turned millions into pleasure-seekers who formerly found their desires satiated or pickled in alcohol. The saloon was a club house to millions who now seek other forms of amusement than that formerly furnished in these community houses.

John B. Rogers ought to know this field. He says: "The movies have been a big help to this new profession. After people sit thru a few reels of drama there comes a desire to live outside one's accustomed mundane sphere, to throw off conventionality for a time—to get away from the daily grind. In consequence the more impulsive ones deluge the film companies with inquiries as to how to 'break in,' thinking in their impulsiveness that the movies offer the easiest way out. The amateur theatrical, however, is the line of least resistance to dreamers and acts as a veritable social safety-valve in a community."

Scientific experts say that the amusements of a nation are a necessary part of its efficiency. To do good work every individual must have a fair proportion of wholesome relaxation and diversion.

"People must and will be entertained. Under present strenuous living conditions they need such relaxation more than ever. It is a fact that the present attendance at the theaters in the United States is the greatest in amusement history."

Friend Rogers says: "As producers of the theatricals with amateurs we are performing a legitimate function in the social scheme of things. We allow no business or professional man to look askance at our profession. We point out to him where he is wrong. Conversation with him usually brings out the fact that he knows very little about our work, and there is our chance to convert him to a new conception of our unique profession. Bear these points in mind: The amateur play makes possible, as can no other medium, those opportunities for self-expression for which every normal human being yearns; it satisfies a craving and thus helps to minimize the spirit of unrest; it stimulates the mind thru imagination and creates a desire for greater knowledge; it develops the aesthetic proclivities of the participants. It has a distinct community value."

Continuing, he said: "It surely would be a delightful business for all concerned if bookings were easily obtainable. Bookings have cost the company 50 per cent of our share in certain years. A person would think that a contract calling for no guarantee would be snapped up by the best society in every town visited, but the fact remains that the advance men experience great difficulty in selling the plays in new territory. This is because the people approached do not realize the possibilities of the Rogers campaign, and are dubious of a proposition which they know only by hearsay. However, when once established in a community, their shows are reboked by the leading societies, year after year. The cost of bookings has been materially reduced because of the fact that many contracts are secured thru a systematic and thorough correspondence with the hundreds of prospects sent in daily to the company by advance men and directors."

The following productions have been presented in towns and cities all over the United States and Canada, and, for that reason, this article will have an unusual interest for the 165,000 persons who have taken part in these Rogers productions. This will also be of interest to the 1,300,000 who have paid to witness these performances:

"F-F of the Toy Shop," a spectacular musical fantasy. Characters and costuming, toys, dolls, and fanciful. From 30 to 300 performers may be used. One of the most popular successes. Has a record of more than 4,000 performances.

"The Wishing Ring," dainty, fantastic, musical spectacle, somewhat suggesting Maeterlinck's "Blue Bird." Characters of the story books and fanciful. Beautiful stage pictures. Clean, really funny comedy. Has been especially popular with Y. W. C. As., high schools, semi-religious organizations, etc.

"Katcha-Koo," an Oriental-American musical extravaganza. Characters: Modern, Hindoo, Chinese and American. Twelve principals, with several minor roles and ensemble of choral and dance numbers of size to suit local conditions. Good comedy and very tuneful musical score. A clever, brilliant production, very much down-to-the-minute, and in great demand for presentation by the exclusive society element of the larger cities.

"Oh, Oh, Cindy!" Sumptuously costumed and scenically equipped musical revue. Farcical and spectacular. Characters of the "Ziegfeld Follies." Compares favorably with the popular Broadway professional productions. One hundred and sixty to two hundred as principals and groups. Witty lines, tuneful music and brilliant dances.

"Springtime," one of the latest musical plays. "The play of youth and gladness," dealing with the blighted romance of a clown of 1668 aristocracy and the daughter of the founder of "Brewster's Pills," which is finally realized in the union of their grandchildren in 1921. The time involved in the story covers a period of

more than fifty years. It is distinctively a "costume" production.

"All Aboard!" An up-to-the-minute musical and fanciful revue, founded on farce. This production is from the pen of the late Junie McCree, who wrote more than a hundred professional stage successes. A continuous whirlwind of laughter, tuneful music, attractive dances and lively action.

"Miss Boh White," a musical comedy, by Willard Spenser. Had long professional run with Marguerita Sylva and Raymond Hitchcock as leads. Bright, clean pastoral type of play that combines the highest standards of good taste with all the essential elements of popularity. Witty, melodious and colorful, with modern story, appealing to all classes of theatergoers. Just the thing for schools, musical clubs, Y. W. C. As., etc.

"The Princess Bonnie," Willard Spenser's famous light opera. Originally ran professionally for more than two years with Frank Daniels in the leading comedy role of "Shriups." Characters, modern, Spanish and American. Nine principals. Good opportunities for comedians and prima donna.

