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SPRING
SPECIAL

MARCH 18
1922



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Home and Abroad**

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We, Ringling Bros. and Barnum & Bailey, want you all to know that we are going to outdo all previous shows for 1922 in our one, big consolidation which is a combination of

Ringling Bros. World's Greatest Shows AND THE Barnum & Bailey Greatest Show on Earth

Together forming the Greatest Amusement Enterprise in all the world, and to which is now added:

1. The greatest trained Wild Animal Shows ever yet seen. The most ferocious and supposedly untamable animals made docile and to do man's bidding, showing remarkable results in subjugation and mental development. Big wonderful Acts shown in Colossal, Circular, Steel Arenas, fully as large as the conventional circus ring. Here the Lions and Tigers are splendid equestrians; and the Leopards, Polar Bears, Pumas, Tigers, Lions, etc., marvelous Acrobats, Jugglers, Long-Distance Leapers and Performers of really meritorious feats.
2. The biggest Performing-Horse Exhibition ever perfected. Not a half-dozen, but more than 200 marvelously-taught horses, the result of the best efforts of all the world's best trainers abroad and at home.
3. A Circus of All-Star Human Wonders, gathered from every quarter of the globe regardless of cost, replete with new, sensational displays and absolutely the greatest Arenic Shows the world has ever seen.
4. The menagerie is augmented until comparison with other collections becomes impossible. Here are shown many specimens not contained in any other collection on earth.
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Flat Belcher Ring
Solid gold mounting, with wide flat band.
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511 S. Plymouth Court Dept. 2209 Chicago, Ill.

Send me Ring No. on 10 days' approval. I agree to pay \$3.50 upon arrival, and balance at rate of \$3.00 per month. If not satisfactory, I will return same within 10 days' at your expense. In ordering ring, be sure to enclose size as described above.

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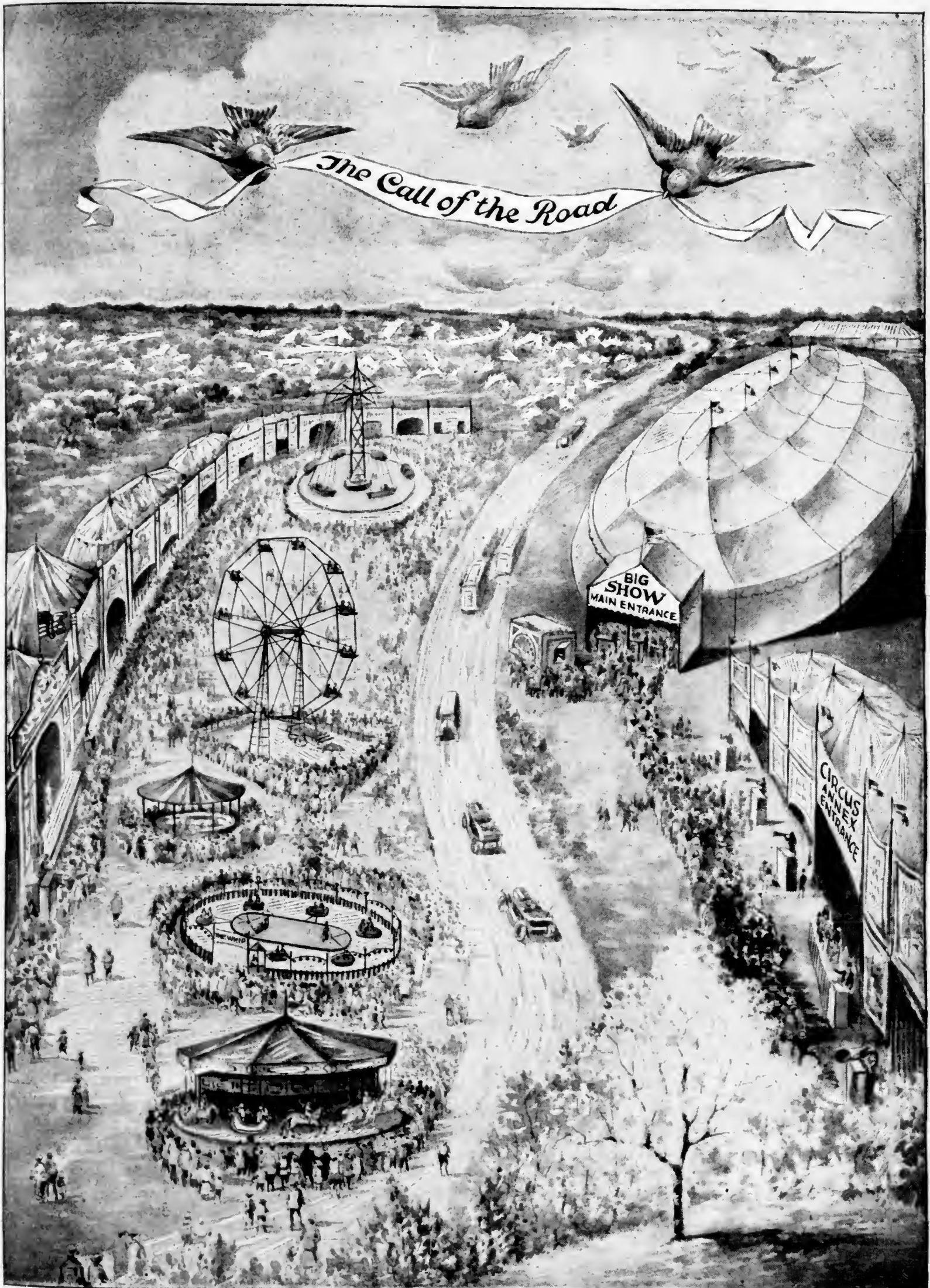
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SPRING NUMBER, 1922



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

THE AUDIENCE—Most Important Factor In Amusements

By Charles Ringling

A COLORED man who had long been with a big circus as porter on a private car, but who had started his circus career as a musician in the Negro side-show band, was asked why he preferred to be a porter rather than a musician.

"The last season I played in the band," said he, "I was its leader, and altho in that season I had all the leading business I wanted I would not return under another director, so I decided to take the porter job which was open to me. You see this is the way it happened:

"At the close of a season the man who had been our band leader for quite a number of years left us, and the side-show manager decided to keep the same colored boys together as his band for the next year. So he hired them individually. On the day we opened our season we were advised that the colored musicians should select their leader from among their own members. That was the turning point in my career and put me out of the music business forever. You see every one of those boys, from the Eb clarinet player to the bass drummer, was a candidate for leadership, and the result of each of the first 99 ballots cast was one vote for each member. It was necessary at last for the side-show manager to make a selection, and, because of the longest period of service, I was the lucky man. So for six unhappy months I was leader of that band, and you may believe me when I tell you those defeated leaders crowded my busy hours with more worries than one colored man could stand. In those six months I got all the 'leading' I wanted for a lifetime and more than one man's life-share of sour music. No—no more colored band for me! I guess I am like all the rest of them—we each want to be the leader!"

The writer has during his experience of many years in the show business—forty, to be exact—noticed a very marked tendency on the part of every circus man to be "the leader." Commencing with the contracting agent, who is the first man to visit a show stand, and including press agent, advertiser, department boss, staff official, superintendent, bareback rider, trapezist (and not forgetting the proprietor by any means), each knows just exactly how to use the personal pronoun—first person, singular.

We showfolks, all of us, like an audience. I think you will agree with me that a good big turnaway audience is inspiring in many ways. And, as our activities are carried on before an audience, from the moment the first man rolls out of his sleeper in the morning, and before the first wagon has been lowered from the cars to the pavement, until the last wagon has been loaded at night, the circus man has his audience, little or big. Sometimes he is pestered by his observers. Perhaps they crowd in upon him as he hurries back and forth during the busy hours of morning when every moment counts, but always he is conscious of them, and in a personal way he is apt to "play to them" just a little and sometimes more. But, always and everywhere, the showman, no matter what his part may be, is impressed with the all-importance of his own part and feels that, unless his work is completed by "opening time," the day's business can not be carried on.

It is just this spirit of all-importance that possesses each and every real circus man that makes possible the one-day stands and two performances a day, rain or shine, of the big American circus.

IT IS not the writer's intention to enlarge upon the splendid system that makes possible the handling of a big, modern circus. Foreign

army representatives, as well as distinguished American soldiers, have studied the operations of the big show and expressed surprise and admiration at the efficiency demonstrated in its handling, and have been especially impressed with the spirit with which the work is accomplished.

Not only is the circus man a "leader" in his work, but he is a very jealous leader. He always assumes that he is absolutely the ablest man in his particular line, and so he sets himself a standard that makes him hustle to live up to. If he is an advertising agent he must get the best location in the city and one that the agent of the opposition show could not possibly land, or, if he is a



Charles Ringling, of the world-renowned Ringling Brothers

contracting agent, he must get the show grounds the other show's agent could not possibly secure—the lot, you know, right in the center of Roundtown—exact center of population, with four double-track street car lines running past the front, a good pavement from the railway yards and only a half-mile haul!

And when the show begins there is where you begin to see the many champions of champions and leaders of leaders.

"Did you see that what-you-call-'em-stunt I performed this afternoon? Never been done by any other performer. John Doe tried it once with the so-and-so show, broke his ankle and had to quit the business!" etc., etc. So the circus man sets himself a standard of highest possible attainment in his line and strives ever after to live up to it. That, too, is because he always has an audience.

AND what should be the showman's attitude toward the audience?

The circus proprietor, more than any employee, should remember his obligations toward the public. In this day and age, whether he plays the little villages or our metropolitan cities, he will do well to forget that old "rube" stuff and the "guys" and set himself a standard to live up to at least as ambitious as that of his acrobats.

It is a deplorable fact that some of the smaller circuses still run "graft" in all its forms, from a "kooch" show for men only—behind a red curtain in the side-show—up to the strongest game

that the local officers will stand for. One would think that the petty annoyances imposed on the public by these shows, as, for instance, the "hold-out," "walk-away" and "short-change" gags, would be enough to make return engagements impossible, let alone the strong games that are still carried by some circuses that should be able to exist on the legitimate proceeds of their admissions. These fellows, who might, if honest, attain to high standards, have never learned that honesty is just as essential in the circus business as it is in any other field of endeavor. It would be well for them to play to the audience in the sense of wanting to be regarded as on the square and clean in the conduct of their affairs. If it is worth while to play to the outside audience, while strutting about the lot in the morning to make the front of being a real personal wonder, it surely is worth while to play to the auditors inside who have paid their honest money in the expectation of seeing an honest show and who expect to receive their honest change when they trustingly hand in their money, willing to pay the advertised price of admission.

No circus is worthy to survive from year to year that thrusts under the public's nose crooked games of chance which some shows still persist in running as important revenue producers. Big or permanent success cannot come to shows of this class, and it is high time that all honest showmen should make a concerted effort to eliminate these abuses that in a measure discredit the whole amusement business.

NOT SO long ago the writer was approached by a circus proprietor who suggested that the writer, with his co-partners, take several small shows and put them together and make a big show of them that might rival the biggest. It takes something besides many wagons, cars, horses, animals, tents and performers to make a big show that will command the attention of the American public. It takes sincerity of purpose above all, and—remembering the audience you are always playing to—it takes an audience. The real big audience can not be created unless the show is conducted in an honest manner.

Recently a company of showmen sent out its agents, spreading the report that their proprietors were soon to purchase a certain big circus. Of course they had never approached the proprietors of the big show with such a proposition, for too well they knew, even if the show were for sale, its owners, who had built it in strict accordance with the highest business principles, would not peddle it to them, and another very important reason they did not make such a proposition to buy was that they did not have the price.

There is just one way to acquire a big show with a big reputation and that is to build the big show and at the same time build the big audience necessary to support it by keeping faith with that audience.

After all the audience is the important factor. Our American audiences are very friendly, and when occasion demands very lenient, too, but our public wants to know it is not being gouged or swindled, let alone sandbagged.

It is gratifying to note that the percentage of grafting shows is today small, and growing still smaller, and let us hope that the near future will see only legitimately conducted circuses and that the public, that great, big, good-natured American audience, will have the added pleasure of feeling well and honestly treated when it spends its money to see any American circus.



They're on their way



A trio at work

THE COUNTRY THEATER AT THE FAIR

By Prof. A.M. Drummond

THE "Little Country Theater" of the New York State Fair, at Syracuse, is one of the striking and unique experiments toward the establishment—or at least toward the encouragement—of a home-grown community theater, and, perhaps, of a drama broadly based on American life.

In 1919 the New York State Fair Commission—the movement sponsored by Commissioner Charles S. Wilson—invited the Cornell Dramatic Club under its director (the writer of this article) to conduct a theater at the State Fair to encourage the wider use of high-grade plays for amusement, education and "sociability" in the villages and rural communities of the State. From the first it was a success. The 1919 venture played to 6,000 people and turned more away; in 1920, with more plays and players, the audiences totaled 12,000, half as many could not find standing room; 8,000 pieces of literature were given out at the exhibit; in 1921, with enlarged auditorium and troupe, audiences were 16,000, with 7,000 attending the noon "movie," and several thousand turned away—the week's work including forty-three performances in the five and one-half days' playing, from a repertory of five one-act plays.

Unquestionably one of the features of the fair, and a striking proof of the need of more such "educational" features, or untainted entertainments, the wide publicity this adventure in dramatics has received has doubtless been due more to the widespread interest in the idea than to any startling quality of the New York experiment.

Briefly, the general idea is this: Given a bare wing of an old fair building not unlike the average barn, show that easy but discriminating decoration will transform this into a satisfactory theater; given a bare stage, show that carefully planned "home talent" work can easily construct adequate producing facilities; given untrained but interested amateurs, show that working intelligently they can adequately present good plays; given this inexperienced medium, demonstrate that good plays are more easily done and are more enjoyed than poor ones; by short talks indicate the scope of the project; thru those who are interested enough to ask questions, study pictures, take away lists of plays, learn something about the many helps ready to the hand of beginning directors; stir interest; follow up with vigorous extension service from the State College, and the movement grows space.

In addition to the advertisement of the "Country Theater Movement" which the State

Fair Theater gives, the following additional stimuli are already effectively working in New York: Two pamphlets for Statewide distribution—one on *The Country Theater*, the second an extensive list of *Plays for the Country Theater*, to be followed by a third on *Producing Plays*; an ample and growing package library system of plays and books for inspection; a prize

Margaret Scott Oliver's "The Striker," Teheckoff's "The Boor," Lord Dunsany's "A Night at an Inn."

The success of these plays and the number of inquiries about them by communities planning to play them shows that good plays appeal if one only has the courage to try them. Next September's repertory will include, it is hoped, some of the original plays written especially for the country theater, and the continuance of the New York State Fair Commission Prize will insure eventually a body of increasingly good plays dealing with country life, viewed first hand and with sympathy. Surely no better grounding for the possible "American drama" can be expected. Subsequent years as the county fair theaters develop county prize winning plays and troupes of actors will be coming up to compete for the State prize—a model community building to house the "theater" will be built; a "school" or series of conferences and demonstrations for leaders in community drama will be held during Fair Week, etc.—there are still dreams to be dreamed.

So, not forgetting that North Dakota, North Carolina, Utah, Iowa, West Virginia have done notable work in this field, and that, even where most is done, the work is but beginning, the possibilities of creating a countryside theater—with schools, churches, granges, clubs co-operating—with county fairs centers of acting, with every group of neighboring communities organizing their little theatrical "circuit," with improving taste demanding the best of plays, with more and more plays "springing from the soil," with all the educational and socializing benefits that are already being realized—New York State and its State Fair Commission and its State College of Agriculture have taken a constructive lead in which they may well take pride.

Above are the substantial facts. Perhaps the atmosphere of the experiment is still best described in the words of an article from *The English Journal*:

"THE 'Little Country Theater' at the New York State Fair was undertaken by the Cornell University Dramatic Club as an experimental demonstration to stimulate the use of plays in country communities—by granges, churches, schools, country improvement organizations—as a means of recreation, education, culture and 'getting together.'

"The venture was planned to show how comparatively easily good, rather than poor, plays could be presented; how artistic simple staging

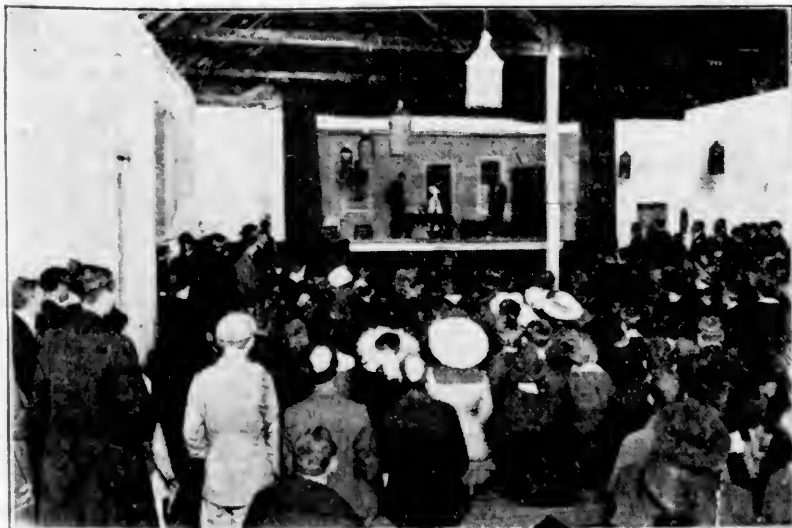
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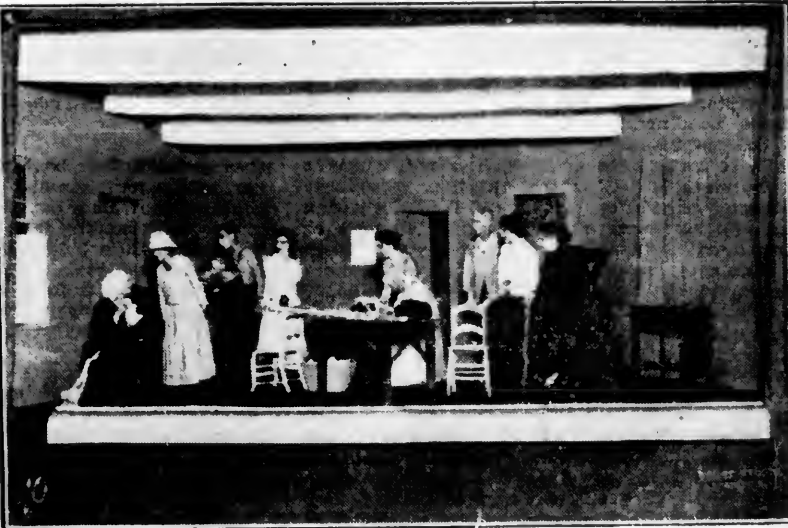
After the play

competition for original country life plays open to all residents of the State not professional writers (some of the best of these will be published for Statewide distribution); a service to answer inquiries, etc.; a beginning organization of student directors to go out to nearby centers to help in directing plays; an expected arrangement to conduct "schools" for rural leaders in the county organizations of the State; a propaganda to encourage county fairs to establish their own county theaters—the Cortland and Batavia fairs had very successful theaters in 1921, etc. The present organization cannot keep up with the growth of the demand for help that has been created.

Among the plays that have been most successful at the fair are: Zona Gale's "Neighbors," Alice Brown's "Joint Owners in Spain," Lady Gregory's "The Pot of Broth," Harold Brizhous's "Lonesomelike," Richard Harding Davis' "The Zone Police," George Paston's "Feed the Brute,"



Standing room only during "The Pot of Broth"



Final scene in Zona Gale's "Neighbors"

ARE FAIRS FUNCTIONING PROPERLY?

By John G. Kent

DEVELOPMENT of annual fairs in different countries is never exactly identical. Neither is their character nor their aims and influence. Local circumstances must largely decide what course their development must take. But all this admitted, are the fairs of America becoming too largely agricultural in character and incidentally failing in their duty toward industrial or other productive or cultural forces not directly indigenous to the soil?

Recently the writer had a discussion along this line with a man connected with American fairs who also enjoys a somewhat extensive knowledge of their European counterparts, who contended that the fairs of America are not functioning properly and are not quite fulfilling their mission of stimulating to the extent possible all branches of national life. He argued that their future development must be along dualistic lines, the cultures and industries, and the arts and crafts, as defined from the purely agricultural. At present they harbor too little of the industrial and throw almost their entire resources into the effort to better farm life and rural conditions to the neglect of very important urban interests, he claimed.

"We sound too loudly the rural note and appeal, and one result is that, tho the leading institutions are located in large cities, they largely depend for patronage on people from outside their own immediate community. If we will but broaden our outlook and provide a greater diversity of display and appeal the attendance will show the effect. If our fairs can be the golden key to agricultural welfare they are conceded to be, they should also be made to more fully reflect other activities and to mirror the progress in, and to exploit and help bring to a higher level, other arts and industries," he declared.

"We get a comparatively insignificant patronage from our cities, and what we do get in urban population comes largely with a mind strongly inclined to revelry. Fairs today are an attraction to the city man because of their festivities, and it remains a question whether the conclusion of new and lasting business relations get a good chance. I realize that this question of amusements is a rather delicate one to discuss with a fair man, but most of us will admit among ourselves that, from the thoughtful city man's standpoint, there is too much of the jazz and too little business in the average fair.

"Amusements are essential. Our fairs could not live without them, but business considerations should be first in these gatherings. In the ideal fair not only the direct buying public attends, but the middleman also, and connections are made between the producer and the intermediaries that carry his product to the public. The public comes, looks everything over, feels, drinks or eats the samples and learns the progress and variations of the different articles. The real foundation should be the industrial synthesis if fairs are to be the broad economic factors they are designed to be. They have about reached the height of their development along agricultural lines and must reach out for new interests to round out and bring a proper balance, as in the case of the leading European or the occasional world's fairs on this continent, which are a more business-like manifestation, with, as the most important exigency, the quality of the exhibits, as well as the visitors. One goes with the other, and it should be a not impossible task to demonstrate to the manufacturer that in our annual fairs, while entertainment and novelties will continue to be most largely sought after, a very large percentage of visitors will attend for information and enlightenment along industrial as well as farm lines. Primarily, agriculture must continue to dominate, but our fairs must become more general in character and perhaps a little more serious with a stronger leaning towards the cultural. If there is any lack of appreciation on the part of the urban public, or the manufacturer, the apathy is probably due to the underestimation of the fairs' advertising, merchandising or educational potentialities arising from the fact that in the great bulk of our fair propaganda these factors are altogether overshadowed by the manner in which the purely agricultural or recreational are stressed and overemphasized."

An advertising campaign among manufacturers was one of the remedies suggested. That the merchant or manufacturer is not awake to the advertising advantages of fairs he attributed not to

a lack of business acumen on the part of the producer or middleman, but to the men and methods behind the fairs. Manufacturers as a class greatly underestimate their effectiveness as an advertising medium. Few really regard them as advertising mediums at all; and yet they offer the advantages of all media. Large newspaper associations, individually and collectively, he went on to point out, carry on a persistent campaign to convince the advertiser of the value of their medium as a sales force. Advertising agencies follow the same course. The fair man, if ever he does canvass the merchant or manufacturer for patronage in the way of exhibit space, approaches the subject with an apologetic manner and diffident air—and fails to convince.

What more could a manufacturer ask for than that thousands should pay admission to see his product demonstrated in a way that will sell it to the consumer where the written page would leave him cold? Yet how few take advantage of this annual opportunity to do intensive sales promotion work. When they do, in too many cases



John G. Kent,
Managing Director Canadian National Exhibition
and President American Association of
Fairs and Exhibitions

they arrange their booths in a perfunctory manner, with a junior in charge who has no adequate conception of his product or of the most effective means of presenting it to the public. In the latter case a little bold advice on the part of the fair man, together with suggestions regarding the printed matter to be given out at the booths, would go a long way towards strengthening the fairs with the industrial section of the community.

Fairs are among the country's greatest national advertising resources, and, properly harnessed, will pay a large return on the investment to the manufacturer with initiative and courage to take advantage of their size, their value and their usefulness. There is an important place for industry at the modern annual fair.

All of which is given for what it is worth, but it closely coincides with Canadian National Exhibition experience past and present. The Toronto Fair was started at a time when the marvels of

the Philadelphia Centennial Exposition were still fresh in the minds of leading local business men who had witnessed the big Quaker City event and who, in the promotion of the exposition here, were strongly influenced by their Philadelphia impressions in deciding the aims and character of the institution they were bringing into being.

An agricultural fair had been in existence since 1846, but the promoters of the new fair wanted an event with a personal character in which the industrial exhibits would receive special care and encouragement. There has never been a departure from that policy, and the Canadian National Exhibition has had its reward in attendance, constant growth in the appreciation shown by the public and exhibitors alike, and in the broader national service it has been privileged to undertake. Receiving only nominal government support, it is doubtful whether the institution would have survived the first few turbulent and trying years had it been modeled after the lines of the agricultural shows of that day. Manufacturers and industrial interests were staunch friends—they still are!—and perhaps of all classes of exhibitors showed the keenest appreciation of its services.

It is some years—not excepting the war period—since the Canadian National Exhibition was in a position to meet all the demands made upon it for space, agriculturally or industrially. Two years ago the problem of increased accommodation could not be longer ignored. The Canadian National Exhibition is owned by the city of Toronto, and when new buildings are required a money by-law, or ordinance, is put before the people to provide the necessary funds. One million dollars was voted for a Live Stock Arena promptly.

Manufacturing interests were critical of the exhibition attitude. There was urgent need of a new Machinery Building, and a Pure Food Building among others. In view of the post-war financial stringency another appeal to the people for money was not expedient, but the two industries named were insistent upon early consideration of their claims to adequate structures where they could be properly housed and grouped.

The problem of financing the buildings without going to the people was finally solved in this manner: The pure food interests were called into conference and the suggestion made that if they would get a sufficient number of exhibitors to contract for space over a period to be named at a certain price the building would be assured. From the Canadian National Exhibition standpoint the display charge was placed sufficiently high to care for all charges, interest and maintenance, and leave available a surplus that will go into the sinking fund, which in ten years will wipe out the bonds floated for the purpose. The proposition was accepted eagerly, and a new type of building, containing courts and other unique features, is now well under way. It will be over 200 feet square, built in units to facilitate future extensions and additions.

The prospective Machinery Hall, work on which will be started immediately after the 1922 fair, will contain from 70,000 to 100,000 feet of exhibit space, or almost three to four times as much as the Pure Food Building. These two buildings represent an expenditure of approximately \$500,000.

Here is the situation: The million-dollar Live Stock Arena will, because of its nature, always be a charge upon the city. The reward of the community must come from the service it is rendering to the rural centers, particularly the live stock breeders. This should be a burden of government, but instead is being assumed by the city of Toronto.

The Pure Food and Machinery Buildings will perform a vital service to the industries they are erected to serve. They will carry themselves financially every year of the fair, and in a decade will become a gift to the city, without a cent of cost, a free and valuable addition to the exhibition plant.

As remarked at the beginning, the development of fairs in different countries is never identical. Local conditions must more or less govern. In Canada, at least, the encouragement of the industrial exhibitor has been found profitable both from the standpoint of service and in the more tangible results as measured by the annual financial statement.

THE CARNIVAL'S GREATEST NEED

By Clarence A. Wortham

WHAT is the greatest need of the carnivals? This question is an all-absorbing one. The answer unquestionably is—organize.

Now, the reader may take fright at this suggestion, but his mind will change after canvassing the situation and analyzing this viewpoint.

Recently it was announced that Will Hays, the man who handled the recent campaign of President Harding, was to retire from the Cabinet. The story also stated that he was to receive a salary of \$150,000 a year as director for the moving picture interests.

The moving picture interests are much younger than the carnival business. Yet, if one suggested to carnival men that a general be engaged to operate their field and that he be paid such a salary the carnival business would end right there—every carnival man would die on the spot from angina pectoris, or heart disease.

Yet had carnival men organized years ago they now could well afford to have a high-salaried genius to stand at the helm and guide their ship of hope to the port of higher successes. And it is even now time for the carnival men to organize and make strides ahead.

Do not let what has been read stagger or stamper the little carnival man. His interests will profit as well as those of others thru organization. The little carnival is as essential to the big carnival as the army is to the general. From the little carnivals come the big men of later days. Hence, instead of the little carnival being frightened he should know it is the interest of his bigger brothers to shield and fight for him. His aid is essential to the business.

The carnival knows many that are opposed to the business. With all due respect to that element it may be said their antagonism is based on imagination rather than on fact. This antagonism is the result of taking snap judgment before looking into the carnival and knowing its real field. Hence, among the richer classes is found an army antagonistic to the carnival.

This army has its theater parties, charity balls and all such things, but it seldom patronizes a

carnival. Therefore it is the duty of carnival men, collectively, to lay plans for a campaign of education, bringing the carnival in its true light before the prejudiced, and then the antagonism will cease thru personal observation, and the



Clarence A. Wortham

natural conclusion will be that the snap judgment is wrong and uncalled for.

The carnival is the poor man's amusement. Therefore, it is highly essential. To the car-

nival ground the poor man can bring his family, meet his friends, be welcomed, and there is no demand on him to spend a nickel unless the car-

nival has promoted the emotion of desire which prompts him to patronize this or that ride, this or that show. For a small sum he can entertain his family for an evening on less than some of the richer element pay for their limousine home from the theater.

AMUSEMENT is the greatest preventive in the world for crime. It really is one of the greatest gifts to mankind. This was realized during the war, when the Government called in its quota of entertainers for the benefit of its soldiers. The poor man wants his amusement. The rich are willing he should have it. The carnival is his boon, therefore, and thru organization carnival men can wage an intelligent campaign that will strengthen rather than weaken the field.

There are many ills to which the carnival is heir that can be eliminated thru organization. If the carnival men think an evil lies in a certain place they can, thru organization and fraternal effort, stamp out this evil. Hence the worst classes of carnivals will not exist, because they will find no field in which to work.

The knocker is one of the worst evils that faces the carnival man. He is given too close an ear when he speaks. He tells a plausible story to one and is taken away by another who is blinded for the instant to the fact that such a man may give him a temporary advantage, but in time will be such a liability that he will sink the ship of the auditor. Knockers soon knock themselves, and organization will permit the knocker to prove that every knock is a boost, but too many knocks will boost him out of his job.

IN SUPPORT of the statement that antagonism lies with those who have never seen, let a little incident be told. In a Southern city the Mayor who never saw a carnival was bitter against the

(Continued on page 244)



Big Leaguers in Outdoor Showdom

This remarkable picture of Big Leaguers of Outdoor Amusements was taken at the Sherman House in Chicago the afternoon before the most successful annual ball in the history of the Showmen's League of America was held. Reading from left to right are: Ed F. Carruthers, president of the Showmen's League of America; Charles H. Duffield, president of the Thearle-Duffield Fireworks Company; Johnny J. Jones, of Johnny J. Jones' Exposition; Fred Clark, Riverside Show Print Company; Oliver Remey, secretary Wisconsin State Fair, Milwaukee; Clarence A. Wortham, owner Clarence A. Wortham Shows; Charles L. Trimble, secretary of Ak-Sar-Ben at Omaha, Neb.; William H. Stratton, secretary State Fair of Texas; J. W. Russeurm, at that time president International Association of Fairs and Expositions; Con T. Kennedy, of Con T. Kennedy Shows; Jerry Mugivan, of the Mugivan-Bowers-Ballard circuses interests.

ARRANGING THE "FREE ACT" PROGRAM

By E. F. Carruthers

THERE is little doubt that outdoor entertainment in the form of clean, stirring, amusing, original and picturesque offerings has become one of the most successful features in the public program of today. That it has been gaining in importance is clearly shown in a glance at the development that marks the constant advance and improvement from year to year, the gradual elimination of the vulgar and the commonplace, the demands of the promoters of fairs, celebrations and civic events, the popular taste and the inventive genius of the performer.

It hasn't been so very long since "get the money anyway" was the rule rather than the exception. This was a common cause, coming out of a growing demand for "something" that would entertain, encouraged somewhat by the fact that the greater number of our novelties came from abroad, and performers and originators who had a different standard than the American inclinations.

Gradually the process of standardization has continued until today outdoor entertainment has its place among the highest grade, wholesome, amusing and stirring forms of diversion offered the public. It is truthfully said that good, clean amusement and entertainment is as essential to the morale of the people as the air they breathe.

ARRANGING a program for outdoor entertainment demands as much discrimination, careful planning and balancing of material as any theatrical producer or architect or civic commission has in undertaking. This may sound extravagant until we stop to reason it out. The promoters of the various enterprises, fair managers, local committees, park directors have a general idea of what their public would enjoy and appreciate and how much money is available to provide it. In the selection of the actual material they come to the point of contact with the distributors, the men and women engaged in the profession of securing and handling this material and offering it for selection. In all this relationship there must be a foundation of mutual confidence, integrity, judgment and the knowledge that comes from experience.

It has been my good fortune to aid in building up a service to the public, the promoters of the seasonal events or regular establishments and the performers alike. Eternal vigilance is required to develop the all-round confidence upon which the success of such a service depends. It is a matter of natural progress, development, combining the satisfying forces of performers, booking representatives and those engaged in preparing the programs for their all-important clientele, the Public.

Coupled with the professional entertainment is the direct, wholesome and box-office attractiveness of the local features, arranged thru the guidance and training of experts. I don't believe there is a more really powerful appeal to the average gathering than the spectacle or historic pageant in which the participants are the children and young men and women of the community,

giving a picturesque, impressive, rhythmic embodiment of youthful grace and harmony and talent. I doubt if there is a stronger attraction to everyone, and it serves as a splendid card preceding the great night exhibition of pyrotechnics.

We speak naturally of "fireworks," possibly without thought of the magnificent art and science of pyrotechnics, the ingenuity and awe-inspiring detail of the brilliant, multi-colored pictures, the thrilling bursts of light and sound, wonderful transformations, the aerial splendor, becoming features and the ah-ah-ah's of the grand finale! Truly the modern pyrotechnical program is a fitting close to the day of sights, music, sensational

most exciting outdoor features ever created, with its riskiness, skillful and rapid action and frequently ludicrous mishaps and situations.

ILLUSTRATING my point of the success, edifying character and popularity of clean, up-to-the-minute and first-grade outdoor features, I want to mention by name a few acts with which it is my pleasure to be associated. What could be more interesting and informative, as well as entertaining to ourselves, our children and our neighbors, than to witness the perfect athletics of the Belclair Brothers, known internationally as "The Master Athletes of Them All"? They stand forth as most remarkable exponents of physical culture, give a performance that is a delight and succession of astonished admiration, the climax the almost incredible and indescribable feat of

one brother looping the loop, flying thru the air and being caught hands by hands by the other brother. Nothing could find more favor than Fink's Comedy Mules, with ponies, dogs and monkeys, to give remarkable exhibitions of animal training and cleverness, and all together combining their talents in one of the most genuinely laughable and ingenious performances given anywhere. This has proven one of the biggest drawing cards for children and the grown-ups offered in vaudeville or open-air entertainment. Who would ever believe that a woman would rise to the heights of fame and sensational achievement of Ruth Law, the supreme aviatrix? Nothing in the history of death-defying nerve and accomplishments has outshone the feats and thrilling evolutions of this true "queen of the air," yet all accomplished by this modest young woman from whose book many a mighty ace could well take a leaf. There is a whole volume of leadership in aerobatics and gymnastics in the performance of the Flying Codonas, whose trapeze feats have apparently set the mark for all others to attain. One of the unequalled achievements is a triple somersault caught by the hands; not an occasional successful effort, but repeated at every performance. This is only one of a number of equally startling and supposedly impossible feats performed by this wonderful troupe. The equipment of this act is an

adornment to any arena or space and invariably attracts a great deal of admiring comment. May Wirth, the embodiment of grace and recognized as the greatest bareback and equestrian star of the generation, is to the manner born and has broken all records for somersaulting on the back of a horse while galloping in the ring. This little artist has any number of unequalled achievements to her score and has been responsible for introducing many unique novelties in this form of entertainment.

And so we could proceed thru a long list of original, clever, startling, graceful, clean-cut, wholesomely entertaining and amusing acts, features and incidentals of the outdoor entertainment world. There are many offerings in this field that imagine they are qualified but cannot

(Continued on page one)



Upper left: Codona Family. Upper right: Fink's Mules. Left: May Wirth. Center: E. F. Carruthers, general manager United Fairs Booking Assn. Right: Ruth Law. Bottom: Belclair Bros.

acts, tests of speed, physical prowess and rhetorical effort.

With the arrival of the automobile and airplane has entered a new and tremendously popular form of outdoor entertainment, with its ever-advancing degree of sensationalism and amusing elements. The racing of horses will never fail to attract and thrill. But the automobile race is something that brings us all to our toes and holds us there until the last moment of the contest or exhibition. They are contemplating now in the inner circles of motordom a racing vehicle that will cover the grounds at the rate of three miles a minute! Will it be a sensation and drawing card? Ask me. Ask the fair manager. Ask the average man or woman. I regard the automobile race as a tremendous one-day feature attraction at any fair. The auto-pole game is one of the

THE WEST COAST PARK BOOM

WITH admittedly the largest amusement-loving population of any city in the West, blessed with an ideal climate for outdoor recreations and endowed with greater wealth than any other metropolitan community on the Pacific Coast, San Francisco until very recently held the unenviable distinction of being one of the few cities of the United States without a single outdoor amusement park.

True, there have been such resorts in Oakland and Alameda, just over the bay from San Francisco, for many years. These have been patronized largely by San Franciscans. In fact, without drawing upon San Francisco for their patronage they could not have existed. Golden Gate Park, the city's great playground, and the Ocean Beach have until very recently been the only places for those desiring outdoor recreation to go, and the countless thousands who have made it a practice to visit these have been afforded no other amusements than nature provides.

A stock joke in San Francisco is the "pass" to Golden Gate Park, which has appeared in many forms and has caused much merriment, for, of course, the park is the property of the city and is free to all. Today, however, things are changing, and every indication is that San Francisco shortly will be well taken care of in the matter of outdoor amusement resorts—better, in fact, than at any previous time in her history, for, outside of Woodward's Gardens of the early days and the Chutes, which were razed shortly after the great fire of 1906, the city has boasted of nothing of this character.

The start in this direction already has been made by John Friedle and Arthur Loeff, two well-known showmen with foresight and the courage of their convictions.

Despite the gloomy predictions of many that San Francisco's public never would support an outdoor amusement park, Friedle and Loeff laid their plans and invested their capital in a large plot of land near the Cliff House, where with infinite pains they have built up a park of which any city might justly be proud.

Beginning in a small way a couple of years ago, they gradually increased the size of their holdings until today the park stands virtually completed and a paying proposition for its owners.

Rides, shows and concessions all are doing a

By Stuart B. Dunbar

land-office business and bringing joy to the hearts of thousands of San Franciscans who are reveling in the novelty of a form of amusement that heretofore had been denied them.

"Chutes at the Beach" is the name of the new park, which occupies virtually two entire city blocks and faces the Esplanade bordering the Pacific Ocean. Here are to be found a new type of chutes, devised and patented by Loeff; a

shows. This park has the advantage of being accessible from every part of San Francisco by street car, the fare being five cents. There is no gate charge—another feature which has added considerably to the park's popularity.

Just outside the park gates there is parking space for thousands of automobiles, and attendants are provided by the park management to look after these, so that their owners may spend as long a time as they desire amusing themselves and at the same time be free from anxiety as to their property.

But, after all, "Chutes at the Beach" is but a beginning, and, while it always will be a popular and well-patronized amusement resort, it is handicapped in one important respect. There is no bathing beach.

Altho the Ocean Beach is one of the most beautiful beaches in America, a dangerous undertow makes bathing exceedingly dangerous and not to be attempted by any other than the most expert swimmers.

Several plans are now before the authorities to remedy this. One of these is the construction of an immense breakwater, which will effectively eliminate the undertow, making bathing

safe for everyone. This project, however, is one that will cost millions of dollars, and the possibilities of its accomplishment in the near future are very slight.

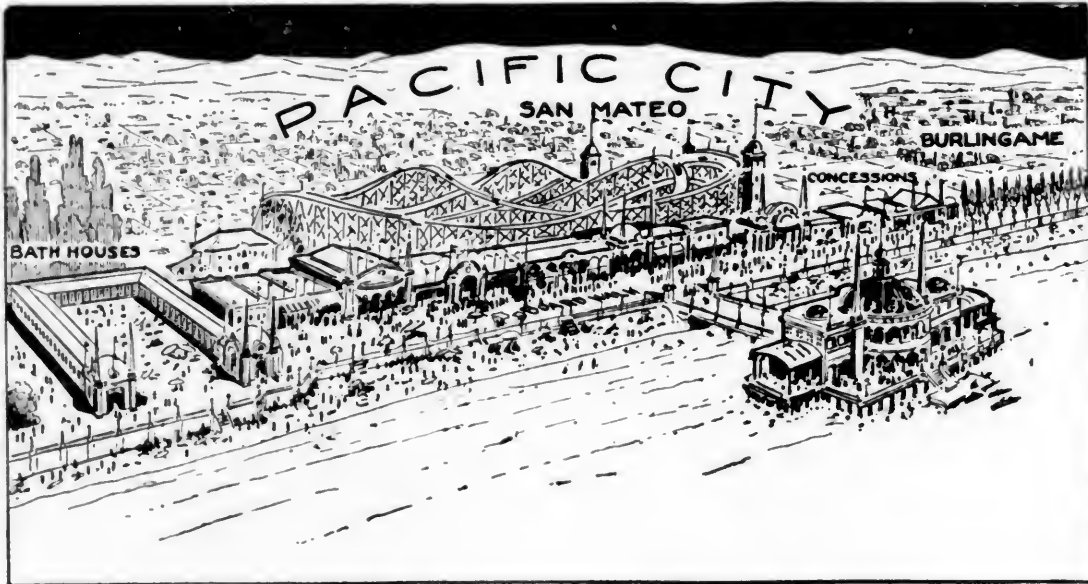
Another drawback, even tho the breakwater becomes a reality, is the fact that the water at the beach is almost too cold for comfortable bathing, even on the warmest summer days.

Possibly in time to come there will be an artificial beach and immense tank as a part of the park. This has been contemplated by Friedle and Loeff, and, if constructed, would greatly add to the attractiveness of the park, proving a big drawing card.

This handicap, however, does not exist at Pacific City, at Burlingame, a few miles down the San Francisco peninsula and accessible from all parts of the city by street car, as is "Chutes at the Beach."

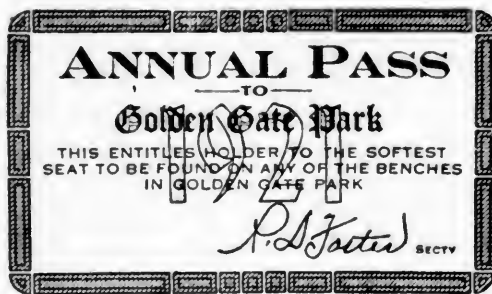
Pacific City today is but a dream. Nevertheless it is a dream that will come true in the very near future, for there are substantial business men behind the project and the actual work of construction is now well under way, ground hav-

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A dream today, but expected to be a reality before June

roller coaster, the patented Loeff hobsleds, an airplane swing, a whip, carousel, Dodgem, Ship o' Joy, Ferris wheel, big dipper and Noah's Ark.

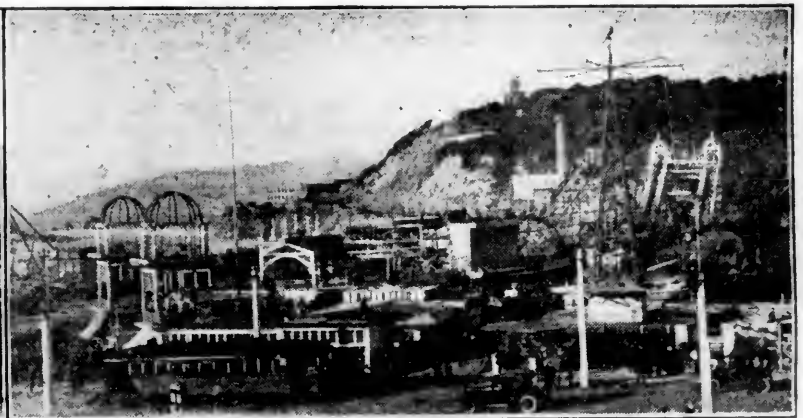


A stock joke

In addition there are scores of concessions of every imaginable type and several high-class



Main entrance Chutes at the Beach, Frisco, showing part of auto parking space



Chutes at the Beach, Frisco, showing terminus of Municipal Railway.

NATIONAL ASSOCIATION of AMUSEMENT PARKS

Its Aims, Accomplishments And Progress

TWO years ago last month there sat around in the lobby of the Auditorium Hotel in Chicago less than a score of well-known amusement park men. They were there to decently inter, so far as possible, what was left of the National Outdoor Showmen's Association, whose founders tried to combine circuses, carnivals, fairs, parks, etc., each of which would be properly organized in its own division and the whole forming one united body. The proposition had looked good on paper, but with the exception of some park people, several fair men and one or two circus proprietors, the others as a class were not interested to the extent of getting together. After several years of practically going it alone the park men had decided the old plan would not work out. They wanted to dissolve the N. O. S. A., and, if possible, form a national association of their own. But to the meeting in Chicago so few responded that it looked for a time as if nothing more could be done than bury the corpse and forget the past.

But the group, while small in number, was large in class. In it were men of initiative, energy, imagination and enthusiasm. There was George Schmidt, the able general manager of Riverview Park, Chicago, and his efficient assistant, Alf Hodge. There was former Judge Chas. R. Wilson, of Fontaine Ferry Park, Louisville, who also represented Tony Steuver, of Forest Park Highlands, St. Louis. There was that well-known builder and operator, Fred Ingersoll, of Detroit. From the East there were John R. Davies, president and general manager of Willow Grove, Philadelphia; Frank W. Darling, president of the L. A. Thompson Scenic Railway Companies; R. S. Uzzell, of circle swing fame, and the old war horse, Henry Auchy, president of the Philadelphia Hoboggan Co. From Pittsburg came the writer and Frank L. Danahey, manager of Kennywood. There were Milford Stern of Palace Gardens, Detroit; D. S. Humphreys, Euclid Beach, Cleveland; John R. Gammeter and F. C. Manchester, of Summit Beach, Akron; H. C. Traver, builder of circle swings and other devices; E. J. Kilpatrick, the globe trotter; Austin McAdden, of Grand Rapids; Fred Pearce, of Detroit, and Charley Browning, Chicago.

These men had seen the ups and downs of the park business. They had vision and they knew the difference between vision and "seeing things." They knew that every man in the business could better himself and better the park business by organization. They talked it over and decided to go to it. While long on enthusiasm and ideas they were decidedly short on membership. But realizing that they had started wrong they decided to dissolve the N. O. S. A. and form an association of park men, the organization being flexible enough to include State and county agricultural fair managers. Judge Wilson, from his legal store of knowledge, whipped into being articles of incorporation, a constitution and by-laws. The "baby" was christened the National Association

By A. S. McSwigan

of Amusement Parks. Officers were elected and the small group went home to work and build up the organization. There was but little oratory, but after the meeting there was considerable action. How well the builders succeeded can be attested by any one of the almost 200 park men and women who attended the third convention in Chicago last December.

Whether they were there as members of the association or whether they came as visitors, all of them went back home with the feeling that the trip was well worth while and that the association is a valuable asset to the park business. The feeling some may have had that a park managers' convention would be merely a good excuse to get away from home for a few days for a good time had been dissipated. Park managers are pleasure providers, but in their conventions they have shown they are not pleasure seekers. They have had so many serious problems to discuss and so much business to transact that next year instead of a two-day convention the meeting will be extended over three days. This will relieve the hardship of all day and evening sessions, but the policy of no banqueting, no theater going and no joy riding will be continued. The National Association of Amusement Parks is a busi-

ness machine and it has been successful because the officers have insisted on business-like conduct of its affairs.

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(Continued on page 13)

Chas. A. Wilson,
First Vice-President



George A. Schmidt,
Treasurer



A. S. McSwigan, President



Henry B. Auchy,
Second Vice-President



A. R. Hodge,
Secretary

THE TENTED THEATER - Some Experiences In The Struggle For Success

By J. Doug. Morgan

YOU MAY hear many say that the day of spoken drama is gone and new things have come instead, but I believe it is just beginning. The people are tired of just "vision," are hungry for "substance," and the outlook never appeared brighter, both from a literary and financial standpoint. Good business, in my opinion, is on the way and coming fast. If such be not the case why do the Messrs. Ringling Brothers improve each year and add extra costly features? They are bigger and better than ever and all because of their policy of keeping abreast or a little ahead of the times and giving the public a little more than its money's worth in legitimate and popular entertainment.

My experience in the show business is this: That the shoestring managers who try to put out shows with any kind of pickup actors, inadequate equipment, poor plays, etc., are "doomed for the rocks" at the outset. But the real managers who make the tented theater their business, their life work, to stand or fall by it, who always give the people the best obtainable in plays, real actors, proper surroundings to work under and clean, pleasing vaudeville, good music, etc., are bound to succeed.

One of the greatest factors in the success of any manager is practice of "smilin' thru" in spite of obstacles encountered. Cultivated courtesy, smiles and cheerfulness will win more people than any other thing. The entire force from the front door to the stage should always be on hand with a smile, a "Thank you" and "Is there anything I can do for you?" The ticket sellers, the door men, the reserved seat men, the ushers and the orchestra, as well as the lookouts on the outside, should strive to outdo each other in this respect.

Another factor of importance is courtesy to the press and the city and county officials—the ones who can do you more harm or good than anyone else. Favors extended to them always bring the biggest returns and do much to promote better conditions for the future—wider privileges and a friendly feeling all around.

PERFECTION has ever been the aim in every line of endeavor and its realization has never been reached at a single bound, but by repeated successful attempts to improve every factor that goes to make up a completed work, improving at each step the imperfections of the preceding one until a finished project is the result after weeks, months or years, generally the latter. The progress made and the successful achievement realized by one of the most successful shows in America reads like a fairy tale or the development of any of our modern improvements, like the growth of the airplane or steam engine, from the dreams of Darius Green and his flying machine to our perfected air and seaplanes, or the tea-kettle day dreams of little James Watts to our wonderful perfected steam engines of today.

Beginning over twenty years ago with what was really a rag opera each year has brought successive improvements until today our tented theater is the last word in comfort and efficiency. In the days when I started trouping the stage

was small, awkwardly constructed with one of the center poles in the center of the stage, an encumbrance in every way except for one play where a flag pole was needed, and then it was a useful prop for a moment. The stage only reached across the opening of the proscenium arch and the actors dressed on the ground on either side, brushing dust from their eyes on dry, dusty lots and wading in mud and water and putting their trunks on piles in rainy weather. With cumbersome scenery, props and furniture borrowed here and there, the actors making the sets, tak-

with this added equipment attempted to revolutionize tent show transportation. My wagons were especially built eighteen feet long, eight feet wide, with eight-foot wings on the sides so that the three wagons which carried the entire equipment composed the stage when placed together, 24x54 feet, hauled by two heavy draft teams. I also carried a cook-house, a hand-carved band wagon (which was also used for a gilly wagon), a special car for the people and a pony and trap which led the parade. All of the above equipment being transported on three of my own flat cars, but it proved too expensive and cumbersome, and I only carried it one season.

But thru these wonderful glasses of mine what a change can be seen! Now we have; made at my own special order, a square end tent theater with a stage reaching from wall to wall, dressing rooms high and dry, all on the stage. The center pole eliminated, and for twenty or thirty feet in front of the stage no obstruction of any kind. A specially constructed flat scenery, special drops and complete electrical equipment, needing only a connecting wire to the city plant. Carrying all my props, furniture and every accessory used in modern theaters. The auditorium proper having sawdust aisles, and in wet weather having sawdust floors with comfortable high-back chairs and benches. And today, instead of the old stereotyped plays usually used and often out of print, we have new royalty plays from the pens of the best authors, making it all in all a comfortable tented palace warmed by large, specially constructed stoves of my own designing, allowing us to play in any kind of weather conditions with assurance to the public that they will be as warm as in the majority of theaters.

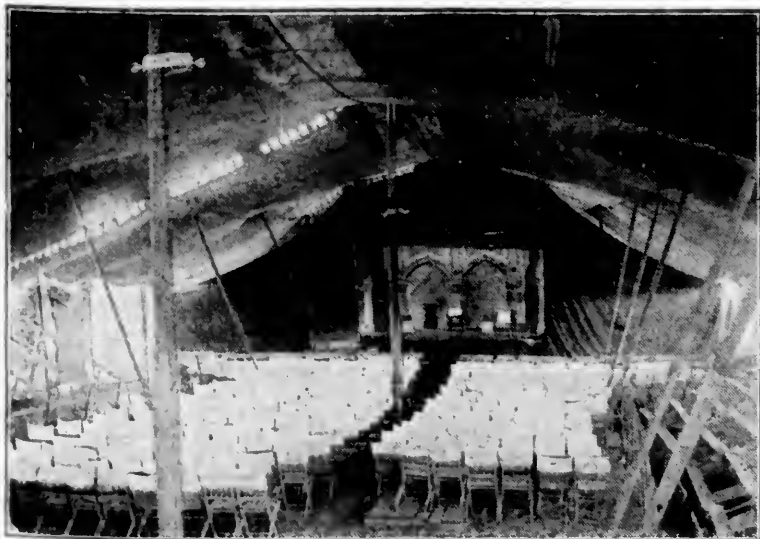
MANY difficulties present themselves today the same as twenty years ago—the problems of suitable towns and cities, lots, competition, etc. My greatest success has been in cities of from ten to fifty thousand population, altho many towns of smaller size are played to splendid returns. My equipment does not consist alone of the property described above, but includes a Pullman car with staterooms, dining room, kitchen and bath, with our own water and lighting system, refrigerating plant, etc., which my wife, J. D. Jr., and I call our home, altho I have a farm at Jacksonville, Tex., which produces some of the finest fruit, cotton and vegetables in the State. This year I offered the members of the company a portion of anything they chose from the products of my farm to send home, each of whom availed himself of the opportunity, and gallon cans of ribbon cane syrup down to the finest sweet potatoes were sent by them as well as myself to relatives. A completely equipped baggage car is carried, and this not only holds the entire show property, but my limousine and the ever-useful two-and-a-half-ton truck which hauls the outfit to and from the lot. A crew of seven working men, an orchestra and a most capable company uphold the traditions of this noted organization which has been built on

(Continued on page 20)



J. Doug. Morgan

ing down the top and putting it up again in the next town, the village drayman hauling the equipment as he found time between express and freight deliveries, always slow and often late, and nearly always unable to get the outfit in the box car provided by the none too accommodating railroad company. The seats for the audience—rudely constructed benches—oftimes of boards borrowed from the lumber yard, and, of course, uncomfortable and tiresome, and always handicapped on account of being unable to heat the tent and play only during the warm summer months. Torch lights, oil and gasoline lamps and finally acetylene gas were used for illumination. About a dozen years ago, hoping to overcome some of these obstacles and expedite hauling and jumps, I purchased several cars, teams, wagons, and



A typical tented theater



A winter scene on the "lot"

THE 1922 CHAUTAUQUA BUSINESS

By Fred High

ARE the chautauquas suffering from the business depression? That is a question often asked. We will unhesitatingly say that they are, but we believe they are suffering far less in proportion to their bookings than the theatrical interests.

The reason for this lies largely in the fact that the chautauquas, and, to a lesser degree, the lyceum, are more nearly local affairs. There are many local interests back of all these efforts that are not enlisted in the theatrical game. They more nearly enlist the spirit of play which interests life from the cradle to the grave and is as universal in the animal world as it is with man; in fact, every living creature is endowed with the desire to play.

Only a part, but that is a very large part, of men and women desire to be actors. Therefore the chautauqua mixes its appeal so as to more nearly satisfy a universal want than does the theater, and for that reason is suffering less at this time than its twin brother.

Of course, to those managers who have always been doing business on a rising market and who could fix their own overhead, set their own salaries, measure their own worth, buy their talent in the open market and sell it in secret, the fact that they will have two circuits this season where they had three last year will probably seem to them a calamity.

That the chautauqua develops devotees who look to its annual visits with almost the same religious fervor that actuates those who visit Mecca is attested by the large number who have never missed a session. This is true of the Mother Assembly, where a regular cult has been developed and whose happiness is not complete without an annual visit to Chautauqua Lake.

That same spirit is found in those towns where the management has been wise enough to develop the local self-help spirit. It is deadest where the circuit-get-rich-quick Wallingfords have had full sway. There has been a grand rush by a great many managers to boom and boost the small-cast dramas that have had unusual advertising, such plays as "Seven Keys to Baldpate," "Nothing But the Truth," "It Pays To Advertise" and others of that type have been boomed, boosted and featured as "Broadway successes," with all-star casts, many of them recruited at a little inland college in Iowa. Others, of course, have been staged by the floating actors, with here and there one who had at least seen Broadway. Some of these efforts have been of sufficient merit to awaken an interest in the chautauqua as a possible rival to the local opera house and its traveling one-night shows.

Superficial promoters have mistaken this passing attention for abiding interest, these amusement weather vane promoters are suffering a slump and for the same reason that the theatrical amusement purveyor is suffering.

THE chautauqua stands for two things that are innately different from what the theater stands for, and where these two things are put in the background the chautauqua loses. First: The lecturer must lead out with his

abiding fundamental message that he has lived. His theme must be big enough to engage the best thought of the community. He must be able to open new visions to others and to show a promised land just beyond. The chautauqua has been over-encured with a lot of glib-tongued spellers, ballyhoo orators who could make a speech on any subject, but who never stood hitched for two consecutive minutes at any post of duty that called for an ounce of courage, conviction or inconvenience.

The reason for the loss of power here is because the manager has become the proprietor when he ought to be the agent. When the scheme of bureaus collecting the fees was up for discussion I vigorously opposed it, for the obvious reason that it was fundamentally wrong. But there were too many willing serfs in the field, the talent was made the hired hand for the manager and the collecting agent for the bureau, and it is

artists and musicians of merit. The sort of music that Napoleon Bonaparte had in mind when he said: "Of all the liberal arts, music has the greatest influence over the passions and is that to which legislation ought to give the greatest encouragement."

There are certain chautauqua systems whose programs are a cheap, amateurish imitation of a second-rate cabaret. Others show a preponderance of the flimsy flashes that are a hit today and a disgrace tomorrow. Such trashy, mushy, morose syncopation promoters reap the sort of reward that they deserve.

The truth is that America is the most musical nation on earth. America was the most musical nation on earth 'way back in the days when P. T. Barnum was the best judge on earth. That was why he exploited Jenny Lind in America.

Many chautauqua managers have been content to fool the public with aggregations of amateurs, hand-picked, emergency-trained and huddled-together combinations whose best efforts did not even excite the envy of the village church choir or high school orchestra.

The largest percentage of failures are easily located in these training camps.

Longfellow said: "Music is the universal language of mankind." But that is no reason why we should imagine that mankind has but one thought, one emotion, one desire that can be reached thru musical appeal.

The American people are quick to discern the motives of us all. Really, the public is almost uncanny at times in its final analysis of the things that are put before it.

What is the result when one of these cheap managerial promoters is caught with the goods? Just a constant dropping away, a backing off on the part of the public that at first seems unnoticeable, but is so constant that in time there is a sign "To Let" on the door and a stenographer is looking for another position.

Don't forget that C. Durant Jones came to the International Lyceum and Chautauqua Association with a "plug" hat and a slogan, "The Greatest Chautauqua System on Earth," and his inflated proclamation is heard no more.

Fred D. Ewell has testified in court that it takes no more skill, training nor ability to pick out talent for the public than it does to merchandise Quaker Oats. The fact that there will be fewer chautauquas in 1922 than certain systems booked in 1921 may not

even cause some of our readers to do a little thinking. But such things are to be studied by serious-minded people.

THE chautauquas are coming back, sounder, stronger and more purposeful than ever. Clarinda, Ia., last year celebrated its 25th anniversary with a profit of \$1,000, and has 1,800 season tickets pledged for 1922. For the four preceding years Clarinda suffered a big annual loss.

Mattoon, Ill., has 2,299 season tickets sold for 1922.

Bloomington, Ill., James L. Loar's home town.



1—Van Grove Concert Co. Presenting the best standard operatic and concert selections. Mr. Van Grove is musical director Chicago Grand Opera, and Mary Garden's accompanist during her concert tour. 2—Link's Orchestra, one of the high-class musical organizations that presents programs of educational merit which are inspirational and thoroughly enjoyable in towns where the better grade of music is appreciated. 3—Miss Edna Swanson Ver Haar, soloist and at the head of her own company. Recently toured Norway and Sweden and was proclaimed the greatest Swedish-American singer. 4—Smith-Spring-Holmes Orchestral Quintet, which 201 lyceum and chautauqua committees reported with an average of 98.81 per cent, the highest given any musical organization that was reported by 50 or more committees. 5—Bohumir Kryl, celebrated cornetist and band director, will tour the chautauquas with his own organization. Director Kryl has found the chautauquas furnish enthusiastic audiences. His fifteenth year to play them.

that way today. We are suffering a slump in those quarters where the gumshoe methods have been fostered when the enlightened efforts of experience and progress should have dictated a different policy.

There are those who have pursued a different policy and they have thrived. They have deserved to thrive. Even now they are going ahead. At present the rule is to buy, beg or steal chautauqua towns, but where service has been rendered we know that the big Independent Co-operative System has been swamped with towns clamoring to get into the fold.

The second great fundamental function of a chautauqua is to provide sane, sensible music by

will have a chautauqua this year after two years without one. Bloomington was formerly a good chautauqua town, but it died of anemia. The first big thing that the new Bloomington Kiwanis Club has set for itself to put over is the sale of 1,000 season tickets for the chautauqua.

There is a story being peddled around by a few managerial brigands, who hate to see their pretended sacred altar kicked over and their fakery exposed, to the effect that Fred High is hired by some circus, carnival or theatrical interest to kill the lyceum and chautauqua, and to these birds it may be of interest to know that at the critical time in the organization of the Bloomington Kiwanis Club this same Fred High journeyed to Bloomington and helped to organize this club that is now backing the big sale of tickets in the effort to make Bloomington once again one of the greatest chautauqua towns in America.

Delaware, O., is a great college town. It takes more than the Jazzy-Jingo Girls or the Fluffy-Ruffle herd to arouse much enthusiasm at Delaware. During the college year they hear the best that there is to be heard. But Delaware has already made a success of its season tickets, and when the chautauqua time arrives there will be another chautauqua held at Delaware.

Leavenworth, Kan., a nationally known resort, had an independent chautauqua for a number of years, then they tried a circuit until they could not get any more suckers to guarantee the managerial exploiters, so they decided to rely upon their own efforts, and are now going at it with enthusiasm, determined to put over their 1922 program.

Moberly, Cameron and Salisbury, all in the "show me" State, are alive with the community determination to put over their 1922 chautauqua.

A great number of bureaus will present their usual circuits this season. As far as we can learn most all of the chautauqua systems will come thru with their normal business, the exceptions being



Greensburg, Ind., Co-Operative Independent Chautauqua—all were present during the first session ten years ago. Greensburg is still under the same management that it was when patrons bought their tickets ten years ago.

the sort that have been beneficiaries of the abnormal prosperity that seemed to find its way into the chautauqua field early and rewarded even the most indifferent efforts with ample returns.

The Mutual-Morgan Bureau, booking out of Chicago, reports that it already has more towns booked for its three five-day circuits than it had last season.

Each of the five-day circuits will have a "Shepherd of the Hills" company as the star attraction. The Mutual-Morgan management reports that all three of these companies will be produced by the Wales Players and adds: "The Wales Players were ranked by The Billboard as the leading play producing company as graded on last summer's committee reports."

On paper the Mutual-Morgan circuits certainly look stronger than ever. That the bureaus are feeling for a safer, sounder basis for their efforts is

evident on many sides. The Radcliffe Bureau has announced that it is thru with the foundry-made musical organizations and that hereafter it will hire nothing but individually organized companies. It hasn't announced its policy as to lecturers, but the real thing is that the bureaus see that there is need of making the chautauquas function better in the local communities.

The circuits, of course, furnish the great preponderance of talent that is presented on the chautauqua, and their business depends upon two things: Highly organized sales efficiency and the degree of satisfaction that is being rendered to the local communities.

The tendency until recently has been to stress the effort on the sales force. But the competition is now getting so keen and the effort needed to land contracts so strenuous that the vanishing point is now nearing, and profits to bureaus and salaries for talent are suffering a natural decline.

Years ago the best agents were given ten per cent commission and a drawing account to take care of their expenses. Now this has climbed up higher and higher until some of the bureaus are reported to be averaging from 25 to 35 per cent as the cost of selling.

A few weeks ago the manager of a Chicago musical bureau told the writer that he is now paying his agents \$50 a week and giving them a bonus besides. This same manager at one time was able to hire agents on a small commission, and they financed themselves while doing the booking.

ROGER W. BABSON was recently asked to tell what could be done to bring about a return of prosperity. He replied: "In seeking the way to better business let us all remember that periods of depression are caused by the extravagance, inefficiency and dishonesty that develop in the latter half of periods of prosperity, and that prosperity is caused by the thrift, efficiency

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CARRYING MUSIC INTO THE OPEN

By Kenneth S. Clark

ONE phase of outdoor music that makes such music a challenge to those who would attempt it is its frequent difficulty. In carrying music into the open air man often has nature to contend with. That is, many of his best-laid effects go astray in the tricky acoustics of the out-of-doors. Man's ingenuity is taxed to remove these natural handicaps, but he is generally successful with the aid of sounding boards, amplifying devices and such. Nevertheless the mere difficulty of the problem stimulates his imagination, for we do admire the performance of the difficult—Dr. Samuel Johnson to the contrary. The philosopher was invited to listen to the performance of an intricate piece of music and was asked if he did not think the latter to be difficult. "Difficult!" exclaimed the doctor. "Would to God that it were impossible!"

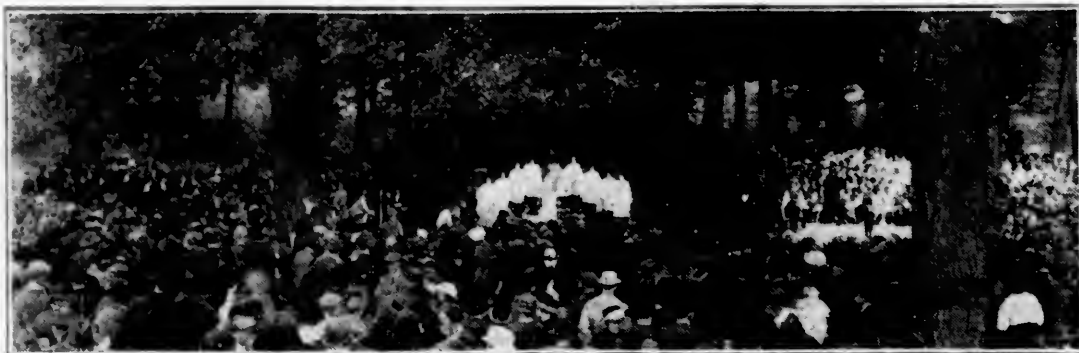
Besides the advance in mechanical equipment the growth of open-air music is due to the increased number of agencies that are bringing it about. One of the most important of these consists of the summer chautauquas. These somewhat beg the issue of acoustical problems, however, since their tent setting virtually supplies the acoustic qualities of an indoor auditorium. However, they do wonders in bringing music to the people during the

period when the latter prefer to assemble out-doors.

Another contributing factor is the wider development of open-air band concerts—that is, the expanding of them into something more than an instrumental program. Band directors have been aided in the combining of community singing with their concerts thru the availability of a collection of band arrangements for the book of "Fifty-Five Community Songs" issued by C. C. Birchard & Company of Boston. Bands are like tenors—they love to perform music in keys too high for the ordinary mortal. Such band arrangements of community songs in medium keys bring the instrumentalists within the tonal scope

of the man on the street. Such expansion of band programs has been brought about partly thru the opening of the eyes of the municipal park boards to the civic possibilities of such musical development. In many cases the park board has combined with some other local group, such as one of the business organizations.

An instance of this merging of interests is the musical campaign in Memphis, Tenn., where the Park Commission and the Chamber of Commerce are jointly responsible for a new spirit of community singing as well as an instrumental development. These two agencies have brought to Memphis Arthur Nevin, a nationally-known composer and director. The effects of this work have been so marked that a movement was lately on foot to establish a summer opera company in the open at the beautiful Overton Park.



Historical pageant, "Cambridge Old and New," during Old Home Week at Cambridge, O., October 7, 1921.

PARK commissioners are also seeing the wisdom of utilizing the city's parks and public squares as the scenes of pageants in which the history of the town is told dramatically to musical accompaniment. These pageants generally mark some special occasion, such as one of the national holidays. For instance, some cities have presented a simple form of

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AN AMERICAN INVASION OF EUROPE

By Harry E. Tudor

WRITER'S NOTE—The following article may serve—in some measure—as recording a tribute to American inventiveness in a field that must necessarily appeal to every age and taste. A quarter of a century of education and applied experience in practically all corners of the mighty world of showdom has afforded opportunities for the observance and analysis of the multi-diversified types of amusement seekers throughout the old and new worlds and “the lands beyond the seas,” and, moreover, a fuller appreciation of the extensive sphere of demand for amusement device inventions that have won the approval of the American public.

A FAVORITE slogan of the late “Fred” Thompson—acknowledged wizard of the modern amusement park and creator of many unique forms of mental exhilaration identified with the ensemble of that summertime institution—was to the effect that men and women are but “boys and girls grown tall” and—given the vehicles to express an occasional outbreak of rejuvenated childish propensities—gladly consign their work-a-day cares to oblivion in a manner that would have prompted the venerable Ponce de Leon to end his quest for the “Fountain of Youth” had he been so fortunate as to have lived in our time.

It may be that this characteristic of the American amusement seeker of less tender years, unbending under the softening influence of the innocent joyousness and gaiety of a happy, laughing amusement park throng, could be traced to a distinctively American democratic sense of humor and the more distinct in comparison with its lacking among other peoples—nowhere so marked as in Great Britain and continental Europe, where traditional decorum is transgressed by any behavior trending to “rompish” by those who—to use the vernacular of the first-named nation—“are old enough to know better.” For this reason the pioneering of even the more simple forms of American amusement devices in Europe discouraged those responsible for innovations that failed to appeal to the respective European publics to a profitable extent, and, paradoxically, for the self-same reason of their success in the United States, viz.: The patrons had to laugh too heartily.

Apart from the more strenuous, thrilling and lung-testing riding devices it was some little time before the average European amusement seeker could be educated to appreciate the humor of the American side-show principles—of the pure and simple laughter-raising types—but by a slow process of evolution

they are now fully established as standard attractions throughout the European countries. The following instance of the troubles of a pioneer in this form of entertainment may be amusingly interesting.

IT WAS in the early days of “The Cave of the Winds” side-show that an enterprising Anglo-American showman—the late William R. Inshaw, whose many friends hold him in beloved memory as one of the original Luna Park concessioners and a good fellow—conceived the idea of presenting that predecessor of the “Fun House” of today as an attraction of the famous Scottish amusement resort, the Glasgow Carnival. The owner of this extensive enterprise, the late George Green and one of the most prominent British showmen of his time, could scarce appreciate the attractiveness of a “dark and windy void” to his average Scottish patron, but finally consented to the innovation being installed, the puzzled to realize that a disused donkey engine, a blower, several yards of canvas walling and a few lengths of tin piping could possibly provide for the sum total of internal fixtures of—as the enthusiastic Inshaw assured him—“THE Greatest Laughing Show on Earth.”

The art of the Carnival’s scenic artist produced a canvas representation of the Falls of Niagara with a cavern-like opening on each side as constituting, respectively, an exit and entrance and

with a multi-colored sign to the effect that “The ‘Cave of the Winds’ had (almost) occasioned millions of American men, women and children to laugh themselves to death”—and that the self-same “Cave of the Winds” was open for business in Bonnie Scotland to achieve a similar result.

A conference as to the admission charge for the sensation of “death by laughter” occasioned a little friendly discussion. Inshaw asserted that even the canniest of canny Scots would gladly invest six cents for the privilege, but the owner of the Carnival—in his practically experienced knowledge of the thrifty patrons—estimated that the equivalent of two cents in the current British rate of exchange would be more acceptable and yield larger returns—and with a proviso that the admission could be raised to 25c if the rush warranted that increase.

The tryout opening was timed for a Friday evening. The weather was unpropitious and the crowd small. The donkey engine wheezed and grunted and finally consented to function and raise the all-essential wind. The listless sight-seers ambled about the extensive grounds with no particular interest in any attraction and with, apparently, “no place else to go.” An opening ceremony was dispensed with and Inshaw expressed his intention “of opening up” in a modest manner and as a rehearsal for the following night’s rush of business. Something happened!

Six revolver shots in rapid succession smote the still air and concessioners, barkers, stall attendants and patrons tumbled over each other in a mad rush for the Carnival’s exits. Police whistles blew, some one rang for an ambulance—some said “Suicide,” others “Murder!” In a country where firearms are taboo and “Sullivan Laws” unknown there could be only one of two solutions of the mystifying occurrence. Gathering courage and headed by several brawny Glasgow “bobbies” with drawn staffs, the crowd approached the location of the “Cave of the Winds” and which had been that of the source of the firing and found only the imperturbable Inshaw calmly loading up for a repetition of his unconventional “ballyhoo.” His finally assuring the police officers that his purpose and mission in Glasgow was to amuse its citizens rather than murder them prevented his arrest and decided his resorting to less alarming ballyhoo methods. That matter decided, Inshaw turned his attention to taking advantage of this unexpected result of his plans to divert the pecuniary interest of the Carnival patrons.

Business was slow—too slow. Prospective patrons were too inquisitive. They wished to be informed as to



Breezy Bracing Blackpool's Famous "Pleasure Beach"

Blackpool, Europe's most famous summer holiday resort, enjoys the distinction of being the only large city in the world regarding amusement catering as its industry and the manufacture of "human enjoyment" as serious a business as the greater industrial centers view the marketing of their respective products. Pleasure Beach, the most popular and outstanding feature of Blackpool's myriad attractions, represents a striking illustration of the evolution of the European taste for American amusements.

the complete program, the actual time of the raise of the curtain (?) and the general character of the entertainment that was promised to "make them laugh as they never laughed before." The genial little showman's assurance that "millions of American men, women and children had almost died," etc., fell on doubting ears. Inshaw redoubled his efforts and assurances that those before him would forever after regret their resisting his blandishments to "have the time of their lives." Success came at length with a more venturesome listener recklessly handing the orator a two-cent coin and rushing into the cavernous opening. Silence fell and the crowd held its breath while the donkey engine wheezed and the canvas structure throbbled with the roaring winds of Niagara's caves. Ten minutes—and more—passed and the crowd speculated as to the fate of their daring fellow Scot—some suggested that he may have lost his way, and others that he was going thru an "almost-dying" process.

He, however, emerged at the entrance and asked Inshaw: "How long will you show be afore it starts, mister?" and was encouraged to return to the cavern and "enjoy himself." It was an indignant Scotchman that ruefully told the crowd that he had seen nothing for his money and that "the place was so draughty that he thought he had caught a chill."

Better success attended Inshaw's efforts subsequently in traveling the English fairs and experiencing a broader appreciation of his innovation, tho at times the assistance of the police became necessary to explain that the show was for "laughing purposes only." Where the "windy passage" element is in full favor as a feature of the hundreds of "Houses of Nonsense" now being operated at the various European resorts, the respective national ideas of humor would seem to have changed with the times.

THE GRAVITY RIDE

British—and other European showmen generally—had long resisted the temptation to in-



The north entrance to the Casino

roduce American devices, not by any means for lack of investing enterprise, but by reason of their experienced knowledge that—just as one man's meat may be another's poison—an unconventional form of amusement device could be a dead failure in one country, tho an enormous success in another. The past few years have demonstrated that evolutionary character of the European amusement tastes and that universal education to accept American devices as enjoyment-promoting vehicles was a matter of time and enterprise.

The late L. A. Thompson's introduction of the oldtime Switchback Railway in Europe was the first serious attempt in that direction, but met with little success. Mr. Thompson built and demonstrated the first installation in England, disposed of his patented interests, but the syndicate that acquired them became discouraged and abandoned its projects. The character of the structures, the absence of decorative effect to offset their gaunt and unwieldy appearance and

the traditional distaste of the Europeans to become individual objects of interest for a crowd accounted for the poor success of the venture. The "Canadian Toboggan" shared a similar fate. The famous "Earl's Court" of London originated "Shooting-the-Chutes"—built by Captain Paul Boyton—in Europe, but lackadaisical London entered but indifferently into the spirit of the exhilarating and thrilling diversion.

At spasmodic intervals one or another of the milder types of American device inventiveness were introduced, but without marked success. Several of our best known inventors and builders of amusement devices visited Europe, and here and again interested capital, but the tradition-bound Britisher, who proverbially "takes his pleasures sadly," failed to realize that American vehicles of amusement would sooner or later appeal to the risibilities of the European holiday maker and that only perseverance and co-operative effort could provide a solution of the apparent difficulty of enthusing and educating the public taste to the mental and physical recreative qualities of the devices familiar to the American joy-seeker, old and young.

THE GENIUS OF BLACKPOOL

TIMES have changed during the past few years and the European amusement palate demands the newest and best that the inventive skill of the American device designer can produce. The creation of a vast, distinctly American amusement park out of the sands of the South Shore section of Europe's most famous holiday resort, Blackpool, on the West coast of England, has provided a "testing ground," and devices and attractions that can carry Pleasure Beach's "hall-mark" of approval are acceptable thruout Europe and the far-flung British colonies, and device builders who have been sufficiently farsighted to secure patented protection for their respective inventions have a wider field of demand than many realize for the exploitation of
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THE ADVANCED INDEPENDENT PROMOTION

NOW that the indoor celebration season of 1921-'22 is drawing so well along to the finale it would seem both timely and interesting to compare in a general approximate way the activities and achievements of the last six months with the score during the same period of the season previous and determine to the interested readers' own personal satisfaction just about what progress, if any, can be noted in the advancement of this rapidly growing amusement industry. That it has forged ahead this season is apparent with unmistakable clearness even to the most casual observer, and this is naturally most gratifying to the writer of this, who as far back as October 22 last, in these columns, was optimistic enough of the future outlook to venture the confident belief that the 1921-'22 season's record of indoor events would totally eclipse any of its predecessors, numerically at any rate, if not in actual achievements, of which latter conclusion he was cheerfully sanguine. It is a matter of actual record that this current season has already witnessed both of these eventualities, with the results of several very promising weeks of scheduled indoor operations still to be heard from.

In short, for convincing evidence that the indoor celebration industry has surely emerged from the shell of mediocrity and is now really well advanced on the up and up, one has only to scan the back number news and advertising columns of this publication, where of indisputable mute testimony there is a plenty. The wonderful and splendid progress that surely has been made the season past in this particular field of endeavor, the advancement that so certainly has been post-marked along the route toward the things greater and more creditable and the signs in general of the ascendancy of that which in seasons past we were wont to term the indoor carnival or bazaar

By Harry E. Bonnell

to the higher and more elevated as well as elevating plane of usefulness, cannot well be but most pleasing and encouraging to all who have a sincere



Harry E. Bonnell

interest and warm personal regard for the things and events future prospective.

"The advanced independent promotion." What a world of import and meaning there is in that word "advanced." It was used by that eminent firm of theatrical producers, Klaw & Erlanger, when they first launched their memorable big league vaudeville circuit a decade ago and is invariably employed wherever big men attempt big things. In this commentary review on the progressive developments of independent promotions during the season now rapidly passing and the heights of worthy success that have been attained by the ambitious and energetic sponsors for the new and better movement the term fits in splendidly.

THAT the real, live enterprising promoter of today, the fellow who saw fit to discard the ancient and obsolete methods of the yesteryear for the practical application of the modern ways and means required to meet the constant change of public taste and new conditions, has advanced his profession and calling, there is no room or reason to doubt, and that his progressiveness has already been rewarded with the fruits of success is quite too well known a fact to admit of debate. One has only to make a brief mental resume of the splendid accomplishments during the last few months to realize the truth of this statement, and in every instance the really successful promotion, it will be found, has been of the "advanced" variety and type. By this classification is meant a celebration under an auspices so conspicuously eminent publicly in reputation, influence and prestige, so potential in membership strength and with such a high rating locally perhaps that aught but an event planned and staged along the most pretentious lines could
(Continued on page 248)

25c-COMPLETES THE LAMP DOLL-25c

Our NEW PARACHUTE LAMP SHADE of best silk materials. These were used in the Aerial Department of the United States Government, and purchased by us for a song. This includes a wire frame and all, complete for 25c. Put a 75c Hair Lamp Doll on and you have the whole thing for about \$1.15. In stores these retail for \$2.95 to \$3.98. On wheels or laydowns it is a knockout; 24-number wheel at 10c.
GIVE AWAY A LAMP FREE EVERY TIME

30c COMPLETES THE LAMP

We sold 5,000 at 45c—now have reduced price to 30c. Our 70-inch California Hoop, a complete Lamp, Shade, Coiffure, Doll Dress, Doll Hat—all in one in our wonderful Hoop at 30c.

17½c 1922 SENSATION ^{Marabou} ^{Ostrich} DRESSES

All colors, 30-inch Dress, Free Head Dress on all Dresses attached. Our price all season has been 23c to 28c. Now it is one price to all, 17½c.

FREE

REAL OSTRICH FEATHER VAMP WITH EACH \$5.00 SAMPLE ORDER.

20c DRESSES THE DOLL COMPLETE

Forty-inch Hoop, in Marabou or Real Ostrich; all shades—100 different colors of every shade of silk. This is always sold at 35c to 50c. OUR NEW PRICE, 20c.

10c REAL ALL SILK DRESSES OF TINSEL

One hundred different colors of Real Silk (no paper), with Free Head Dress—all for \$10.00 PER HUNDRED PER HUNDRED, \$10.00

OSTRICH FEATHERS PICKED FROM REAL LIVE OSTRICHES FROM OUR FAMOUS OSTRICH FARM

23½c FEATHER VAMP

Contains five Feathers for a Head Dress or Skirt.

\$1.00 - HELPS SELL LAMP DOLL - \$1.00

Complete Shade on wire frame, all made of Feathers, and a small Skirt. Makes the Doll look like a million bucks.

\$1.00—PULLS THE TRICK—\$1.00

25c - BEAUTIFUL SILK LAMP SHADE- 25c

Fifty different colors to every one hundred Shades. We have 2,000 on hand to clean out, so do not wait—it is a good investment if only to hold.

Complete, All-Silk Shade, trimmed in Ostrich or Marabou.

25c—OSTRICH OR MARABOU SHADES—25c

CLOSED

BUT NOT BY THE

SHERIFF

We closed our Factories for five days to make these special reduced prices. No favorites. Everyone gets the same prices.

EVA TANGUAY STAR FEATHER DRESSES

50c—COMPLETES THE LAMP—50c

From 20 to 30 Feathers made into a Star, goes all over the Doll. A Lamp Shade, Head Dress, Doll Dress and Coiffure.

A KNOCKOUT ALL IN ONE

Eva Tanguay knocked 'em dead on the vaudeville circuit this year with a Head Dress Stream of Feathers. Didn't you see her? Well, you can do the same with the Star Feather Combination on your joints, stands or show windows.

50c—STAR FEATHER COMBINATION—50c

LAMP SHADES AND DRESSES OF SILK

Extra large cone or square shape, with wire frame, Lamp Shades and Dress to match. Assorted colors. Sold all season for 67½c to \$1.00. Reduced price to all,

60c PER SET—60c

SEND \$5.00 FOR SAMPLE LINE OF EVERYTHING WE HAVE COMPLETE. DO NOT WASTE POSTAGE—OUR SAMPLES TALK.