"Kathleen," rollicking play of college life. Characters, modern. College setting. Extremely tuneful musical score, with many catchy song bits. Very popular with college, high-school and musical societies.

"9:00 O'clock Revue." This is an extemporaneous novelty designed especially for larger cities where exceptional talent is found in abundance. It is usually presented in a ball room or country club and without stage, thus doing away with sometimes exorbitant theater expense. Omaha's Junior League has just given "9:00 O'clock Revue" its hearty endorsement, and society everywhere is placing the stamp of approval upon this form of entertainment.

"Wanted, a Roomer!" A screamingly funny farce-comedy. Small cast. May be given with or without musical specialties.

"Hoop-La Minstrel," a minstrel show that is a genuine novelty.

Three years ago the company entered the minstrel field, and has in this remarkably short time developed three original minstrels, and has contracts with Shriners, Elks, Eagles, K. of C. and other orders in many States. It is doubtful if any other producers of minstrels, with amateurs, have as many directors out at the present time, and this phase of the business is still in its infancy. From the first the rule was made to get experienced minstrel men, and the crowd that is out under the Rogers banner is receiving praise at every hand.

Pageants: Mr. Rogers is interested in pageantry, as it gives summer work to those directors who are fitted for this peculiar work. The company has staged a number of the largest, one of which was the Centennial Pageant of Illinois, given at the Auditorium in Chicago, under the auspices of the Federation of Women's Clubs of the State. This was one of the largest indoor pageants ever given in this country—about 2,100 people taking part. The Rogers people have men who write special pageants for any occasion, and this part of their work should enlarge greatly in a few years.

Other productions range from musical comedy, farce or minstrel to historical pageants. "The Piper," "If I Were King," Lord Dunsany's plays, etc., etc.

"Springtime" was presented under the auspices of The Associated Charities at the Grand Theater, Joliet, Ill., January 17, 18 and 19, with a special matinee. Not wishing to depend upon our own opinion entirely we asked Louis O. Runner to visit Joliet and report on this production. Mr. Runner is himself a master producer in the concert, lyceum and chautauqua field, and we consider him one of the most constructive vaudeville and dramatic critics in Chicago. Here is his critique, as sent to The Billboard for publication:

"Saturated with the round of vaudeville, concert, theater and other activities surrounding the metropolitan amusement field, your reviewer went forth to scrutinize a show out of the ordinary, expecting to find a rural conception of the stage symbolized, and instead viewed the highest development of the 'home talent' musical comedy, produced along quantity production methods by the largest amateur show production management on earth—The John B. Rogers Company, of Fostoria, O.

"The name of the production was 'Springtime,' and the town Joliet, and the date was January 19. But that is unimportant. The noteworthy fact is that the show progressed without a hitch, the plot would do credit to any of the big ones, the music was good, and the costuming and make-up excellent. Even handicapped as the producers were by the inadequacy of the stage, still the lighting effects were novel and the handling of the hundred people in the cast as smooth as clock work.

"The story has to do with the sweethearts of 1860, whose children and grandchildren later on in the play carried on the romance started by the predecessors. One of the songs, 'Till Our Dreams Come True,' is going to be sung by a lot of people who will never see the play. Several of the other songs were meritorious.

"But the remarkable thing about the whole performance is that it was given by amateurs

without the slightest tinge of amateurishness, and that the producer in charge—just an average producer in employ of the Eostoria firm—handled the entire staging, rehearsals, ticket sale, and the thousand other details connected with putting on of such an event, in the short time of two weeks. It was the tenth show the Rogers firm had produced in Joliet, and they are contracted there for two more shows already.

"The vim with which the members of the cast went into rehearsals and the 'pep' they displayed thruout was unusual, and the whole-hearted support of the community testified to the universal approbation given to the work in hand. Four performances sold out, and the best proof of the pudding is that an outsider knowing none of the cast found the afternoon most enjoyable. The home folks, with the personal acquaintance with each member of the cast, found the performance doubly pleasing, and one can conceive of no more happy method of taking care of the needs of charity and the desire of the community for self-expression than are afforded thru just such 'home talent' shows as this."

We received a great surprise when we visited the plant—it really is a plant. Two large buildings are humming with this peculiar activity. There are enough officers and stenographers at work to conduct the Standard Oil business. The local postoffice delivers more mail to this company than to any other in Eostoria. They have on file in their office more than 100,000 names of active members of societies and organizations scattered thruout this country and Canada.

The company has nearly \$100,000 invested in costumes, scenery and paraphernalia. At the close of each season the costumes are remade, the scenery and equipment are all repaired. Most of the costumes are specially designed, and during the summer season there are more than one hundred people employed in making costumes alone. There were eight busy seamstresses at work repairing costumes the day we visited the plant.