A. CORENSON, 825 Sunset Boulevard, LOS ANGELES, CAL.

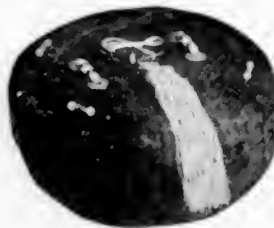
CHINESE BASKETS



No. 15—HANGING TUB BASKET
Sample, prepaid, \$3.50



No. 502
DOUBLE-DECORATION BASKETS
Sample
Nest of Five, \$4.25, prepaid



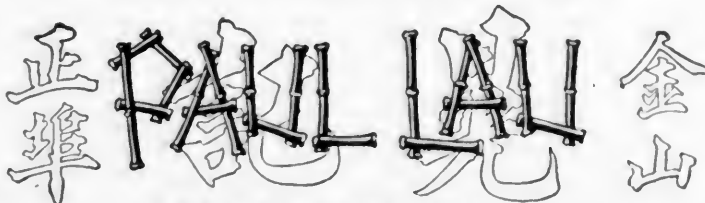
No. 303
DOUBLE-WEAVE BASKETS
Sample
Nest of Three, \$3.75, prepaid



No. 612
14-INCH LEG BASKET
Sample, \$3.25, prepaid



CHINESE STAINED BAMBOO BIRD CAGE
Sample
Set of Three
\$4.00, prepaid



IMPORTER - MANUFACTURER



No. 603
DOUBLE-COMPARTMENT BASKET
Sample
\$3.75, prepaid

119 Waverly Place . . . CHINATOWN, SAN FRANCISCO

WANDELL'S

Fair, Carnival and Park Packages

SEASON 1922

Miss America Chocolates

The Largest, Finest Half Pound Boxes in All the Big Round World

MISS AMERICA Liquid Cordial Cherries - \$3.25 a doz.
 16 Pieces—White Box

MISS AMERICA Assorted - - - - - \$2.85 a doz.
 Big Half Pound—Blue Box

MISS AMERICA Assorted Nuts - - - - - \$2.85 a doz.
 Big Half Pound—Pink Box

The Miss America Boxes are 10¼ inches long and 6¼ inches wide. Packed Five dozen in Fibre Case

Half Pound Picture Boxes - - - - - \$2.85 a doz.
 Three Subjects. Size, 11¾ inches long and 5 inches wide

Big Six Ounce Short Play Package - - - - - \$2.40 a doz.
 Size 7¼ x 4½. Packed One Hundred and Twenty in Fibre Case

Wonder Two Layer Boxes

One Pound Two Layer Box - - - - - \$6.00 a doz.
 Packed Four dozen in Fibre Case

Half Pound Two Layer Box - - - - - \$3.25 a doz.
 Packed Seventy-two in Fibre Case

These are probably the handsomest boxes and finest Chocolates ever sold to the Concession Trade. We guarantee every pound to contain twenty different centers. High class wonderful goods, beautifully packed

Splendide

Chocolate Varieties Wandell—All Hand Dipped

The Big - Glad - Red Package, Two Pounds (with Weight of Container) - \$.80
 Designed to Retail for \$2.00. Packing, Twenty-four Boxes to Case

Three Pound Picture Tops, All Girl Subjects - \$24.00 a doz.
 Wonderful Flash

Five Pound Picture Tops - - - - - \$36.00 a doz.

ALL PRICES ARE F. O. B. BALTIMORE, MARYLAND

LOOK HERE! We haven't a Chocolate Dipping Machine in our factory. We never will have. We don't believe in them. Every piece of Wandell's Chocolates is Hand-Dipped by good-looking girl labor in delicious high grade Chocolate. Our Cherries are True Liquid Cordial Cherries, Bon Bon Dipped by Hand, and Chocolate Dipped by Hand. We guarantee every package of our goods to be filled with delicious, High-grade Hand-dipped goods as fine as any in the World made anywhere at any price. Come on, let's do business together.

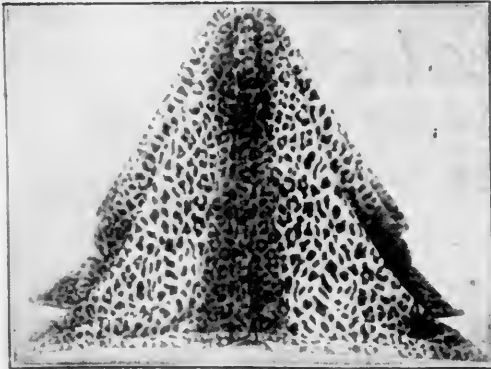
SERVICE! Every Boy and Girl in this Factory is trained to "Jump" when the "Wire" arrives. No matter where you are—North, South, East or West—wire us and then we and the old Express Company will do the rest.

WANDELL CHOCOLATE CO.

SPECIALISTS IN HAND-DIPPED CHOCOLATES TO THE CARNIVAL AND CONCESSION TRADE
 BALTIMORE, MARYLAND

Stroock Motorobes

MAKE WARM FRIENDS



Our line of Stroock Motorobes is comprised of very elaborate patterns—All in 3-passenger size. Stroock Motorobes are serviceable, fast color and popular priced. We are sole agent to the carnival trade. Live Jobbers get in touch with us at once.

BEACON BLANKETS—WE HAVE THEM

THE FAIR & CARNIVAL SUPPLY CO., 126 5th Avenue,
New York City.

Opera Chocolates

**A Real
Candy**

**A Sure
Repeater**



**This Candy
Needs No
Introduction**

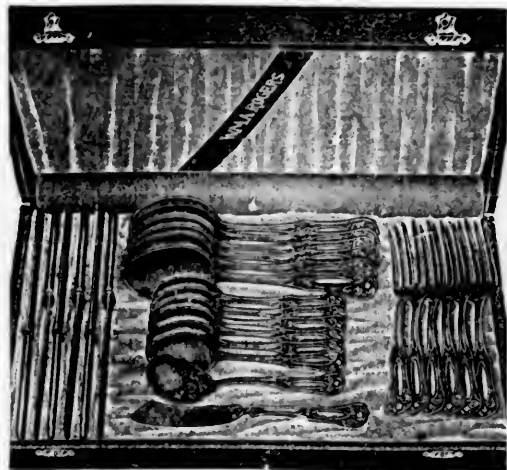
**The Finest
Assortment
of Packages**

**The Biggest
Flash**

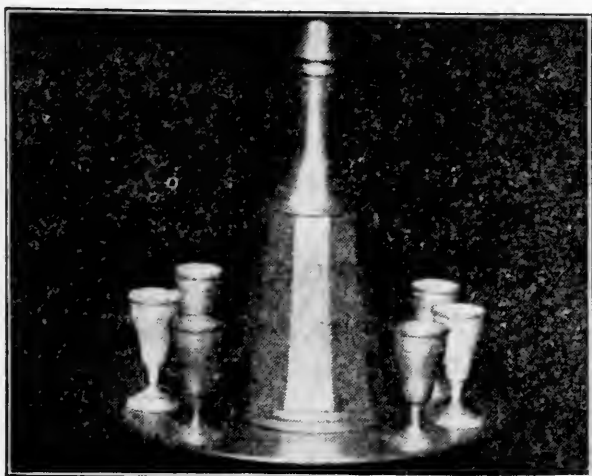
For the 5th season we again are the sole agents to the carnival trade of Opera Chocolates. The packages and contents are finer than ever before.

THE FAIR & CARNIVAL SUPPLY CO., 126 5th Avenue,
New York City.

Silverware—Dolls—Bears—Baskets



26-Piece Rogers Set
\$2.87¹/₂ Without Display Boxes at factory cost in lots of 12 sets or more.
Per Set Boxes



8 -Piece Cordial Set

Cordial —AND— Ice Cream Sets

THE BIGGEST FLASH FOR THE MONEY

Our low prices on these two numbers will surprise you.



Coffee Percolator



DOLL ASSORTMENTS

In sizes 14, 16, 18, 20, 22, 24
Prices from **\$6.00** per doz. up

CHINESE BASKETS

Sets of 3 and 5 to nest
Single and Double Ring and Tassel



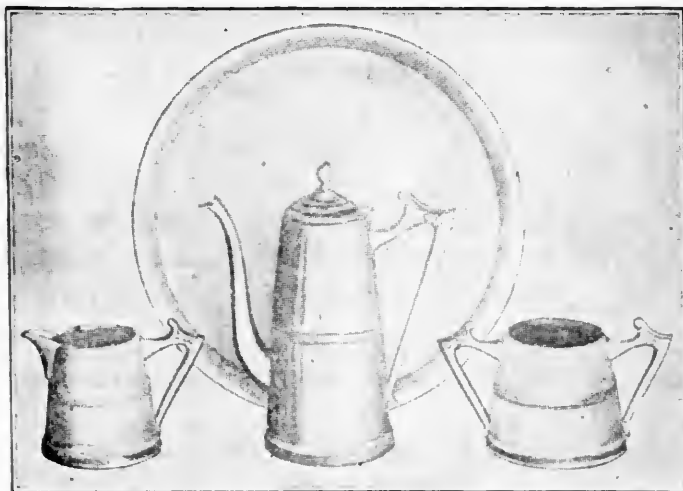
Aluminum Kettles
Extra Heavy Gauge Metal

ELECTRIC-EYED BEARS

In 22 in. and 24 in. sizes.



8-Piece Ice Cream Set



4-Piece Chocolate Set, \$3.00 per set

Our new, low priced Catalogue now in Work. Full line now ready. We defy competition. Our prices are the lowest in the market. Our delivery the best.

THE FAIR & CARNIVAL SUPPLY CO.

126 5th Avenue,

NEW YORK CITY

SQUATTING SQUAW & DANCING DOLL

Patented and Copyrighted By H. H. Tammen Company, Denver, Colorado
THE SQUATTING SQUAW SQUATS OR DANCES AT YOUR WILL

IT'S a red-blooded Indian doll, colorful, wearing regulation Indian clothes, headdress and an Indian blanket, just as if it were born on the plains. Every doll is different; they are no relation except that they are Indians. Not a sawdust doll, but one that grown-ups as well as children will play with. Serviceable and hard to destroy. It belongs to the Skookum family of Bully Good Indians.

It is different from any kind of doll that you have ever seen or heard of. You must have a sample in order to realize the difference between this doll and those that have been put on the market in the last century.

The picture shown is simply an idea as to what the doll is. Its real size is 9½ inches tall, dressed. We will send you a sample for 50c post paid. You should really send for two samples—cost One Dollar—because each doll is so different.

After you have seen the sample and you determine in what quantities you can use them, we will be glad to quote you price on lots ranging from 100 to 5,000. No Indian doll has ever been made or sold at our price, you will agree, when you get the sample with the full particulars.

We specialize in Indian dolls and sell at wholesale only. We are the largest manufacturers in the United States of Indian dolls, moccasins, pennants, pillows and unusual novelties. We make one thousand and one different articles. Can execute any idea that you may have and will be glad to quote you prices.

EXTRA: We are now making an entirely new fan, "The Fan of Hearts," looks like a dollar—made in three styles. We will send you free samples (one of each style) for 25 cents and will quote you prices in any quantity that you may suggest. Remember, these are entirely new novelties.

We make no slum goods—everything is first-class. It may cost a penny more, but there is no waste, no grief, no come-back.

ALWAYS ADDRESS—



Actual size of squatting squaw and dancing doll dressed is 9½ inches. It's patented and copyrighted. Infringers beware.



Infringers Beware!

These Skookum Bully Good Dolls Are Patented and Copyright

All Rights Reserved

Corner 17th and Larimer Streets, Denver, Colorado

HERE'S 1922's **"HORN OF PLENTY"** FOR YOU!
MR. CONCESSIONAIRE!

The World's Greatest "Automatic Base Ball Player"
 THE FASTEST MONEY GETTER EVER CONCEIVED
 FOR FAIRS, PARKS, CARNIVALS, BEACHES AND ALL AMUSEMENT RESORTS



Each Unit
 Takes in
 \$6.00 an
 Hour.
 Five in a
 Row Means
 \$30.00 an
 Hour.
 Think!
 What
 Could
 Be
 Sweeter?
 Don't Delay!
 Write
 Today!!

"Fortune
 Knocks
 Once at
 Every
 Man's
 Door."
 This is
 YOUR
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 tunity!! Be
 One of the
 First To
 Install This
 Exciting
 Game.
 Prosperity for
 All. Heed
 the Call!!

SAM CRANE, the world's greatest baseball authority and writer, said in THE NEW YORK EVENING JOURNAL: "Here is a great ball player!" THE POPULAR SCIENCE MAGAZINE featured our game on its front cover, and said: "Our apparatus provides for EVERY-THING in baseball, except derisive howls from the bleachers." And we also say: "WHY did these unquestionable authorities endorse The Strike-Out King?" BECAUSE: The game has merit, fascinates and excites! BECAUSE it appeals to the masses and classes! BECAUSE it has a stop, watch AND PLAY atmosphere! BECAUSE baseball is the world's greatest sport, and because nothing has ever been invented to anywhere nearly equal it. CAN YOU IMAGINE the picture three life-size, fully uniformed figures make? CAN YOU IMAGINE the public (they are the pitchers) trying to strike out the batter? CAN YOU IMAGINE a player throwing three strikes and seeing each strike and ball register automatically? CAN YOU IMAGINE the thrills the public get when, after pitching a strike, the umpire raises his hand, a bell rings, the ball has been caught and it registers everything automatically? 6 Balls for 5 Cents. Money is put in slot machine, each unit occupies little over 4 feet in width. NO ELECTRICITY, NO MOTORS, NOTHING TO GET OUT OF ORDER. ONE MAN CAN TEND EIGHT UNITS. Portable for Fairs. Can be installed anywhere. Terms arranged to suit. Address THE STRIKE-OUT KING CORP., McCreery Bldg., 64-74 W. 23rd Street, Corner 6th Avenue, New York City. WM. R. MEYERS, Manager.

8th Annual Tour

Season 1922

L. J. HETH SHOWS

8 BIG DAYS

Season Opens in the heart of E. St. Louis, Ill., Saturday, April 8th, under strong auspices.

8 BIG DAYS

Presenting a magnificent array of 15 high-class Amusements and 5 big Riding Devices. Will positively play a tour of 37 weeks under high-class auspices, together with a circuit of 12 of the best Fair Dates in the South.

Have opening for Society Circus or any other high-class Show that we can feature. Will furnish beautifully hand-carved double wagon front. Want experienced Chorus Girls that can lead numbers, Plantation Performers, Talkers and Grinders. Cabaret Dancers. Man who understands Cushman Engine and can operate same. All Legitimate Concessions open.

Fair Secretaries and Auspices, desiring a line of high-class Attractions, communicate with us. Address

L. J. HETH SHOWS,

P. O. Box 27, E. ST. LOUIS, ILL.

GENUINE

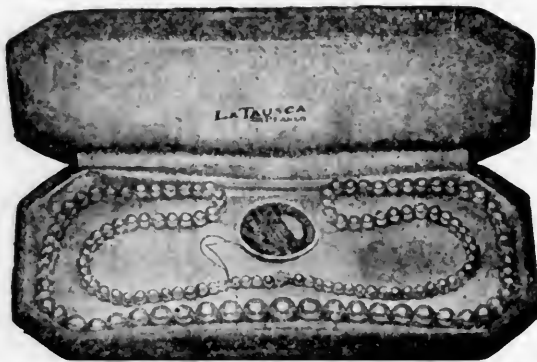
KEYVA INDESTRUCTIBLE PEARLS

A Necklace of Indestructible Quality
The Charm of the French Pearl



Beautiful Country of France, the source of art and beauty for the universe, is the home of LaTausca Pearls. It was here, many centuries ago, that the first pearl made by the hand of man was shown to the world, and the wonderfully skillful craft of pearl making has grown in Paris as nowhere else. So when we say that LaTausca Pearls are of French Origin, that means all that need be said. The

spirit, the soul of France, is breathed into every LaTausca Pearl. Each has that indefinable CHIC which is definitely French. And of all the wonderful creations which are Paris'—none is more wondrous than LaTausca Pearls.



NOTE THE REMARKABLE LOW MONEY SAVING PRICES

- 18-in. Length, Graduated, String.....\$5.00
 - 24-in. Length, Graduated, String..... 6.00
 - 30-in. Length, Graduated, String..... 8.00
- Add 50c for Single String.

EACH AND EVERY STRING GOLD LABEL TAB ATTACHED

BOSTON BAG COMPANY, Incorporated

Manufacturers and Importers

76 Dorrance Street,

PROVIDENCE, R. I.



The Greatest Candy-Toy Sensation In Years

A strong bright colored Kum-Back Ball—five inches in diameter, seven good pieces of wrapped candy inside!

Strong heavy return rubber. When candy is removed the ball is still a lasting toy. Kids are going crazy over them!

THIS IS A NEW ONE—GET IN ON IT NOW

This novelty is now being sold by jobbing confectioners. It is going like wildfire all over the country. A wonderful concession novelty. In amusement parks, fairs—concessions, with someone to demonstrate—thousands can be sold. A tremendous value for the money.

Packed in cartons of 50 balls each. Price, \$3.10 per carton.

Freight paid to all points east of Denver on 10 or more cartons.

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

The Sykes & Thompson Company
CLEVELAND

J. J. STEBLAR, Mgr. RUSSELL W. START, Gen. Ast. J. F. GILLICE, Asst. Mgr.

STAR LIGHT SHOWS

FOURTH SEASON

WANTED—Three more SHOWS. Will furnish circuits for good clean Shows. Plantation, Illusion, Snake Shows. WANTED—CONCESSIONS of all kinds, except Cook House, Juice, Silver, Dolls, Blankets, Candy, Hoop-La, Cat Ball Game, Doll Ball Game. All others open. Show opens April 15th in Maryland. First show in 10 years. Two Saturdays. I own my own three Rilles. This show moves every week. (No Gift.) J. J. STEBLAR, Manager, Room 501, 1431 Broadway, New York City, N. Y.

CHEWING GUM Our special offer to specialty salesmen affords the greatest opportunity to make money during the coming season. Think of it! Standard Attractive Packages of CHEWING GUM, in all the choice flavors. Price per 1,000 packages, \$13.00. Remit money order. Shipments made promptly.

REEDY BROS. GUM CO., 113 S. Jefferson Street, Chicago, Ill.

Wanted ALL KINDS OF ATTRACTIONS SHOWS AND CONCESSIONS

FOR THE BIG CELEBRATION AT THE DRIVING PARK, DUBOIS, PA.
Also for the Big Fair, Sept. 4, 1922. Address all communications to A. M. NAIL, Driving Park, Dubois, Pa.

TINSEL DRESSES
8c and Up

GET THESE NEW DRESSES

TINSEL DRESSES
8c and Up

TINSEL AND LACE TINSEL AND PLUMES

THE SEASON'S TWO BIG FEATURES

Trimmed in tinsel and lace embroidered center. Tinsel and Millinery Plumets the big bet. Wire hoop, elastic center, double paper thruout. Will not rip or tear. This improvement is worth your while investigating. We have added these features for your, and not our, benefit, as the prices have been reduced on all our Dresses. Our present line consists of 9 different styles of Dresses, viz.: Millinery Plume, Tinsel and Lace, Silk Marabou, Paper Marabou, Silk Tinsel and 4 different styles of Silk Crepe Paper Tinsel Dresses, ranging in price from 8c and up. Write for circular and price list.

BADGER TOY CO.,

600 Blue Island Ave., Chicago, Ill. Phone, Haymarket 4824.

MORE FLASH

PLUMES

Millinery and Pony Plumets

We wish to call your attention to a line of imported French Millinery and Pony Plumets which will increase the flash of your store wonderfully. For the live Concessionaire who wants the biggest and best flashed up store on the midway these Plumets will surely do the trick. They come in different sizes and lengths and assorted colors. As we cannot send out free samples, we would advise placing a sample order of from 1 to 5 dollars. Prices mailed upon request.

MORE FLASH—MORE MONEY



FAIR TRADING CO. INC.
133 5TH Ave., N.Y.

The largest assortment of Imported and Domestic Beaded Bags in the country

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| CHASE ROBES | BEARS |
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Bicycle and "Rumpfs" Baltimore Wheels. Most combinations always in stock

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Send for your copy.

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1st—We have never disappointed any customer by not having his supplies reach him on time. The stunts we have pulled off to do this would make an interesting book, but we are too busy taking care of our customers to write the book.

2nd—We have sacrificed no quality to sell at the prices we do. Many of the items listed in our catalog are sold by other concerns at approximately the same prices. But in order to do so, they have been compelled to lower their standard of quality.

3rd—Our large volume of business permits us to operate on a small margin of profit, you getting the benefit of the lower prices.

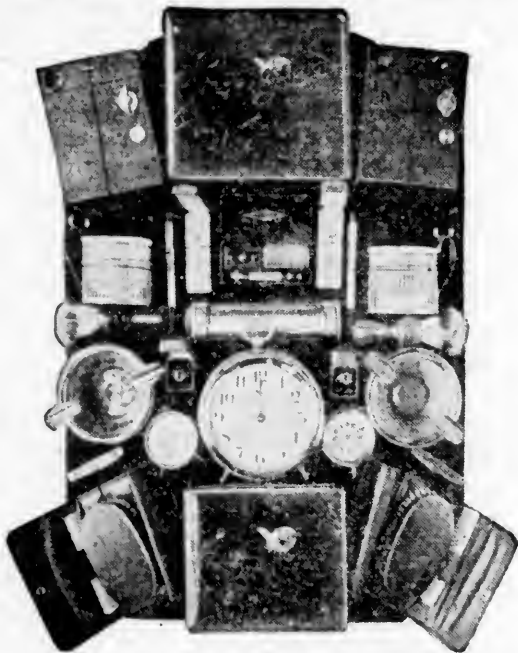
4th—All the items we sell are carried in stock in tremendous quantities, insuring immediate delivery and no substitution.

5th—The high personnel of our staff, of which Max Goodman is a prominent factor, means that you always get intelligent and fair treatment and co-operation.

YOU ARE ENTITLED TO THE ABOVE SERVICE FROM ANY HOUSE YOU DO BUSINESS WITH—IF YOU ARE NOT GETTING IT, TRY US. AND YOU WILL NEVER REGRET MAKING THE CHANGE

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LIPAULT'S ASSORTMENTS



No. V2400—PREMIUM ASSORTMENT
Consisting of 23 high-grade, flashy and attractive articles, complete, with 1,800-Hole Salesboard.
PRICE, \$25.00
Send for complete Salesboard Premium Assortment Catalogue.

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No. 37—4-PIECE CHOCOLATE SET
\$3.00 EACH

NOTE THESE REMARKABLE PRICES

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- No. 23—Silver Fruit Bowl..... 2.00
- No. 29—Silver Nut Bowl..... 1.75
- No. 54—Handsome Silver Fruit Basket..... 3.00
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These articles are just a few of the very many we have to offer at rock bottom prices.

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CONCESSIONERS and CARNIVAL MEN—We are very glad to inform you that we are the PHILADELPHIA REPRESENTATIVES and DISTRIBUTORS for the C. E. TAYLOR CO., the originators of the Famous Silver Wheel. A full line of handsome, attractive and showy Silverware, Manicure Sets, La Tausca Pearls, Cameras, etc., is now on display at our handsome show rooms, No. 1028 Arch Street, Philadelphia, where we are ready to quote you the most attractive prices you have ever had. Orders will receive the usual prompt and efficient attention that are customarily given by the C. E. Taylor Co., and which the Lipault Co. are famed for. 25% deposit on all C. O. D. orders. Be sure and look us over. A complete catalogue now ready of the C. E. Taylor Co. merchandise. Write for a copy.

LIPAULT COMPANY, Dept. B, 1028 ARCH STREET, PHILADELPHIA

Showmen and Riding Device Operators

The Berni Organ Company



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**WILLIAM H. DENTZEL and
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OUR BUSINESS IS BUILDING
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WITH CARDBOARD MUSIC

**We Are Selling Agents for Rudolph Wurlitzer Mfg. Co.
Military Band Organs and Music**

REPAIR AND REBUILD ORGANS OF ALL KINDS

Showmen and Parkmen are invited to make their headquarters with us when in New York.

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COME, SEE ORGANS ON DISPLAY IN OUR SHOWROOM

GENUINE COWHIDE BOSTON BAGS

OUR No. 7

\$1.25 Each

IN QUANTITIES OF 50 OR MORE

Sample sent upon receipt of
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PLACE YOUR ORDERS EARLY
SO AS TO INSURE PROMPT
DELIVERY



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STRICTLY FIRST-CLASS AMUSEMENT DEVICES

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Suitable for (Stationary or Portable) operation in Europe, Latin-America, Australasia, South Africa, The Orient, the Far and Near East, etc., etc., are cordially invited to communicate with

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Biggest Event in Years

ENTIRE WEEK **MAY 8** DAY and NIGHT

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WANT LAWFUL CONCESSIONS---SHOWS

DESCRIBE FULLY FIRST LETTER

Write **HARRY R. RAVER**, Managing Director

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GAMES MAY COME AND GAMES MAY GO

A REAL ATTRACTION!

BUT

A REAL GAME OF SKILL!

SKEE-BALL

WILL GO ON FOREVER!

Always
New

ELEVEN HUNDRED SKEE-BALL ALLEYS IN
OPERATION DURING THE SEASON OF 1921
NETTED OVER

\$1,000,000
(ONE MILLION DOLLARS)

Always
Popular

Always REAL Money-Getters!

SKEE-BALL ALLEYS HAVE ALWAYS OPERATED PERFECTLY!
The 1922 Model Represents the Height of Mechanical Perfection
THE AUTOMATIC COIN ATTACHMENT PROTECTS THE OWNER AND INSURES HIS "GETTING IT ALL"

SKEE-BALL CO., CONEY ISLAND, N. Y.

Cutting Prices

UNBREAKABLE PULP DOLLS

20 INCH DOLLS
\$9.50
DOZ.

15-INCH DOLLS
\$5.80
DOZ.



Hoop skirt dress, with 12 satatooons trimmed very attractively with marabou, garland and lace. Hair dressing includes garland and two feathers on side. Packed 4 dozen to a case.

Hoop skirt dress, trimmed very attractively with garland and marabou. Hair dressing includes feathers. Packed 6 dozen to a case.

WIRE ORDERS AT ONCE.

MOVED TO LARGER QUARTERS

French Assorted Marabou

8 COLORS

\$1.10 Doz.

We are direct manufacturers and handle a complete line of carnival supplies.

25% Deposit with order, balance C. O. D.
References: Public National Bank; Pacific Bank.

Knickerbocker Doll Co., Inc.

269 Canal St., NEW YORK CITY.

Local and Long Distance Phone, Canal 0934. Three Doors East of Broadway.

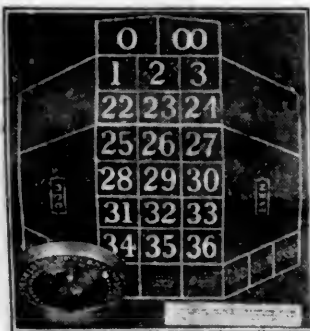
NEW FAD FOR
CONCESSIONAIRES
AL. MELTZER & CO.,

"HUMPTY-DUMPTY"

THE BIG MONEY
GETTER THIS
SEASON—SAMPLE **\$1.50**
ALWAYS FIRST WITH THE NEWEST
219 So. Dearborn St., CHICAGO

In a Class by Itself

Without Equal for
Quality-Interest-Popularity



Complete Outfit — Monte Carlo Roulette Wheel, 5 1/2 inches in diameter, and Number Cloth, size 15 by 26 inches.

Finely finished, heavily nickel-plated base. Stamped metal wheel with solid brass pivot, beautifully colored in gold and green enamel, with numbers from 1 to 36 sharply outlined on red and black. Pure ivory ball.

Number Cloth of heavy durable oilcloth with numbers and directions sharply outlined in white on green background.

A Beautiful Interesting Home Amusement at a Most Reasonable Price. Agents have been making from 15 to 25 dollars per day.

SAMPLE SET COMPLETE on receipt of \$1.50, parcel post prepaid. IN QUANTITY, \$10.00 per dozen; \$108.00 per gross. 25% deposit must accompany all orders.

I. CHERTOK & CO.,

Importers and Mfg. Jobbers of Latest Specialties
656 Broadway, NEW YORK

HERE IT IS!

Something New—Woe Pulp Unbreakable **MIRROR-ELECTRIC DOLL**

A Real Money Maker. Doll holds in one hand a round mirror, other hand an Electric Light (115-Volt) Bulb, which is ready to attach on any current.

Sample, \$2.50; Doz., \$25.00. Send 25% bal. C. O. D.

Phila. Doll Mfg. Co.

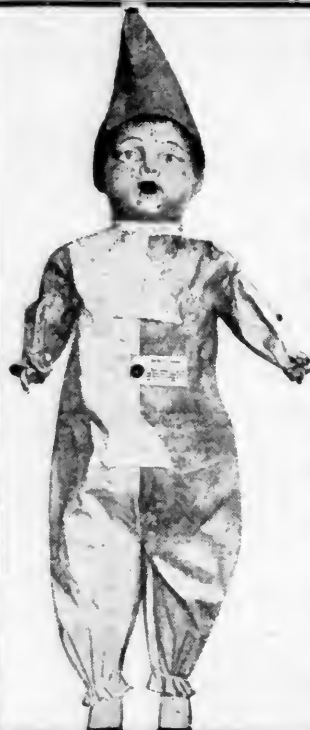
324 North 5th St., PHILADELPHIA, PA.
Phone, Market, 2236.



HERE'S A FEW NEW ONES.

The latest Carnival number
MUSICAL DRUMMER BOY

Pull the string attached to button shown in center of cut, and the musical Rat-a-Tat Tat of the Drummer Boy follows. A great noise maker and wonderful flash. Over three foot tall.



NOVELTY UNBREAKABLE DOLLS WITH MAMA VOICE.

Life-size Crying Dolls, Walking and Talking Dolls, Novelty Unbreakable Dolls, Musical Dolls. Large assortment Toddling Dolls, all sizes. 25 and 30-inch Carnival Dolls. Many other exclusive Novelties.

Send for circulars and prices.

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Manufacturers,

121 Greene St., NEW YORK.

PARK INVESTOR

WANTED—PARTNER WITH SMALL CAPITAL

and service for improving a popular Ride in one of the best Parks around New York City. Good income assured. Eight-year contract.
S. & M. CORPORATION, 786 Broad Street, Newark, N. J.

RAVINE PARK

FAIRMONT, W. VA.

WANTED—For the coming season, to open on or about May 29th, RIDES, SHOWS and Legitimate Concessions of all kinds. Percentage and flat rate. Also Free Attractions and Traveling Dance Orchestras for Dancing Pavilion. This park is located in the center of the city, on the main business street, and the only amusement park within seventy-five miles. A money-getter the past season. State what you have and full particulars in first letter. Address **RAVINE PARK AMUSEMENT CO., P. O. Box 281, Fairmont, W. Va.**

AMUSEMENT PARK FOR SALE—One hundred miles from Chicago. Fourteen acres of land, 2,200 fruit trees, five acres Ball Park and Grand Stand, Ground Keeper's House, 6 rooms; Dancing Pavilion, 55x200, best dance floor in the State; Restaurant Building, 20x10; Hot Drink Stand, Turkish Bath House two-story Brick Building, 24x20, ground floor leased for \$1,200 per year, upper floor can be leased for \$600 per year. Ideal location in Park for Swimming Pool. Located on Ivy Way, Chicago to St. Louis, or Interurban and also on main line of Chicago & Rock Island R. R. 100,000 population, within a radius of thirty miles. Reason for selling, owner moving to Florida. Quick action necessary if you want this cheap. Address **E. A. KIZER, Princeton, Illinois.**

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The Billboard

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FAVOR JURY CENSORSHIP PLAN

New York City Officials Give Program Their Informal Sanction

EXPECTED TO TAKE ACTION THIS WEEK

Managers, Actors and Public Agree To Abide by Decision of 12 Persons on Each Play

New York, March 1.—The plan for voluntary censorship by a jury sponsored by playwrights, producers, players and public will be presented to the city administration this week for approval, and if the necessary municipal machinery is set moving all persons immediately concerned with the production of a play will be bound by a new clause to be inserted in contracts, to abide by the action and vote of a jury selected to determine the life of a production.

This is the outgrowth of the Better Public Shows Movement which is responsible for the taking in hand of the cleaning up of the stage to checkmate the efforts of persons and organizations interested in obtaining passage of a State censorship law similar to that which controls the presentation of motion pictures.

It is proposed that twelve men and women, all "good citizens" of average intelligence, shall be drawn by lot from among 300 talesmen. These 12 jurors will view any play which is

(Continued on page 239)

FIRE

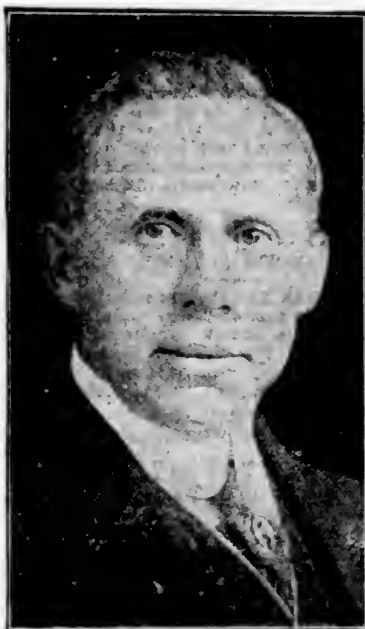
Destroys Two Stateroom Cars of Levitt, Brown & Huggins' Shows

San Francisco, Cal., March 10.—A disastrous fire which started at eight o'clock Tuesday evening, while the shows' electric plant was being replenished with gasoline, resulted in the total destruction of two recently overhauled stateroom cars of the Levitt, Brown & Huggins Shows on the sidetrack at Reedley, Cal. That no lives were lost and no one seriously injured is looked upon in the light of a miracle, as desperate efforts were made to save the rolling stock and the personal property therein.

Luckily, the siding on which the cars stood was only about 400 feet from the grounds upon which the show was to set up, and every man on the lot was pressed into service to fight the flames. Had it not been for this it is believed the entire show train

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"HONEST JOHN" BRUNEN



Owner Mighty Doris-Ferari Shows, who was assassinated.

ESCAPE WITH \$4,900

Bandits' Ruse Gains Admission to Keith's Royal Theater Treasurer's Office

New York, March 12.—Two armed bandits held up George Baldwin, treasurer of Keith's Royal Theater, in the Bronx, last night and escaped with \$4,900 taken from the theater's strong box. The robbery occurred just before intermission time. The bandits went to the treasurer's office, which is located on the second floor, knocked on the door and coolly announced that they wished to turn in a pocketbook that they had found in the foyer. When Baldwin opened the door he was greeted by muzzles of two formidable looking revolvers. He was forced back into the office and pushed into a chair. One robber bound and gagged him, while the other covered him with a gun. They then proceeded to clean up all the money in sight. Just as they were about to leave Geo. Berruth, ticket taker in the second balcony, knocked at the door. They opened it, put a gun against him, pulled him in, bound and gagged him, and tied him to a chair. They then went out with the money and were lost among the patrons who were leaving the theater at intermission time. Several minutes later Berruth broke his bonds and telephoned Alfred Darling, manager, in the box-office, who summoned the police. The only clue detectives found to work on

(Continued on page 239)

"HONEST JOHN" BRUNEN IS ASSASSINATED AT HIS HOME

Prominent Carnival Owner Instantly Killed While Sitting Near Window by Charge From Shotgun—Murder Still Unsolved

The outdoor show world received a sudden shock on Friday night, March 10, when the news was flashed throughout the country that John T. Brunen, one of the best known men in the carnival branch of amusements and reverently referred to by his friends as "Honest John," had been shot and instantly killed that evening at about 7:30 o'clock while sitting near a window in his home at Riverside, N. J.

Mr. Brunen was 48 years of age and the owner of the organization known as the Mighty Doris-Ferari Shows. His early years in his chosen profession were spent in the circus business, later changing over to carnivals, with which he became notably successful.

Reports of the shooting received by The Billboard at this writing are both meager and somewhat conflicting, tho all seem to bear toward the fact that Mr. Brunen had returned in his automobile from Williamstown, N. J., where his shows are in winter quarters, and was reading a newspaper when the fatal shot was fired, the death-dealing weapon used being a

shotgun and the charge taking effect above and a little to the rear of the showman's left ear, shattering the back of his head. Mrs. Brunen, who was in another part of the home, on hearing the shot fired and the shattering of glass, hastened to her husband, who was lying prone upon the floor, still clutching the paper he was reading and with his head slightly elevated by the leg of a table. Their daughter, Hazel, and her grandmother

(Continued on page 239)

J. GEO. LOOS SHOWS

Have Auspicious Opening at Southwestern Exposition and Fat Stock Show

Fort Worth, Tex., March 11.—Fears of carnival men that the early season openings would be bad constituted nothing but borrowed trouble. The J. George Loos Shows opened tonight at the Southwestern Exposition and Fat Stock Show under conditions as fine as if Mr. Loos could have had the making of them himself. His twenty-five-car show was stepping from winter quarters without a rail run, and it stepped out in the finest weather Fort Worth has known for weeks.

Located alongside the immense Coliseum in the stock yards Mr. Loos had space enough to show his wares to best advantage. The opening night found a packed house at the pageant staged in the Coliseum. The overflow from that alone would fill any carnival midway. The J. George Loos Shows are worthy of the worthy; there is no comparative or superlative degree. It means the shows could in no wise

(Continued on page 239)

MANAGERS

Will Have Chance To See Rather Than Read New Plays With Competent Casts

New York, March 13.—If the plan of the Play Producing Society of New York is as feasible as it appears to be managers will be given very effective first aid in the selection of new plays for production. This became known today with the announcement by the society that this season's program for new productions has been prepared and that four untried and otherwise unknown plays are in rehearsal with competent professionals playing the parts and not amateurs as hitherto stated thru error.

The first production will be made next Sunday night at the Little Theater here under the direction of Thos. Coffin Cooke. The play will be "White Mask," behind which the authors are hiding and probably awaiting the call of eager managers who may desire to make the production for Broadway. The piece will have the benefit of professional presentation, for Mr. Cooke is of the Wagenhals & Kemper forces

(Continued on page 239)

THEATERS

At Washington, D. C., Ordered To Install Steel Fire Curtains

Washington, March 12.—Washington theaters and motion picture houses have been ordered to install steel fire curtains before all stages. The fact managers were given thirty days in which to install the curtains did not materially lessen the blow. Some managers believe it will be impossible

(Continued on page 239)

Last Week's Issue of The Billboard Contained 1,578 Classified Ads, Totaling 7,682 Lines, and 700 Display Ads, Totaling 22,560 Lines; 2,278 Ads, Occupying 30,242 Lines in All The Edition of This Issue of The Billboard Is 100,000

NOTABLES AT OPENING OF LOEW'S STATE, BOSTON

Stars of Screen and Stage Guests of Marcus Loew at Inauguration of Finest Play- house in New England

Boston, March 13.—The long anticipated opening of Loew's New State Theater on Massachusetts avenue took place tonight. The new playhouse, with a seating capacity of 4,200, now leads the list as the finest playhouse in New England. The entire cost of construction for the theater and its allied stores, offices, studios and ballroom is close to \$3,000,000. It is owned and operated by the State Theater Company, a Massachusetts corporation, with Marcus Loew as its president and Douglas Flaherty as managing director.

The theater and adjacent buildings occupy one and one-quarter acres of land on Massachusetts avenue, at Norway and Astor streets. It is equipped with every modern appliance for the absolute convenience and comfort of its patrons. There is but one balcony and an excellent view of the stage may be had from every seat. The policy of the new playhouse is the same as the other Loew theaters at Boston—first run photoplays and vaudeville.

The arrival of Marcus Loew and his band of movie stars drew thousands to the South Station and from there to the City Hall and the State House, the 35 automobiles forming the parade passing thru streets banked with people. It was one of the greatest theatrical events Boston has witnessed in years. The crowds, the stars, Mr. Loew receiving the key to the city from Mayor Curley, the party at the State House, the crowd going into the new theater were all shot by a battery of moving picture cameras from the news service and will show the largest array of stars ever assembled in one place at an occasion of this kind. About every manager and exhibitor here was on hand at the station to meet the party, headed by Douglas Flaherty, Loew's Boston representative. At the South Station the crowds rushed the gates, and it was estimated by Superintendent Crowley, of the police department, that

MINNIE DUPREE HAS CLAIM AGAINST LANGLEY ESTATE

New York, March 11.—It became known this week thru the filing of a final accounting of the estate of William H. Langley that the executors had a claim for \$25,000 against the estate of Minnie Dupree, actress, and that on protest of one of Mr. Langley's daughters the obligation had been assumed by his son and another daughter. There was nothing to show the nature of the claim. Miss Dupree was mentioned in Mr. Langley's will as "a friend."

"THE BAT" COMPANY CLOSES

Chicago, March 11.—The company that played "The Bat" in Chicago, establishing a record of fifty-four continuous weeks, has closed in Wisconsin. Several of the actors, including Karl Way, who played the role of the Unknown, and Mrs. Way (Cora King) arrived in Chicago. Much wonder was caused by the closing of the show, it is said, as the company had steadily played to capacity.

ANTI-BLUE LAW CONFERENCE

Arrangements have been completed for the first annual national anti-blue law conference, which will be held under the auspices of the Anti-Blue Law League of America, Inc., at St. Louis, Mo., June 23, 24 and 25, ending with a big public mass meeting on the night of Sunday, June 25, in Exposition Auditorium. This will be the first time the forces opposed to Sunday blue laws in the country have held a convention.

Prominent persons will participate in the program, which will be announced in a forthcoming issue of The Billboard. Convention headquarters will be established at the Hotel Pflanzers, St. Louis, on April 1, and an intensive publicity and mail campaign will be conducted for two months to insure the success of the convention. St. Louis was selected for the meeting because of the vigorous blue law agitation in Missouri, following the closing of Palmyra, Springfield and other Missouri cities to recreation on Sundays. Reformers are making an effort to get a state-wide law thru the legislature this fall.

F. C. Dalley, national executive secretary of the Anti-Blue Law League of America, Inc., will be in charge of the St. Louis convention headquarters. Mr. Dalley has been touring the States of New Jersey and West Virginia in an

10,000 people were packed in the train shed. The new theater opened at 7 p.m. All the stars were introduced, causing the show to run well up to midnight.

The opening picture bill was Wallace Reid in "The World's Champion" and Ethel Clayton in "The Cradle," besides other screen features and news film.

CENSORSHIP BILL PASSES IN VIRGINIA

Richmond, Va., March 11.—The motion picture censorship bill passed the Senate this afternoon 26 to 13 and now goes to the Governor, whose signature is assured. The bill passed the House of Delegates yesterday.

The censorship law is almost identical with the Maryland law. Three censors will draw \$2,500 salary each. They have absolute authority over the films. Exhibitors express the opinion that 50 per cent of the men in the business in Virginia will have to close their doors.

ELIMINATES "CUSS" WORD

London, Eng., March 12 (Special Cable to The Billboard).—The Lord Chamberlain, by eliminating Shaw's famous expletive in "Pygmalion" from John Galsworthy's "Loyalties", now playing at St. Martin's, has decided that he will not allow that "cuss" word in any other new production.

If he extended it to "damn" and "hell" our vaudeville comedians would be stuck.

SHUBERT VAUDE. ENDS IN A. C.

Atlantic City, March 10.—Shubert vaudeville at the Nixon Apollo ends with this week's bill. Of this Mort Eleman, reviewer on one of the dailies, states: "There is no reason now for holding post-mortems over the remains of Shubert vaudeville in Atlantic City. Taken all in all, the majority lies in favor of good shows; so we have something to be thankful for."

NATIONAL THEATER SOLD— NOT ENGLEWOOD THEATER

Chicago, March 10.—The Chicago office of The Billboard was in error in reporting the sale of the Englewood Theater in the last issue. The National Theater was sold in a real estate transaction, and it was the National that should have been mentioned, not the Englewood.

"IN NELSON'S DAYS" NOT LIKED BY LONDON

London, Eng., March 12 (Special Cable to The Billboard).—"In Nelson's Days," the costume melodrama by Mrs. Clifford Mills, produced by Percy Hitchinson at the Shaftesbury Theater last night, was received with ironical laughter and cat calls.

There were thirty-nine speaking characters.

NO BUILDING PERMIT FOR WRECKED THEATER

New York, March 11.—That no building permit was issued for the construction of the American Theater in Brooklyn, which collapsed, killing seven workmen and injuring seventeen others, November 29 last, was the testimony of Alfred E. Kleinert, building superintendent of the borough since 1918, at a John Doe hearing this week to determine responsibility for the crash.

"It is a mystery to me how this building was ever constructed," he declared, "as there was no permit for it, not even for the masonry work."

ONLY ONE BURLESQUE HOUSE NOW IN ST. PAUL

St. Paul, Minn., March 9.—W. C. Scott, manager of the Comet Theater, again has the burlesque field in the Holy City to himself, the New Gayety Theater having closed March 5. Business has been on the increase at the Comet since the closing of the opposition house, Manager Scott running special features.

Messrs. Whitehead and Crawford, formerly of the New Gayety Theater, have gone to Davenport, Ia., where they are to open the Liberty Theater with a tab. show.

NEW RAINBO GARDENS TO BE BUILT AT COST OF \$300,000

Chicago, March 10.—Rainbo Gardens, on the north side, have been a paying as well as a popular institution. The owners are preparing to build an entire new set of buildings at a cost of \$300,000 to replace the rambling old frame structure. There will be space in the new structure for three thousand dancers.

75,000 VISIT CONEY

New York, March 13.—Drawn to the seashore by the balmy spring weather, more than 75,000 persons visited Coney Island yesterday. Bath houses were opened and hundreds ventured into the chilly waters.

Large crowds also visited Brighton and Rockaway beaches.

COLUMBIA THEATER OPENS WITH ITS NEW POLICY

Chicago, March 13.—The Columbia Theater opened with its new continuous policy yesterday. The program is made up of feature pictures, vaudeville acts and the regular burlesque show, running from 11 a.m. to 10:30 p.m. The house was filled. I. M. Weingarten is house manager.

CINTI. HOUSES CHANGE POLICY

In May with the Erlanger-Shubert booking agreement the Shubert Theater, Cincinnati, will change from the legitimate to a vaudeville policy March 19. On the same day the Olympic Theater, Columbia Burlesque stand, which is located a half-block from the Shubert Theater, will add vaudeville and pictures to its regular performances, affording continuous showing daily from 1 to 10:45 p.m.

Shubert vaudeville was recently tried out for two weeks in Cincinnati with much success. The "Promenaders," headed by Jimmy Hussey, will be next week's unit vaude. attraction.

The new agreement leaves the Cox Theater (Shubert) and the Grand Opera House

(Erlanger) the only legitimate houses in Cincinnati. The latter theater has the largest seating capacity and will accommodate the more important plays.

BRITISH NATIONAL OPERA COMPANY HAS BEEN FORMED

Ottawa, Can., March 11.—A British National Opera Company has been formed. It is composed of British musicians and singers, and will travel from town to town giving the best in grand opera. It opened its first tour recently in Bradford and reports of progress are encouraging. The prices are as low as possible and no profits are taken. The popularity of the operatic entertainment now being staged by amateurs in Ottawa and the lack of any prospect that professional grand opera will be seen in Canada again lend the British project a special interest.

ROCHESTER THEATERS DEAL

Rochester, N. Y., March 11.—Majority stock in the Regoron Corporation, operating the Regent, Picadilly and Loew's Star theaters, has been acquired by a group of Rochester business men headed by George W. Todd, of the Todd Photographic Company. Details have not as yet been all worked out. All the houses for the present will be operated under the same management.

The deal transfers to the syndicate the Picadilly Theater, including real estate and 57½ per cent of the stock in the East Avenue Amusement Company, which erected the Regent Theater on a land lease.

SCHENECTADY THEATER ROBBED

Schenectady, N. Y., March 9.—Thieves broke into the office of the Strand Theater early Monday morning and stole \$300 in cash and several pieces of jewelry, but overlooked \$1,100. The \$300 taken and the \$1,100 left were part of the Saturday and Sunday receipts. Most of the jewelry belonged to William M. Shirley, owner and manager.

ARRIVE ON STEAMER PARIS

New York, March 12.—M. H. Diamant Berger, French cinema magnate, arrived in New York yesterday aboard the steamer Paris. Another passenger was Mlle. Renee Pomcelet, danseuse from the Casino, Paris, who will join Ziegfeld's Follies.

THEATER FIRE AT FREMONT

Fire that apparently started under the stage of the Empress Theater, Fremont, Neb., on the morning of March 5, damaged the building to the extent of \$10,000, the stage and curtains being destroyed and the whole interior badly damaged.

CHAS. BRAY RESIGNS

With a record of twenty-five years of service, Col. Chas. E. Bray has resigned as general representative of the Orpheum Circuit to enter other theatrical ventures.

For the past eighteen months Col. Bray has been engaged on the Pacific Coast in a fight against ticket scalping. His efforts are reported to have been successful. For many years he was a railroad executive and since entering the amusement business he has taken a hand in practically every branch of the profession.

RETURNS TO LAW

Chicago, March 11.—Jay J. McCarthy, for ten years with the Chicago Herald and Examiner and Chicago American, has written The Billboard that he has resigned and will re-enter the practice of law, in association with Charles A. Williams and M. R. Eisner.

KANSAS O. H. BURNS

The Opera House at Bird City, Kansas, was burned to the ground on the night of March 4, when a hardware store next door was set afire by robbers and the flames spread to the theater. The loss is \$30,000.

COHAN WINS VERDICT

In \$50,000 Suit of Robert Hilliard

New York, March 11.—Verdict in favor of George M. Cohan, sued by Robert Hilliard, actor-playwright, for \$50,000 for alleged breach of contract, was rendered this week by a jury before Supreme Court Justice John Ford.

Prior to March, 1919, Cohan and Mr. Hilliard were close friends, being associated in the production of "A Prince There Was." Mr. Hilliard relinquished his title role in the production to Cohan, who paid \$25,000 for the play, promising, it is alleged, to write a play for Mr. Hilliard. This promise, it was claimed by the latter, was broken.

Attorney for Cohan declared during his address to the jury that his client was without blame, and called upon ex-Judge Olcott, Mr. Hilliard's counsel, to get down on his knees and ask forgiveness for calling Cohan a "weichee."

"Weichee," however, was not the only thing said against Cohan's character during the course of the trial. On the stand the plaintiff declared that Cohan wrote "Over There" during the war and "stayed over here."

"DRESS REHEARSAL" PROVES MILD SUCCESS

London, Eng., March 12 (Special Cable to The Billboard).—Eddie Vogt made a mild laughing success with "A Dress Rehearsal" at the Victoria Palace, March 6, but his show appeals more to a professional audience.

JANSEN TO AUSTRALIA

New York, March 12.—Harry Jansen, magician, sails from San Francisco March 28 for Sydney, Australia, to present Horace Goldin's version of "Sawing a Woman in Half." Jansen plans a tour that will cover two years, and, in addition to the antipodes, will take him into the far East.

PASTOR WARNS THAT PUBLIC MUST RID STAGE OF FILTH

John Haynes Holmes, Supporter of Theater and Censorship Foe, Blames Playgoers

New York, March 13.—The Rev. Dr. John Haynes Holmes, pastor of the Community Church here, and admittedly a "passionate lover of the theater" and an opponent of censorship, has issued a statement in which he warns that conditions in the theater today "are a stench in the nostrils of every decent citizen" and urges that managers, actors, public and press unite to mitigate these conditions. His statement in part follows.

"How long do the people of New York propose to stand for the present indescribable situation in our theaters? Have we actually become so utterly demoralized in thought and sentiment that we are going to permit a continuance of conditions which are intolerable to every decent-minded man and woman? Have we got to come to the desperate remedy of a censorship in order to rid the city of the filth which now encumbers and pollutes its life?"

"I hesitate to state what I really feel about many of the New York theaters lest my opinion be confused with that of certain other critics with whose methods and ideas alike I have not the slightest sympathy."

"To gaud myself against such misjudgment, may I say that I am a passionate lover of the theater and believe that it is incomparably the noblest as it is the most influential social institution that we have. I cannot remember a time when I was not a regular attendant at the theater, seeing the finest plays and the greatest actors. Today the theater, along with the opera house and the symphony hall, is my chief source of recreation and inspiration."

Respects Some Managers

"I know some of the theatrical managers and have great respect for them. I have the honor of acquaintanceship with prominent actors and actresses and know them to be ladies and gentlemen who are an honor to the great profession which they adorn. It is these very interests and relationships which hold me fast to the theater and make me jealous of its name. Indeed, it is just because I love the theater so much that I am impelled to declare my conviction that the theatrical situation in New York today is an unmitigated scandal, a stench in the nostrils of every decent citizen."

"The other day I looked over the advertisements in a newspaper and counted thirty-nine productions in as many first-class theaters, and of these no less than nine were plays so indecent that they should be banished utterly from any stage that makes a claim to be civilized. Such plays are no more entitled to display on a public stage than garbage or sewage on a public street."

"If such conditions continue it is, of course, certain that a censorship will come, and if it comes let me say this: Do not blame the ministers and the churches. Do not talk about the blue stockings and Puritan fanatics. Put the blame for a censorship where it belongs—on the theatrical managers who put these filthy plays on the boards for the sake of the dirty money they can make and invite the public to come in and see them."

Opposed to Censorship

"I am opposed, however, to a censorship, and it is because I am opposed that I want the present situation cleaned up before we have the censorship imposed upon us. A censorship has no place in a democracy because it involves the substitution of a government of persons for a government of law—an opinion for a principle in social order. Furthermore, a censorship, however well administered, is an intolerable interference with the free activity of the creative spirit."

"What we must have today is not a resort to censorship but to the common law. This common law, as Chief Magistrate McAdoo says, has broken down, but this means not that the law is defective but that public opinion for some reason or other is demoralized or indifferent. What we need at this moment is a quickening of public sentiment, and every teacher in this city, in church or school, in pulpit or platform, should bend his every energy from now on to stir the public mind to a consciousness of what is going on today and to an expression of outrage and action against this poison forced upon us."

WOULD ANNUL CONTRACT

St. Paul, Minn., March 10.—Mr. and Mrs. Ray A. Briggs agreed to buy the Oak Theater for \$34,500, paying \$1,000 cash and giving a deed to their home to Merchant P. Buzzell, of Minneapolis, in part payment. Now they are suing to recover the money and property given in payment and for an annulment of the contract, claiming the theater is a losing proposition instead of a "little gold mine" as represented.

FRIARS TO HONOR BURNSIDE

New York, March 11.—R. H. Burnside, general stage director of the Hippodrome, has accepted an invitation to be the guest of honor at a dinner at the Friars' Club April 2. The feed will be followed by an entertainment in the Clubhouse theater.

BROMBERG CO. ABSORBS S. E. PICTURE CORPORATION

New Orleans, March 10.—Carl F. Mock, resident manager of the Southeastern Picture Corporation in this city, announces the absorption of that corporation by the Arthur C. Bromberg Company, of Atlanta, whereby the Bromberg company takes over the exchanges at Atlanta and Charlotte and will operate the same under the name of Arthur C. Bromberg Attractions, with headquarters at Atlanta. Mr. Mock came here some months ago from the Atlanta office of the Southeastern corporation and during his term of management has made the Southeastern a leader among the independent exchanges in this territory. With the added features which the consolidation will bring him Mr. Mock will enlarge his quarters.

ATTACHMENT GRANTED AGAINST OLIVER MOROSCO

New York, March 11.—An attachment against the property of Oliver Morosco was granted in the Supreme Court this week in a suit of Charles H. Tuttle, a lawyer, on a note for \$3,000, and one by Tuttle and William Klein, also an attorney, for a balance of \$20,874 for legal services. The attachment was obtained on the ground that Mr. Morosco was a resident of California. It was served on the Morosco Holding Company, and on two banks where the defendant was alleged to have funds.

The plaintiffs sued for balance due on an agreement by Morosco to pay them \$30,000 for services in his litigation several years ago, when actions were pending between Morosco and his wife, Mrs. Annie T. Morosco.

GEORGE M. COHAN

Replaces James Rennie in Play Written To Star Daughter of Producer

New York, March 13.—History is half way repeating itself on Broadway, for the Four Cohans are now the Two Cohans since George M., playwright-producer-player, has jumped into the piece he wrote and produced as a starring vehicle for Georgette, his daughter. It is not reported that the play was not a success, but it is known that since Mr. Cohan arranged with James Rennie to step out of the business for "Madeleine and the Movies" at the Galety has jumped.

This is the fourth time Mr. Cohan has considered it advisable to replace one of his featured players in one of his own productions. He has just won a law suit regarding the first play in which he did this. Soon after he produced "A Prince There Was" he substituted for Robert Hilliard. Recently Hilliard failed to convince a jury that he should be remunerated to the extent of \$50,000 for this.

Last year Mr. Cohan jumped into "The Meanest Man in the World" when this piece was reported to be a financial flop and later he took over Arnold Daly's part in "The Tavern."

Now he is taking the curtain calls at the Galety with his daughter and the Two Cohans are on Broadway.

MACLOON WITH MOROSCO

New York, March 13.—Jay D. Barnes has been succeeded as general press representative of the Morosco enterprises by Louis O. Macloon, effective today.

ERLANGER'S UNIQUE BUILDING

New York, March 11.—A. I. Erlanger completed arrangements this week for the erection of a seven-story building in West Forty-ninth street of a unique type, where will be grouped under one roof all the shops and other spaces necessary for the completion of any kind of theatrical production.

It will have a carpenter shop, property shop, electrical shop and a wardrobe and costuming department. There will be strong vaults for storage of valuables used in a production, and a place for storing the production itself until it is needed.

The building will have a stage equipped with an electrical switchboard and all the necessary paraphernalia, so a production can be assembled and all sorts of lighting effects tried. It will likewise have a rehearsal room. It will be ready to open in July.

paraphernalia, so a production can be assembled and all sorts of lighting effects tried. It will likewise have a rehearsal room. It will be ready to open in July.

ACTS Sketches—Monologues
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Plays soft syncopation on muffled drums. No bells or xylophones. Also plays song whistle and everything up to date in modern dance drumming. State your best. Permanent address: "HAPPY" MACK, 512 E. 11th St., Lakeland, Florida.

MUSICAL COMEDY PRODUCER at Liberty

First time in fifteen years. Highest references from Broadway managers. Have an interesting proposition which is new and original for Summer Parks and Amusement Resorts requiring the best. Address PRODUCER, care Billboard, Cincinnati, Ohio.

MED. LECTURER

WANTED that is good audience and office man and can do straight in acts when required.

BLACKFACE COMEDIAN

that can sing and dance, and other useful Single Performers that can change specialties often and work in acts. State lowest salary (pay own board) and all you do. Money sure. Only experienced and reliable people write. CHAS. ALLEN, Manager Nature's Remedy Co., Bluefield, West Virginia.

VALET—JAPANESE

23 years old, 5 ft. 8 in., 123 lbs., neat appearance, willing and faithful worker, desires position as Valet. Will be glad to take part of the show if necessary. Has experience on the stage. SUKI, 15 Sutton Place, New York City.

WANTED QUICK PRODUCING COMEDIAN SPECIALTIES.

ECHOES OF BROADWAY CO., Colonial Theatre, Pittsburg, Kansas.

KATHLEEN BRENON

Please communicate with HARRY at once.

AT LIBERTY

JAMES J. RICE—Character Comedian. MARGARET LYONS—Hearts. Characters, some Leads. JIMMY RICE, JR.—Jurellites, Light Comedy. Strong Specialties. All essentials. Stock or Rep. Address care Ed. C. Nutt Show, Houston, Texas.

WANTED MUSICIANS

Can place Musicians on all instruments. Open early in April, near Kansas City. State lowest salary. I furnish berth and transportation. Address GEO. ANDREWS, Montgomery, Alabama.

MME. JERITZA ENTERTAINED

New York, March 9.—Captain Alexander E. S. Hambleton, commander of the White Star liner Olympic, acted as host yesterday at a luncheon given on board his ship, at Pier 59, New York, to Mme. Marie Jeritza, the Metropolitan Opera Company prima donna, and her husband, Baron Popper. Otto Weil, representing the Metropolitan Opera Company, and Thomas R. Thorne, assistant passenger traffic manager of the International Mercantile Marine Company, were also of the party.

After luncheon Mme. Jeritza inspected the ship, on which she is booked to sail on April 1 for Europe.

CHI. MOVIE HOUSE CHANGES

Chicago, March 11.—The Adams Theater, East Adams street, has been reopened after repairs and alterations were made. M. H. Katz is the manager. The Vesta Theater, Forty-second and Cottage Grove, has been taken over by Max Gumbiner, making that manager's third house. Both theaters named above are movie houses.

"CANDIDA"

Instead of "Creditors"

New York, March 13.—Manrice Browne and Ellen Van Volkenburg will open their season at the Greenwich Village Theater next Monday night with Shaw's "Candida" instead of with Strindberg's "Creditors", as previously announced.

NEW HOUSE FOR ALBANY

Albany, N. Y., March 11.—The Lodge Street Building Company has purchased here a plot of elaborate design for the showing of high-class theatrical attractions and the booking of vaudeville acts. The seating capacity will not exceed 1,300.

WILL RAZE CLEVELAND O. H.

Cleveland, O., March 8.—The Opera House, one of the oldest theaters in the country, will be razed shortly after April 1. In its place a commercial structure, costing more than \$1,000,000, will be erected.

Chorus Equity Association of America

JOHN EMERSON, President. DOROTHY BRYANT, Executive Secretary.

Thirteen new members joined the Chorus Equity in the past week.

Any one knowing the address of Miss Dolly Veraine, Miss Helen Powell or Bob Willis will

INSURES YOUR TEETH AGAINST PYORRHEA

Send today for ten-day trial tube free

Pyorrhea, one of the worst enemies of health and beauty, affects four people out of every five who pass the age of forty. Thousands younger also suffer. If your gums are tender, if they bleed when brushed, you have the first symptoms of Pyorrhea. Forhan's For the Gums, formula of R. J. Forhan, D.D.S., will, if used consistently and used in time, prevent Pyorrhea or check its progress. Send today for ten-day free sample. The Forhan Company, Room 904, 200 Sixth Avenue, New York.

FORHAN'S FOR THE GUMS

please notify this office. We are holding a check in settlement of a claim for Ruth Everett.

The "Mecca" chorus is one hundred per cent Equity with the exception of one member.

Recently several chorus people have given as their reason for not joining the Equity that they will not be in the profession next season. In two cases they were playing in Chicago at the time. Once a week they receive salary for a ninth performance. This is a direct result of the work of the Equity. If you are enjoying the benefits of the association, even if it is only for a short time, you should support the organization that has made better conditions for you. Your landlord wouldn't excuse you from paying the rent this year because you didn't expect to be in the apartment next year. Help your deputy make your company one hundred per cent.

Again you were warned that, working in the chorus, you should accept only the pink Chorus Equity contract, not the white contract issued by the Actors' Equity. The fact that you are speaking a few lines does not take you out of the chorus, nor is it worth while to lose your sleepers in order to get a principal's contract—unless you are compensated accordingly. The average chorus salary runs anywhere from thirty-five dollars to sixty-five. There is a first-class company on the road this season in which all the chorus people accepted the white principal's contract. They have paid for sleepers almost every week. But not one member of that chorus reported to the association that they had an Actors' Equity contract instead of a Chorus Equity.

Is your company one hundred per cent in good standing?—DOROTHY BRYANT, Executive Secretary.

VAUDEVILLE

NEWS THAT IS NEWS, HONEST AND DISINTERESTED REVIEWS

Conducted by EDWARD HAFTEL

VAUDEVILLE REVUES RAISE EQUITY POINT

Action on "Pins and Needles" and Such Shows Is Awaited—Number of Performances the Issue

New York, March 13.—"When is a revue not a revue?" That is a question that is interesting those who are following the affairs of the Actors' Equity Association and the efforts of the majority of union actors to get within their ranks all professional players.

"When it's in vaudeville." That is the answer that seems to be making an issue of the question and which, it is predicted, will precipitate another encounter, verbal if not physical, between managers and organized actors.

Albert DeCourville's "Pins and Needles" is the cause of the prophesied conflict. Whether it will start an eruption of the rumbling volcano that can be heard by all who will lean their ears toward the ground is a question, but at least it is known the opening of this show in Philadelphia today under the banner of Shubert vaudeville will be watched by Equity leaders for infractions of union rules. No arguments are being offered by Equity or interested managers, but an official of Equity did say this:

"We know that 'Pins and Needles' is to open in vaudeville. If it is vaudeville, as we must believe until we are advised otherwise, we have no jurisdiction, and, naturally, we can not presuppose there is to be any violation of Equity agreements. However, we are not blind to the opportunities this move by managers offers, and naturally we will endeavor to keep step with them if there should be any effort to break our rules."

Information of the plan to put "Pins and Needles" over as a road show beyond the control of Equity came to The Billboard from sources other than the actors' association. It was reported that the English revue, having flopped on Broadway, was to be taken back to London rather than butt against the stone wall constructed by the union players. Mr. DeCourville had been pointed out by Equity as unfair to labor in this country, and presumed that when the revue "folded" at the Shubert Theater that the storehouse here or in England would be the scene of the last act.

Then came the news that the show was to get the Shubert vaudeville booking and he sent out as a revue. There are members of Equity in the chorus and the question as to the legality of working them in fourteen performances without pro-rata remuneration for the performances in addition to the eight shows called for in an Equity contract was what started the argument and resulted in the prediction that the union "would have something to say about that." It was said that in addition the chorus girls would have to furnish their own shoes and stockings, a point also important to Equity members.

Now the issue is: "Can 'Pins and Needles,' produced as a revue in New York and in controversy with Equity, work Equity members

EXPLOITING THE HUMAN FORM

Competing with the elaborate stage effects used in motion picture studios, and with the expense and skill lavished on the costumes of movie actresses, there has of late been a very marked improvement in the staging and costuming of vaudeville acts.

The old knock-about girl acts have gone, in their place, all the vaudeville houses are showing really high-class acts, with only one defect: a too great exploiting of the human form.

Many a good act is weakened by the sudden projection into the scene of a young actress with instructions to display a pair of ordinarily hidden charms one would never suspect her of possessing when she walks abroad in street dress and raincoat.

Girls look prettier when dressed adequately and dancing gracefully than when they are brought on the stage in a disabillie verging on the grotesque.

Should a dance be of such a nature that it will not be made attractive by the pretty faces and pretty ankles of the dancers, there is small hope of adding to its attractive force by increasing the areas displayed.

Vaudeville will increase in popularity in the proportion in which its managers show respect for their employees and for those sanctions of civilized life which allot to womanhood a charm of reticence and a delicacy of expression, which, in the physical life, extend to a careful, the ever so bright and attractive, a mode of dress which tends to preserve the ideal of feminine modesty without sacrificing its charm.—VANCOUVER (B. O.) DAILY SUN.

more than eight performances without extra pay?"

Several efforts have been made to get vaudeville players into Equity and under Equity protection, and there are those who say that this presentation of "Pins and Needles" on the road as vaudeville will be the wedge that will open wide the Equity book of rules either for a definite reading of the law or a revision.

The question, "When is a revue not a revue?" and the answer, "When it's in vaudeville," has raised another question: "When is vaudeville not vaudeville?" This may be answered as a result of this DeCourville booking.

"ZILLAH" TENDERED SURPRISE

Chicago, March 11.—"Zillah, the Girl With the X-Ray Eyes," in private, Mrs. Tom Rankine, of this city, now touring vaudeville circuits, was tendered a birthday surprise on the night of March 6, at Arkansas City, Kan., by other members of the bill on which she was appearing. Everybody enjoyed the big spread provided, and all chipped in and contributed a neat present to "Zillah."

Those who took part in the festivities were, in addition to "Zillah" herself, Angelo Armento, tumbler; Guyette Sisters, harmony singers; Rottach & Miller, comedians, and Tony Denocenzo, concertina.

The Arkansas City Daily News praised the bill, giving special mention to "Zillah."

VAUDE. ACTS

In Demand in Outdoor Amusement Field

Vaudeville will find itself shy of novelty acts this summer, if the outdoor showman's perennial prediction of "the greatest season ever" comes true—and, for the first time in several years, every indication points in that direction. While the amusement business has suffered along with other industries during the past season, as a result of nation-wide economic depression, outdoor showmen are confident that this summer will not only mark a return to normalcy, but also a step toward a greater prosperity in the field of open-air entertainment.

According to old showmen, never before has there been so great an activity in fair and park bookings. Where in seasons past three or four free attractions sufficed, full programs of standard feature attractions will be the rule this season. Consequently, booking agents are turning to vaudeville for the material needed to meet the increased demand. Every type of novelty attraction suitable for outdoor exhibition will be needed.

Among some of the standard vaudeville novelties that have already been booked for fair and park engagements this summer are:

Joe Jackson, Bonasetti Troupe, Moll Brothers, Jeanette's Monkeys, Castellis, International Nine, Strassie Seals, Portia Sisters, Garland and Smith, Four Roses, Mlle. Beretta, Daring Cromwells, Kate Mullini and Five Royal Hussars, Co Dora, Mongadors, Bert Earle and Girls, Loretta's Bears, Moll, Jester and Moll, Janslys, Berlo Sisters, Four Diaz, Aerial Mayos, Gillett's Monks, Ducos Brothers, Willo and Lillo, Ernestos, Zeno, Moll and Carl, Margaret Hill's Society Circus, Elizabeth Roderick, Nine Sons of Desert, Tokiu Murata, American Quartet, Tokyu Troupe, Willis Circus, Poodies and Dottie, Charles Siegrist Troupe, Olympia Desvall and Company, Ankar Trio, Seror Trio, Apollo Trio, Three Hamiltons, Mirano Brothers, Travellas, Balton Sisters, Watson's Dogs, Johnny Reilly, Riva and Noble and Rolland Brothers.

MISS DOLLY SUED FOR UNPAID NOTE

New York, March 11.—Miss Dolly, younger of the dancing team known as the Dolly Sisters, who recently returned from London to fulfill a \$25,000 contract in Keith vaudeville, was served this week with papers in a suit by Ray Comstock, partner of Morris Gest for alleged nonpayment of a \$5,000 promissory note signed by the dancer on April 15, 1920.

In addition to the demand for the principal Comstock, thru his attorney, William Klein, asks the Supreme Court to award him an additional \$1,29, representing the amount paid the bank when the note went to protest.

The Dollys are scheduled to sail for London shortly.

SHUBERT VAUDEVILLE AT ST. PAUL, MINN.

St. Paul, Minn., March 10.—Beginning on Sunday night, the Shubert vaudeville acts entered St. Paul, being staged at the New Palace Theater by arrangement with Finkelstein and Ruben, who own the house. Charles W. Morgenstern, recently made general manager of the Shubert Chicago office after being brought west by the St. Paul movie magnates, will be the booker for the New Palace.

MAGNOLIA GARDENS SOLD

Louisville, Ky., March 9.—The Magnolia Gardens here, which was formerly owned by C. C. Emerich, L. A. Broddus, Cliff Gorman and Terry Swan, was sold to Wm. Young, formerly a roadhouse proprietor at Bardstown, Ky., who took possession March 1. The regular policy of a dance hall with luncheon service will be adhered to for the present. Swan's Wonder Orchestra will continue with the new management.

WANT PAY FOR RADIO CONCERTS

Actors' Equity Association Adopts Resolution Advising Members To Seek Compensation

Following the publication in The Billboard two weeks ago of a warning to the effect that the free concerts sent broadcast by the radiophone companies were injuring show business, the Actors' Equity Association last week went on record as opposed to its members giving ethereal performances without proper compensation. A resolution to this effect, adopted by the council of the Actors' Equity, read:

RESOLVED: That the attention of our members be drawn to the fact that the radiophone is a profitable commercial enterprise, which also in a way enters into competition with the theater, and that therefore our members be advised to seek proper compensation for any services they may be invited to give to the radiophone companies.

In explaining the Equity stand in regard to what they term the "radiograph," Mr. Paul Dullzell, assistant executive secretary, says: "The General Electric Company and the Westinghouse people have been getting in on a lot of good stuff for nothing. Also the general electrical appliance houses. The radio concerts are a money making scheme and the artists who make them possible should be compensated."

"Heretofore the understanding has been that the advertising afforded the actor and the singer is of great advantage to them. For instance, they are told impressively that an audience of 400,000 has its ears clamped to the receiving apparatus all over the land and sea."

"I can see where the vaudeville managers already have just complaint. If this thing grows—and it bids fair to assume enormous proportions—there will soon be no incentive to go to the theaters. When audiences can hear everything in their own homes they won't have to go out to be entertained. What they will miss in stage settings and the personality of the actor will be made up by the novelty of the radiophone itself."

"We considered this a matter of such importance that at the meeting of the council last week it was resolved to suggest to our members that they seek compensation for ethereal performances."

E. F. Albee, head of the Keith Circuit, in an interview with a daily paper this week was quoted as saying that appearances for the radiophone by Keith artists was a violation of contract.

WALTER READE BUYS PROCTOR, N. J., THEATER

New York, March 11.—Walter Reade this week purchased from the Stillman Estate of Plainfield, N. J., the F. F. Proctor Theater there at a cost of \$200,000.

Reade is also owner of the Strand Theater in that city and, with the acquisition of the Proctor house, now has control thruout the State of New Jersey of thirteen theaters, situated in Asbury Park, Long Branch, Plainfield, New Brunswick and Trenton. This makes him the largest individual theater owner in the State.

FRANCES KENNEDY AT HOME

Chicago, March 8.—Frances Kennedy is spending a half week at her home. She will resume her vaudeville tour tomorrow, in Davenport, Ia., and Monday will return for the week at the State-Lake.

MORRIS GEST LIFTS VAUDEVILLE TO \$5 TOP

Producer of Spectacles Proves That Art Pays Best in Any Sort of Entertainment

By JED FISKE

New York, March 13.—E. F. Albee, generally admitted to be the master mind of vaudeville, has been charged by Morris Gest, producer of spectacles and seeker after novelty in the theater, with the responsibility of advancing the vaudeville show until it becomes the highest form of entertainment. In a statement made to The Billboard Mr. Gest offered this challenge to the reigning power in vaudeville:

"E. F. Albee would do well to order posted in every dressing room of the B. F. Keith and allied theaters a notice advising every performer to buy a ticket to 'Chauve-Souris' and learn what the future holds for the vaudeville entertainer. For from this company of players I have dared to bring over from Europe, where other American theatrical managers saw them and scorned them as a 'business proposition,' the vaudeville performer, if he will, can get the real angle on vaudeville of the future."

Mr. Gest was seen during intermission at the Forty-ninth Street Theater, where "Chauve-Souris" is playing to standing room only at every performance, including three matinees a week, despite the scale of five dollars top which is asked and received.

Vaudeville in Reality

The lobby of the little theater was crowded with men in evening clothes and the lower floor was dotted with opera cloaks and head adornments that reminded of a section of the Metropolitan. These people had come to witness what was in fact a vaudeville show presented by Russians, in Russian and originally for Russians. And the Russians in the audience were few and for the most part scattered throughout the balcony.

Before talking with Mr. Gest the writer had seen the first half of the show and so for the better understanding of the reader let us take our seats and see what these Russians, who originally organized the entertainment for their own amusement after the theater, have that the American vaudeville theater does not offer at a much lower price than five dollars top.

Looking over the program, which is all that really is necessary, altho a souvenir Paris edition of the show printed in English and in colors is hawked in the lobby, one reads:

F. RAY COMSTOCK AND MORRIS GEST Have the Honor To Present

For the First Time in America and for a Limited Engagement

BALLEFF'S CHAUVÉ-SOURIS

(Bat Theater of Moscow)

Overture.....Chef d'Orchestre, M. Elie Zlatin

From the dimming of the lights and the first down-beat of the conductor of the unpronounceable name one senses, even before the rise of the house curtain reveals the very Russian drop, that there is something different and that if it is to be vaudeville someone remembered that a well-balanced orchestra with a competent man at the desk is as important to a vaudeville bill as it is to a musical comedy.

Then Comes Balleff

The latecomers, fewer and fewer with each performance because of the passing along of the word not to miss a minute, ease into their seats with whispered apologies for clashing with the music. Imagine apologizing for anything save corn-crushing during the overture in most vaudeville houses as we know them!

The rise of the Bat Theater drop discloses a black velvet split drop lighted only from the "foots" and not too brightly. The cymbal crash of the overture dies away and there is a moment of silence. Not a rustling of program is heard, not even a cough. And just at the point where everyone is holding his breath to choke back the throat-tickling of a recent battle with "flu" or "nu" medicine comes Balleff.

Thru the fold of the black velvet steps this master of masters of ceremonies, and for longer than another would dare stand there he waits—the moon man come to Broadway and dressed in conventional Broadway attire. Eventually, and no one presumes to ask "Why not now?" he moves an eyebrow and seems to be about to condescend a smile. But there is plenty of time for that. He looks us over a little more, individually, collectively, pointedly, but never familiarly, never insultingly, never belittlingly,

Vaudeville 1922

By MORRIS GEST

What E. F. Albee and others have been doing for vaudeville during the last twenty years is one step. Mr. Balleff, with his ideas of variety entertainment, is twenty years ahead of his time.

Every vaudeville performer in the United States should be glad to pay for a seat to see Chauve-Souris and Mr. Albee should advise every performer to see it.

From this entertainment the performer can get the real angle on vaudeville of the future.

Vaudeville is something more than a box-office proposition.

Art in any kind of entertainment will pay eventually.

Vaudeville patrons demand more than they are getting and are willing to pay for it.

"Tryouts" don't prove what an artist can do.

Building fine theaters is only one step in the advancement of vaudeville. Why stop there?

Art is always poor.

Vaudeville is the greatest medium for entertainment.

The Shuberts will accomplish much for vaudeville.

They, too, can learn much from M. Balleff.

Vaudeville has much to learn.

never with that insolent attitude of superiority with which certain of our own entertainers put an audience in its place. Never once does Balleff cross that line beyond which familiarity becomes contempt. His audience is his from the moment he steps before his black velvet, his moonface in bas-relief, and altho that step brings him in intimate contact with his audience he never oversteps.

Balleff never insults the intelligence of his audience by "playing down to them." Rather does he appear to trust that his is not an intrusion and the result is that no apologies ever become necessary.

"Ladies and Gentlemen"

Finally he speaks. "Ladies and gentlemen," he roars with an inimitable accent that sets the audience immediately at ease. We do not laugh at him, we laugh with him, and, having accomplished his purpose, which is to increase our desire to hear more and eventually—and still no one asks "Why not now?"—to see what he has in store for us behind that black velvet drop, he introduces himself. He tells us he is Nikita Balleff, director of the Bat Theater, Moscow; that he cannot speak English, which we have to accept, but cannot quite believe; that we are THE most appreciative of audiences, and before we show our willingness to swallow this he puts sugar on it by telling us he says that same to every audience before which he appears. We are in excellent spirits by now and are quite ready to have him explain "the first number on the program," called "Porcelaine de Saxe."

It is the most delightful ballyhoo we ever have heard of and we are so interested in Balleff we forget what he is presenting until, without warning, he turns his back upon us without so much as a thank you or a go-to-the-dickens and disappears thru the fold of black velvet, and the orchestra takes up "Porcelaine de Saxe," the house lights are down and the black velvet drop is parted.

Against another black drop stands an old French porcelain clock, blue and white and pink and gold and back-lighted softly to create a charming illusion. As the music—from an old

French song, "Sur le pont d'Avignon"—reaches the striking of the hour two figures, a man and a maid dressed in the fashion of a century ago, step from the base of the clock into dance, which is described in the program as follows:

In the hours of night when all the world is asleep, when dreams and old recollections rule, a mysterious life quickens the objects about us. Tender strains of olden melodies tell us of bygone days, of laughter, of tears, and in the haunting twilight the little porcelain figures come to life and live over again, in the romance of ancient days reviving the echoes of the past. But the clock strikes . . . and they once again become just "Porcelaines de Saxe," trifles of beauty created by the master hand of an artist.

The program tells us that the man and the maid are represented by Mmes. Dianina and Karabanova and that the costumes and surroundings are by Nicholas Remisoff, and to them all credit is due for as delightful a number one vaudeville act as we have seen in many a day. It has been approached with spotlights and cycloramas by certain variety artists over here, but for simplicity, taste, charm and music setting it truly is advanced vaudeville. And, more important still, when the idea is put over and the orchestra has struck the hour once more the black velvet curtain is closed and Balleff is with us again. The act does not call for an encore and the enthusiastic audience is made to realize this, politely and quietly, by the master of ceremonies.

Songs by Glinka

"Next number on the pr-r-r-rogram," he roars as the applause dies away at his signaled request, "will be 'Songs by Glinka.' You know Glinka? No? Yes?" He looks toward the audience with his interesting eyebrows raised inquiringly and getting no response continues: "No? Then I tell you about the gr-r-r-reat man." He does, and, when he makes certain that no one in the house knows what he has been talking about, insists "Yes!" and disappears quickly with a shrug of his shoulders, which seem to ask: "Who cares? We'll show you."

Whereupon the lights dim again, the black velvet is drawn away and there is discovered a balcony scene at night, with more intriguing back light and two women in crinolines and severely parted hair—one at the old rosewood and gilt-lined piano against which the other stands. The one at the piano is playing as the scene is disclosed and the orchestra is silent. We wished we could understand the words of the song they sang. We've wished it before when listening to our own singers who did not have the advantage of presentation such as is accorded Mmes. Birse and Ershova in these songs by Glinka. After the first, which might have been a Russian "Who Knows?" the curtains are drawn and an encore is accepted during which the strains of a cello come from the orchestra pit. The program mentions M. Gorodetsky as having something to do with this number. Perhaps his was the cello. We didn't inquire. We were so enraptured that we didn't bother until later to learn that the costumes and scenery were by S. Soudeikine and didn't come out of our trance until the moon-face appeared again from the cloud of black velvet.

"Next number on pr-r-r-rogram," challenged Balleff, and paused until we were thoroughly awake again to our surroundings. "Parade of Wooden Soldiers." Ont of sight he was with the tap of the music director's baton and to the sure rhythm of a march that may have been Russian, but seemed more like the unforgettable martial tunes of the French soldiers, was disclosed a setting that reminded us of the toy fortresses in white that we once achieved with our box of blocks, and in marched our own toy infantrymen grown to our own size with the years. The effect was so startling that all of us in the audience forgot ourselves and were rude enough to show our appreciation with premature applause. Pr-r-r-pr-r-r-r-r-r-r came this squad of toy men so perfectly drilled that they all might have been attached to the same block of wood and manipulated by a single string. Pr-r-r-pr-r-r-r-r-r-r they marched and moved their heads and drilled and the drummer boy drummed and then, as they were about to tumble over as they did when the sandman used to come and we let the string fall from our relaxing fingers, the black velvet curtains were closed and the applause drowned out the efforts of the suddenly appearing Balleff until he was forced to shout "Encore!" and get out of the way so the whole drill could be done over again.

This sort of vaudeville has to be seen. It can't be described. The soldiers in real life are M. M. Birse, Boreo, Davidoff, Kotchetovsky, Malakoff, Marievsky, Pons, Stolanovsky and Zotoff and the act was conceived by Nicholas Remisoff.

Contrast Is Offered

Contrast is noticeable in the arrangement of the Balleff "bill". From the martial music of the wooden soldiers we go to the strains of a music setting for a love scene between two ancients for which we, of course, are prepared by Balleff and his increasingly friendly but not familiar introductions. He repeats that we are a nice audience, an understanding audience—"as I have said to all other audiences"—and so we get next: "Souvenir of the Far Past," featuring Madame Deykarbanova and M. Gorodetsky with costumes and surroundings by Remisoff. The charm of the program still holds with this love scene with music and we are just at this point settling comfortably in our chairs again when Balleff introduces his Avon Comedy Four or, as the program announces: "A quartet of Merry Artists." The orchestra takes up a lively air, with MM. Wavitch, Birse, Stolanovsky and Zotoff in costumes as lively as their songs, which include enough "bathershops" to delight our most exacting vaudeville audiences. Thruout this number Balleff remains upon the stage directing the audience with his eyebrows as surely as M. Zlatin directs his orchestra with his baton. This is an "act" that every artist in vaudeville should use. In less minutes than the ordinary song requires these Busalan artists put over more than a vaudeville act usually gets over in twenty minutes. It's so unusual to describe and must be seen to be appreciated at all.