There was \$35,000 apent for scenery alone this season. A large building is given over to the storage and equipment needs, where every conceivable property from Hawaiian skirts to Cleopatra's jeweled crown and from vampy tints to elephant skins are kept ready for use.

The John B. Rogers Producing Company has more money, real jack, invested in the production of amateur performances than many industrial plants have in the manufacture of an automobile. If you get within visiting distance of Eostoria, slip around to this busy exchange and look over a real plant. It will pay you to do it and you will find a real hunch ready to welcome you. John B. Rogers is not the only one around the place who knows how to make one feel at home. There are Mr. and Mrs. Adams, who fit in as pinch hitters and general utility substitutes when not attending to their own duties.

Mrs. Adams, like her husband, is an efficiency expert. We can testify to the truth of the assertion that she can get up a supper that would have tempted the suffragets to break their hunger or fasting strike. No extra temptation was needed in our case, for we took one look at her table, one at the other guests, and the race was on.

After all the rest were thru we were still wielding a busy knife and mentally figuring on how John B. Rogers managed to get Harrington Adams away from a home like that, and meals such as his good wife puts up. Adams must certainly be in love with amateur productions to camp in a hotel with a home such as he has.

But Rogers is a real general. He works miracles—maybe this is one of them.

The outbreak of the war found practically every man connected with the company in the service or in training. Up to that time only one girl had been tried out in producing plays for the company. It was thought that girls could not stand up under the strain of directing several hundred amateurs and at the same time take charge of the business arrangements necessary for the success of the shows. For a while it looked as if the Rogers organization was to be disbanded entirely. There were no experienced people in the office or on the road, and conditions were very discouraging. Again Mr. Rogers began building up his staff, this time with lady directors. There was a great opportunity to raise war funds, and Mr. Rogers decided upon a plan whereby he could refund his profits to any war charity staging his plays, and be actually operated at a loss during the great war. An organization of ladies was barely built up when the "flu" closed down the business thruout the entire country for several months; this was in the fall of 1918. However, when theaters were opened again it was possible to rehearse. The John B. Rogers Producing Company was ready with girls trained as directors and some of them are the most successful members of the staff today.

At first some societies were prejudiced against women directors. They did not think that a

woman could hold the cast or direct like a man. However, after a trial many of these same societies asked for a girl director the following year. Some of the first women directors were Miss Florence La Tier, Miss Edna Shrope and Miss Leone Ingle, and many have been added to the force since. A number of these young women studied pageantry, aesthetic dancing and dramatic work at college which helped them in the present work.

Why the Rogers Company grows larger each year, why hardly anyone has ever left the company is all explained by any employee. In the first place Mr. Rogers is a remarkable organizer and has a keen faculty of picking the right person for the place. He has surrounded himself with faithful workers who look after the interests of the company every hour of the day. Mr. Frank L. Frable, of the finance department, is very capable in money matters and has contributed his ability to putting the institution on a sound financial basis. Mr. Stuart Dunavan is sales manager and has organized a sales force that is hard to beat. He knows the business thoroly and can inject "pep" into the sales force, making open time an almost unheard of thing for the directors. The production department, under Mr. Harry E. Munsey, helps the directors with their work of staging plays, and Mr. Munsey is on the road giving practical help most of the season. Mr. Homer E. Frye, also in the production department, handles applications for new directors and also corresponds with the directors on the road. Mr. Shervy and Mr. Adams look after the efficiency work on the road and see that the societies get the best financial results in staging Rogers productions.

Carrington Adams, now the editor of the "Rogers Bulletin," which every month is sent to the members of the company, was the first man employed by Mr. Rogers. The two worked together for a year, with Mr. Rogers originating and booking the productions they staged. Then Harry E. Munsey was taken into the work, and he early proved himself an artist with practical ideas of management as well. He is now in charge of the production department and originates play material, costuming and stage settings used in the Rogers productions. John Allen, George Shaw, Maurice Baker, Frank Frable, Fred Cowlick, Ernest L. Shervy, Earl Dardier, William Stenlinger, John Wesley Johnston, Mrs. Maude Hess, Lester E. McCloy, Ernest C. Munson, Fred Streeley, Mrs. Grace Kipka, Luther A. Yantis and many others were added gradually to the company roster and hold responsible positions. Some of these men have staged more than a hundred productions and are well known in many States. Mr. Rogers says that he owes much of his success to his workers, who have made a good name for Rogers Productions thruout the country. Many of them are college graduates, some have studied for professions, others have had professional stage experience, but they are all alike in claiming that the work they are now doing is the most satisfying they have ever done.

Rogers Production in every town over 3,000 population every year is the ambition of the organization. The fact that about 90 per cent of the shows staged are booked again for the next season shows that people are satisfied with the quality and results of the plays. The advance men are continually opening up new territory, and many directors are rebooking with the same organizations in the same town year after year. It looks as if the aim of the company would be realized.