No. 7 is called "Katinka", which is an old Russian polka of the '60s. In a setting supposed to represent the top of a toy music box Mmes. Dianina, Karabanova and M. Dalmstoff present the story of a too-modern daughter of a Russian merchant, and the daughter brings home the polka which she has learned at boarding school. Here is another gem in costumes and surroundings by S. Soudeikine that is too delightful to describe in words. The music was still haunting us as we went to the lobby to keep an appointment with Morris Gest during intermission.

"This is vaudeville, Mr. Gest," we said, by way of introduction. "Now we know why you get \$5 a ticket for a variety entertainment, but we believe the readers of The Billboard would be interested in your idea of this as vaudeville entertainment."

Gest Trained in Vaude.

"I know this is variety entertainment, but whether it is vaudeville I am not ready to say," said the producer, who found Chauve-Souris in Paris and brought it intact to New York. "I do know, however, that what E. F. Albee and others have been doing for vaudeville during the last twenty years is but one step and that M. Balleff, with his idea of variety entertainment, is twenty years ahead of his time."

"Every vaudeville performer in the United States should be glad to pay for a seat to see this show, and Mr. Albee would do well to order posted in every dressing room of the B. F. Keith and allied theaters a notice advising every performer to buy a ticket to Chauve-Souris and learn what the future holds for the vaudeville entertainer."

"For from this company of players I have dared to bring over from Europe, where other American theatrical managers saw them and scorned them as a business proposition, the vaudeville performer, if he will, can get the real angle on vaudeville."

"The charm of M. Balleff, a man who with great difficulty makes himself understood in English, is the charm of Chauve-Souris as a whole, and this entertainment can be held up as a model from which all may learn."

"Some will say this is not vaudeville. Some will say that our own vaudeville is far better than this. These are entitled to their opinions. They will say this is revolutionary. True. Why not? It was born of a revolution and is some of the good that has risen out of revolution."

"It is not commercial vaudeville. We did not expect \$5 vaudeville would pay so quickly. We wanted to show America that vaudeville is something more than a box-office proposition; that art in any kind of entertainment will pay eventually. The fact that Chauve-Souris has caught on so quickly proves to us much sooner than we expected that we were right;

(Continued on page 30)

This Week's Reviews of Vaudeville Theaters

Apollo, Chicago

(Reviewed Sunday Matinee, March 12)

The weather was so inviting today that even a bill of wonderful flash couldn't pack 'em in. The house was two-thirds full.

Jack Horton and Mlle. La Triska, the clown and the human doll, have a novelty opening in cabinets back stage, prettily set, and the girl does a remarkable doll imitation for ten minutes, relaxes for three minutes in a dance bit, and returns to the doll for closing. The clown, of course, plays up the girl, and fourteen minutes was worth while and two curtains received. Hearty applause.

George Mullen and Ed Corelli, doing a line of acrobatic comedy, songs and dance steps. Old-timers with an easy delivery, fun that lands, and fair team work. Thirteen minutes, two bows.

Fred Rial and Mala Lindstrom, a shrewdly disguised ring act, using parrots with books at one end and rings at the other. The girl does the ring work in all except the close, when Rial, who is a nut comedian of elongated physique, pulls some quick thrillers. The style and personality of the pair is worthy of note. Ten minutes, two bows.

White Way Trio, Messrs. Buckley, Sharples and Blisland, do thirteen minutes of song, character songs and stepping. Open with "Tucky Home" and close with a parodied chorus of "Leave Me With a Smile". Singing average and team work above average. Three bows, and narrowly escaped stopping the show.

Peggy Marsh, with Buster Johnson and Peggy Marsh Quintet. An act evidently quickly assembled to capitalize the notoriety of the featured girl. A series of ballroom dances, with trimmings, and a jazz quintet of ordinary ability, the sax player and violinist doing the most work. An apache dance, which closes, got laughs thru some harmless rough handling of the girl. Peggy herself is gracious and winsome, and four curtains were the result. Fifteen minutes.

Intermission and Shubert News Weekly. A. Robins, walking music store, in ten minutes of vocal imitations of various instruments, getting many laughs with his musical equipment. Encored with his violin virtuoso burlesque, which went over. Two bows.

Clark and McCullough, "Chuckies of 1921", including White Way Trio, Jack Edwards, Charles Mac and Emily Earle, Ruth Wheeler and Dolly Manued. The girls who do the specialty work are not as capable as the men. Singing is inconsequential as done by the feminine portion. All in all, the Clark and McCullough revue gives much room for the laughable antics of Bobby Clark, and a good-looking chorus carries the rest, aside from a manicure bit well done by Emily Earle, and the boxing scene, which puts itself across. One hour, 18 minutes.—LOUIS O. RUNNER.

Loew's State, New York

(Reviewed Monday Matinee, March 13)

The vaudeville had a good chance at the audience today at the State, for the excessive mileage of "The Four Horsemen of the Apocalypse" caused the show to start late and thus get a full house.

The Three Kazansama Boys started the ball rolling with a splendid juggling act. They specialize in kicking barrels around the landscape and do it exceedingly well. Earned a big hand for the finish.

Howard and Brown, a colored singing and dancing team, followed. Miss Brown sang jazzily and Howard danced with much skill. The inevitable "Dapper Dan" was sung and got over as tho it had never been heard in this house, which, as a matter of fact, gets it weekly. Scored a sizable hit.

"Stateroom Nineteen," a comedy sketch with special set, was next. The dialog and action is all worked up for the final gag, which is a big laugh. Aside from this there is little to the act. The audience laughed at most of the points and one skit was well played, but it is a pretty thin vehicle and could stand a deal of strengthening.

Hank Brown and Company had the next spot, and Hank made them laugh with a stuttering bit that was well done. The company, a girl with a fair voice, sang a number or two effectively, and then Hank made them laugh some more. He is a first-rate comedian with a sure method of landing points and had no difficulty in amusing the audience. Finished a big hit.

"The Sunbeam Follies," two men and two girls, closed the show. Of course, this act has a set of drapes and they started singing in a set of Chinese costumes. This made the outlook pretty dark, but the turn improved as it went along. There was some good dancing by the boys, one of the girls played the fiddle passably well, and the other girl sang a solo very sweetly. All hands joined forces for a harmonized exit finish which scored solidly and made an encore necessary. Altogether a very good act of this type.—GORDON WHYTE.

B.F. KEITH'S PALACE NEW YORK

(Reviewed Monday Matinee, March 13)

PROGRAM	PERCENTAGE OF ENTERTAINMENT																				
	0	5	10	15	20	25	30	35	40	45	50	55	60	65	70	75	80	85	90	95	100
1 Orchestra																					
2 Three Lordons																					
3 Elmer El Cleve																					
4 Runaway Four																					
5 Leavitt and Lockwood																					
6 Vaughn Comfort																					
7 Dolly Sisters																					
8 Topics of the Day																					
9 Mosconi Bros.																					
10 Bobby Higgins																					
11 Marion Harris																					
12 Dooley and Sales																					

There's a so-so bill at the Palace this week. Rosie and Jenny, The Sisters Dolly, top it. To the Mosconis, however, went the applause hit of the Monday afternoon show. They stopped it cold, rivaling the record set at this house a few weeks back by Wells, Virginia and West. And, as for the Dollys, their \$25,000 contract is nearly up. Englishized American products never did set well with us. It's too bad, however, they had to miss Princess Mary's wedding. We bet the King will never forgive them for leaving the royal family in the lurch.

1—Too much brass and percussion will be the undoing of Benny Roberts if he doesn't look out. A vaudeville orchestra does not necessarily have to be a brass band. Now that the Palace has got a competent director in the pit, it should go a step farther in the interest of better music and add a few more strings.

2—The fast-moving high bar casting exhibition of the Three Lordons sent them over with a bang. This is, perhaps, the best act of its kind in vaudeville.

3—Elmer El Cleve and his xylophone led the orchestra a merry chase in the second spot. Cleve is assisted, or rather hindered, by a song plugger from a box. It is really too bad that Cleve should stoop to anything so cheap.

4—The Runaway Four is truly a surprise. Their scarecrow opening is a downright novelty. These lads—four gobs—are a versatile crew. They sing quite acceptably, dance rather cleverly, and for a getaway go into a routine of whirlwind acrobatics that would do credit to a troupe of Dervishes.

5—Douglas Leavitt and Ruth Mary Lockwood have a rather diverting little skit in "Ourselves." It is just crammed full of wholesome witticisms and laughable situations. They are assisted by Brother Ray, who may be a star tomorrow. Vaudeville could do well with more acts of this caliber.

6—Vaughn Comfort ought to go back to blackface. He is now posing as an Irish tenor. McCormack need not sit up nights worrying about it however.

7—Dolly Sisters.

8—Topics of the Day.

9—The Mosconis, making their first appearance at this house since Sister Verna sustained injuries in a fall to the Palace stage a month or so ago, ran away with the show.

10—Bobby Higgins has a funny hick farce in "Oh, Chetney." It's a bit snappy, by heck, but, then, it's so natural one can hardly censor it for being so. It proved the laughing hit of the show.

11—Marion Harris is billed as "The Favorite Phonograph Record Maker." We felt that our education had been sadly neglected. We never heard of her before this afternoon. But, then, we don't play her kind of songs on our phonograph. We have too much regard for it.

12—J. Francis Dooley and Corinne Sales, in a tough spot, watched the audience walk.—EDWARD HAFTEL.

Orpheum, St. Louis

(Reviewed Monday Matinee, March 13)

Nellie and Josephine Jordan dance, sing a song or two and perform on the slack wire. Eight minutes, full stage; three bows.

Fred Bernard and Sid Garry, two peppy individuals, who sing Southern songs and execute flashing dances. Eleven minutes, in one; three bows.

William Halligan in "Highlowbrow," three short, vivid sketches from De Mouspasant, Dunsany and O. Henry. Well presented in an entirely new manner. The ease and resonance of the speaking voices of Mr. Halligan and Glen White and their careful pronunciation of words, especially in their telephone conversation, is way above the average. Nineteen minutes, full stage; six bows; good applause throughout.

Jim Toney and Ann Norman have a conventional line of patter and song. Tony's hesitating flops won good applause and laughter. Twenty-one minutes, in one; four bows.

Mildred Harris in "Getting the Money," a stock playlet with no thrills and little interest. The transformation of Miss Harris from an astonishingly ignorant country girl to a stunning debutante in three weeks' time causes a little feminine excitement, but honors for acting go to S. Miller Kent. Nineteen minutes, full stage.

Ryan Stanley and Company have a new version of how to get on the stage in no lessons, which takes place in the audience most of the time. Their offering was very interesting and won much laughter and solid applause.

Josephson's Icelanders, a remarkable exhibition of self-defense and Jiu-Jitsu after the Icelandic fashion. This act could be two hours

long and still hold interest and be exciting. Six minutes, full stage; four bows.—ALLEN CENTER.

SHUBERT VAUDEVILLE TO BE DROPPED IN BALTIMORE

Baltimore, Md., March 10.—Sweeping changes provided in the new policy developing from the pooling of the Shubert and Erlanger theatrical interests will begin after next week when Shubert vaudeville in Baltimore will, for a time at least, be dropped. It was announced last night that after the coming week the new Academy of Music will offer film attractions during the remainder of the season.

The program virtually adopted at a recent conference between officials of the merged firms will call for changes next season, by which the Shubert and Erlanger road attractions will come to the Academy, where Harry A. Henkel, former manager of that house, will be reinstated. At that time Shubert vaudeville will be revived and, according to present plans, will, in spite of repeated denials, be presented at Ford's Opera House. Members of the Ford family, when this project was first considered, declared emphatically that they were not bound by the terms of lease to allow this radical change and that they would most vigorously oppose it. There followed rumors that Ford's would be purchased outright, but this was denied most emphatically by the present owners.

Meanwhile the Shuberts are going ahead with Ford's in mind as next season's vaudeville house.

IRENE CASTLE A BIG HIT

Detroit, March 12.—During a fortnight stay in this city Irene Castle's nimble heels have

Majestic, Chicago

(Reviewed Monday Matinee, March 13)

Rose, Ellis and Rose opened the bill, and as "Jumping Jacks" they probably have no equal in their line. To say that their stunts approach the hair-raising variety is putting it very mildly. Many in the audience actually covered their eyes as the trio pulled some of their dare-devil cleverness. A great opener.

Jack Joyce, the boy with the smile, got away with a terrible handicap. He has strung his smiles into a laugh and when laughing at his own jokes he makes hard work for himself. As a dancer he is marvelously clever, and after his struggle with jokes he gets away with his offering on its merits. His humor is amateurish, but as a dancer he is very entertaining and shows class for one being compelled to work under the handicap of having left a leg in France.

Grace Huff and Company, in a one-act comedy, "The Trimmer," presents a manly parlor sketch that is well written, even to using the telephone legitimately, and is better acted. It is full of entertaining situations, with a great many laughs strung thru it, and was well received.

Gertrude Moody and Mary Duncan opened with a batch of personal bantering and badgering that consumed a lot of time with uncertain results, but their individual offerings got by and compelled attention by all the lovers of the cabaret and its form of entertainment. Their broad burlesque nut stuff sent them home to a good finish. Two bows and an encore won more applause.

Tarzan, the most human animal ever seen on the stage, that seems to have the time of its life while it is entertaining the audience. This is an act that all parents and teachers should see, and Mr. Bryan and thirty-one members of the Kentucky Legislature should study.

Joe Browning preaches a timely sermon that is a relic of the oldtime stump speech monolog that took brains to get up and brains to appreciate. He made a lot of fun for all.

Fritz Scheff, with August Kleinecke musical director, presented four concert numbers that pleased, as this style of music usually does. Miss Scheff was at her best when she sang Victor Herbert's "Kiss Me Again." This bit of real art sent her home for a tremendous encore. Her "Last Rose of Summer" proved to be another gem, and a little Negro lullaby was thrown in for good measure.

William Demarest and Estelle Collette present a nut act that is a combination of nonsense, rough house and instrumental music, cleaning up for a real finish that almost stopped the show.

Four Lamy Brothers, supreme aerialists, are worth missing the 5:15 to see. The humor drags the act, but they pull a number of real thrilling feats that entitle them to the billing they have. They held the audience right to the end.—FRED HIGH.

Orpheum, San Francisco

(Reviewed Sunday Matinee, March 12)

A varied and unusually attractive bill was offered this afternoon, opening with Harry Kahne, mentalist, who does a number of mystifying stunts in mental gymnastics. In the second spot the "Bing Boys," Miller and Mack, proved themselves a snappy pair of eccentric and dancing funmakers and took no less than three bows.

Pat Rooney and Marion Bent, altho holdovers, achieved headline honors despite the fact that they were up against keen competition in two spots. Their vehicle, "Rings of Smoke," is cleverly arranged, and, of course, they stopped the show.

Keegan and O'Rourke, in a singing and talking act, seemed to please today's audience and were well received, taking a number of bows. Their comedy was exceedingly good. Hal Skelly, well-known musical comedy star, in a comedy skit entitled "The Mutual Man," proved a riot. Mr. Skelly is supported by Ina Williams, Ida Kashner and Eunice Sauvain. The act is one of those that vies for headline honors and took half a dozen bows and much applause.

Ruby Norton, a San Francisco girl, billed as "The Little Big Star of Song," came near stopping the show and took nearly a dozen bows.

Kinzo, clever Japanese juggler, closed the bill and held the audience by reason of his clever work.—STUART B. DUNBAR.

entertained more than 100,000 people. The engagement, which originally was for one week at the Capitol, was extended with a week at the Adams, where business has continued tremendous at all performances. On Thursday Miss Castle visited Eastlawn Sanitarium where she danced for 75 tubercular war veterans, giving each one of the boys an autographed photograph. A new addition to the sanitarium was dedicated during her visit and will be known as "Castle Cottage."

From Coast to Coast by Special Wire



(Reviewed Monday Matinee, March 13)

A typical Lenten season audience sat thru the Shubert vaudeville program at the Winter Garden Monday afternoon cold and unresponsive for the most part until Boh Nelson, next to closing, brought them out of their coma and carried away the applause honors for the matinee. It required all the showmanship this entertainer possessed to do this seemingly impossible stunt. The seat holders, fewer than usual, were as hard as picnic eggs in spite of the really excellent entertainment provided for them.

After Mathieu Taffin and Claude Newell started off with a hodge-podge that wound up with some thrilling acrobatics Frank Jerome introduced a really unusual number two act that for stunts should pull up wide-eyed even the most blase of the twenty minutemen. Jerome helped himself to a bow that was coming to him but which wasn't called for by the audience. It is only fair to Taffin and Newell to state that in trying to put over a "different" acrobatic act they have slowed up what might otherwise be a strong number one offering. They can "do the stuff," so why clutter up the act with hack-room entertainment.

Frederick Santley and His Melody Girls, perfectly spotted in No. 3 position, presented a pleasing act, for which the girls deserve much of the credit. Midge Morrison, Marie Reed and Nell Wood, playing pianos simultaneously, add a novel touch to the offering, and Santley has excellent additional support in Frances Vernon and Wynne Gibson, two charming and capable dancers. The act is tastefully staged by Ceballos.

Ben Ryan and Harriette Lee were on before the audience woke up long enough to realize the Santley act was over, and got away well with good patter that called for a lot more applause than they got. Then came the Hanford and "Poodles," billed as "the world's greatest riding comedian." The act, about the same as was seen at the Hippodrome for so long, must have annoyed the spectators for the cracking of the whip of the ring mistress. It is to be hoped that some show of appreciation will be given these really great performers, at least at evening performances, for acts of this kind put considerable strain on managerial bookkeepers. Besides "Poodles" has a lot of tricks he wasn't called upon to show Monday afternoon. "The Talk of New York," Conchita Piquar, was very much of a disappointment, because she appeared only in two numbers, both delightfully done. Her Spanish temper may have fared at the cold reception with which her artistic efforts were received, for after the second number, a Spanish song and dance, she did not return. The audience evidently expected her to offer more.

Pre-time requirements precluded the possibility of trying to learn what happened. Her first number, "A Spanish Flower Boy," in which she appeared dressed in trousers and tossed away cut flowers as she sang, was well done, and while Andy Byrne batted for Ray Miller, and with his orchestra—steadily being increased in size—put over a peppy jazz number, she changed. This took much longer than usual in vaudeville, which may have had something to do with her refusal to do more after the dance number in attractive Spanish costume. While the audience waited the orchestra got the signal for the next act, and Harry Masters and Jack Kraft, assisted by Bobby Dale, Rene Braham, Elsie Lamont and Grace Masters, presented their speedy dance revue. Even this excellent entertainment failed to get the applause it deserved, and it remained for Alcen Bronson, assisted by Helen Hemingway, to soften the hearts of the auditors. Miss Bronson caught a bow for her charming school-days skit, and then came Bob Nelson. With four peppy songs crammed with strong catch lines he caught the audience off its guard perhaps, but earned an encore. There is no doubt his desire for speed for these songs is good showmanship, but he would do well, especially in a house as big as the Winter Garden, to consider pulling down to a tempo that will let the hearers in on every word he has to offer. He doesn't need to depend altogether on speed for his comedy songs, as he proves with certain of his encore numbers, his personality being sufficient to win even the most hard-billed. Let's hear all the words, we say. If what we heard are samples we want the full order. And giving credit where credit is due goes to mind that Herbert Hewson is a big factor in getting Nelson across artistically. As we say around some of these corners, "O! such a pianist."

For closing, when he should have opened the last half, General Pisano and Company pre-

Keith's, Cincinnati (Reviewed Monday Matinee, March 13)

The new program is lively. Roscoe Ails and Co. are featured, but do not finish far ahead of Burna and Freda. The Eight Blue Devils also come to the fore with what is perhaps the most sensational tumbling act seen here. Good attendance.

Pathe News, Aesop's Fables, Edith Jane and Harold Miller got away fairly well with double and solo dance numbers. Miller is good as a soft shoe stepper and would take better by smiling instead of displaying too many signs of forced effort. A little polish of routine also would help. Nine minutes, in two; two bows.

Babeck and Dolly have a knockabout and flirtatious skit that smacks too freely of burlesque atmosphere. Their special drop and hanging are colorful and the feminine member displays three changes of costumes, the head portions of which are as plentiful as the apparel above her knees. Babeck is best in an acrobatic dance. Fifteen minutes, in one; three bows.

Eight Blue Devils. These young Arabians displayed remarkable routines of whirlwind acrobatics, after opening with pyramid formations in which the understander supported his seven co-workers, that evoked loud and continuous applause. Speed and individual ability characterize this turn. Five minutes, in four; three curtains, applause.

Officer Vokes and Don, assisted by Miss Bobbie Butler. Don is a brown and white fox-terrier that, when sporting a dress suit, can imitate a "drunk" almost as good as a human. Twelve minutes, special drop in two; talk by Vokes.

Roscoe Ails, with Kate Pullman, supported by a five-man jazz orchestra. Buffoonery by Ails and Pullman precedes and follows the appearance of the quintet of real syncopeters, a needed quantity in making the act worthy of headline position. Banjoist Charles Calvert steps out and scores heavily with a cissy display of acrobatic hoofing. Ails is some dancer himself, especially when shimmying and Negro shuffling is considered. Miss Pullman, pretty of face and with an attractive figure, upholds her end with ease in a dash of the nimble toe and shoulder-shaking stuff. Twenty-six minutes, etc. in three; eight curtains; return by Ails and Pullman.

McConnell Sisters. They are two clever and talented girls who register pleasingly with semi-classic songs, presented in pretty stage dress. Seventeen minutes, in one and two; recall.

Harry Burns and Steve Freda have a new line of "wop" comedy and put it over in a manner that makes them distinctive in their field. A nonlisted miss of much charm was introduced and proved a decidedly acceptable Italian harpist. Burns and Freda ended with a burlesque imitation of Gallagher and Shean that stopped the show. Twenty-two minutes, in one and two; solid hit.

Joe St. Ouge and Company, two men and a girl, offered a neat acrobatic version in which the mules exhibited their original "flip-flop toe-toe catch." Six minutes, shell in three; applause.—JOE KOLLING.

KID MAX AND BATTLING HECKEY STIR BROADWAY

Rough and Tumble Fight Draws Crowd So Large Reserves Are Called Out

New York, March 11.—Max Hart, vaudeville agent, and Harry Saks Hecheimer engaged in a rough and tumble encounter at Broadway and Forty-sixth street yesterday, attracting so large a crowd that police reserves were called to disperse it.

"He hit me with his silver-headed can," Hart declared in West Side Court shortly after. "Bunk," expostulated Hecheimer. "He snatched my cane away from me and got caught in the recoil."

To prove that he had been attacked Hart exhibited a still rising lump on his head, where he said he had been hit by the silver knob. He referred to it as a "deadly weapon."

It developed in court that Hecheimer was attorney for Mrs. Hart, who is suing her husband for divorce. Hecheimer has a \$5,000 damage suit against Hart pending in the Supreme Court. The combatants were held for further hearing.

MUST MAKE ROOF SAFE

Utica, N. Y., March 8.—The Corn Hill, local picture theater, was closed Tuesday by Commissioner of Public Safety Clarence Stetson until such time as its roof has been made safe.

sented a marksmanship act that wins all the medals ever cast for this sort of thing. In the proper spot he should have stopped the show. —JED FISKE.

Palace, Cincinnati (Reviewed Monday Matinee, March 13)

Laughs and thrills, blended with exhibitions of the more artistic brand of entertainment, are incorporated in the current bill and make one of the best, if not THE BEST, the reviewer has ever seen here. Pictorial program: Pathe News, Topics of the Day and "Love's Boomerang".

Palmero's Canines, a group of fox terriers handled by their master in excellent fashion, provided a large number of thrills. Palermo, judging from the unerring skill in which his charges went thru their routine, is a dog trainer of more than ordinary ability. Twelve minutes, in three; heavy applause.

An unusual offering is that of the Lutes Brothers. One, Clare, armless, displays a dexterity with his toes that is truly marvelous. He plays a trombone, trumpet and a set of drums and does a little carpentering (all with his toes) with a finesse that emphasized his skill. Ten minutes, in one; two bows.

The Blue Bird Revue is an artistic offering of classic, semi-classic and jazz vocal selections by a mixed quartet. Male and female duets, together with a number of solos, were equally appreciated. The judgment used by the artists in selecting their songs, and the manner in which these songs were delivered, bespeak good taste and talent. Fifteen minutes, in three; three curtains.

Billy Beard, late of the Al G. Field Minstrels, lived up to advance notices in a manner that almost went the notices one better. This veteran of the "11:45 brigade" puts over a large assortment of jokes that literally took the house by storm. He also displayed a melodious voice. Twelve minutes, in one; encore, numerous bows.

Fern and Marie, with their ridiculous comedy, had the audience in an uproar for fifteen minutes. Ray Fern delivers quite a few timely jokes aimed at persons and objects familiar to all. Miss Marie is a nimble dancer, and does considerable to "keep the ball rolling". In one; four bows amid deafening applause.

Lloyd and Christy are two gentlemen with a decidedly Southern accent who talk themselves into a solid hit. They have snappy material, almost too snappy at times, but their manner in getting it over eliminates all the vulgarity and leaves only the humor. And did the people like it? Why they ate it up. Fourteen minutes, in one; three bows.

The Dancing McDonalds, man and a woman of slight stature, executed a series of jazz and aesthetic dances that provided a fitting climax for the show. Seven minutes, in three; two bows; hearty applause.—KARL SCHMITZ.

"LITTLE BO PEEP" LOSES WEEK

New York, March 11.—Gullagher & Bernstein's "Bathing Beauties" played the Lafayette Theater this week to fairly good business and appreciative audiences, which for the most part were colored folks, as this has been a colored house with colored players for some time. Gallagher & Bernstein's "Little Bo Peep," another burlesque show, was to follow in for a week's engagement, but a "call" was put on the house by the New York City Local I. A. T. S. E. on the grounds that the house was not unionized.

It appears that while the colored stage crew of the Lafayette are members in good standing with their union, they are not affiliated with New York City Local I. A. T. S. E., which up to this time has not admitted them to membership, the reason being given by officials of the local that they have sufficient members now to handle every theater in New York City.

Mr. Spencer, assistant to the international president of the I. A. T. S. E. in recognition of the extent of colored theatrical interests throughout the country, has been working for the past year toward harmonizing their interest and that of the union. J. A. Jackson, of The Billboard, has been a big factor in this movement.

"FRENCH DOLL" IS OWNED BY IRENE BORDONI

New York, March 11.—Examined in supplementary proceedings in the Supreme Court this week Irene Bordoni, who is playing the principal part in "The French Doll" at the Lyceum Theater, declared that she pays all the living expenses of E. Ray Goetz, her husband, and that he has not earned any money in a year.

Miss Bordoni was examined in connection with an old judgment obtained by Jack Welsh, a stage manager, against Raymond Hitchcock and Goetz. The judgment was for \$1,900 and Hitchcock paid \$1,000 of it. Welsh is trying to get the rest out of Goetz's earnings from "The French Doll" since all the printing at the Lyceum Theater announces that the play is being produced by Goetz.

Both Goetz and his wife testified that the play is his wife's property and not his and

FILM EXPOSE OF SAWIN' A WOMAN ENJOINED

New York, March 11.—On application of Horace Goldin, magician, Supreme Court Justice Joseph E. Newburger this week granted an injunction restraining a man named Bird from exhibiting a motion picture, entitled "Magic Revealed," which among other things discloses how a woman may be sawed in half. In his decision Justice Newburger said:

"It appears that the plaintiff's right to the net known as 'Vivisection, or Sawing a Woman in Half,' has been sustained by the District Court of the United States for the Southern District of Illinois, the United States District Court for the Western District of Pennsylvania, the Court of Common Pleas of Marion County, Ohio, over the defendant's claim for the right to the production of moving pictures covering the same subject upon the ground that the matter had been published in magazines and newspapers, the ownership by the plaintiff not being disputed. The application for injunction will be granted upon the plaintiff filing an undertaking in a sum to be fixed in order to secure the defendant."

FLORENCE REED

In Edgar Selwyn's Newest Comedy, "A Royal Rendezvous"

CAST:

Louis XIV, King of France.....Mr. Lionel Glenister
.....Mr. Reginald Goode
Raoul Vernet.....
Countess Marie de Tourney.....MISS FLORENCE REED
.....MISS FLORENCE REED
Scene—The Boudoir of the Countess Marie de Tourney.

Time—An evening in May, about the year 1750, in the Reign of Louis, the Magnificent. (Reviewed at Palace Theater, N. Y.)

Ever since the day that Ere developed a taste for apples a pretty face and a well-turned ankle have ruled man—be he king or knave. So it is in this piquant little period playlet of Edgar Selwyn's.

The action takes place in a boudoir—where else could it, we ask you, with Louis XIV, King of France, as one of the principal characters. Nothing really naughty transpires, however (which must have been disappointing to some in the audience)—the Countess Marie de Tourney is far too clever for anything like that. She invites Louis to her chamber and when once she gets him there she makes him look like — like a second Louis. Why does she trifle with the king's affections, you ask. Ha, Ha, Ha, you make us laugh (business of holding our sides), why, you big silly, she has a lover for whom she is ambitious. He has said something terrible about poor old Louis, and she seeks his pardon and a little additional favor—a captaincy in the King's Guards, or something like that. Does she get it? Didn't we say a pretty face and a well-turned ankle always win.

Taken all in all this is an uncommonly well written and well acted bit of comedy—worthy in every respect of the talents of even Florence Reed. It has laughs for those who like to laugh, sword play for those who like thrills, and romance—romance for those who like to laugh and relish thrills. What could be a more complete bit of stage writing. The forepart is taken up with a prolog in which, let it be said with a loud and clear voice, there is no cheap hid for applause. Whatever applause this act earns it earns on its merit, and the merit of the actors who present it. Not since Ethel Barrymore made her all too short appearance in vaudeville last season has the two-a-day offered so charming a divertissement.—E. H.

POOR ATTENDANCE AT NEW ORLEANS OPERA

New Orleans, March 8.—Evidently relying on the press reports of the activity of lovers of grand opera in New Orleans, the K. & E. Company, lessee of the Tulane Theater, booked the Russian Grand Opera Company for a week's engagement beginning last Sunday night. The attendance up to Thursday has been poor, so much so that the newspapers of this city have commented on the matter editorially, claiming that the activity on behalf of a structure to house grand opera is simply a pretext for a place to display gowns and for social events.

that he receives nothing for producing it. She asserted that she paid the rent of their apartment and all their other expenses and that he owed her \$35,000 for money which she had lent to him to put into enterprises which had not been successful.

"STARS OF YESTERDAY" DRAW RECORD ATTENDANCE

Police Reserves Necessary To Regulate Crowds That Storm Broadway Box Office To See Oldtimers

New York, March 11.—Five oldtime headliners—"The Stars of Yesterday"—Corinne, Barney Fagan, Lizzie Wilson, Joe Sullivan and Tony Williams, set a new pace for box-office attractions at B. S. Moss' Broadway Theater this week, the crowds reaching such proportions on Monday night that police reserves were necessary to regulate traffic in front of the theater. Not only did these comebacks run up a high score as a box-office draw, but also an applause record unprecedented in the annals of present-day vaudeville, enthusiasm on the opening night reaching a climax with calls for . . . author . . . speech . . . author . . . from all parts of the house.

Hundreds of actors and artists, curious to see the possessors of names that were famous when Tony Pastor's was "America's foremost," along with scores of oldtimers, equally curious to note the effect of "yesterday vaudeville" on a present-day audience, visited the house during the week. Those of the younger generation went away satisfied that "those were the days," while many an oldtimer returned home and (it is safe to assume) began a feverish search for the manuscript to some long forgotten monolog or song with a thought to reviving the old act. From all appearances and reports oldtimer acts are in for a vogue.

Producers Are Youngsters

An interesting fact in connection with the production of "Stars of Yesterday," the cast of which includes some of the oldest artists on the stage, is that the producers, Milton Hockey and Howard J. Green, are the two youngest in the business. Edward Le Roy Rice, theatrical historian, and generally regarded as the foremost authority on minstrelsy in the country, is the author. In addition to "Stars of Yesterday" Hockey and Green have two other oldtimer acts on the road—"Minstrel Monarchs" and "The Comebacks." The success of these offerings as a present-day entertainment feature is attested by the fact that they are already booked well into 1923.

"DEANS OF MINSTRELSY" OPEN ON ASSN. TIME

One of the Most Unique Acts in Vaudeville Opens on Association Time

Chicago, March 10.—A novelty in several ways, the act styled the "Deans of Minstrelsy," opened yesterday in the Apollo Theater, Janesville, Wis. There are five men in the act who have figured in cork and olio for a longer period than most of us can remember. They are Harry Armstrong, George Wilson, Banks Winter, George McKisson and Tommy Queen.

Mr. Wilson was one of the organizers of the Barlow, Wilson, Primrose and West Minstrel in 1872, and during the fifty years that have elapsed has been continuously before the public. He is said to be the oldest living active blackface minstrel. Mr. Winter, tenor singer and author of "White Wings," a popular ballad of a generation ago, was years ago with the Jack Haverly Minstrel organization. Along with him at that time were also Mr. Armstrong, Mr. McKisson and Mr. Queen. The veterans named played together the last time in the old Casino in Chicago during the World's Fair twenty-nine years ago.

The "Deans of Minstrelsy" act opens with twenty-three in the first part, five "live ones" and eighteen electrically operated marionettes. The Western Vaudeville Managers' Association is arranging the booking for the remainder of this and all of the next season.

At Liberty, A-1 Comedian

All essentials. Specialties. Can produce Dramatic Stock or Musical. Wardrobe, experience, ability. State limit. Equity. LEON J. TEMPEST, care Kaufman's Hotel, Seventh and Race, Philadelphia, Pennsylvania.

WANTED—Partner. To furnish small Dramatic Company for coming season. I have the small outfit, complete. Must have real performers and be able to put on a week's rep. Will split 50-50. Don't write if you don't mean business. Address CHAS. MACKIE, care Sherman Bros., Salem, Missouri.

WANTED Piano Player; read and fake and work in acts; Musical and Novelty Man, Medicine People of all kinds. Must change strong for week. Society essential. TOM CHRISTY, Westville, Missouri.

AMATEURS—Well-known Director will accept a few talented amateurs for short course in dramatic direction and place them in professional companies for the summer. An excellent chance for beginners to get in the business. Write for application blank. DIRECTOR, 401 S. Dearborn St., Chicago.

COURT ENDS INJUNCTION IN N. Y. MUSICIANS' ROW

Justice McCook Decides Against Old "Quorum Club" Which Ran Outlawed Union

New York, Nov. 11.—Supreme Court Justice Phillip J. McCook this week ended the long and bitter factional row among the organized musicians of New York when he denied a motion for the continuance of an injunction issued on February 6 last against the Musicians' Mutual Protective Union and Joseph Weber individually and as president of the American Federation of Musicians. He also denied a petition for a receiver for both organizations.

The Musicians' Mutual Protective Union, which was also known as Local 310 of the American Federation of Musicians, was outlawed by the latter organization on July 7 last, following many troubles within the local. These differences it was alleged were caused largely by an inner organization known as the "Quorum Club," which was said to be a secret faction. Members of this body got control of the executive board of the M. M. P. U. and transfer cards for musicians from out-of-town locals were repudiated by the M. M. P. U. Its suspension followed.

Shortly after this a lockout or strike—it was called both—was declared, and this strike, which temporarily affected the motion picture and vaudeville houses in this city, ended in failure.

A member of the M. M. P. U. named Schirra thereupon applied for an injunction restraining the M. M. P. U. and the American Federation of Musicians, including its president, from carrying on their organizations, and also asked for a receivership.

In denying a permanent injunction and the receivership Justice McCook said:

"By changes in its letterhead, the issuance

of a defendant circular and other overt acts, the M. M. P. U. indicated acquiescence in the suspension and indeed appeared to regard itself expelled."

"The New York area was thereupon treated by the Federal Federation as unorganized, and local 802 was formed in place of M. M. P. U., which had formerly been Local 310."

Continuing, Justice McCook said:

"The logical circumstance now indeed all but a handful—not to exceed fifty, out of a membership of about eight thousand in M. M. P. U.—to join the new local, and to these have since been added four thousand outsiders.

"The group which had led the fight against the policies of the Federation, including the plaintiff and the eleven others he has represented, continued after the suspension active in the M. M. P. U. until January, 1922. The twelve in some instances declined to join Local 802 of the Federation, and in others were refused admission to it.

"They now find themselves cut off from the body of their fellows, and, as they claim, from lucrative employment as well. It is unnecessary to inquire whether in fact the situation of the few individuals who here complain is due to their own fault, to the fault of the defendants or to general conditions of employment. They have in my opinion failed to show reasonable cause for a continuation of the restriction upon the defendants created by the existing injunction or the even more drastic additional injunction relief now sought."

THE DUTTONS IN CANADA

The Duttons with their society riding act have been pleasing Canadian audiences with brilliant novelty. The act is playing the Orphenum time. At Calgary it was one of the hits of a splendid bill, and received excellent press notices.

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WANT TO HEAR FROM Boyd Senter, Buck Kerns, Olga Ramirez, Billy Lewis, Buzzy Williams, Ray Mayer, Dewey Davis, Oscar Marouir and others who have worked for me before.
PAID SECRETARIES, send in your dates if you want an unusual musical entertainment for your grandstand.
MANAGERS RESORT HOTELS, let me know your wants for your summer season. I will positively guarantee to furnish you a Feature Orchestra of a different style from any you have had that will please you. Address all communications to LARRY CONLEY, care Latin-American Club, Juarez, Mexico.

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REFORM WAVE HITS PARIS MUSIC HALLS

The Parisian music hall will have to watch its step in the future. The abbreviated and airy costumes that have made the actresses of these resorts famous, may soon be taboo. When Prefect of Police Leullier issued his edict a few weeks ago against singing suggestive choruses, or even those with taunts for Lloyd George and other international figures, the chorus girls began to wonder how long they would be able to hold down their 200 francs a month jobs plus a percentage on the wine sold in the corridors during entr'actes.

Now it has become known that M. Leullier is going further than it was first believed, and has sent squads of inspectors to take notes on "objectionable" scenes, costumes and feminine graces, intending to apply for a resumption of theatrical censorship, which was abandoned before the war, after a more or less useless existence. With the industrious prefect himself directing such censorship, Paris's historic claim to the title of the world's gayest city is likely to suffer a serious blow. It is feared that if a rigid police censorship is imposed, American and English tourists will no longer flock to Paris.

VAUDEVILLE ACTIVITY IN MINNEAPOLIS

Minneapolis, Minn., March 9.—Mort Singer, general manager of the Orpheum and Junior Orpheum circuits, was here this week to look over his two theaters, the Orpheum and the Hennepin. Agents of the Shuberts also were in the city to make arrangements for popular priced Shubert vaudeville at the Palace. Lee Shubert himself is soon to arrive to make arrangements for "dollar vaudeville," to be presented here next September under the auspices of the Affiliated Theaters Corporation, in which the Shuberts are reported to be prime movers. This will give Minneapolis lovers of variety five houses to choose from next fall.

ORPHEUM THEATER AT DULUTH, MINN., CLOSES

Duluth, Minn., March 10.—When the drop curtain was lowered at the close of the last act in the Orpheum here on Saturday night, the lights were turned out in the last stage house in the city for the season, and perhaps permanently, so far as the Orpheum circuit is concerned.

Mort Singer and Marcus Heiman, here from headquarters, stated that the house had played to a loss during the past season. Dramatic stock will probably be offered during the spring and summer.

MORGAN DANCERS IN NEW ACT

Hartford, Conn., March 9.—Marion Morgan's Dancers broke in their new dancing act, "Helen of Troy, a New Dance Drama," at the Capitol. There are four big scenes, with Josephine McLean, Carl Heberlein, John Triesselt, Al Zaff, Josephine Head, Louise Riley, Phyllis Jackson, Flo Martin, Esther Sommers, Ruth Southgate, Adele Kellog, Elizabeth West and Mary Harebuttle. Miss Morgan has staged, costumed and featured dancing numbers along novel and original lines.

ACROBAT INJURED IN FALL

New York, March 11.—Arthur Kay, a member of the Kay, Hamily and Kay casting act, was severely injured in a fifteen-foot fall to the stage of the Prospect Theater, this week. He suffered contusions of the face and scalp and a possible fracture of his right shoulder.

"THIRD OF CENTURY" CELEBRATION ENDS APRIL 24

New York, March 11.—The so-called "Third of a Century" celebration, which the Keith publicity office has been observing since the advent of Shubert vaudeville, will be brought to a close the week of April 24, it is announced.

STOPS PLAYING VAUDE.

New York, March 20.—The Alhambra Theater, Halsey street, Brooklyn, will discontinue its vaudeville and picture policy this week, except for Sunday concerts. Ward and Glynn, the owners, plan a season of stock for the house.

EDNA WALLACE HOPPER AT GUYON'S PARADISE

Chicago, March 10.—Edna Wallace Hopper is entertaining the crowds at Guyon's Paradise this week, and is telling about the wonders of the plastic surgery which blotted out thirty years of tiny reminders of time in her face.

AGENTS TO DANCE

New York, March 18.—The first annual ball of the Theatrical Agents and Representatives' Association, recently organized, will be held in the Hotel Astor, Wednesday, March 22.

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FIRST FREE BALLET CLASSES

Cleveland, O., March 10.—The first free ballet classes for Cleveland, were established at the Keith East 105th Theater this week, when the stage was turned over to 250 children for their introductory lesson under the direction of Ivan Bankoff, of the Imperial Russian Ballet School. It is planned to engage a permanent teacher and conduct classes weekly.

ST. LOUIS HOUSE CLOSED

St. Louis, March 11.—The Grand Opera House, a vaudeville theater, has been closed by order of Director of Public Welfare McKelvey until the roof can be repaired. While there was no immediate danger, the director thought it better to have repairs made at once.

MORRIS GEST LIFTS VAUDEVILLE TO \$5 TOP

(Continued from page 26)

that vaudeville patrons demand more than they are getting and are willing to pay for it.

"It is all well enough to build fine theaters and insist on comfort and health for player and patron. That is one step and a very important one. But why stop there? Tryouts don't prove what an artist can do."

We could not help from imagining Balleff "trying out" in some of the halls into which our own hopefuls are booked.

"I could take a ballet idea to Mr. Albee," continued Mr. Gest, "and tell him that I would put it on with say sixty-five people, and that it would be an artistic triumph. Do you think that I, despite my reputation as a producer, and with all my thirteen years of experience with Mr. Hammerstein in presenting vaudeville, could get over any such vaudeville innovation without a tryout? How could the present powers of vaudeville know such an idea would pay?"

"Do you suppose I could have booked Chauve-Souris intact as a vaudeville unit? No. I had to arrange for a theater myself. But for that I am not sorry except that I should have to be so alone in seeing the importance of this show and to understand the hunger of the vaudeville theatergoer for something new—something different.

"This is revolutionary I know, but art is revolutionary. Without some risk there can be no advancement. The worst of all is that it is only the poor man who is willing to risk. Art always is poor.

"Fortunately for vaudeville, which I consider is the greatest medium of entertainment, because it reaches so many people, a revolution is under way right now. There will be plenty to say that Shubert vaudeville is only a makeshift; that it won't last; that it can't last. But it will. They will risk and because of the facilities they have they will win. They will make mistakes, but they will accomplish great things, for this time art is not poor.

"They, too, will learn that they can learn much from Balleff, this showman who has risen from the revolution to lead another. Vaudeville has much to learn. It has its wonderful show places, beautiful entrances, soft-padded lobbies and comfortable seats, sanitary dressing rooms and the same stage effects, lighting arrangements and self-satisfaction it had twenty years ago.

"Let us see what vaudeville over here can learn while Balleff is with us."

Mr. Gest might have had a whole lot more to say and perhaps he will for a later issue, but the call for the "second half" came and we didn't want to miss a minute.

We will not go into details about the rest of the bill. It has to be seen. The first part was described to make Mr. Gest's challenge to other producers of variety entertainment more understandable. There was "A Night at Yard", Moscow, 1840," representing a gathering of gypsies; "The Tartar Dance," "Chastouski," the ditties of Russian workpeople; "La Grande Opera Italian," which, by the way, deserves the attention of our vaudevillians; "Under the Eye of the Ancestors" and "The Chorus of the Zaitzeff Brothers."

The program tells us that M. Balleff is preparing another program to be announced soon. If it's anything like Chauve-Souris—first edition—it's well worth waiting for. And in closing let us endorse Mr. Gest's statement by saying that the price of a ticket for Chauve-Souris will be an investment which will pay big dividends to any earnest vaudeville entertainer or producer.

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(Willie, Oh Gee I Say He Will.)
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"I'm In Heaven Little Girl When I'm With You"
The Waltz De Luxe

"Indian Mammy Blues"
A Real Blues Song

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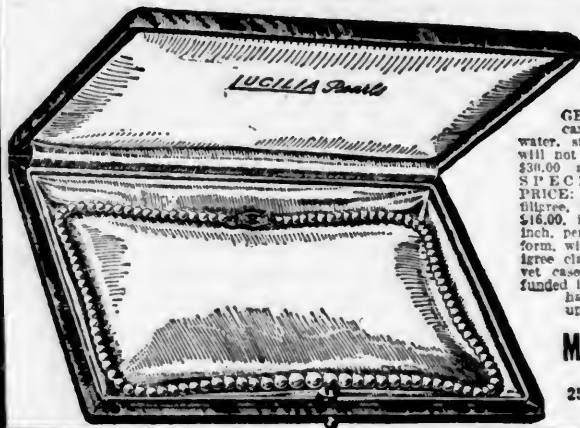
f-p Back in dear old In-di-an-a far a way, There's a shack that's Home Sweet Home, Where the moon-beams kiss the fields of new mown hay, There's a girl who waits a lone,

f-p How I long to see her dear sweet smiling face, Just a dear old fashioned girl so kind and true, When life's shadow's hov-er'round me ev-'ry place, Then my In-di-an-a Ma-ry I miss you you.

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THE LUCILIA PEARLS



Just received from India NOT an ARTIFICIAL Pearl, but made of GENUINE MOTHER OF PEARL SHELL and hardy distinguishable from the SPLENDOR and BEAUTY of GENUINE Pearls. You can scrub, leave them in water, stand on them and they will not change. Regular price, \$30.00 and \$35.00 per strag. SPECIAL INTRODUCTORY PRICE: 18-inch, graduated, with filigree, 14-Kt. white gold clasp, \$16.00, in grey velvet case, 20-inch, perfectly matched and uniform, with 14-Kt. white gold filigree clasp, \$17.50, in grey velvet case. Money cheerfully refunded if not satisfactory. Send half cash balance C. O. D. upon inspection.

Maison de Perlas

Room 503,
25 North Dearborn Street,
Chicago, Ill.

Misa Dowling was connected with Comstock & Gest, but severed her connection with that firm to take Oscar Straus' operatic success over the Shubert Circuit.

William J. Hilliar, press agent extraordinary for the Rubin & Cherry Shows, forwards an invitation to attend the opening of the show at Savannah, Ga., but failed to enclose transportation, therefore we will depend on Bill to tell us what really takes place.

Another real press and business agent is Mabel Rynn, ahead of a real show, "Emperor Jones," with Charles Ghipin. Misa Rynn dropped into Cumberland, Md., and left with many admiring friends behind singing her praises.

Frederick De Coursey, of Philadelphia, has signed up as promoter with the Smith Greater Shows for the season of 1922, and while en tour hopes to run into Ed Stanley, Billy Fox, George Mohr, Andy Ruppel, Lee Shaffer, Louis Fink, J. W. Lapp, Joe Steblar and other live wires.

John Dow is in Cumberland, Md., at the Maryland Theater, ahead of Lena Daley's "Kandy Kids," burlesque, of the American wheel. Mr. Dow is the first burlesque advance agent to bill Cumberland this season. Mr. Dow was formerly of "Blackstone Magical Show" press staff, and a mighty good man.

At the new Victory Theater in Tampa, Fla., we found Lawrence Sharpe, another of the "old school," circling the town just as he always did with the Barnum show in past seasons. I might add that the above boys are yielding to the call of the coming tented season and in a short time will be back "home" with their respective organizations for another season.

PRESS AGENTS ADVANCE

Conducted by **ALFRED NELSON**

(COMMUNICATIONS TO OUR NEW YORK OFFICES)

Homer Drake, business manager for Fritz Leiber, dropped into Cumberland, Md., billed the "burg" and blew for his next stop. He got some showing.

Some business managers claim to be press agents and publicity workers. They claim a lot, but what's to keep John E. Barnett from claiming "I'm President of the United States, or King of Kazooke Corners"?

Brother W. E. Gormor, business manager ahead of "Broadway Whirl," arrived in Cumberland, Md., with a "dock" of exceptional billing. Mr. Gormor has four Broadway stars with the show he represents.

John Paul Ragedale is securing much newspaper space in Indianapolis for the Yankee Circus, which is to open in the Coliseum April 3, under the auspices of American Legion, for the benefit of ex-soldiers.

Abraham Davis Newburger, now an advance agent with the Ringling Bros. Circus, was an usher at the old Masonic Temple, Louisville, Ky., in 1897, when the Meffert Stock Company played that house.

Press matter for Jack Johnson's Carnival Company that plays the Maryland Theater in the near future has arrived to take its place along with the other advertising matter in the Maryland Theater billroom, under the stage.

Capt. E. Whitwell, manager of Starlight Park, New York City, has hit upon a novel publicity stunt for the opening of the park April 22 by having a fifteen-mile roller skating marathon on the principal streets leading to the park.

May Dowling, referred to by many theatrical men as "queen of press agents," is paving the way for "The Last Waltz." For several years



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VAUDEVILLE NOTES

Janet of France sails for Paris June 15. M. S. Bentham, Keith agent, will sail for Europe in May.

"Now You Tell One" will be the name of Sidney Taylor's new sketch.

The Oakland Sisters, after fourteen years of partnership, dissolved last week.

The Orpheum Theater, Salt Lake City, and the Orpheum Theater, Lincoln, Neb., closed last week.

Lyle and Virginia write that they are playing Western vaudeville, booked thru the Will Jacobs agency.

Ethel Levey and Sam Bernard will appear in the London production of "The Blue Kitten" next season.

Leo Carillo will close his starring tour in "Lombardi, Ltd.," this week and will return to vaudeville shortly.

The Grand Theater, Galveston, Tex. (Interstate Time), closed last week. The Majestic, Austin, closes March 18.

R. E. Mack has opened a vaudeville exchange in the Hannah Hotel, Cleveland, with branch offices in Toledo and Youngstown.

Ben Beyer sails April 21 for London, where he will appear at Finshury Park. He will return to the States in September.

Pat Woods is assisting Eddie Darling in the booking of the Riverside Theater, New York, and the Orpheum Theater, Brooklyn.

Teddie Shannon advises that he will open a new revue in Ottumwa, Ia., soon, with about fifteen people in the cast and chorus.

Dancing Danny White will open a school of stage dancing in St. Louis next season, so he writes. Mr. White is now playing the Carrel Time.

Pavlova will appear in vaudeville shortly, if negotiations now under way between the Marine!! office and Russian dancer are consummated.

The Strand Theater, Shamokin, Pa., and the Mozart, Jamestown, N. Y., booked by William Delaney of the Keith office, will close March 16.

The Dolly Sisters last week reported to the police the loss of what was claimed to be a \$15,000 pearl necklace at the Riverside Theater, New York.

Charles A. Lodger plans to revive his single specialty of thirty years ago. Lodger will be remembered by oldtimers for his famous "Becky Kinglewacht" song.

Manager Robert Landry, of the Star Theater, Watertown, N. Y., has received word that the proposed vaudeville circuit in the North country is a certainty.

Sidney Dale, formerly of Dale and Boyle,

broke in his new single at the Star Theater, Chicago, several weeks ago. He will play outlying Chicago houses for a few weeks and then go East.

Sam Tauber resigned from his position as manager of the Shubert Crescent Theater, Brooklyn, last week. He is succeeded by Richard B. Tant, former manager of the Colonial, Cleveland.

George Rolland and Billy Kelly opened on the Poll Time at Poll's Capitol Theater, Hartford, Conn., recently, in "The Lion Tamer," a comedy sketch and worthy successor of their former vehicle, "Fixing the Furnace."

Mr. and Mrs. Everett Butterfield, now appearing in "Mrs. Warren's Profession" at the Punch and Judy Theater, New York, announce that they will appear shortly in Keith vaudeville in a sketch from the pen of Fred Jackson.

The big feature of the radio concert given by Louis Charlnsky in Kansas City recently was Mary Earl's waltz hit, "By the Old Ohio Shore." This has proven an especially popular number at all radio concert parties.

Marjorie Sipp, well-known colored prima donna, recently returned from Paris, and Irving Jones, colored vaudeville comedian, will shortly join the cast of "Shuffle Along," now on tour preliminary to its departure for Europe.

The grown-together twins, Rosa and Josefa Blasek, have been on exhibition in vaudeville theaters in Chicago since January 16, and if the present plans of their manager are carried out, will remain there until April 2 and then go to Detroit.

Al Pinard, Jr., grandson of George R. Guy, writes that he is now with Brownlee's "Hickville Follies," scheduled to play Western Keith Time. Mrs. Pinard and son will join Mr. Pinard in Chicago next week and will travel with him thru the West.

Doc and Mande Ellet were forced to lay off three weeks because of the illness of their daughter, Viletta. The act, "Girls of the Altitude," was playing at the Palace Theater, Ft. Wayne, Ind., when Viletta took sick. She is out of the hospital now and doing nicely. The Ellets recently closed a twenty-seven weeks' tour of the Association and Junior Orpheum Time.

George Stanley, appearing with his sister in "Bits of Dixie," played Loew's Grand Theater, Atlanta, Ga., the last half of last week, the city where twenty years ago he made his debut in vaudeville at the old Crystal Theater. He is said to have created the stage character of "Uncle Remus." His sister was formerly a member of the well-known Dixon Sisters.

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OFF THE RECORD

By PATTERSON JAMES

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BEFORE I do another thing I must answer this appeal. As I have lost the address of the appellant this page must, for the nonce, play postman. From somewhere in the great, broad West, in the most feminine of handwriting, came the following:

Dear Mr. James:

I am writing this to you because my Sunday school teacher, who is an industrious reader of The Billboard, says you must have a kind heart. Will you please forgive the pencil and the pink paper? I have the sweetest little pet in the world, a dachshund, which was given me for a remembrance by our delicatessen man when he retired from business. His name (I mean the dog) is Acanthus and he has the shortest, bowdest legs of any man, woman or beast in our town.

I have spent hour after hour training him to do little household tricks until he has become, my daddy says, an invaluable addition to the family menage. He has, like all artists, developed a special line of endeavor, and I may say without conceit that he is pre-eminent in his specialty, the retrieving of collar buttons which have dropped from the shirtband and rolled under the bureau. No matter how close the bureau may be to the floor Acanthus can crawl under it. In fact the lower the natural obstacles the more successful he has been in undermining them. At first I thought it was his highly-developed sense of sight which gave him such extraordinary powers of orientation. (You know the law of compensation might work in a dog the same as a man and his shortage of legs might have been made up to him by Mother Nature in greater acuteness of vision.) I proved that by blindfolding him and sending him in after a celluloid button. He brought it out in the elapsed time of thirty-nine and seven-eighths seconds, which is, I think, the record. In this test he did not have the natural advantage of hunting for a bone button. Now I am going away to become a classical dancer and I cannot carry Acanthus with me. Do you know of anyone who would give him a home and treat him with the kindness to which he is accustomed? Sincerely,

OLIVE GROVES (Age 25).

PERSONALLY, I would like to measure up to Miss Groves' Sunday school teacher's estimate of my goodness of heart. I would even like to receive Acanthus into my own humble domicile, but my youngest child, Prometheus, follows the same line of business and I am afraid it would create discord in the family group and competition of labor. The best I can do is give the appeal whatever publicity may arise from its appearance on this page and trust to the innate kindness of the player's heart to find someone who will assume the burden incumbent upon us all to help one another. The only precaution Miss Groves should take, however, is to see that Acanthus does not fall into the hands of some vaudeville actor on the small time who will feature him in an act. If he does I fear that the number of shows required of all animals, human and otherwise, in such vaudeville houses will be so great that Acanthus will gradually wear down his legs to nothing and that some Christmas Day, at the eighteenth show, he will collapse under a continuous chiffonier and never see the footlights again.

WHILE I have no admiration for Mister Al Woods as a producer of a certain type of play, I do revere his brutal truthfulness. On more than one occasion Mister Woods has declared himself. "I give the public what it pays me to give. It ain't Art I'm after. It ain't Beauty. It ain't nothin'

but jack," quoth the manufacturer of "Gertie's Garter" and other bits of stage underwear. Not in those exact words, to be sure, but to the same general effect. There is no pose, no high-brow pretense, no attempt to excuse vulgarity on the plea of Art. The Dame on the Dollar is Mister Woods' acknowledged goddess. I like that kind of frankness.

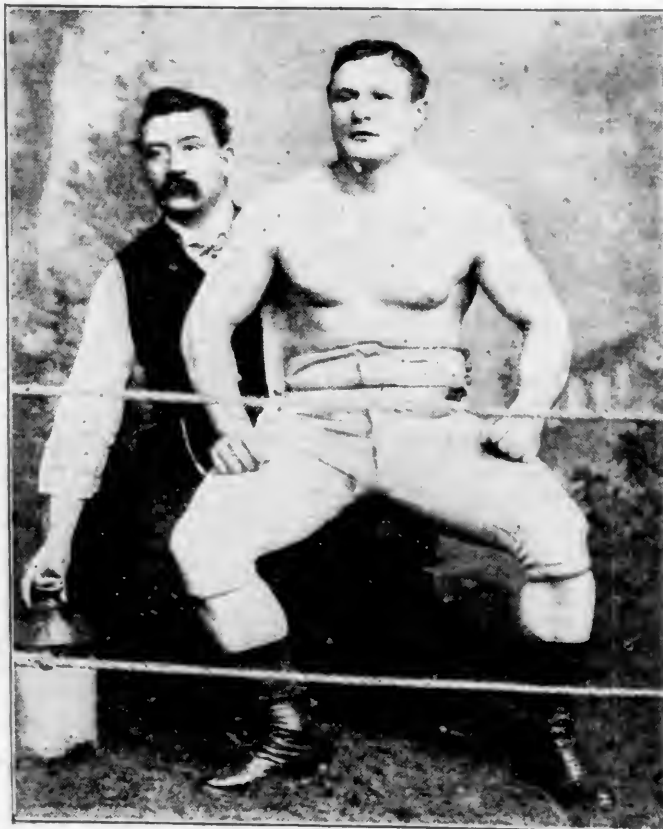
Now Mister Woods has his Tomahawk of Truth all whetted up for the people who wish to create a board of censorship which shall be made up of actors, authors and managers. None of that for Mister Woods. The newspaper interviews are too chaste and colorless to do justice to his vigor of

Mr. Harris, or Mr. Ames to lose by the censorship? I'm the one they're after, and if I don't object I don't see why anybody else should.

Owen Davis, speaking for the playwrights, says that it is difficult to censor plays in manuscript form because they are frequently altered so vastly by the time that they pass thru the rehearsal period and reach the stage. My answer to this is that if playwrights took six months or a year to write a play, instead of a week, they might produce manuscripts in a sufficiently finished state to exhibit to a censor."

What with Mister Cohan after the managers who are hand-in-the-pocket with the ticket speculators, and Mister Woods coming out flatfooted for the

PATTERSON JAMES



Patterson James, at the age of nineteen, about to go up for the Perfect Digestion Tripod of the Academy of Arts and Sciences. The gentleman upon whose knee he is resting is his tutor, Professor Beta-Gamma, of the University of Wairus. The jug contains embrocation for debilitated vocal chords. (Pat. applied for.)

thought, but they faintly suggest what is in his mind. Mister Woods wants a State censor.

"With a Government censor the manager will know just where he stands," he declared.

"The censor will read a manuscript and declare definitely whether or not it can be produced—and in this way the producer will be saved the expense of production if his play is immoral. The present plan, which calls for a public jury of twelve to pass upon the morality of a given play, is ridiculous.

"Why do the managers and the authors want an unofficial censorship? All because each of them thinks that it is the other fellow who is obscene; when he himself produces or writes a play it is all right. The managers and authors, however, want a pliable group of censors, who would be flattered to death in the first place by being chosen, or else talked to death by managers who wanted to put over a bedroom scene that would reform the world.

"If all the members of the Producing Managers' Association are so intent upon clean plays as they pretend to be, then why should they object to a regular censorship? What has Mr. Hopkins, or

censor, it looks like a blithesome spring for the Producing Managers' Association. While we are waiting for the next number of the ancient song, "There is sufficient power in the police arm to prevent immoral exhibitions on the stage without any further censorship," will be sung. Sure, there is plenty of power in the police arm! But who is going to get it used? Police censorship is the original cause for that delightful apothegm, "If we had some ham we'd have some ham and eggs if the hens lay any!"

THE demands of fair play make necessary the publication of the following:

Dear Mr. James:

My shoulders are not very broad, my position in the theatrical field is not secure, as yet I am unable to assume a dictatorial attitude, therefore misrepresentation to even a few might be injurious. Fortunately or unfortunately, without my consent the prefixion was attached.

Some years ago, Mr. James, I was brought face to face, thru the display

columns of The Billboard, with a most startling announcement of my own insignificance from the pen of Mr. Bill H. Nye, of 504 E. Rich street, Columbus, O., when he said: "I have no connection with any one in show business using my name, 'Bill.'" Mr. James, I beg you allow me to return the courtesy. "I ('Bill' Hubbard Nye) have no connection with Mr. B. H. Nye of 504 E. Rich street, Columbus, O., either thru blood or ideas." Truly yours,
HUBBARD NYE.

WHY do the managers of New York theaters insist on lighting the auditorium of the playhouses so poorly that they resemble morgues? The answer is simple enough: "Electricity costs money!" But what about the comfort, the convenience and the pleasure of patrons? Theater attendance has long ago been robbed of even the externals of enjoyment. There is no longer any attempt made at music. The only showhouses where one ever hears an overture tolerably played now are the picture palaces. Even there the entrance of the leader is made the occasion for the nauseous pretension in which the film business is submerged. The orchestras in the dramatic theaters are an insult to the intelligence and an abomination to the eardrum. They are, in most instances, a combination of peanut roaster whistle, pigs squealing under a gate and a free-for-all fight in a rathskeller. Thus one element of diversion is removed from the amusement arena. Having no music (or worse than none) to soothe the ear, it might be imagined that one might, before the show begins, read a paper, or a book, or enjoy the mad program merriment of Beau Nash gurgling on what the men are wearing. No! There must be no pleasure in the place before, after or during any performance. An audience must not have light enough to read, because after a few weeks the public mind might be so improved thereby that it would refuse to tolerate the things it now endures in sullen silence.

Nor is it possible to scan the program to discover the names of the cast. Of course, it can be done by leaning forward until the neck is twisted at an angle of ninety degrees and the back of the head is in the lap of the unfortunate occupying the seat ahead. But not otherwise. If there was a little illumination it might also be possible to see who was in the theater. One might even recognize an acquaintance, or bow to a friend, or do something to take away the clammy curse of the gloom-creating atmosphere. Not a bit of it! You must wait until the curtain goes up with your hands folded in your lap, your gaze fastened upon the cupids galloping on the ceiling, and with temptations to swift and terrible murder boiling in your soul. It is as plain as the nose on most managerial faces that it is impossible to play comedy in low lights. There is no reaction on the galeaty ganglia from a darkened stage. Wouldn't you think then that managers would say to themselves: "I'll try to put the audience in the right mood to enjoy the show. I'll turn on all the lights in the house. I'll make them feel cheerful when they first come in anyway. The show will take the shine off soon! enough. Besides it's good business. There is an intimate connection between lights and amusement. Any street corner faker knows that he can have the best attraction in the world for stock, but it is no good after dark without a gasoline lamp to attract the buyers." But they don't—and won't.

What folly to write about conditions in the theater. The men who now control it are after one thing only, to get as much of the public's money as they can for as little as they can. They have taken most of the joy out of a fine and helpful institution by silt, bad faith, extortionate prices, contempt for the rights of patrons, and total neglect of the rudimentary elements of showmanship. They have attracted the eye of the law by overcrowding, violation of fire regulations, and disregard of

(Continued on page 33)

NEW PLAYS

THIRTY-NINTH STREET THEATER, NEW YORK
Beginning Monday Evening, March 6, 1922

ARTHUR G. DELAMATER Offers
"BROKEN BRANCHES"

A Play in Three Acts and Four Scenes
by Emil Nyltray and Herbert Hall
Winslow. Staged by Henry B. Stillman.

Arthur Weldon	Wallace Ford
Mary	Amy Ongley
Larry Martens	Raymond Hackett
Emilie Martens	Beatrice Allen
Elsie McCann	Alleen Poe
John McCann	H. R. Irving
Karl Martens	Hyman Adler
Mr. McCann	J. M. Kerrigan
Mr. Fox	Russell Johnstone

Between the acts of "Broken Branches" I read the headlines of the evening paper. They seemed so appropriate!

A Challenge to De Valera.
Do You Know Any Really Happy Men?
Scaffs at Capital Punishment.
An Alternative to Strikes.
Rum in the Upper Classes.
Punishment to Fit the Crime.
Liquor Kills Another.
How to Keep Well.

Then some girls in dinner frocks come up the aisle collecting money for Jewish War Sufferers and I wondered why no one has taken up a collection for American Play Sufferers.

Of all the farrago I ever saw served "Broken Branches" is the weirdest. It is so odd in theme that it has senile dementia. The dialog is preposterously jejune. And the acting! There is only one man who should play the star part in "Broken Branches." And that man's name is—Loole Mann! What Mr. Mann would do the role of the diamond merchant, who gives everything in the world to his children, only to have them turn out loafers and gonifs!!!! I can see him now making speeches to his son. I can hear him delivering lectures to his daughter when she wants to go out to a dance given by a grass widow. I can visualize him in his emotions eating the scenery, devouring the carpets and draperies, and chewing the legs off the solid oak tables and chairs. Mr. Mann, and Mr. Mann alone, can do "Broken Branches" as it should be done. (This is no knock!)

The play bears every mark of having come to Broadway via the Jewish stage. Filial ingratitude and paternal sorrow are the favorite ingredients of the downtown playwrights. Martens, the diamond merchant, is a nondescript nationally, but as the character is played by Hyman Adler it is not difficult to see what the authors intended him to be. It would have been better if Mr. Adler made him up with crepe hair and a dialect. He would then have been at least recognizable. Mr. Adler is hopelessly monotonous and unskilled, altho his assurance is perfect. J. M. Kerrigan, as McCann, the old Irishman who is taken into the good, kind diamond merchant's home after his own children have parked him in a Jersey poorhouse, is the only member of the cast (with the exception of Amy Ongley, a player of experience and ability) who has any valid reason for being on the stage. Mr. Kerrigan's crisp comedy sheds the only beam of light in the tomblike darkness of the play. Raymond Hackett gives evidence of possessing some latent talent, but the rest of the company deserves to be in just that kind of a play. The authorship reminds me of the tree doctor who perched himself on the end of a limb and then sawed it off.—PATERSON JAMES.

Look thru the Letter List in this issue.

LIBERTY THEATER, NEW YORK
Beginning February 20, 1922

"TO THE LADIES!"

A Comedy in Three Acts by George S. Kaufman and Marc Connelly, the Authors of "Dulcy." Staged by Howard Lindsay.

Direction of A. L. Erianger and George C. Tyler.

THE PLAYERS

Elsie Beebe	Helen Hayes
Leonard Beebe	Otto Kruger
John Kincaid	George Howell
Mrs. Kincaid	Isabel Irving
Chester Mullin	Percy Helton
Tom Baker	Robert Fiske
A Truckman	J. J. Hyland
Another Truckman	Albert Cowles
The Toastmaster	William Seymour
The Politician	Wm. F. Canfield
The Photographer	Alfred Falk
The Stenographer	Norma Mitchell
The Barber	John Kennedy
The Bootblack	"Garribaldi"

Guests at the Banquet.

A tiresome, machine-made effort at comedy is this second product of the authors of "Dulcy." Like that vastly overestimated contribution to the entertainment of the subscribers of a New York newspaper, its appeal will be to just the types Messrs. Kaufman and Connelly attempt to lampoon in their play. It is a very weak blend of "The First Year," "Six-Cylinder Love" and about six million man-and-woman vaudeville acts. There is scarcely one genuinely spontaneous laugh from curtain to curtain. There are plenty of moments, however, built on the "You say this—then I'll say that—and she'll tell the answer" school of drama making. The situations have been cut out with a scissors from some book of play patterns and the characters built from specimens of humor rejected by the funny magazines. Strange to say, the women characters are the only ones who display any signs of humanity. I wonder what kind of a complex that indicates. Whether the authors intended it or not, their play is a savage, unconscious satire on Boss Worship. The desire of the commuting clerk to get promoted via the annual banquet given by the company to the help is the motive of the piece. How he gets invited, how he prepares his speech, what he does not say when called upon, and what happens when he gets his promotion make "To the Ladies." The fog-rolling done by the reviewers on the daily press lead one to imagine the banquet scene was simply "devastating" in its fun. It might have been if staged by a good burlesque show director, but now it is only fatuous. The last act (which contains a trick filing cabinet whose drawers slide out and hit the boss in the back) is the best of the lot.

I liked Helen Hayes as the sweet Dixie bride. She did not goo-goo too much, her Southern accent sounded Mobile, her makeup was a great improvement over her previous effort in that line, and she played all the time with sincerity and effectiveness. There was a pleasant absence of audience-eyeing and "putting on airs" which have seriously impaired her work lately. My congratulations upon her return to normalcy. Otto Kruger gave a commonplace, colorless and valueless characterization to Leonard Beebe. A hundred unheard of actors could have done a better job. Mr. Kruger is one of the few players for whose acting ability I have a respect and who has the histrionic gift, but he pained me this time out. Percy Helton gave a sprightly impersonation of a youth who pines to enter vaudeville, a part that is inaccurately drawn. Vaudeville aspirants talk like Chester Mullin only in magazine stories. The authors should know that. Their work indicates more than a passing familiarity with the varieties and its methods. Isabel Irving was a natural matron. The two truckmen warmed my heart.

I must be a low person or such common types would not appeal to me as they do—on and off. Norma Mitchell was a humorously acidulous typist, and Robert Fiske acted like a plain male biped. Speaking of the ladies, the show held my attention so that while it was going on I discovered that the corset ad in the program has been changed from a medium-stout to a long-and-jean. That's good.—PATERSON JAMES.

THE PLAYHOUSE, NEW YORK
Beginning Monday Evening, March 6, 1922

WILLIAM A. BRADY Presents
"UP THE LADDER"
By Owen Davis

CAST

Henry Smith	George Farren
Mary, his wife	Nannette Comstock
Jane, their daughter	Doris Kenyon
Lney	Anna Marston
Jerry	Albert Hackett
John Allen	Paul Kelly
Joe Henley	Edward Donnelly
Rosalind Henley	Mary Brandon
Dick Wilmers	Robert Middlemass
Eva Wilmers	Adele Klauer
Bert Muller	Claude Cooper
Mrs. Muller	Mary Jeffery
Stanley Grant	George LeGuere
Ellen	Grace Heyer
Dr. Maynard	Frederick Brennan

The devotion of the Smith family to each other is apparent enough in "Up the Ladder" before that play gets underfoot very long. They are normal people, the Smiths, with just the amount of domestic friction to make their home lifelike. But when little Bobbie gets the croup you realize the strength of the bond of love that binds Smith to Smith. They rush for the doctor, who comes looking like a German barber. They cry. They sob. They moan. And when little Bobbie gets over his choking fit and the doctor announces that he will live, the plain Smiths fall into each other's arms. Jane Smith sinks into her beau's embrace, which she has been fighting off all evening, and the audience dries its tears. Wonderful institution, the croup! One bark of it makes the whole world kin. What can you expect of a play that starts with "congestion of the larynx or trachea" (Webster's Collegiate Dictionary) and winds up with a hearty, homelike disquisition on the merits and demerits of castor oil? Chuck in an ambitious young bondsman (salesman), with a lovely young wife and an insatiable ambition to succeed; a broker with a bad name and a mean wife; still another financier with an awful hankering after the lovely young wife of the ambitious bond salesman, and a flapper daughter who loves her "licker," her cigaret and her jazz; the brother of the lovely young wife of the ambitious young bond salesman; and a gang of cut-throat brick makers (who have escaped the Lockwood committee only because they live in Jersey) and you have a faint idea of "Up the Ladder." I imagine the mention of the brick makers had something to do with the title of the piece. You know! Fill up the hod, lift it to the shoulder, and then hup—hup—hup, rung by rung, to the seventeenth story? Hod Carriers and Common Laborers' International Union, D. Allesandro, president? "Up the Ladder." Comprenez?

There is also a punchbowl, out of which the flapper daughter of the financier who has the awful hankering after the lovely young wife of the ambitious young bond salesman and the sister of the lovely young wife (oh, you do it awhile. I'm tired!) get the love-liest bun you ever saw outside of a dansant patronized by debutantes. I will not tell you the story! Suffice it to say that it has everything in it but the kitchen sink. There are some "Curse you, Jim Dalton!" speeches, a short sermon on the Typical American, with a siam at the foreign element (Yah! who fought the war!), and one of the best comedy characterizations of the season by Albert Hackett. Doris Ken-

yon is lovely to look at, and she is "devastatingly" unaffected for such a pretty girl, but she does not know how to read lines. She ought to take voice culture (no, I am not "capping for W—sor P. Ramsdell), and be under the control of a, blindfolded director who knows his business. Paul Kelly is a manly and husky lad who looks as if he might own a staggering sock. (Aside: "That's the reason he gets a good notice, I suppose.") He ought to get over the habit of dropping his head and looking out of the corner of his eye. It looks too much like getting ready to carry the ball. Some stupid director must have told him that was a sign of boyishness. Not in my family, where "Hold your head up" is the record that never comes off the machine. George LeGuere did a small bit convincingly, and George Farren played well the father who was A-plus in his knowledge of castor oil. Mary Brandon had an enormously "fat" part as the flapper daughter, and she greased things up beautifully. But the most consummate comedy playing of the evening is done by young Mr. Hackett as the lone wolf of the Smith family. The last time I saw Mr. Hackett he was in a piece called "A Man in the Making." I thought he was the worst actor I had EVER seen. I still think he was in that play. But in "Up the Ladder" he is priceless. Not even from Frank Craven have I seen such beautifully sincere comedy acting. It is positively painful to see his Jerry Smith worry; it is a treat to listen to his jeering comments on his sweetheart's beau, and his expressions of surprise, consternation, panic and relief are set forth not only in a face of uncommon comedy possibilities, but also by legs and feet that speak. Just as rotten as Mr. Hackett was in "A Man in the Making" just so good—and better—is he in "Up the Ladder." He may be terrible in the next role, but as Jerry Smith, whose life ambition is to be a shortstop, he is great. I could say no more of Booth. "Up the Ladder" is a common play for ordinary people. The more ordinary the people the better they will like it, but it has a mine of natural comedy. After all, it is better to laugh than cry!—PATERSON JAMES.

OFF THE RECORD

(Continued from page 32)

building ordinances; they have roused the anger of the gullible by collusion with speculators, misleading advertisements and cheapened companies; are inviting censorship of the drama by the production of obscenity and pornography; they have turned the theater into a place of punishment and an abode of torment by the parsimonious conduct of the houses. But, when they are hit in the pocketbook, they run to the public they have cheated, sneered at and abused, and expect the sympathy they themselves have alienated. It's a grand life!

FRANK BACON WILL ACT "LIGHTNIN'" IN LONDON

Chicago, March 11.—Frank Bacon is to play "Lightnin'" in London, according to an announcement by Edward G. Cooke, manager for John Golden, owner of the above production. It is understood that Mr. Bacon will keep on at the Blackstone until next Christmas, after which he will play San Francisco and maybe one or two other Coast cities. Then he will play Boston and Philadelphia and quit the States. It is said that British theatrical men predict Mr. Bacon will remain in England five years when he gets there.

"EXQUISITE HOUR" SHOWN

New York, March 11.—Grace George presented her new play, "The Exquisite Hour," by Margaret Wright, at the Globe Theater, Atlantic City, Thursday night. Miss George, who plays the leading role, is supported by Norman Trevor, who recently closed a starring engagement to appear under the direction of William A. Brady.

Look at the Hotel Directory in this issue. Just the kind of a hotel you want may be listed.

ACTORS' EQUITY ASSOCIATION

JOHN EMERSON, President. ETHEL BARRYMORE, Vice-President. FRANK BACON, 2nd Vice-President
 PAUL N. TURNER, Counsel. FRANK GILLMORE, Executive Sec-Treas. GRANT STEWART, Cor. & Rec. Sec.
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Play Piracy Laws

The Producing Managers' Association is evidently determined to put down play piracy, as evidenced when its representative secured the arrest of Thomas Casey, who owns a stock company in New Castle, Pa. Charges against Casey are that unlawfully, and for profit, he used the theatrical productions "Lightnin'" and "Way Down East." Casey was arrested by Nicholas L. Bogan, deputy United States marshal, and was released on \$1,000 bail. Other arrests, it is believed, will follow. Equity, of course, has no sympathy with managers who do not pay royalties, and it is our duty to warn our members that if they appear in such plays they render themselves liable to arrest and imprisonment.

We have received a letter from the Century Play Company which states that the Producing Managers' Association has proof that one or two of the actors spoke publicly from the stage announcing performances of "Lightnin'," and even went so far as to tell their audience that they, as members of the Lambs' Club in New York and thru their own friendship with Frank Bacon, had secured his play. If this was said, it was a falsehood. Equity realizes how difficult it is for actors to know whether or not royalty has been paid upon the particular play in which they have to appear. It would certainly not endear them to the manager if they were to insist upon seeing the check or the receipt. We feel that the manager is far more reprehensible than the actors, but the law is the law and it holds them all equally liable.

Answering Dr. Holmes

The Rev. John Haynes Holmes, in a recent statement, announces that out of thirty-nine first-class theaters in New York City he has discovered that nine of them house plays that should be banished "utterly from the stage." Dr. Holmes is against censorship, but yet he feels that the present situation is scandalous. As far as the Actors' Equity Association is concerned, we want to assure Dr. Holmes that we are working hand in glove with the other interests to devise some plan which will make the appearance of plays against which there is public outcry an impossibility.

Modest Members

Our members sometimes complain that they receive no answers to their letters addressed to us. We, on our side, deny the charge, except where it is the members' own fault thru failure to give sufficient route or other information. As an example of carelessness we can state that within the last few days we have received two letters unsigned, one of which requests us to make certain changes in the records, while the other was on a very important subject which called for an instant reply. It was from a lady, as we learned afterwards, who was traveling on the road, and she was highly

indignant because no notice had been taken of her communication.

The Sugared Tabloid

The advertisement of a certain tabloid reads: "Twenty cuties in their undies." Very delicate and modest!

Padding the Record

Writing of tabloids reminds us that the circuits which book these companies have no moral right to keep more of them on their books than they have theaters. One circuit we know of is playing about three weeks out of five.

The Syndicate Shadow

On the face of it the working agreement announced as having been entered into between Messrs. Shubert and Eranger looks like a return to the old syndicate days. However, the actor can thank God that he has an organization now which can resent and arrest any arbitrary methods inimical to him or his work.

Conclusions on Deductions

In making out their income tax returns actors should be careful to specify every particular claim for deduction. If there is no room for this on the blank a slip should be made and pasted on to it. In talking with an expert in the Income Tax Bureau we were informed

that it is unwise to enter theater dressers as valets, since the latter term would indicate that the actor employed him to lay out his clothes at his hotel and prepare his bath. Also taxicabs to the theater cannot be deducted, nor can more than a reasonable amount of depreciation on stage clothes, presuming that they are modern, be accepted. A good many of our readers will not be interested in the above-mentioned luxuries any more than is the writer of this article, but it is news and something which we were expected to inquire into.

New York Deputies Meet

The deputies in the New York district invited to meet the Special Committee appointed by the Council to inquire into their problems got together the end of last week. The result was a most interesting and informative discussion. These meetings will be repeated monthly.

Outlawing the Anti-Unionist

The following resolution has been passed by the Council:

"RESOLVED, that the Council of the Actors' Equity Association express its great admiration of the splendid work being done by the Actors' Association of Britain. The alliance between the two associations is close today, but it is the aim of Equity to make it even closer by the drawing up of a definite

working agreement to meet every contingency. "In order to protect both associations from outlaw actors Equity asks the A. A. of B. for the names of all non-members and delinquents who may be leaving England for this country and in its turn Equity will keep the A. A. of B. informed of all American actors sailing for England who do not belong to Equity."

More Time on Thanksgiving Day Fund Contributions

In view of the bad theatrical season, the Council has determined to extend payments on the Thanksgiving Day Fund to December 31.

Entertainment Officials Appointed

Lynn Overman has been made chairman of the 1922 Entertainment Committee. Hassard Short will be the advisory director.

The Radiograph

The Radiograph is a wonderful invention and is enjoyed by hundreds of thousands of people. A good many prominent actors and actresses have been invited to speak into it and have done so without charge. But now we learn that it is entering into competition with the theater, since citizens prefer to sit at home and be entertained for nothing rather than go out into the night and spend their good money for theater tickets. In order to draw the attention of our members to this matter the Council has passed the following:

"RESOLVED, that the attention of our members be drawn to the fact that the Radiograph is a profitable commercial enterprise which also in a way enters into competition with the theater and that therefore our members be advised to seek proper compensation for any services they may be invited to give to the Radiograph Company."

The Radiograph Co.—FRANK GILLMORE, Executive Secy.

New Members

Thirty-three new members were elected at the last Council meeting, held Tuesday, March 7, as follows:

New Candidates

Regular Members—Mrs. P. R. Allen, James F. Ayres, Sonia Baraban, Margaret C. Campbell, Rita Coakley, Ada Curry, Charles Ellis, Herman Ergott, V. Dom Gazzolo, Minna Gombell, Charles Casper Grohs, J. A. Lilmartin, Jack L. Leigh, Charles E. Miles, Vera Myers and Hughie H. Roman.

Members Without Vote (Junior Members)—William F. Flanagan, George Ray Gayton, Alan H. Fetch and Marion W. Tolford.

Chicago Office

Regular Members—Oliver J. Eckhardt, Helen T. Martelle and Elsie Stevens.

Kansas City Office

Regular Members—Irene Mae Boyd, Babe Bradley, Harry V. Cheshire and Richard H. Ryan.

Member Without Vote (Junior Member)—Caroline Hannah.

Motion Picture Section

Regular Member—Mario Carillo.

Los Angeles Office

Regular Members—Phillippe de Lacy, Harriett Hellen and Edward Z. Roberts.

Member Without Vote—Valentine Churchill.

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THE DRAMATIC STAGE

FARCE · COMEDY · TRAGEDY

A DEPARTMENT OF NEWS AND OPINIONS

(COMMUNICATIONS TO THE BILLBOARD, 1493 BROADWAY, NEW YORK, N. Y.)

Martha Bryan Allen

Altho Only Eighteen, Portrays the Flapper of 30,000 Years From Now

If you've been looking at the billboards announcing the arrival of "Back to Methuselah," at the Garrick Theater, New York, you've probably gathered the impression that the new three-performance Shaw play, now being introduced to New York by the Theater Guild, is made up of long-headed patriachs, of whom Old Man Methuselah has grown the longest beard. We had that impression, too, until we got acquainted with "Methuselah," and learned that the play not only goes back to the supposed beginning of time, but as far into the future as the mind can reach. And Martha Bryan Allen, as the "flapper" of 30,000 years from now, is one of the bright stars in the Methuselah sky of the distant future. She plays the role of the "Newly-born Flapper of 30,000 Years from Now," in the last cycle of the play, as well as the role of the Envoy's daughter in the second cycle.

Little Miss Allen was born in Louisville Ky., exactly eighteen years ago. After graduating from high school she migrated North to the American Academy of Dramatic Art. While still in her student days she was chosen for a tiny part in Al Jolson's "Aloha," a comedy part. If you please, despite the fact that Martha appears to be destined to play "Baby Bunting" ingenue roles.