There Are Two Sides to the Song Game

(Continued from page 15)

a recent issue of The American Magazine Irving Berlin said.

"Everybody—the butcher, the baker, and the grocer—has the makings of a great song hit in him, because every one hears sentences or catch phrases, or originates snatches of refrains, quite as good as those which the experienced song writer uses as the groundwork of a colossal hit."

Berlin added that the trouble with the butcher or baker is that he rarely tries to learn the rules of the game.

"The would-be song writer MUST follow the rules if his song is to be popular," Berlin said. "He must follow the rules till the sweat pours off him. There isn't a night in the year—I have the habit of working all night instead of day—that I don't write all or a great part of a song literally by the sweat of my brow."

Yet, in spite of the fact that Berlin turns out more than three hundred songs every year, and does this with the hope of getting a few hits, the new-comer writes two or three songs a year and wonders why he doesn't get over. Irving Berlin is one of the greatest popular song writers that this country has ever known, and it is because he has always been the hardest worker. At the beginning of his career Berlin worked harder to learn the rules of the game than a thousand budding song writers of today

do. He lived, he talked, and he dreamed songs and song construction. And when you can bring yourself to do the same, you'll get to the top whether you want to be a song writer, a playwright, or a lawyer.

Some persons seem to have a natural bent for writing lyrics or melodies. Usually they become the most successful because they have a natural love for the work, and the work of writing is simply play to them. But this shouldn't discourage any one, for if one who can't tell the difference between a cheese sandwich and a noun can write a hit, there's no reason why any intelligent person can't do likewise. But as Berlin remarked, you won't do it until after you've lost a small ocean of perspiration.

Some may argue that they know all the rules of the game, that they follow them religiously, and yet they can't find publishers for their products. Even so, the new or old writer has no cause for complaint. If the publisher won't take his songs it is because he doesn't see any profit in them.

The new writer should look upon the song game as a lottery. He writes a song and offers it to the publishers; if it lands, well and good. He stands a chance of getting money and prestige at the expense of the publisher. And if the song comes back to him he isn't out anything. It is up to him to continue to write until he turns out something that hits a publisher's fancy. If he has song ideas in him he will find an appreciative publisher sooner or later. But he shouldn't get into a sour mood, for this handicaps him in his work.

If the new writer were to buy a lottery ticket that failed to bring him a prize he wouldn't be likely to growl and blame the man who shuffled the tickets. He would figure he took a chance and lost out. If he were a gambler he would keep on trying until he did pull down a prize. In the song game he is much better off, but he doesn't realize it. He doesn't have to buy anything, and while he has a chance of winning, he doesn't stand to lose anything. One man down South sent a lyric every week to a certain publisher for thirty weeks. Every week he received one lyric back. But the thirty-first one he sent in stuck. Suppose he had quit after having tried a dozen times. This is one good feature of the song game—you can take as many chances as you like without having to pay.

Writers in other fields have to put up with rejection slips. Nine hundred and ninety-nine out of every thousand become discouraged, turn sour on editors in general, and quit, while the fellow who laughs at the slips and keeps pounding away gets over. One of the best-known fiction writers of today submitted fifty stories to The Saturday Evening Post before he had one accepted.

The new song writer must never lose sight of the fact that there are about twenty first-class popular song publishers whose combined annual output doesn't exceed more than a thousand songs. On the other hand, the new song writers produce more than a million songs every year. So you can readily see that it is impossible for publishers to accept all the songs offered to them, even if they were all good.

The new writer living away from Tin Pan Alley thinks that a publisher should anxiously await the arrival of the mailman with song manuscripts. But he doesn't. He hasn't the time. Some publishers do make it a rule to look at every song offered, but others let someone else attend to this work. A publisher doesn't and couldn't depend upon the mail offerings to run his business. He must have some reliable source for material, hence he depends to some extent upon staff or regular writers—men who know the general needs of singers, and the likes and dislikes of the public.

Every year the publishers tie up fortunes in certain songs, and once they are working on certain songs they are not likely to be interested in publishing others. They must plan months ahead, like other business men. Sometimes a publisher has so much money invested in certain songs that he wouldn't accept another from his own mother if she were to offer one—not for immediate publication.

A music publisher is in business to make money, and he can't make it unless he gets the kind of songs that appeal to the public. Usually he hasn't any more sentiment about a song than a cheese manufacturer has about his commodity. To a publisher a song is a piece of merchandise, and if you offer the kind of merchandise that he thinks will earn money for him nothing but a strait-jacket will prevent him from taking it and bringing it out. But the fact that you think your own song is good doesn't mean that he will, or must, feel the same about it. What you think doesn't count for much in the long run. He pays the bills and has the final say. Some day you may offer him something which you think is a lemon, but which he will call a peach. In that case you would not disagree with him, would you? Then why howl when the conditions are reversed? Quit complaining about conditions. Write a new song every day for a year. Berlin does, and if you can't land one out of three hundred and sixty-five you can rest assured that you were never cut out to be a popular song writer.

Hit-Making as a Fine Art

(Continued from page 13.)

far more important than any original manuscript to a publisher, for it serves to protect the publisher's investment on the song he is going after. A song that ordinarily would die out in a few weeks is stimulated into longer life by the proper application of clever versions suitable to the uses of capable performers. This keeps the popularity of the song up while the mechanical instruments are being distributed, and frequently spells the difference between a mediocre number and a big hit.

The writer of special versions must sacrifice much. He gets a few dollars for making a song possible in vaudeville, whereas the writer of the song pulls down enormous royalties—and his own song writing activity is curbed considerably, because publishers like to classify him, probably realizing that if he makes too much on royalty numbers he won't be available long for the "dirty work" of ejecting life into a lifeless song over night. But he has the satisfaction of knowing that his finishing touch makes all kinds of numbers acceptable to audiences, and there doubtless is a definite place in the production field for the man who can provide material bringing sure-fire laughs. If such writers do not graduate into playwrights thru the producer's front door, chances are a newly made star will drag them around by the back-door route because of material previously provided for definite needs. The special version man does much to make hit-making a fine art.

The Negro of the Outdoor Show

(Continued from page 17)

with a high professional standard for its members. Yet he is no martinet. He is a mild-mannered man who assumes no airs, nor does he intrude himself into notice other than such as his professional abilities attract. In spite of this modesty he has received many compliments from folks high in the world's official life. During the war he served the government at Nitro, W. Va.

Practically the same may be said of Prof. Wolfscale, whose service record with the Barnum & Bailey show is a virtual replica of Prof. Lowery's.

Prof. Arthur Wright's band is another with a reputation that any organization might envy. Fount B. Woods directs a well-known Negro band. J. H. McCampbell's band, with the Cotton Blossom Show, has slowly grown into high public esteem.

The Camp Travis Band of fifty pieces, with the Russell Bros. Shows, is a war-time product that has deservedly become a feature with the show.

Dan Desdunes, an ex-minstrel man, is the director of a concert band, with its headquarters in Omaha, that played to 400,000 people during its concerts at the Nebraska State Fair. This band is probably in greater demand than is any other musical organization of the race for concert performances.

"Pop" Simmons, with the Virginia Minstrel Band, is a name that commands respect wherever show folks talk music.

A FEW OF THE FRIENDS

Many of the tented outfits carrying Negro companies have actually become objects of devotion among the colored performers. In the lobby of the LaFayette Theater, New York, two experienced outdoor performers almost came to blows while disputing for the writer's benefit as to which was the "best" management from a colored artist's point of view.

One insisted that "Littlejohns" is the best in the world," while the other was equally sure

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that the Russel Bros., for whom he had worked, was entitled to that credit.

The Littlejohns have the reputation of providing permanent employment to worthy persons. Names of performers who had been in their service in a professional capacity with the attractions for years were mentioned. Such a sense of security as to one's work must certainly find favorable reflection in the quality of work forthcoming from any type of man.

The contention in favor of the Russells was based upon the chance for development they grant any performer who in ambition and has ideas for the furtherance of the interests of the attraction George Peck, erstwhile general manager of the Al Martin and Leon Washburn attractions, now a business factor in the big city, was a great friend of our boys.

Mrs. Phillips, present owner of the Leon W. Washburn Show, enjoys the outspoken gratitude of many of the colored performers who have at some time been in her employ.

The Metropolitan Co. stands in excellent favor with performers of the race, as does the Harry J. Morrison Shows.

Oscar Rogers, who owns the Florida Blossoms, has probably started a score of colored artists upon their way to big time accomplishments.

Huntingdon's Mighty Minstrels is another "top" that has sheltered a number of our boys for more than a season's work who have since become top-liners in vaudeville.

The Rabbit's Foot Comedy Co. and A. G. Allen's Minstrels are, with the Virginia and Hubbard Minstrels, a sort of backbone to the whole fabric of Negro minstrelsy. These shows are certainties that provide constant employment year in and year out. E. H. Jones' Minstrels, with Chas. Bowen, manager, is an old reliable.

These are by no means all of the employers of Negro talent. Rather, they are typical of the many managements which are certain of the loyalty of their colored artists, and which have found such services profitable.

A FEW NEGRO SHOWMEN

Dave (Jigs) Jackson, an enterprising Negro, owns the "Plant" with the Al Martin Frisco Shows.

J. H. Dixon, another member of the race, has for twenty years owned and operated a pit show. Sam McKeayolds operates his own store and doll rack on the Rogers show.

George Rice, for years with the Wonderland Museum in Detroit, will be remembered by many for his snake shows.