After a while the Theater Guild discovered her and gave her the role of the maid, in "The Wife With a Smile," in which small part she attracted favorable mention by the critics. She did so well with her maid part that the Theater Guild promoted its youngest protegee by placing her in the cast of "He Who Gets Slapped," supporting that other ideal ingenue, Margalo Gilmore.

Then along came "Methuselah," with a crying need for a "chicadee actress" to portray the budding flapper of 30,000 years from now. But the Theater Guild didn't have to seek far for the futuristic flapper. They took Martha Bryan Allen away from her trapeze-girl role in "He Who Gets Slapped" and placed her in the "lap of the future." It will be interesting to see what Miss Allen finds there.

HUGH WARD CHANGES PLANS

New York, March 10.—Hugh Ward, who has been managing director of J. E. Williamson, Ltd., has disposed of his interest in that firm and announces that he has taken over a large circuit of theaters in Anstralla.

Mr. Ward is en route back to New York from Australia. He will complete negotiations, already started by cable, for rights of all the notable successes of the present theatrical season for presentation in Australia.

It is said that Mr. Ward has unlimited financial backing, and is well able to meet the demands of local managers for the rights to their respective productions.

Pending Mr. Ward's return to America Bert Levy, of "Get Together," at the Hippodrome, is acting as his New York representative.

THEATRICAL SQUARE CLUB'S ENTERTAINMENT

New York, March 13.—The Theatrical Square Club (affiliated with the National League of Masonic Clubs), comprising producers, managers, playwrights, actors, stage hands and anyone earning his livelihood from the theater, will give its first annual entertainment and ball at the Yorkville Casino, Eighty-sixth street, east of Third avenue, Tuesday evening, March 21.

An all-star entertainment is being arranged by a leading New York theatrical producer, and the proceeds will go toward a relief fund for the benefit of sick and distressed members.

It is said that many operatic, dramatic, motion picture and vaudeville stars have promised to appear in person at the entertainment.

FUND ADOPTS RESOLUTION ON DEATH OF JOS. GRISMER

New York, March 9.—At a meeting of the Board of Trustees of the Actors' Fund of America, held today, it unanimously adopted a preamble and resolution extolling the virtues of Joseph R. Grismer, who died recently after years of service as an officer of the organization.

MUSICAL TABS.

To Be Presented by Stage Women's Exchange

New York, March 10.—The National Stage Women's Exchange, Inc., which has as its object the provision of employment for actresses out of engagements, will give a series of musical teas, which will be held every Sunday afternoon from 4 to 6 o'clock.

Hilda Spong is president, Anita Clarendon is vice-president and Margaret Allen is treasurer and manager of the Stage Women's Exchange. The exchange now has a full-fledged heavy parlor, presided over by specialists.

DOROTHY PARKER ARRIVES

New York, March 9.—Dorothy Parker, daughter of the author of "Pomander Walk," "Disraeli" and other plays, is now in New York, having sailed from England to join her husband, Lennox Pawley, the English comedian, who is now appearing in "Marjolaine" at the Broadhurst Theater.

Miss Parker was the original "Marjolaine" in the Wallack production of "Pomander Walk," which was presented in London eleven years ago, and from which the musical comedy, "Marjolaine," was adapted.

Mr. and Mrs. Pawley have taken up their abode at 225 West Sixty-ninth street.

MARTHA BRYAN ALLEN



The youngest member of the Theater Guild's new three-cycle play, "Back to Methuselah," now playing at the Garrick Theater, New York.

"BULL DOG DRUMMOND"

Approaches Hundredth Performance

New York, March 13.—"Bull Dog Drummond", Charles Dillingham's melodramatic success at the Knickerbocker Theater, is now approaching its 100th New York performance, after providing New Yorkers for the last three months with, the press department says, the greatest number of laughs and thrills contained in any one piece presented on the Broadway stages this year.

A. E. Matthews is featured, while the supporting company includes C. H. Croker-King, Sam Livesey, Geoffrey Milar, H. Franklin Bellamy, St. Clair Bayfield, Tracy Baron, Wallace Hickman, George Barrard, Edward M. Favor, William McNeill, James A. Boshell, John W. Albaugh, Jr.; J. H. Hunt, Thomas Gillett, Dorothy Tetley, Mary Robson and Cynthia Latham.

COFFEE FOR "METHUSELAH" AUDIENCE

New York, March 8.—Last Monday night those who sacrificed their dinners to attend the second third of the "Back to Methuselah" cycle, which began at 7:30 p. m., at the Garrick Theater, were regaled between acts with coffee, which was served in the lounge of the theater.

NOTABLES ON THE WAY

TO CHICAGO THEATERS

Chicago, March 10.—New stars on the way to Chicago are plentiful. William Gillette will be here soon, on an unnamed date, with "The Dream Maker", in a theater also not yet agreed upon.

Pauline Lord will bring Eugene O'Neill's "Anna Christie" to the Princess after Grace George gets thru there in "The Exquisite Hour". Miss Lord, a favorite in Chicago, will get a warm welcome.

Ed Wynn is dated for this city, too, and will bring his revue from a prosperous run of several months in New York. He will play at the Illinois about six weeks hence.

LEO CARRILLO RETURNS

New York, March 10.—Leo Carrillo is back in New York after a tour of 21 weeks thru the South in "Lombardi, Ltd."

It is said that Mr. Carrillo will busy himself with a plunge into vaudeville during the next few weeks, awaiting the completion of a new play by Frederick and Fanny Hatton, which will be under the management of Oliver Morosco.

Mr. Carrillo has not always been a character comedian. He began his career as a cartoonist on The San Francisco Examiner.

CHICAGO LOOP SHOWS

Are Getting Excellent Patronage—"Lightnin'" Still Leader After Six Months' Run

Chicago, March 13.—The situation in Loop playhouses indicates solidity and some rather surprising features. For instance, the amazing vitality of Walker Whiteside's "The Hindoo," at the Shubert-Central, hinted to have become very reluctantly occupied by that star, is one of the season's wonders. After seven weeks Mr. Whiteside is holding the business in the neighborhood of \$20,000. Frank Bacon's "Lightnin'" knocks along after six months at the Blackstone at around \$20,000 a week and doesn't seem to have more than touched the edges yet and is in a class by itself.

Lester Bryant planted a live one in the little playhouse in "The Nightcap." After nine weeks it appears stronger than ever. Other big bets are "Bluebeard's Eighth Wife," at the Garrick. Predictions for a long run for the "Wife" are made and it is getting real business. "Two Little Girls in Blue," following the "Follies," at the Colonial, stepped off to promising things and grows apace. Lee Shubert and A. L. Erlanger, sitting side by side, viewed the opening.

Lionel Barrymore, in "The Claw," has put a splendid business into the Princess Theater, which has held up like old times. He will leave March 18 to make way for Grace George in "The Exquisite Hour."

Cosmo Hamilton's "The Silver Fox" caught on heavily at the La Salle, is now on its third week and has had all of the critics hoisting it from the opening.

Zoe Akins' "The Varying Shore," starring Elsie Ferguson, at the Woods Theater, appears of uncertain popularity here. The critics flock to Miss Ferguson, but take off the veil a bit in their references to the play, which they don't seem to like. The play will move on after this week.

"Nice People," nearly five months at the Cort, with Francine Larimore, apparently has neither need nor notion of moving out.

D. W. Griffith is carrying full-page advertising in the dailies exploiting his film, "Orphans of the Storm," at the Shubert-Northern. "Little Old New York," with Genevieve Tobin, stands up strong at Cohan's Grand, after nearly four months. Frances Starr, in "The Eastest Way," at the Powers Theater, is playing to a moderate and gradually growing clientele in the third week of the play. Newer arrivals are William Hodge, in "Dog Love," at the Studebaker, now on his second week; Mitzi, in "Lady Billy," at the Illinois; and "Only 38," with Mary Ryan, on its third week at the Olympic.

Billetings for the near future are, besides Miss George at the Princess: Billie Burke, at the Powers, March 20, in "The Intimate Strangers"; "Ladies' Night," at the Woods, March 20, and "The O'Brien Girl," at Cohan's Grand, April 3.

ARNOLD DALY IN NEW ROLE

New York, March 1.—Arthur Hopkins has announced that he will soon present Arnold Daly in a new comedy, "Voltaire," at the Plymouth Theater.

The story revolves around the personality of the great French philosopher, Voltaire, and is the work of two new playwrights, Lelia M. Taylor and Gertrude M. Purcell. It is said that Mr. Hopkins was so favorably impressed with the play that he placed it in rehearsal a few days after its arrival at his office, which was but several weeks after its completion.

"Voltaire" is not a biographical play, but presents one day in the life of the great French philosopher, during his exile from Paris in the Chateau at Ferney, in the year 1765, an exciting day, filled with highly amusing incidents.

The settings for the new comedy, which will be produced under Mr. Hopkins' personal supervision, are being designed by Robert Edmond Jones.

"PYGMALION"

Chicago, March 10.—A performance of "Pygmalion" was given at the Blackstone Theater the afternoon of March 7 which incidentally gave the public an insight into the workings of a new intercommunity theater project. The guild sponsoring the play has given successful performances in Evanston, Lake Forest, Kenilworth and Winnetka. The matinee in question was given to aid the work of the Chicago Drama League on the Municipal Pier this summer. The entire membership of the guild actors, stage hands, designers, directors, musicians, electricians and playwrights, are recruited from professional craftsmen. All are volunteers.

ANOTHER BENEFIT

New York, March 13.—New York, which has been the scene of so many successful benefits during the first two months, will have another one in April. It will be the annual benefit of the Treasurers' Club of America, and will be held at the Hudson Theater, thru the courtesy of Henry B. Harris, Sunday night, April 23.



(COMMUNICATIONS TO ELITA MILLER LENZ, CARE OUR NEW YORK OFFICES)

SKIRTS GROW LONGER; SLEEVES GROW SHORTER

Claudia Muzio, who sang at the Metropolitan Opera House for the first time last Saturday night in the revival of the opera "Loreley," looked to Hickson to carry out her decidedly individual ideas about style for general and stage wear.

As a result Hickson has provided the divs with gowns that are marvels of clinging grace, the long lines of the classic mode being emphasized, especially in the matter of skirt length. Muzio is quoted as saying that the long skirt pleases her. "It is more graceful and more feminine. I have never liked that fashion for the short skirt. It gives no character. It is merely young. On some it is grotesque. To me the style taken from the Louisa periods, the fitted bodice and the full, long skirt, is more picturesque, more charming and above all more aristocratic. It makes the wearer important."

Nora Bayes Confirms Muzio

At the Speyer Memorial Benefit, which took place at the Shubert Theater, New York, Friday, March 10, Nora Bayes was a delightful confirmation of Muzio's judgment that a long skirt makes the wearer important (with all due deference to Nora's effervescent personality). She stepped before the footlights in a pale gray crepe de chine frock, with a gray coiffure (a wig, of course) dressed high. The frock was long lined, in bodice and skirt length, and was elaborated with steel beads. Gray snede pumps peeked coquettishly beneath Nora's skirt. She was indeed a symphony in gray.

Of course, Nora Bayes wasn't a bit gray as to mood and action. She was colorful, and, as usual, had a "surprise up her sleeve." She unfurled a huge ostrich fan, as wide as she was tall, of a vivid coral pink, and made it dance in terms of waving undulations. Yes, she was a piquant combination of pompadour dignity and twentieth century verve.

Sleeves Disappearing

But to return to the subject of Muzio's Hickson gowns. They are practically sleeveless. One of her "Loreley" gowns has none. But that is the way of the Paris evening gowns, with their wide shoulder line, long waist, lengthened skirt and modified drape.

Looped strands of beads sometimes take the place of sleeves and compose the girldie, which encircles the waist loosely and terminates in a medallion.

A very charming evening dress of Periwinkle blue mousseline de Sole, designed for a Parisian stage heauty, has a girldie of jet beads that terminate in long strands at both hips.

The bead girldie offers a suggestion for bringing last season's evening gown up to date.

French dots, in two-tone combinations, as well as fancy weaves, are the latest in veils. The new veil shades are Periwinkle on a complementary background, and dent de lion. The shops are showing many black and white combinations. Rust and Copen are also shown.

are 20,000,000 women over 16 who are wearing corsets. This year's output is \$5,000,000," with masculine terseness. "Certainly since they are bought and paid for they are worn."

"Yes, but how about the style?"

"The style for straight lines has made a corset imperative. The woman who discarded corsets now visits the corsetiere and asks: 'What shall I do for my figure? It's getting lumpy.'"

"The corsetieres of the country report that the average waist measurement has expanded to twenty-three inches."

"Yes, the corset has come back. But it has come back in a different form. It must serve both comfort and beauty. So we have the modified corset, a sort of (with a grin) half and half. It is the hip corset. It is ideal, because it allows freedom of movement and freedom of the breath control organ. It is a necessity to this dancing generation, the delight of the ballet dancer."

"And a necessity to the complexion, too," supplemented The Shopper, recalling the admonition of a beauty doctor against tight corsets, which she said robbed many women of lily-white complexions.

The subject of brassiere needs was broached, and the expert said that the new brassieres have been adapted to the hip-corset. There is the double duty of firming the bust and holding in the diaphragm. The new brassiere must insure an unbroken waist line, free from unsightly bulging.

"For," concluded the expert, "this is the age of the sane, beautiful and healthful straight-lined figure."

BLANCHE YURKA TO GIVE SPECIAL MATINEES

New York, March 11.—Blanche Yurka, who impersonates the character of "Joan Fowler," in William A. Brady's "The Law Breaker," which moves from the Booth Theater to the Times Square Theater, Monday, March 13, will appear in a series of special matinees. The play will be Maeterlinck's "Monna Vanna."

THE SHOPPER

SIDE GLANCES

The services of the Shopper are free to the readers of The Billboard. It is advisable, however, to observe the following rules: Send stamps for replies. Make all money orders payable to The Billboard Publishing Company. Send separate money orders to cover each article so that they may be turned over to the individual shops.

1.

The topless corset of rubberized webbing appeared to be the latest thing the corset shops had to offer, but we wanted to be sure. So we visited a corset authority, an official of one of the best-known corset manufacturing companies. The corset and brassiere illustrated were pointed out by him as the ideal "scientific" corset, as well as the one most in keeping with the straight lines of the moment. (His remarks on corsets appear in the column next to the illustration.)

The corset is a hip model, made from a combination of rubber webbing and pink brocade, boned at the points of greatest strain with short, lightweight, flexible boning. It is ideal for the dancer or the actress who depends upon freedom of action for grace. The price is \$6.00.

2.

The brassiere is made especially for the topless corset. It comes well down over the top of the new low corset and fits snugly at the waist, hips and back. Inserts of rubber webbing at the side make it possible to fasten the brassiere with ease. It is made of pink silk brocade and is priced at \$3.00. Sizes, 34 to 46.

3.

The women who are thinking of buying one of the new Jersey frocks for street wear when she lays off her coat and dons her fur scarf will be glad to know of an exclusive little shop where the theatrical woman buys at a ten per cent discount. The model in mind is a slip-on, with a bateau neck. It comes in navy blue, with gray Angora wool cross-stitching at neck and sleeves, and is finished with a braided wool girldie. It may also be had in brown, with red stitching; dark brown on tan and in a number of other attractive combinations. The price is \$29.50.

4.

Dainty collars of sheer white organdy may be purchased at the Stage Door Inn, 43 West Forty-seventh street, New York, for \$1. There is now a beauty parlor at the Inn, where hair-dressing and manicuring are done under the supervision of experts.

5.

The new spring slip-over sweaters, with haten, V or round necks, developed from a soft, pliant quality of Shetland wool, are being sold by one of the best Fifth avenue shops, for \$10. In all the new light-toned shades that symbolize spring—tan, blue, violet. Also in navy, brown and black.

6.

Some of our friends on the road have been writing in and asking for the name of a reliable shoe shop sending out a catalog. We have learned the name of a shoe shop sending out an eight-page folder, illustrating stage and street shoes, including ballet and buck and wing styles. Name on request.

7.

The Spanish-influenced Paisley shawls that are the delight of dancers, because of their draping possibilities, may be had at the shop that offers theatrical women a ten per cent discount. They are woven into Paisley designs from silken threads that resemble crepe de chine and are edged with deep black silk fringe. These shawls are not only a becoming article of personal adornment, but offer enriching color tones for interior decoration.

8.

Some New York actresses are buying underwear from a man who calls at the home. He carries a most unusual assortment of extra fine crepe de chine step-in and chemise combinations, trimmed with Baby Irish lace, which he is selling at \$7.50.

BEAUTY NOTES

Katherine MacDonald contributes a valuable suggestion to a current beauty magazine. She says that the rouge and lipstick should always match.

An actress who is very much in the limelight this season because of her beauty and talent,

SHE LIVES A "DOUBLE LIFE"

Ruth Berse, who is playing a part in "Lawful Larceny," at the Republic Theater, New York, and is assistant theatrical press agent by day, except Wednesday and Saturday afternoons, when she must play matinees, succeeds in doing both things well without loss of sleep or poise. To take a peek at Ruth is to get a fore-glimpse of the woman of the future, who will contradict the pessimists by being both pretty and clever.

A MAN'S NECKTIES

There was one thing that Mary objected to about Douglas Fairbanks, but she was clever enough not to tell him about it until they were married. That one and only thing was Doug's neckties. After the wedding day Mary bundled up all of Doug's neckties, so the story

runs, and gave them to Bill Hart. But what Bill Hart did with the neckties when Mary wasn't looking is another story.

WHO WANTS THIS INFANT PRODIGY?

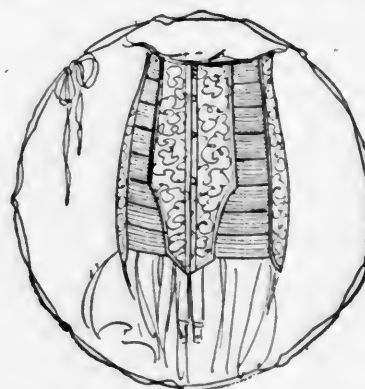
A New York woman is the mother of a very wonderful boy of eight, who studies philosophy, psychology and metaphysics. She thought the boy was a wonder until she sent him to buy a pair of mercerized shieds for her new gown. After several hours the boy returned, weary and without the shieds.

"Mother," said the prodigy, patronizingly, "you were misinformed about the shieds. I have discovered that there is no such thing as a memorized shied."

MAN AS A FASHION CRITIC

Marjorie Gateson, in the new musical comedy, "For Goodness' Sake," now playing at the Lyric Theater, New York, carries an odd color complement to an evening dress that has wild cherry as its dominating color. It is a "spineless" fan; long strands of emerald green willow tied together with a ribbon, with a wristband. A man in the audience asked his wife why women bothered with such ridiculous "fol de rols." His wife replied with one word that meant volumes to her: "STYLE."

Then Charles Judels, playing the role of a lady-killer count, remarked that Miss Gateson's fan reminded him of his grandfather's beard. That remark sent the said husband into a gale of approving laughter, but his wife gave him a withering glance.



THE VANITY BOX

(a) A beauty specialist who caters to society women told The Shopper to browse around among the cosmetics. The browsing brought to light a new, odd and beautiful rouge. It is of a rich, creamy consistency that reminds one of those velvet-textured evaporating creams, and you blend it to please your fancy. It comes in three different shades: A deep carnation pink for the blond, a deep rose for the brunet and a still deeper shade for the darkest skin. It is \$2.00 a jar. This is made for sensitive skins that cannot endure dry rouges.

(b) A woman chemist, who makes a specialty of facial beautification, has just perfected a medicated mudpack for the woman who is troubled with skin blemishes. It is \$2.00 a package, and she adapts it to meet individual needs. She also prepares in her laboratory a freckle and liver spot lotion, which is applied to the face before powdering. It is sixty cents.

(c) The permanent rouge mentioned by The Shopper in last week's issue may now be had in trial tubes for ten cents, plus postage.

(d) Since waved hair is almost a necessity it is good to know that one may wave one's hair at home with aluminum water waving combs that cost only \$1.50 a set of six.

(e) There is a good, nonirritating depilatory on the market for fifty cents a bottle. It is not permanent in effect, but may be used frequently with confidence.

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SELECTING THE CORSET

Selecting the right corset is somewhat of a problem if one starts out to find it in the shops. They offer such a medley of different styles that selection assumes the aspect of a "lottery." Unless one has expert knowledge one is at the mercy of the corsetiere, who may be interested in pushing the sale of a particular make.

To gain a bit of expert knowledge on the subject of corsets The Shopper visited a man who knows the corset market from A to Z, who always has his fingers on the "pulse of style" and knows statistics, too.

"They are not wearing so many corsets as they used to?" ventured The Shopper.

"They weren't, but they are," replied the expert. "This winter marked the grand comeback of the corset. There are 100,000,000 people in the United States. Of that number there

says she has ceased having birthdays. Counting age by years invites age, she says.

Mme. Helena Rubinstein says that complexions should be studied well before they are treated, which undoubtedly accounts for that lady's remarkable success as a beauty doctor.

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DRAMATIC NOTES

"Dulcy" left the Frazee Theater, New York, last Saturday night, after 246 performances. John Willard was the guest of honor at the reception of the Comedy Club, which was held at the Hotel Astor, New York, Friday afternoon, March 10.

William Courtenay, who has been playing in "The Law Breaker," at the Booth Theater, New York, moved to the Times Square Theater Monday evening, March 13.

"Captain Applejack" has attained its eighty-second performance at the Cort Theater, New York. Wallace Eddinger and Mary Nash are still its bright and particular stars.

Doris Keane gave her thirtieth performance of "The Czarina" at the Empire Theater, New York, last Tuesday night, and is still drawing crowds in spite of a few caustic critics.

Robert Haines, Herbert Druce and Wilfred Lytell have been engaged to support Marjorie Rambeau in "Up," a new play by Gladys Unger, to be produced by Messrs. Shubert and A. H. Woods at an early date.

"To the Ladies," at the Liberty Theater, New York, starring Helen Hayes and Otto Kruger, is an old toast that is being drunk by the amusement-seeking public in a new play in the form of a ticket-buying orgy.

John Willard, author of "The Cat and the Canary," playing at the National Theater, New York, was the guest of honor at the Drama-

Comedy reception held at the Hotel Astor, New York, Friday afternoon, March 10.

Laurette Taylor, who has closed in "The National Anthem," has by no means closed her after-dinner speaking engagements. She will make a speech at the luncheon to be given by the Women's City Club at the Hotel McAlpin, New York, March 24.

Lucile Watson, playing in Brady's "The Nest," at the Forty-eighth Street Theater, New York, will participate in the benefit entertainment for the Home Club for working women, which will be given at the Hotel Pennsylvania at an early date under the auspices of Mrs. Willard D. Straight.

Harry Andrews, who has one of the most important roles in "The First Man," now playing at the Neighborhood Playhouse, New York, celebrated his twenty-fifth year on the stage on March 8. Mr. Andrews had been away from the stage for twenty years, playing the role of director, before he played in Owen Davis' "The Detour" early this season.

Kilbourn Gordon, Inc., announces that it has filed for future disposition five offers from London managers for the English rights to "The Cat and the Canary," as well as others from French, German, South African and Scandinavian producers. The latest offer was received last week from Michitaro Ongawa, the Japanese actor and playwright, who is now sojourning

in New York City, who wishes to produce the mystery play in Tokio.

J. Jerome Nolan has written a new mystery play, "The Thirteenth Man," a thrilling story of life among the cowboys and cattle rustlers of the Southwest.

James K. Hackett, who has been playing in England, will spend part of the summer at his summer home, "Zenda," near Clayton, N. Y., according to word just received by friends in that village. He is now in London preparing to return to New York.

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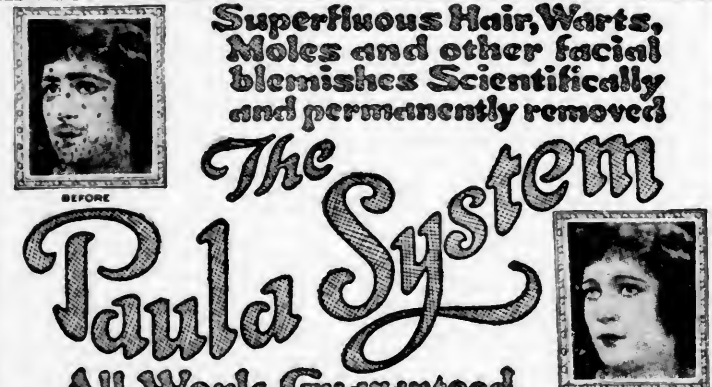
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THE SPOKEN WORD

Conducted by WINDSOR P. DAGGETT

"BACK TO METHUSELAH" A Theater Guild Production

Act one, part one, cycle one, of "Back to Methuselah" shows Adam and Eve in the Garden of Eden, burdened with immortality. The German food-lantern gives ethereal color and atmosphere to the tree-of-knowledge and the riftless sky. Do the voices of the actors fit the scene?

George Gaul's voice never satisfies me. It is all foundation. Even as Bastien, the bar-room lover in "S. S. Tenacity," I missed romance and creative subtlety in Mr. Gaul's voice. It is a voice of heavy, fundamental, vibratory force. I never think of it as a wind instrument with sounding space, and I never think of it as a bell. I think of it as a heavy reed with a force on it. The effect is a rugged, masculine tone, but it is the tone of a ditch-digger. It is not a tone that catches experience and interprets it thru a human document on the stage.

Mr. Gaul has two shifts of voice. One is his heavy elemental tone which is all strength and monotony. The other is a more spiritualized tone produced by lightening the fundamental tone and enlarging the resonance in the forward focus of the flowing breath. He makes his shift of voice somewhat mechanically, as if the voice that he loves is the voice on the fundamental note.

The Garden of Eden, in act one of the Shaw play, with its scenic ether, innocent nakedness and coiled temptation, represents a state of mind. Mr. Gaul's voice was too much clothed with brawn. It lacked the boundless expansion of immortality and it lacked the softness of indolence. Mr. Gaul's voice had a plow hitched to it long before Adam learned to work by the sweat of his brow.

Miss Ernita Lascelles, as Eve, had a more resourful voice. It had poise and a racial weight that was good. It had more gamut, more variation, more inquiry into life than Adam's voice. It had sufficient strength to make Eve a character to reckon with, and it had sufficient change to suggest the duality of Eve as the go-between between Adam and the snake. And yet, Eve's voice was never the snake's voice. It was the woman's.

Margaret Wycherly, as one might expect, got excellent effects as the voice of the serpent. But the weakness of some of her consonants made me believe that her skill was more in management of tone than in absolute mastery of articulate speech. As the play moved on, I liked the ringing lustre and arrogance of Dennis King's voice in the part of Cain.

In part two, the voices of the Garrick Company became a mosaic of characterization. There was maturity, deliberation and culture in the voices of Albert Bruning and Moffat Johnston as the scholars and theorists. Stanley Howlett is always good. In the second cycle his voice has all the virile beauty that George Gaul's virility lacks. Stanley Howlett by the very quality of his voice can still the theater. I heard the Garrick audience hushed to absolute quiet at an unexpected moment, and I found that it was Stanley Howlett's intelligence of voice, not Shaw's words, that was doing the trick. If Stanley Howlett would play Hamlet, even to an audience of one, I would be in the audience to listen. He has the voice and the intelligence of soul that work together.

A. P. Kaye's voice in the first cycle and in each of the second, has a feline suavety, an oratorical spontaneity and a charm of insincerity that saturates every word with the oil of language. His voice is just as fluent and smiling and side-saddling as the rest of him, and the effect is a warmth of illusion. Altho Claude King somehow lacked finality in his imprint of Lubin, he was rich and fatherly in tone, with an arid aloofness that after all contrasted well with the work of

Mr. Kaye. Claude King is a cultured speaker, and a good actor in speech. And if Albert Bruning's picture is not hung in the Garrick after his work as the Elderly Gentleman, all the other pictures ought to come down. No one walked out during that whole hour of Bruning-Shavian continuity!

In the first cycle of the play, the Garrick company pronounced the third syllable of "Methuselah" with a z-sound for the letter "s." This is the British pronunciation. In the United States we almost always hear the s-sound in this syllable, which is softer. In the second cycle of the play, the word occurred only once, and on that occasion Albert Bruning gave our pronunciation.

"Methuselah" has several pronunciations. In the standard most widely used by educated speakers of southern England, the first syllable will have the l-sound in "it;" the second will have the glide-u in "use," and the third will begin with the z-sound. The vowel of the third and fourth syllables has the obscure e-sound in "water." It is not such a pretty spoken word as "Mesopotamia." The glide of "u" is sometimes omitted by educated speakers so that the second syllable becomes

obscure in "water." This is also standard usage in England. But the vowel in this syllable is not necessarily sounded. It may be entirely shut out by the fore-closing of the final "n." Mr. Bruning, Mr. Johnston and Claude King always give a syllabic-n as the last syllable to words of this order. The tongue goes directly from the spread-s position, or sh-sound, to the tip-tongue position of "n" without making room for any vowel sound between. This is entirely consistent with the historical tendency of English to belittle unstressed syllables in the interest of making the language compact. The pronunciations of these good actors, just named, have the advantage of compactness. This compactness of pronunciation by means of syllabic-n is typical of Rollo Young in "Madam Pierre" and of many of our careful speakers on the stage. Rollo Young, for instance, pronounces "fortune" with syllabic-n, making the last syllable "-tshn," with no u-sound.

This discussion of syllabic-n brings me to George Gaul's pronunciation of "garden" in the opening act of the Shaw cycle. Webster gives "garden" syllabic-n, "gard'n." This is the first pronunciation I think of in connection with cultured speech. The public speaker or the singer might put a vowel (obscure-e) in the second syllable, but the conversationalist is not likely to do that.

The Garrick Theater is a cozy little house, and the Garden of Eden on the stage was a cozy little spot with Adam and Eve talking under the shade of the tree of knowledge. I don't see why Adam needed to assume anything but the most economical conversational pronunciation that he could find. To talk

in a dialog between the snake and Eve, the word "second" was uttered by the snake and immediately repeated by Eve.

Miss Wycherly intoned her words to some extent to give an eeriness to the serpent. On the word "second" she gave the o-sound in the second syllable considerable openness—the "o" in "on." When Eve picked up the word, she gave the conversational pronunciation, which shortened the second syllable and made the vowel the obscure-e in "water." Repetition hardly has the force of repetition if the pronunciation is noticeably changed from month to month. My feeling in this instance was to wish that Miss Wycherly had made her pronunciation approach more nearly the form that Miss Lascelles, as Eve, would most naturally use. Miss Wycherly is skillful artist enough to manage any pronunciation in the mouth of the serpent.

There were three voices in the Garden of Eden. There was a separate pronunciation of "garden" for each voice. The serpent, intoning words to some extent, used the strong form "gar-den." Adam used the next weak form, which is something like "gar-dun," and Eve used the conversational form "gard'n" with syllabic-n. This instance will at least illustrate my point. In picture design we aim to have unity, in color we aim to have harmony, in grammar we have something called concord, but in speech, we talk all over the place.

It was doubtless just a momentary slip of the tongue that explains Miss Lascelles' pronunciation of "nothing" with an open-o sound, but as this pronunciation followed Miss Wycherly's standard pronunciation of "nothing" with the u-sound in "np," it was contrary to hear Miss Lascelles lapse into a pronunciation with the o-sound in "on." This, of course, is a pronunciation not used intentionally by careful speakers.

The difference between "whisper" with the w-sound in "wit" and "whisper" with the hw-sound in "who" is not very noticeable on the stage except to an attentive ear, but is worth noting in connection with discussions of standard speech.

The spelling "wh" in the United States is usually given a combination hw-sound. This is a voiceless sound in contrast to the w-sound which is voiced. In Scotland, Ireland and the United States, the spelling "wh" is usually given the voiceless hw-pronunciation. In southern English, this spelling is usually given the pronunciation of voiced "w" in "wit," except on the words "who," "whose," "whom" and "whole." But usage of the "wh" spelling varies even in southern England, so that English women of the South may be heard to give the voiceless hw-sound, whereas the men are more likely to use the sound of "w."

In the Garden of Eden, Miss Wycherly, as the snake, pronounced "whisper" with the hw-sound. Mr. Gaul, as Adam, used the w-sound. In the second cycle, I noticed that A. P. Kaye on the word "why" used the w-sound, according to British usage, whereas in the United States we are prone to say "hwy." This particular sound is not important in our present stage of variation, but it is worth keeping in mind as a matter of record and observation. The actor needs to know everything about his language.

PUBLIC SPEECH

Now that political oratory is in the throes of democracy and machine politics, and now that democratic education has become a case of education by hordes, the English language has been thrown to the mercy of the dogs in public speech. There are two institutions left to which we have a right to look for guidance and public example in this respect. We still have a right to look to the church for the refinements of education, and we have a right to look to the actor for the refinements of artistic instinct.

The following discussion of political oratory, by E. T. Raymond, emphasizes the conditions we live in.—ED.:

"Modern oratory tends to be uniterary because it tends to be deficient in form. A modern speech is comparatively a thing of shreds and patches. . . .

"Gladstone could often rise to a concentrated splendor of phrase that placed him, if not in the first rank of orators, at any rate very high in the second rank. Lord Salisbury habitually talked literature. Disraeli was a master of form, even tho it was often very bad form. But the specially literary quality of Victorian, as of Eighteenth-Century speaking, was equally exemplified in the rank and file. There was scarcely one of the smaller and now almost forgotten statesmen who did not build and shape his speech with the care men only bestow on things they feel are enormously important. The style might exhibit some sign of degeneration, but there was still style. No Victorian politician was either so audacious or so slipshod as to adopt or fall into the comparative formlessness of today.

"Present-day conditions, then, are by no means favorable to great speaking. Nevertheless the politician who talks occasional literature is not extinct. Mr. Lloyd George, who has probably done more than any man to depress the old tradition, is yet himself one of the few who can sustain some sort of comparison with its representatives. In his tastes he is the least literary of the older statesmen. He seldom reads and never writes. His ignorance amazed the Continental chiefs of State whom he met during the war and the peace-making. But he has a natural sense of form, tho not invariably of good form, and his thoughts go to a kind of tune. On the other hand, he lacks the power of self-criticism, and if few living men rise so high there is none who can, on occasion, explore such unplumbed depths of bathos.

"The average Minister, and especially the Minister of the newer school, is not merely uniterary. He is fiercely and contemptuously anti-literary, and, as a rule, not even literate in the higher sense. Syntax he regards much as he does the old-fashioned constitutional rules still circumscribing his freedom—as something to be ignored always, and spurned when it is safe to do so. The general level of speaking in the House of Commons is lower than it ever was, lower than most County Council speaking, and far lower than the speaking habitual in a good provincial debating society twenty years ago."—From "THE LONDON MERCURY," November, 1921.

"thoo." In the United States, as I have stated, the third syllable takes an s-sound instead of a z-sound.

The variations in this word are that the first syllable may have the obscure-e, and sometimes the e-sound in "met." As nearly as I could detect from a side seat, the Garrick company amplified the second syllable by making it "thoo" and omitting the glide.

The Garrick company is playing a British play. The pronunciations are as nearly international as we could ask for, altho in some instances the British usage differs from our own.

The Garrick company, for instance, pronounces the first syllable of "evolution" with the e-sound in "eve." This is the standard pronunciation usually heard in educated speech in England, and seldom heard in the United States. Our pronunciation, however, with the e-sound in "met" is also heard in England. Claude King and Moffat Johnston both gave the glide u-sound in the third syllable of this word. Cultured speakers will sometimes omit the glide in this word, making the third syllable "loo." The cultured speech of the theater tends to keep the glide-u in all words where it is standard.

Words ending in "-ion," in the Garrick vocabulary, usually end in syllabic-n, for instance,

Explanation,
opposition,
decision,
federation.

Webster gives to each of these words an obscure vowel sound in the last syllable, represented by "shun." The vowel is the

about "gar-dun" in that cozy atmosphere distracted my attention. I had to stop to translate the word. Eve said "gard'n" with syllabic-n, and so it seemed very early in the history of man, where there were only two persons on the face of the earth, to have two dialects under the tree of knowledge.

I am constantly reminded of the fact that actors, and especially American actors, have no instinctive and no trained sensibility in their reactions on pronunciations. Perhaps the English-speaking stage has not yet arrived at a consciousness of language that makes the actor at all comparable with the musician in his feeling for sound and rhythm.

Perhaps I was especially poised for sensitive feeling in this respect in the opening scene of the Shaw cycle. We were all breathless to be ushered into the mystery of the tree of knowledge. When pronunciations were contrary, to borrow a term from photography, they were objectionable to my ear, and they were out of the picture, which was full of harmony. I do not blame individual actors in such a case, but I do blame the condition on the English-speaking stage, which allows these things to go unchallenged by actors and unnoticed by directors.

My points of contention may seem like hair-splitting absurdities, but my contention is that art is a hair-splitting refinement of sense. The stage requires refinement of sense in speech just as much as it does in scenic color, linea outline and facial expression.

In the garden scene, Margaret Wycherly, as the voice of the snake, had a slant to do that permitted her every license essential to producing a hissing voice and an audible speech.

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If you see it in The Billboard, tell them so.

STAGE FOLK HONORED

By the Drama League of New York

New York, March 6.—At the annual dinner of the New York Drama League, held at the Waldorf, New York, Sunday evening, March 5, the ten professional individuals who had attained the most noteworthy theatrical achievements of the year were mentioned. These were Lee Simonson, for his stage settings in the Theater Guild productions, especially in "He Who Gets Slapped;" Eugene O'Neill, for his plays, "Anna Christie" and "The Straw;" Pauline Lord, for her acting in "Anna Christie;" Eva La Gallienne, for her work in "Lilliom;" Thomas Willford, for his invention, the color organ; Allan Pollock, for his acting in "A Bill of Divorcement;" Gilbert Emory, author of "The Hero;" Augustin Duncan, for his work as a producer and actor; the Misses Alice and Irene Lewisohn, for their productions at the Neighborhood Playhouse, and Robert Edmond Jones, for his stage settings.

Harry Quimby, toastmaster, called attention to the fact that the dinner also marked the 122d anniversary of the first professional theater in the United States on March 5, 1750, in a building on Nassau street. This first theater had a seating capacity of 450, and when the "S. R. O." sign was called into service it showed that \$120.75 had been added to the treasury by that performance. The population of New York was then 7,000.

A number of speeches were made by notables and many prominent people were present at the dinner.

"THEORIA" HOLDS LUNCHEON

New York, March 10.—The "Theoria" held its monthly luncheon and matinee in the North Ball Room of the Hotel Astor Wednesday. Three hundred and twenty members and their guests were present. Sam Livesey, the "villain" of "Bull Dog Drummond", was the guest of honor. Mr. Livesey delivered a short address and recited a poem.

Mrs. Harold George Wood, president of the "Theoria", called upon the members for a vote against State censorship of plays, which, if passed, in her opinion, would mean the death of the drama. She asked the entire membership to stand behind the managers, adding that "Theoria" stands for everything constructive and not destructive.

After a vote had been taken and carried unanimously against State censorship the club adjourned and attended the matinee of "Bull Dog Drummond". After the matinee the "Bull Dog Drummond" company held a reception behind the scenes for the "Theoria".

"TRUTH ABOUT BLAYDS" POETIC

New York, March 13.—"The Truth About Blayds," A. A. Milne's newest play, which opens at the Booth Theater tomorrow night, is a story about the great English poet, Blayds. C. P. Heggie will play the title role, Alexandra Carlisle the role of Isobel, the poet's daughter; Ferdinand Gottschalk, the poet's son-in-law secretary; Vane Featherston, his married daughter; Leslie Howard and Frieda Inescort, the poet's grandchildren, while Gilbert Emery, author of "The Hero," will portray the character of A. L. Royce, a famous London art and literary critic.

"The Truth About Blayds" is now running at the Globe Theater, London.

The settings for the American production have been designed by Norman-Bel Geddes.

GREGORY TO STAR SOON IN "A PAIR OF SIXES"

Chicago, March 10.—Will H. Gregory is back in Chicago after producing "A Pair of Sixes" for the students of Michigan Agricultural College, in Lansing. He will stage two dramatic productions for the students of Northwestern University and another play for one of the exclusive Evanston clubs. Mr. Gregory has signed with the Redpath-Vawter Lyceum Bureau to produce and star in "A Pair of Sixes," which will have sixteen weeks on chautauqua time, beginning about June 1.

\$1,000 OFFERED FOR "LIFE OF CHRIST" POSTER

Pilgrimage Play Association, Inc., Los Angeles, Cal., is offering a prize of \$1,000 for the best poster to advertise the pilgrimage play, "Life of the Christ."

The third annual season of the play will commence on July 10, in the Pilgrimage Theater, situated in a mountain setting outside of Los Angeles.

The poster contest closes March 31 and judging of the posters will be done on April 7. Further information may be obtained by addressing Pilgrimage Play Association, Los Angeles, Cal.

STAGE RECORDS DESTROYED

New York, March 9.—Word comes from Cambridge, Mass., that several boxes containing the extensive and valuable collection of dramatic literature and works of art made by the late Evert Jansen Wendell and donated to Harvard University by his will have been destroyed by fire.

While the loss is said to be only partial, the

CABLES FROM LONDON TOWN

Billboard Office, 18 Charing Cross Road, W. C. 2

MARCH 11

By "WESTCENT"

DISTORTION OF EVIDENCE CHARGED IN PERFORMING ANIMALS HEARING

Fat was in the fire in Committee Room 11, House of Commons, on March 9, when Mr. Colvin, chairman of the select committee on performing animals, publicly protested at receiving a letter from Monte Bayly, of the Variety Artistes' Federation, who wrote saying that members of the committee were wilfully distorting past evidence, and challenging questions by Captain Bowyer and Commander Kenworthy. Mr. Colvin said that the whole committee condemned the following paragraphs in Bayly's letter: "It is fully apparent to me and to my colleagues that distortion and exaggeration are being used to bolster up the case against performing animals, and I regret personally that a 'selection' of witnesses is being made with a view to this end. I regret to have to write to any gentleman in so forcible a manner, but it is a national question and one of vital interest to my organization and to the entertainment industry generally. I protest strongly (we have been unofficially informed) that we are not allowed to put in the witness chair trainers and people who can speak with authority and personal knowledge of the subject under discussion. I am regretfully inclining to the opinion that certain interested parties do not desire the truth, the whole truth and nothing but the truth."