R. C. Puggsley's "Silas Green" Company gives employment to a half hundred of his people, and furnishes amusement to thousands. He is one of the business geniuses of the race.

Prof. M. J. Taylor, of Columbus, Ohio, is preparing to take his "Alabama Cotton Tops" to South America, with a complete equipment of motorized transportation.

Cress Simmons, now assistant manager of the Dunbar Theater, Philadelphia, was for years manager of "Baby Jim," the 640-pound curiosity.

Oscar Jenkins, a Philadelphian, has a carnival and merry-go-round of his own, and is known in many small Negro communities that will not support the larger aggregations, yet are highly profitable to an attraction the size

of his. A more conclusive testimony as to the Negro's advance in the business end of the game is seen in the chartering of the Mutual Amusement Company, a \$25,000 concern, to operate outdoor shows. Dan Michaels, the president, is a New York booking agent, who has handled carnival shows before. Last year he made a big success with a two weeks' show in New York's black belt. Benj. Joseph and Robert Yokely are his associates. All of them are colored men. The company has placed orders for an aeroplane carousel, ferris wheel and merry-go-round for use on a Harlem location at or near the scene of the last summer's success.

At or near Norfolk there are two park enterprises owned and operated by members of the race. Lem Bright has for years operated the Little Bay Beach hotel and park. Another similar institution of even greater consequence because of its size and the caliber of the patron is the Bay Shore hotel and park at Buckroe Beach. Both of these places are furnished with riding devices, and afford an excellent field for the privilege worker.

Japanese concessionaires are abundantly able to testify to the money making possibilities of Bailey's Park, Norfolk, where the colored people are the exclusive patrons. Mr. John Bailey, the owner, is a well known Negro, with years of experience as a showman. He is reputed to have amassed a fortune.

The biggest park venture of the race is the Mason Amusement Co., operating Wonderland Park at Baltimore, Md. This is a \$320,000 corporation, owning 14 acres in the suburbs of the city, valued with its improvements at over \$100,000. The park has one of the largest dancing pavilions on the seaboard. There is a whip, flying horse and an ocean wave on the premises, as well as numerous minor devices. The operating concessionaires are white men at present. J. B. Mason is president; John Rich, vice-president; Carl Murphy, secretary-treasurer; Jack Thomas, Bernal Taylor and G. White, directors. They represent the highest type of Negro business men, and all have substantial interests other than amusement, one of the group being a banker.

Shell Paris, of Crawfordsville, Ind., is the dem of medicine show jubilee artists, and no less personage than "Doc" Waddell recently published a high tribute to him and his family troupe.

Sam Levi, of Chicago, and his three pickaninies with their mandolins, have entertained thousands both here and abroad.

AMONG THE CIRCUS AND NOVELTY ACTS
In the circus tents we have some representation. Eph Thompson's elephants are known to the whole world.

"Calliope" Clarence Cottman has more than justified his "moniker." He is an artist with the steam pipe organ.

Queen Dora, the fire dancer, has earned an international reputation both inside and outside the houses and tents.

Wells and Wells are trapeze performers of considerable merit.

Evans Fuller is a good acrobat, and Chas. Gainea does the same work in a classy fashion.

Coy Herndon, the hoop roller, was a feature with Howe's Great London Circus last season,

and has plenty of contracts offered for this season.

Harry Crayton and English are both hoop rollers, with long and excellent records both here and abroad. They also juggle Indian clubs.

Maxwell, the bicycle rider, has retired, but the great Adams and his unicycle are the leading novelty with the Rosco & Hockwold Minstrels.

Pickett, the man who "hulldogged" steers on the "Bill" show, is well known. He is a genuine cowboy, born in Texas.

Harvey Groves was as good a cowpuncher and broncho huster as the business afforded. He has retired to his home in Colorado Springs, while several other colored men continue the Wild West work.

Manzie Richardson is a wire walker and balancer, and Alfred Drew is a slack wire artist and comedy juggler. Mr. and Mrs. Gray, billed as Gray and Gray, are high-class balancers and do a strong jaw act.

George Crawford and Henry Hunter are good contortionists, and Pearl Woods compares favorably with any girl in that type of work. She has just returned from Panama and Cuba, where she has spent the past four years.

Gordon Bunch is one of the good clowns. See him at Luna Park, Cleveland, Ohio.

Among the mystics who work inside and out of doors are the Prince and Princesses Mysteria, and Lawrence Gale, the West Indian wonder. Black Carl has a magical act of the highest type. Bart Kennet, now in big time vaudeville, and Leon are others.

W. A. Barclay, professionally known as "Prof. Mahersajah," is an all around showman. He does magic, illusions, sells and lectures either inside or out. He has attracted the attention of millions at Coney Island during the past ten years.

Alfonso, the human ostrich, is a free attraction and a speller. He owns the "Ten-in-One" on the Steblar shows. Joseph Meana is another good lecturer, and owns a show.

Lord Denton, now in Florence, S. C., and Ray Craddock, of Harrisburg, Pa., are both good lecturers. Craddock works his own concession.

SOME FREAKS

In the freak section we seem to be unduly represented. There is Tip Tomasky, the monkey boy; Aboma, the tall woman; Princess Wee Wee; South Sea Island Joe; Princess Randin, the armless and legless wonder, and Congo, who dances upon broken glass. This group, according to what seems to be an authentic reading of public sentiment, is slated for some pretty hard going. The fair secretaries seem to be about to discourage the exhibition of freaks. They are at the present time at the World's Wonder Museum in Philadelphia.

The foregoing is in no wise a nearly complete list of Negro acts and attractions. Rather, they serve to demonstrate that the race is represented in all phases of the show business.

In spite of these evidences of value and utility, it is not always rosy with these folks.

There is a far too big element of worthiness ones among them, and the writer has no intention to picture the Negro as a paragon of

usefulness with beautiful character, but facts bear out the statement that show owners have not always availed themselves of the full potential talents of the colored artists.

Too few opportunities have been afforded them, and too seldom are they rewarded with open appreciation. Because of this all loss-owner, public and performer.

The Negro responds quickly to encouragement. Grant to him a bit of the publicity he helps to earn for the attraction—he, too has pride—and see how he tries to achieve even better work.

Consideration for their comfort and welfare promotes loyalty and reduces replacement costs. Good food and decent lodgings help a good deal.

Adequate protection in hostile territory is another phase worth a manager's consideration. It is a known fact that in many profitable towns there are groups of people who find a certain satisfaction in baiting and abusing the colored members of a circus or carnival. Sometimes this is deserved, but more often it is not, and is prompted solely by a spirit of maliciousness. The management may often be in position to protect its people if it observes due precaution. This engenders the gratitude of the performers.

Insisting upon the observance of the established pay day is an advantage to both management and men. It avoids the annoyance of petty accounts, and teaches the performer a higher sense of responsibility. It prevents the dissipation of earnings, and promotes the chance of saving. A better dressed troupe with more pride is one result. Of course, no fair-minded manager will be unmindful of the emergencies of his people, but as a general practice the regular pay day is a good policy.

There are many derelicts among colored performers whose presence is as the proverbial "rotten apple." Such as those will find no premise for their agitations, and disorganizing efforts if the executives of the attractions have established a record for just treatment of the Negroes in their organizations as have the Littlejohns and the Russel Bros.

The practice of charging the entire race with the derelictions of some is not conducive of the best results. Assist in developing a high standard among Negro professionals by the practice of individual measurement. Don't discourage; those who would do well by the attitude of "all coons look alike," and the management will, in time, find the colored performers responding with a faithful performance of their duties and with many volunteer services, not least of which is to protect the management against such evil minded ones as may get into the company.

Too often indifference and neglect have destroyed the morale of what otherwise might have proven a profitable outfit.

It may well be remembered that Negro patronage is a big percentage of the gate at most outdoor entertainments. How great can best be told by ticket sellers who don't talk much of such matters. There are a number of very attractive dates at exclusively Negro fairs.

The Billboard hopes to foster a harmonious relation between the show owner and these people. To that purpose Jackson's Page is dedicated.

UNGER'S UNBREAKABLE

PLAIN
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EACH

DOLLS

CHEAPER THAN PLASTER

WITH HAIR WIGS
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100 plaster dolls weigh..... 200 lbs.
100 "CELL-U-PON" unbreakable dolls weigh 40 lbs.
100 " " " " are 160 lbs. less in weight.

You will save express on 160 pounds on every 100 dolls. This amounts to from 5c to 20c per doll, depending upon the distance the dolls are shipped.

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They are 13 inches high, are neatly painted, and have a smooth, flesh color finish. The movable arms are made of CELL-U-PON, the same as the doll.

PRICE, 25c each

Same as above, but with Natural Hair Wigs, in assorted shades, arranged coiffure style—put on by expert hairdressers.

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PACKED 50 DOLLS IN A CARTON



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We are now distributing territory rights for the EAST, WEST and SOUTH to handle our "CELL-U-PON" DOLLS AND BASKETS. We want one live jobber for each district. Must be a responsible house.

"Chinese" BASKETS

made of "CELL-U-PON," decorated with tassels, rings, beads and coins,

Will Be Ready April 1st

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HOOP DRESSES (floral designs), (as illustrated),	\$9.00 per 100
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winds up in the back by turning regular clock key. Your stand flashed with these dolls in action will stop the crowds on the Midway.



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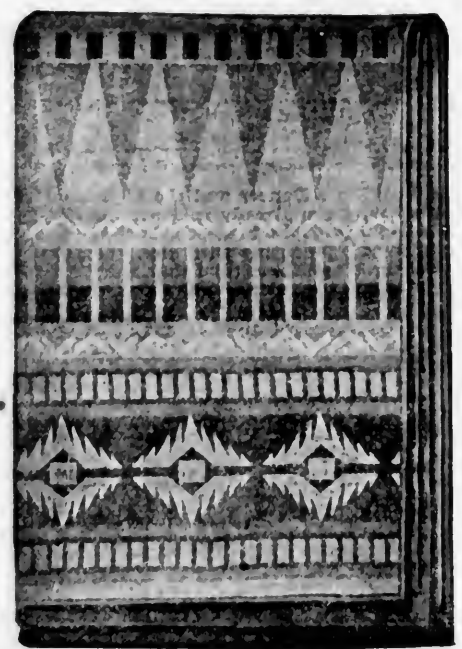
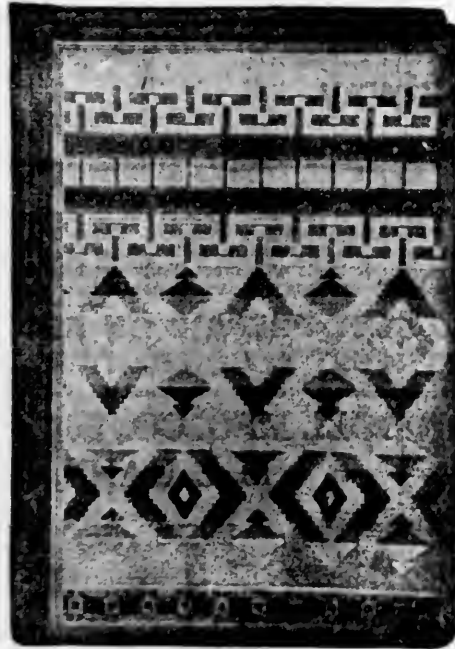
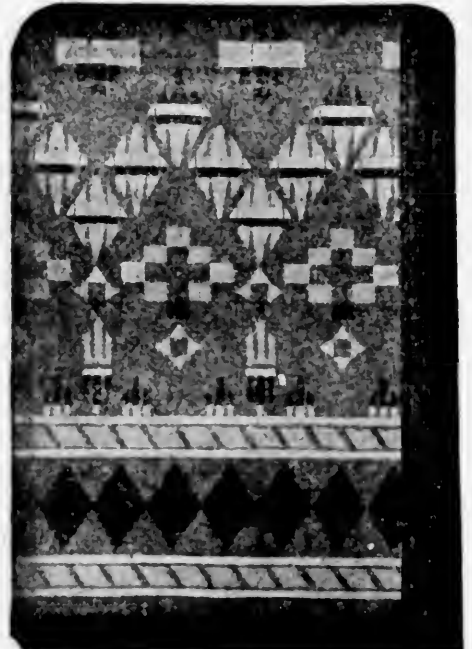
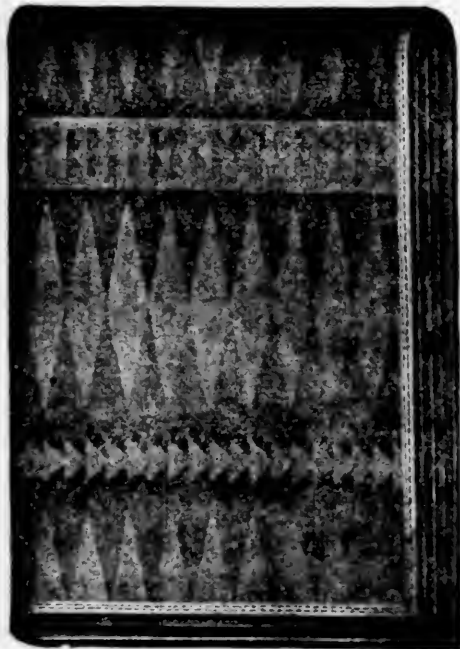
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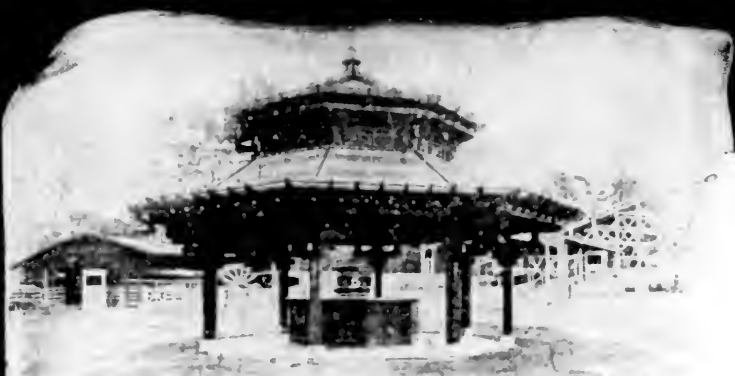
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