Mr. Colvin stated that the speaker had declared the letter most improper, as it impugned the impartiality of the committee. Mr. Bayly was present, as usual, but was not called upon or allowed to reply. The cause of his letter to Mr. Colvin was that the latter had ruled that he would not call any more witnesses thru the Variety Artistes' Federation, but wanted "independent" witnesses. The Variety Artistes' Federation wanted those accused to be called, as trainers, exhibitors, etc. Nevertheless Bayly got the desired result, as he forced Mr. Colvin to call Reuben Castang, J. B. Cuthbert (horse beauty) and Fred Ginnett. Ginnett floored everybody, being on the witness stand for over an hour, his naive answers and confidential repartee causing roars of laughter.

Sir Charles Hawtreay was to have been the cranks' trump card, but he didn't appear, so he is called for March 14. It looked as if Monte Bayly would have been detained in the clock tower had the speaker exercised his prerogative, but as Bayly will hit the whole thing up in the issue of The Performer of March 15 it is possible some interesting happenings may yet take place.

ERNIE SUES WILLIE

Ernest Edelman sued Willie Edelman on March 6 for an accounting of certain monies received by him in respect to "The Charm School" and "Martinique." For the purpose of producing these two plays Willie borrowed \$2,500, which was payable in installments, and Willie also was to pay twelve and a half per cent of the net profits. Willie contended that there had not been any net profits, as the piece had been run at a loss at the Comedy Theater. Justice Peterson ruled that Ernest's interpretation of the agreement was wrong and Willie's right, so Ernest lost his claim.

VAUDEARTISTES ABSENT FROM V. A. B. F. DINNER

The V. A. B. F. dinner at the Cecil Hotel was remarkable by the absence of artists, both corporeally and financially. Of \$6,000 donated, under \$1,000 was subscribed by vaudeartists. Every trade journal has panned the vaudeartists for not supporting their own charity.

REHEARSING "DECAMERON NIGHTS"

Rehearsals started at Drury Lane, March 9, for "Decameron Nights," which opens there about Easter. McLaughlin and Boyle Lawrence are the adapters. The cast includes Ellis Jeffries, Willette Kershaw, Gladys Ancrum, H. A. Saintsbury, Hugh Buckler, Reginald Crompton, Arthur Whitby and Cowley Wright.

ATTRACTIONS CURRENT AND IN PROSPECT

A. E. W. Mason's "Running Water" succeeds "Bull Dog Drummond" at Wyndham's Theater April 5, with J. E. Vedrenne having Edna Best as leading lady. Vedrenne can only get this theater for four or five weeks.

"The Bird of Paradise" closes at the Garrick Theater tonight. Cochran & Belasco present Seymour Hicks in "The Man in the Dress Suit" at the Garrick March 21, the same date as Arthur Bouchier in "The Love Match" at the Strand.

Owing to prior contracts "The Faithful Heart" must vacate the Comedy Theater at the end of this month to permit Leon Lion to produce R. C. Carton's light comedy, "Other People's Worries," with Miss Athens Seyler, C. M. Lowne, Herbert Ross, Arthur Phillips and Miss Coopton.

The king and queen witnessed "The Bat" at the St. James Theater March 4. D. W. Griffith's "Orphans of the Storm" will begin an engagement at the Scala Theater March 23 for an indefinite run. The Scala has been reconstructed internally at a cost of over \$50,000.

SIR JOHN HARE LEFT COMFORTABLE FORTUNE

Sir John Hare left a fortune of over \$150,000 to his wife absolutely.

"MAYFAIR AND MONTMARTE" SCORES

C. E. Cochran scored a home run with "Mayfair and Montmartre" at the Oxford Theater March 9, the critics using every available adjective of praise as to scenery, dresses, etc., but they complain that the comedy is non est. Delysia dominated the show, with a good foil in Lady Tree. Other leading spirits to the success of the play were Nellie Taylor, Mabel Green, Anita Elsom, Joyce Barbour, Tubby Edlin, A. W. Bascomb and Charles Brooks. As Mr. Cochran would say: "He's got another persistent success."

LUGG ARBITRATOR BETWEEN N. A. T. E. AND E. T. U.

Alfred Lugg, general secretary of the Actors' Association, was mutually appointed to act as arbitrator in the dispute regarding the line of demarcation between the Electrical Trade Union and the National Association of Theatrical Employees, as to which union was the proper body to organize the cinema operators. Mr. Lugg decided that an irrefutable case was made out by the N. A. T. E., and he declared to that effect, but gave a recommendation, which was not to be construed as a part of his decision, that the N. A. T. E. should agree with the E. T. U. that the rate of pay for cinema operators shall never be lower than the local district rate paid electricians, and that the E. T. U. should be prepared to support the N. A. T. E. to establish and maintain this rate.

MYSTIC CLAYTON IN LONDON

The Mystic Clayton is now here seeking an opening to show his act.

choicest items in Mr. Wendell's collection are said to have been entirely destroyed. These choicest items were retained by Harvard and the remainder sold at public auction in the American Art Galleries, New York, some years ago.

The fire is thought to have started in a printing house or bindery where some of the items of the collection had been taken for re-binding. The Wendell collection was enriched by old playbills, antique and modern paintings and prints of actors and dramatic events extending back for many years.

IRENE BORDINI

Scores Another Success

New York, March 13.—"The French Doll," in which Irene Bordini is playing at the Lyceum Theater, has just terminated its fourth week of what promises to be a long and successful engagement.

"The French Doll" follows a series of plays at the Lyceum that have made theatrical history. In four years the beautiful playhouse of Forty-fifth street has had but five plays, having in that period tenanted such productions as "Tiger Rose" and "The Gold Diggers." Each ran for a year or more and "The French Doll" gives every promise of being just as successful as its fortunate predecessors. E. Ray Goetz has given the play one of the most beautiful productions of the season and the company consists of such prominent artists as Thurston Hall, Will Deming, Edna Hibbard, Edouard Durand, Adrienne d'Ambricourt, Eugene Borden, William Williams, Laura Lussler and others.

"MOUNTAIN MAN" PRIZE

New York, March 9.—The Shuberts have announced the prize winners in the "Mountain Man" poster contest, which was instituted several weeks ago by Charles L. Wagner, producer of the play, and which was closed March 8.

The object of the contest was to secure posters which would best express the spirit and atmosphere of the play. The first prize of \$50 was awarded to Charles F. Stuart, 2176 Bathgate avenue, the Bronx. Mr. Stuart's design represents Sidney Blackmer as "The Mountain Man," with mountains and forests forming a picturesque background. In sweep, in harmony of line and color, in suggestion of the immensity of the open spaces of the Blue Ridge and its grasp of the fundamental nature of "The Mountain Man" himself, it surpassed any of the forty-two designs submitted.

Honorable mention was accorded to Mrs. Oliver M. Saylor, of 6 Jane street, New York; Eleanor T. Middleitch, 201 St. James Place, Brooklyn, and Paul Gosman, Paterson, N. J.

VOODOO PLAY

To Be Produced by Augustin Duncan

New York, March 10.—Augustin Duncan announces that he has accepted for early production a new play in three acts by Mary Hoyt Wiborg, entitled "Taboo."

The play is described as a deep study of voodooistic tendencies in the modern Louisiana Negro and its results on their racial and individual progress.

Mr. Duncan says that the play will require an unusually large cast and that rehearsals will begin immediately. Its first presentation is scheduled tentatively for Tuesday, March 29, but the theater is as yet unnamed.

The production of "Taboo" will not interfere with the indefinite run of Eugene O'Neill's "The First Man," in which Mr. Duncan is appearing at the Neighborhood Playhouse.

"JUST MARRIED"

To Be Given in Paris

New York, March 9.—Jules Hurlig, producer in conjunction with the Messrs. Shubert, of "Just Married," now playing to capacity audiences at the Nora Bayes Theater, is negotiating for the production of the play in Paris next season.

French producers have shown a great interest in the play, the action of which takes place on a steamship of the French line; and Mr. Hurlig has received many requests for the French rights of the farce.

When "Just Married" is produced in Paris, it will be the first American farce staged there since "Baby Mine."

"FIRST FIFTY YEARS" MAKES DEBUT

New York, March 13.—"The First Fifty Years," by Henry Meyers, which had its tryout at Allentown, Pa., Friday evening, March 10, opened at the Princess Theater last night.

Clare Eames and Tom Powers have the leading roles, and the play is under the management of Lorenz M. Hart and Irving S. Strouse. Rivington Platt is staging the production.

LEAVES THEATER GUILD

New York, March 10.—Lucy Huffaker, who has been the moving spirit behind the Theater Guild's publicity, has heard the call of the family. She is resigning her post so that she will have more time to "manage" her husband, Edward Goodman.

BENEFIT FOR LAWLOR

New York, March 6.—Miss Alice Lawlor announces that a benefit will be given for Charles B. Lawlor, author of "The Sidewalks of New York," at the George M. Cohan Theater, Sunday night, March 26. Mr. Lawlor was formerly of the Chas. B. Lawlor and Daughters Com-

STOCK DRAMATIC

IN HOUSES AND UNDER CANVAS

(COMMUNICATIONS TO OUR CINCINNATI OFFICES)

WHAT MAKES STOCK SUCCESSFUL

By FRANK HAWKINS

I can see nothing but the brightest future for the stock manager for the coming season if that manager will conduct his business along legitimate and commercial lines the same as any other business. The stock game is a little world all to itself, as I term it. True, it is theatrical business, but when you open a company of players in any city you must take many things into consideration if you are going to make your organization a financial success. We all know that the location is a big factor, but many towns that managers have avoided are the ones which I like to prove are stock towns if you go after them right. My view of the visiting star system is that it doesn't pay. Select an all-star company. By that I mean balance your company well and give them all a chance. Outside of your leading people engage actors for general business. I have found in the several years of experience that if you cast your players to suit the certain play and not the actor the public will more readily patronize your offerings. The selection of your players is a most important item. Next comes the picking of plays; and while I am mentioning the plays let me add that you will always win out in the end if you are careful to pick clean, wholesome bills that mother, father and the children can see, for stock is the family amusement.

One of the very most important places in the building of a successful season is the front of the house. See that it is clean and bright. See that your treasurer and assistant are courteous to the "customers"; see that the doorman, ushers and all your attaches are likewise. If you go into a dry goods store and the clerk gives you some saucy or pert remark in answer to a question you're not going there very often to trade, are you? It's the same thing with the stock manager or the theater. You are selling amusement and the more courteous you are to your patrons the better they like it, and THEY COME BACK. But they go away a traveling advertisement for you, saying: "What a fine fellow Manager Soandso is." After you get them in the theater see that they are given more than their money's worth and they will talk still more. But above all KEEP YOUR SHOW CLEAN at all times. Gain your patrons' confidence and hold it. Tighten the grip on that confidence by always telling them the truth about your plays; never fool them, for then you will likely lose them. The manager must be an actor himself, not behind the footlights, but with his patrons. Be a good fellow, meet the people when they come in and ask them how they liked the show when they go out. Get suggestions from your patrons for the betterment of the engagement, make them think you are there to please them. Wear a smile at all times, become active in community affairs, for every friend you make you bring a new customer to your theater. Make them think you are one of the homefolks and your battle is won. This has been my policy ever since I have been in the stock game and even during depressing times I have always come out successful. Don't wear out your welcome in any town, for the public in fickle that way. If you see that you have been there too long announce your farewell before they get out of the habit and give them a rest. They will miss you after you're away for two or three months and "the homefolks" will be even more eager to give you a hearty welcome on your return.

I heartily recommend the above as a certain policy for stock that will always bring any manager a winner. With the papers so full of publicity on "unclean productions," I foresee the greatest year stock has ever known for the manager who has built up a standard of giving the public clean shows. I stated once before the people are fickle. They have patronized those plays, but they are becoming sick and tired of unclean ones and are awakening to the fact that THEY DON'T PAY IN THE END.

After you once get them keep them. Advertise well and keep it up. IT PAYS TO ADVERTISE. Mr. Manager, make yourself popular with your public and your company, live and let live, and you will reap the golden harvest.

TYPE POSTERS CROSS & BANTA SHOW PRINT CO.
501 SOUTH DEARBORN STREET, CHICAGO.

NEW YORKERS

Commend Blaney Players' Productions—Elmer J. Walters Heads Yorkville Booster Week Committee

New York, March 9.—The fourth year of the Blaney Players at the Yorkville Theater shows interest in the organization still at fever heat. Not less than two dozen letters each week are received from patrons complimenting the management upon the merits of the stock company and the manner in which productions are made. In New York City, where many of the stock patrons have seen original productions during the downtown runs, it is taken by the management as a creditable sign to receive these signed documents of commendation.

"Potash and Perlmutter" has an excellent advance sale, this being the first production of the Montague Glass and Roi Cooper Megrue comedy in this section. Henry W. Savage's Astor Theater success, "Cornered," in which Madge Kennedy scored upon her return to the stage after a long screen career, bids fair to play to capacity audiences, while "Very Good, Eddie," the underlined attraction, undoubtedly will do its share to maintain the business standard of this stock company.

Manager Elmer J. Walters, thru his affiliations with the local Chamber of Commerce, is heading a Yorkville Booster Week Committee that is promoting a "live week in trade" during the Lenten season. New York newspaper

advertising men have become interested in the movement, which is expected to draw many people to Yorkville from other sections in New York City.

JAMES P. BURTIS

To Head Own Stock Company in Youngstown, O.

Youngstown, O., March 9.—James P. Burtis, who was with Col. Horne's company at Idora Park last season, will head his own organization at the park theater this season.

As leading man with the Keith Union Hill stock in New York this winter, Burtis had many opportunities to sign up versatile players and close contracts for a list of comedies, dramas and melodramas. Marjorie Dow, character actress, who has a wide circle of friends among Youngstown theatergoers, has been engaged and Bennett Hill will again be stage director. Larry Chambers will be assistant to Rex Billings, manager of the park.

SAYLES PLAYERS ILL

Akron, O., March 8.—All performances of "Her Atonement," by the Sayles Players, at Music Hall have been canceled for the week, it was announced Monday, because of the serious illness of several members. The company is expected to reopen Monday, probably in the same bill.

HAZEL BURGESS PLAYERS

Bid Admirers Farewell—Final Performance Resembles That of Opening Night

Nashville, Tenn., March 9.—The lobby of the Orpheum Theater, before the doors opened for the last performance last Saturday night of the Hazel Burgess Players, resembled very much the opening night some forty weeks ago when the big stock organization made its initial bow before a S. R. O. house.

As the curtain rose on the first act a hush came over the audience only to break, out into a storm as the first character in "Jim's Girl" made her appearance. It was Mabel Page. For two or three minutes she was unable to go on with her lines. The applause had scarcely ceased when it broke out afresh at the entrance of Walter Woodall and Charles Richie. It reached a great volume when Peggy Allenby, the dainty ingenue, and Russell Sage made their bow. John Lyons and Robert Armstrong were accorded a great welcome. The greatest of all applause came when Hazel Burgess and Jack Hayden made their entrance. It was indeed a most worthy ovation.

Upon the termination of the second act each of the cast made short talks, in which all expressed appreciation of the many friends made during their stay. To top the climax Jack Hayden ended the "au revoir" with "We Will Return; We Will Come Back Again," and his singing was loudly encored. As the final notes died away three ushers came down the long aisles with their arms piled high with many handsome flowers and other gifts. It all went to show that they were sorry to see them go. There were many wet eyes in the large audience when the last farewell was said. Nashville brought the Burgess company here. Had they had the support they should have had the players would have had no thought of going elsewhere. The theatergoers of Nashville do not appreciate a good company when they get one. Like Rip Van Winkle the public is still sleeping.

When the final curtain was rung down and as the large audience began filing out Stanley Whiting, manager of the Burgess Players, went about shaking hands and acknowledging greetings from each and every one.

LOUISVILLE, KY.

To Have Two Stock Companies for Summer Season—Competition Promises To Be Keen

Louisville, Ky., March 9.—Shuberts and Macaulays, the two first-class road houses here, are both to have stock companies for the summer. The Stuart Walker Company, which has played the past few summers in Indianapolis, will be at the Shubert and the Malcolm Fassett Company, which has played Albany, N. Y., the past few summers, will open at Macanley's Theater April 16.

Both producers will contest the territory and they seem to be keen about playing the same attractions. Mr. Fassett will open with "Polly With a Past" and use the following during the season: "Civilian Clothes," "The Acquittal," "Paid in Full," "The Broken Wing," "The Ruined Lady," "The Fortune Hunter," "Buddies," "Call the Doctor," "The Gypsy Trail," "A Very Good Young Man," "Three Live Ghosts," "The Hottentot," "My Lady Friends," "Wedding Bells" and "Main Street." Matinees will be on Tuesday, Thursday and Saturday.

It is reported that the Danbar Opera Company will provide a repertoire of comic operas at Fontaine Ferry Park as it did last season. And a summer season of opera is rumored for the B. F. Keith Mary Anderson Theater.

MOVEMENTS OF ACTORS

Chicago, March 9.—Arthur Holman, stage director; Marjorie Foster, leading woman, and Byron Hawkins, stage manager, have closed with the National Players. Pearl Hazleton is the new leading woman and Fred W. Wear the new stage manager.

Col. F. P. Horne will put a summer stock in Akron, O. He had a stock in Idora Park, Youngstown, O., for several seasons.

J. M. Hodges will move his musical stock from Detroit to Norfolk, Va., opening March 26.

The stock in the Orpheum Theater, Ottawa, Can., closed Saturday night.

Sherman Kelly reports a good business with his new stock in Pontiac, Mich.

WINNIFRED ST. CLAIRE RETURNS TO HARTFORD

Hartford, Conn., March 9.—Winnifred St. Claire, popular leading woman of the Poll Players, the stock company which held forth at the Palace Theater here last summer, will return to this city with a stock company to open March 13 at the same theater. Miss St. Claire, who was recently granted a divorce from her husband, Earl D. Sipe, in Trenton, N. J., will play opposite A. H. Van Buren, another stock favorite. Mr. Sipe was manager of his wife's stock company in Trenton a few years ago.

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BENEFIT NETS \$5,000

At Opening Night's Performance of "Three Faces East" by Westchester Players

Mt. Vernon, N. Y., March 9.—The machinations and ramifications of the German secret service are revealed this week at the Westchester Theater, where the Westchester Players are presenting "Three Faces East." The play lacks the timeliness it possessed during the world war, but it is still a corking melodrama. The Westchester Players do it justle, histrionically and scenically. Leslie Adams comes to the front with a splendid piece of acting as a man servant-spy in the house of Minister George Bennett, and Lillian Desmonde is excellent as the mysterious girl in the same house. Charles Steffers, a newcomer, puts on a character hit in the role of Kugler. His enunciation is particularly to be commended. Miss Scott figures rather prominently as a stenographer and private secretary, and Lawrence O'Brien is a dignified cabinet minister. Frank Day and Ted Le Duc play important roles, and the remainder of the company work hard in minor parts. The settings are tip-top and the costumes almost perfect. A notable feature of the presentation is the attention which has been given to the small points, both in action and production. Monday night's performance, which was for the benefit of the Jewish Relief Fund, netted about \$5,000, seats being sold at \$5 and \$10. Director Harry Jackson made a neat speech in which he expressed the players' appreciation of the honor that had been accorded them in selecting the Westchester for the benefit.

"THE WOMAN OF BRONZE" PLAYING IN THE VICTORIA

Chicago, March 14.—Frank A. P. Gazzolo's Victoria Players are putting on "The Woman of Bronze" this week in the Victoria Theater. Only four weeks ago Margaret Anglin was starring in this play in the Princess Theater, which makes Mr. Gazzolo's presentation about the last thing in late releases. "Scrambled Wives" was the offering last week.

STOCK DURING WEEK; PICTURES ON SUNDAY

Mt. Vernon, N. Y., March 9.—Beginning March 12, motion pictures will be presented at the Westchester Theater on Sundays. The Westchester Players will continue their stock productions under the management of B. L. Feinblatt as heretofore, but the house has been rented for Sundays to M. Cashin.

IN OLD KENTUCKY

This play can be secured for production under canvas or on the road. Its long record of 27 consecutive seasons, its famous pickaninny band, the great horse race and other spectacular features make it a sure money-getter. It can also be secured as a thirty-minute tableau for variety theatres, and requires only 6 people besides the band. In Old Kentucky is fully copyrighted. Pirates will be rigorously prosecuted. Address CHARLES T. DAZEY, Lambs' Club, New York, N. Y.

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who has his own Picture Machine and Reels, for three-night and week stands, one who can also show his G.A.S. Also a LADY as partner for sketches in Vaudeville, and other useful people write, JACK STARATTO, 95 16th Ave., Paterson, New Jersey.

LADY MUSICIANS WANTED—For coming chautauquin season. Violinists and Cellists. The Violinist must also play Piano. Address D. C. L., care Billboard, Cincinnati.

WANTED—EXPERT PIANO LEADER

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COOPER STOCK COMPANY

Scores in "Common Clay"—Run in Niagara Falls To Probably Continue Until July

Niagara Falls, N. Y., March 9.—The Cooper Stock Company, now in its tenth week at the International Theater, scored another tremendous hit last week in "Common Clay." Tho it was the first week in Lent, the entire house was sold out a week in advance and the management found it necessary to play an extra matinee to accommodate the hundreds who were turned away at the night performance. On Monday night a party of 300 from the Shredded Wheat Company's plant attended the theater in a body, and to say they were appreciative would be putting it mildly. Maude Duvall, leading lady, was seen in the part of Ellen Neal. This little Miss, altho only 20 years of age, simply walked away with the show and the local critics and press have been very liberal in their praise of her work. Frank L. Root, in the part of Arthur Coakley, was pleasing as usual. A clever bit of acting was done by Alice Collison in the part of Mrs. Neal, altho only in one act she made the part stand out admirably. Percy Bo'linger, as Edwards, was as English as King George himself, and his dialect was perfect. Bessie Sheldon, while only in the first act, played Mrs. Fullerton very natural. Edward MacArthur played Hugh Fullerton, the handicapped by a bad cold, did very well. E. D. MacMillan, in the part of Richard Fullerton, was very convincing, particularly in the second act. Nadene Pauley was very pretty as Anne Fullerton, Harry Rankin, as Yates, and J. H. Cooper, as Judge Filson, shared even honors in two distinctly different types of lawyers. Others in the cast were: Edna Weeden, George Lennox, William Cathoun, Johnny Morgan and Thomas Connors, all of whom deserve special mention in small parts.

Mr. Cooper recently installed a real lobby display in the theater foyer in the shape of a life-size photo of each member of the company, mounted in Oriental frames and drapes, with the name of each member in brass plates.

GORDINIER PLAYERS

Putting It Over in Ft. Dodge, Ia.

Ft. Dodge, Ia., March 9.—"Broadway plays" by an excellent cast, is proving to be a big drawing card at the Princess Theater, where the Gordinier Players are in their fourteenth week. All the latest releases are played, with special scenery being built and painted for every change. Capacity business at almost every performance and big regular reservation list indicate that the company will be here for several more weeks.

Mento A. Everitts and S. O. Gordinier are being featured, supported by an A-1 cast. John Caylor is director and much credit is due Mr. Caylor for the success of this company. The cast is 100 per cent Equity.

EVELYN HAMBLY JOINS WOODWARD PLAYERS

Spokane, Wash., March 9.—Evelyn Hambly, former leading woman of the Alcazar Stock Company, San Francisco, made her debut in this city Sunday night as the new leading lady of the Woodward Players. The engagement of Miss Hambly, who is heralded as coming direct from a Broadway engagement in "Her Sairy Man" at the Cort Theater, is the first step to be taken by O. D. Woodward in building up the somewhat shattered organization he left behind when he took some of his stock players to open the Seattle house. The Woodward Players are presenting "Cappy Ricks" this week.

STOCK PLAYERS WORKING ON CO-OPERATIVE PLAN

Salt Lake City, March 9.—The members of the former Wilkes Stock Company, which was closed a few weeks ago by Thomas Wilkes, have leased the theater and are at present operating on the co-operative plan. The plan was conceived by Iva Sheppard, the popular leading woman, and aiding her in the successful carrying out of the idea is Lyle Chilson, leading man and husband of Miss Sheppard.

CASEY PLAYERS IN "PEG O' MY HEART"

New Castle, Pa., March 9.—The Tom Casey Players this week are presenting with a very capable cast "Peg o' My Heart." The role of Peg is being done admirably by Mildred Jerome. Mr. Casey made extra efforts to elaborate on the staging of the piece. Attendance continues good.

NEW STOCK COMPANY OPENS IN BROOKLYN

Brooklyn, N. Y., March 9.—"Common Clay" served to introduce to local theatergoers the Todd Players, a new stock company. Laura Walker is leading lady, supported by Henry Mowbray, Ann Carpenter, Clyde Franklin and others.

CLARA JOEL

To Head Cast of New Atlanta (Ga.) Stock Company—William Boyd To Play Opposite Her

Atlanta, Ga., March 9.—According to Dan Michaelove, director of theaters for Southern Enterprises, Clara Joel and William Boyd have been engaged as the leading people of the stock company which will open at the Forsyth Theater here March 20 for a season of permanent stock. Rehearsals will begin March 13. The Forsyth will be completely renovated and rearranged. "Adam and Eva" will be the initial offering.

Walter S. Baldwin, managing director of the company, is one of the oldest and most successful stock managers in this country, and he is brimful of enthusiasm over his Atlanta venture. In the old days of repertoire road companies of a quarter of a century ago he operated the Baldwin-Melville troupe. Later he opened a stock company in New Orleans.

The supporting cast will include Kathryn Givney, formerly with the Morosco Stock Company; Robert Craig, juvenile; Mary Tarry, ingenue; Alice Baker, characters; Arthur Byron, comedian; William Melville, Stuart Beebe and Frank Munnelle.

"WITHIN THE LAW"

Is Capital Vehicle for Woodward Players—Open To Capacity Audience

Detroit, March 8.—"Within the Law" proved a capital vehicle for the Woodward Players' eighth week at Majestic Theater, opening to a capacity audience Sunday night, March 5.

The leading role, Mary Turner, was entrusted to Frances Carson, whose characterization of the shop girl railroaded to prison on a fluke was admirably done and bore further evidence of her versatility. Miss Carson actually thrilled her audience in the tense scenes to a point where the outbursts of applause were deafening. Walter Davis shared honors with Miss Carson as the rich man's son, in love with her. Diantha Pattison gave a splendid reading of the role of Agnes Lynch, a confidence woman. Robert Strange, as Joe Carson, the forger, and J. Arthur Young as the police inspector gave a praiseworthy account of themselves. Director Cyril Raymond, cast for the part of Edward Glider, proprietor of the Emporium, was well received by the big audience. All parts in the play without exception were well taken and called into service practically every player of the Woodward roster.

"Nightie Night" will be the bill for the week commencing next Sunday night.

ORPHEUM PLAYERS, OTTAWA, IN "THREE LIVE GHOSTS"

Ottawa, Can., March 11.—"Three Live Ghosts" was the play chosen by the Orpheum Players at the Family Theater this week. The rendition of this play is far in advance of the majority of the pieces given by the players this season.

The plot gave forth many humorous situations and the acting was viewed by the different audiences with keen enjoyment. The presentation was somewhat marred by an imperfect rendering of the cockney accent, but the otherwise splendid acting of the company amply outshone this. Mae Melvin as Mrs. Gubbins, acted the part with eminent success. Herbert DeGuerre gave one of the best bits of acting during his association with the players. His work all thru was very worthy. William Courneen, leads, maintained his evident popularity with the public and contributed nice work in his character; William Foster and James Swift interpreted their parts in true-to-life style, while the other members of the company kept up to their usual standard. Harold Hevia, owner of the Orpheum Players, Montreal and Ottawa, announces this as his last week of stock in Ottawa, after having presented eight onto twenty-five bills of one week each.

MARGARET KNIGHT GIVEN BIG WELCOME IN MONTREAL

Montreal, March 8.—A rousing reception was tendered Margaret Knight upon her return as leading lady of the Orpheum Players Monday night. Several minutes elapsed before the performance of "The Lion and the Mouse" could continue, so great did the patrons show their sincere and keen pleasure in having her return after too long an absence. To say the least, "The Lion and the Mouse" was artistically presented by the Orpheum Players.

JOSEPH H. SLATER TO MANAGE STOCK COMPANY

Watertown, N. Y., March 11.—Joseph H. Slater, of this city, has taken a position with a stock company at York, Pa., and has left to take up his new work. In addition to managing the company he will also play parts.

The Phil Maher Players, which closed their stock engagement at the Strand Theater in Pittsburgh February 25, are now playing a few weeks of repertoire.

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WANTED, MEDICINE PERFORMERS Change for week. State very lowest and all you do in first letter. Two tent shows, Open April 20 and 27. Eat and sleep in tents. Travel by trucks. Want man and wife to do the cooking. No fancy salaries. Pay each week. GEO. M. MILLER, Landisburg, Perry Co., Pennsylvania.

Wanted Medicine People At Once State all. Also Lecturer. DOC BAKER, Cadillac, Michigan.

HOUSE REPERTOIRE TENT

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"TOM" SHOWS AND TENT VAUDEVILLE

(COMMUNICATIONS TO OUR CINCINNATI OFFICES)

What "Rep" Audiences Want

By HERSCHELL WEISS

In a recent issue of The Billboard there appeared an article, under the caption of "Does the Shoe Fit," which dwelt upon the kind of plays the average repertoire audiences like. And, their likes are not greatly different from their more fortunate city cousins. Cleanliness and morality are just as essential, perhaps more so, in the "sticks" than on Broadway. Broadway wants excitement; the small-town audiences want clean entertainment, but they would like to have it served in a palatable manner, with characters as well as the show dressed somewhere near in keeping with the plot. No repertoire audience expects a repertoire company to give a Broadway production of each play it offers, but they do expect a play to be "dressed" in keeping with the story. How many "rep." managers give a serious thought to the way their actors dress their parts, to say nothing of the way the show is dressed? An actor in a walking suit, with low-cut runner-at-the-heel shoes, a soft pink collar and a green tie would have a better chance of convincing a Broadway audience that he was a "gentleman of means" than he could a rural audience. That also holds good with the actress who comes on with rosy cheeks, blood red lips, silk stockings (her dress may be ragged) and tries to convince the audience that she is "starving" and alone in the world. It can't be "did."

The manager that pays a fair salary to his actors has a right to demand that they dress their parts in keeping with the characters, but who has the right to demand the manager to dress the show in keeping with the plot? The patrons have that right, and if they are not demanding their rights as yet, they will.

It is an undisputed fact that very few repertoire shows could carry a carload of flats, but the smallest of shows could easily carry a trunk or two of tack stuff, and while perhaps not as effective as the flats, it would at least be something new and away from the old house stuff that has been used by every "troupe" since the Opera Hall was built. It is rather hard for the wealthy hero to bring his bride into the "palatial" home of his proud and haughty parents, when the effect of this beautiful home is made up with a bunch of old warped scenery, with the canvas slashed and the paint knocked off until it is impossible to figure out whether the original color scheme represented a sunset in the Rockies or a storm on the Atlantic. And, when when the beautiful maiden is driven out into the zero weather (how she shivers) and there is the same old wood drop, so green and befloored (that is green and befloored where the paint stayed on) as it was in the second act when it backed up a lawn party. Once more, it can't be "did."

Personality and "mixing" are big assets in the show as well as in all lines of business, but giving value is the real asset after all. For example, Billy Smith has a restaurant, he is a good fellow and good mixer, but he sets a poor table. John Doe also has a restaurant, he is not a good mixer, but he sets a GOOD table. Which one will get the business, and which one will go broke?

An actor or actress thru their personality and their power to read lines can make an audience forget that they are not personally attractive or handsome, but a set of scenery—never. The shabbier it looks the shabbier it is and that in time would kill any show.

ED. WILLIAMS TO PLAY PRELIMINARY SEASON

The Ed Williams Stock Company of eleven people opens its preliminary tent season in the houses at New Athens, Ill., March 22. In the cast will be Francis X. Moore, leading man; Charley Clifford, of Clifford and Clifford; Howard Vail, of Vail and Vail; Ed Williams, Winifred Wilde, Margaret Vail and Catherine Clifford.

The repertoire embraces a fine list of plays. The opening play, "Mickey," is from the pen of Mr. Moore. The company as a whole is said to be well balanced. Vaudeville will be offered between the acts.

HANLON'S TRIP CALLED OFF

The Western trip contemplated by Tom Hanlon, traveling representative of the Actors' Equity Association, has been postponed for a few weeks.

NUTT SHOW HEADED NORTH

After a winter season spent in Texas the Ed C. Nutt Comedy Company is on its way North to play in old territory in Arkansas, Louisiana, Mississippi and Alabama. While business has been very poor at times the winter season as a whole will show a balance on the right side.

The members make the jumps in their own cars and many pleasant Sundays are spent fishing and hunting along the way. Several changes have been made in the company. Fred Hamilton has been compelled by poor health to give up advance work. Wayne Kirk has taken his place and has shown that he can post as well as act, the Monday openings proving the result of his hustling. Hazel Brown spent the Christmas holidays at her home in Cleveland, rejoining the company in Kingsville, Tex. The band, under the able direction of "Bill" Schwab, consists of Hal Burwell, Chas. Munro, Stace Fletcher, Jack Rainwater, Al Knipe, Dave Jakes, Wm. Shawn, Dan Schwab and Manager Sedgwick.

The acting personnel includes Roland Sedgwick and wife, Howard and Hazel Brown, Bill and Lottie Chagnon, Grace Hamilton, Chas. Munro, Miriam Schwab and Prof. Knipe.

BRANDOM BROS. SHOW

This has been the most curious of seasons for the Brandom Show, which is reported to have toured Missouri the past winter to a very ordinary business. It is the lament of the contributor that there was no such thing as a "road" business this year, but in comparing the receipts taken in with those of several other shows Brandom Brothers not alone suffered meager attendances. The company will soon open its tent season.

KOHLER PLAYERS CLOSE

IN BARBERTON, O.

The Kohler Associated Players closed in Barberton, O., March 11 on account of the sudden death of Frank Hathaway, one of the members. Mr. Hathaway was taken ill with sleeping sickness March 2 at Mineral City, O., and before the company moved from there to its next stand the members engaged a nurse and arranged for proper medical attention. It is said Mr. Hathaway left Mineral City at 5 o'clock the next morning in scant attire for Akron, where he was accosted by the station agent, who, realizing the poor state of health he was in placed him in a sanitarium, where he died March 9 at 2:30 p.m. His wife, who was playing in Barberton, O., with the Kohler Players, was advised by the station agent of his presence in Akron and she arrived in time to be with him a few hours before death came.

BOBBY LARUE PLAYERS

MAKE RECORD, IS REPORT

The Bobby LaRue Players entered into their twenty-first week of circle stock in and around Indianapolis, March 6, which is considered a record in that locality for a company of that caliber, and in spite of the Lenten season business is holding up wonderfully well. Mr. LaRue has purchased a tent and will play Indiana territory, opening the latter part of April. A few changes have been made in the personnel. Mr. Buhler was summoned suddenly to New York on account of the death of his sister, and he was replaced by Tommy Coyle. Mittle Ezell left Saturday night, March 11, for her home in Texas, and Emma May Taylor has been engaged as the new leading lady. Miss Taylor just closed with the Jack King Comedians.

LAROY STOCK COMPANY

To Take Road in May—Trucks To Convey Outfit

Much activity prevails at the winter quarters in Fostoria, O., of the LaRoy Stock Company, and according to Marie Hayes LaRoy, owner and manager, everything will be brand new this season from the poles to marquee. To summarize Miss LaRoy's letter of March 5, the new outfit is a standard Driver dramatic end, extended eaves and roped every other scam, and will be well equipped, have a good stage, excellent lighting effects, a stock of flashy scenery and all that goes to make a first-class tent attraction.

Miss LaRoy disposed of her two railroad cars to the Gloth Greater (Carnival) Shows last May, and the company this season will make its jumps by trucks, playing all week stands. Miss LaRoy will not take in the plays, unless an emergency presents itself, but will look after the front and concessions. The itinerary will take in old territory and a few new stands will be tried out. The personnel has been engaged, and the outfit will leave Fostoria about the middle of May.

CENTRAL PLAY COMPANY

DOING GOOD BUSINESS

The Central Play Company of Grand Rapids, Mich., under the management of F. E. Caswell, reports a good business for the past year in spite of the general depression in theatrical circles.

The company, handling mostly plays from the pen of Ernest J. Sharpsteen, during the past season has leased bills to many well-known companies in all parts of the United States, including the Blanche Pickert Stock on the East Coast, the Walters Players on the West coast, the Hunt Stock Company in Michigan and the Triangle Players in Southern Texas.

"The Infidel," a new play by Mr. Sharpsteen, with a feature ingenue part, will soon be released for stock and repertoire by this company.

"REP." ACTORS FLOCK TO CHICAGO STOCK HOUSES

Chicago, March 8.—Stock managers in Chicago are drawing on repertoire people to strengthen their casts before the "rep." folks get their own companies on the road. George Roberson is working in Frank Gazzolo's Imperial Theater stock. Mrs. Roberson (Claudia White) is in the cast of the stock in the National Theater. Corinne McDonald (Mrs. Eskell Gifford) is in Mr. Gazzolo's Victoria Theater stock. Two stock managers are seeking Mr. Gifford's services this week and there are a number of the other tent dramatic people working here and there in the Chicago houses.

DARR-GRAY CO. ORGANIZED

Organization of the Darr-Gray Stock Company has been completed, and the program of new plays and vaudeville specialties promises to be well worth seeing. The repertoire of plays has been selected with great care, and the stage settings and electrical effects will compare with those carried by similar organizations. There will be twenty-five people with the show, it is stated, including a band and orchestra.

LEW PALMER SIGNS WITH GINNIVAN COMPANY

Lew Palmer, the mimic, has been engaged as a special vaudeville attraction by Norma Ginnivan for the coming tent season. Mr. Palmer, besides his vaudeville offerings, will sing at the uptown concerts with the band. He has contracted the banner and candy privilege. Mr. Palmer is at present playing vaudeville dates in Canada.

ANDERSON-GUNN CO.

Citronelle, Ala., March 9.—The Anderson-Gunn Stock Company, which recently played a long engagement under canvas at Mobile, is in Citronelle with its big tent theater and presenting a repertoire of the latest popular comedies and dramas.

"BUSTER" IS DEAD

"Buster," the beautiful Dane dog owned by William Reap, manager of Palmer's "Uncle Tom's Cabin" Company, died in London, Ont., March 1. Mr. Reap is reported as doing a good business in Western Ontario.

CLARENCE AUSKINGS LEAVES ARLIE MARKS

Clarence Auskings closed March 15 with the Arlie Marks Stock Company at Kitchener, Ont., as the show is going into stock at the Alton Theater there. Mr. Auskings has signed as special agent with the Gollmar Bros.' Circus and starts his new work in April at Montgomery, Ala. During the past three seasons he has been general agent of the Campbell Bros. Circus.

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which has lately been outselling, five to one, any similar package. The reasons for this are that the Candy is good, the box showy, and because there are TWO ESPECIALLY FINE PRESENTS in every five packages, such as WATCHES, LADIES' SILK HOSE, Soft Cuff Links, SAFETY RAZORS, Gold-plated Cuff Links, VANITY CASES, Snap Cuff Links, Men's Handkerchiefs, FIFTY CIGARETTE CASES, Gold Bead Necklaces, LAVALIERE NECK CHAINS, Large Bells, MEN'S HOSE, LARGE GIFT BOTTLES OF PERFUME, Small Bottles of Perfume, MEN'S BELTS WITH SILVER FINISH BUCKLES, WATCH BRACELETS, FINE CLUTCH PENCILS, Gold and Silver-plated Stone-Set Rings, WATCH CHAINS, Ladies' Powder Puffs, SILVERWARE, Gold-plated Brooches of every description, GOLD-PLATED KNIVES, Tie Clasp, SILK WATCH FOBES, GOLD-PLATED COLLAR BUTTON SETS, PILLOW TOPS, Arm Bands, MEN'S NECKWEAR, Note Books, BILL BOOKS, PIPES, Silk Handkerchiefs, White Stone Jewelry of dazzling brilliancy, and many other articles of real value and merit. In a word, each case of 250 boxes contains one hundred EXTRA GOOD PRESENTS and 150 boxes of regular stock, such as found in the usual prize package now offered.

On account of these BIG PRESENTS showing up in nearly every other package, SURPRISE SWEETS DE LUXE is the most TRENDSOME SELLER ever offered to Concessionaires. Also on account of the great number of FINE PRESENTS you give your customers the highest satisfaction. If you wish you can cash every third box. It means 1,000 sales instead of 500 to the same sized crowd.

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603 West Superior Avenue, Cleveland, Ohio

PEOPLE WANTED, ALL LINES. ACTORS AND MANAGERS, ATTENTION

Between April 15th and May 15th there will be 100 Tent Shows framing in this territory... my office without putting out one cent of advance commission.

my office all day, not outdoling the rent collector nor doing a curbstome brokerage business... NOTE—Wanted for Keys Stock Company, Under Canvas in Michigan.

ED. F. FEIST THEATRICAL EXCHANGE GLADSTONE HOTEL BLDG. KANSAS CITY, MO.

MANHATTAN PLAYERS In Eighth Month of Fairly Good Season

Paul Hillis and the Manhattan Players are now filling their New Jersey time after playing thru New York and Pennsylvania since August 15.

MANVILLE BROS' COMEDIANS STILL EN ROUTE IN TEXAS

Charles F. Manville, owner, and George F. Dunning, business manager, of the Manville Bros. Comedians, were in Houston, Tex., a few days on business recently.

STRENGTHEN NORTH PLAYERS

The "Ted" North Players are still en tour in their regular territory in Western Kansas. The company has been considerably strengthened by new talent to place in weak spots that developed.

LOCKERY BROS. "UNCLE TOM'S CABIN CO."

Can place man for Phineas and Legree to double Band; Man for Haley and Skeggs, to double Trombone; Strong Cornet, Clarinet, Trap Drummer, 3 Colored Boys, other Tom People and Musicians write.

BURK'S U. T. C. AND 10-NIGHT CO. WANTS

Man for JOE MORGAN, play Alto or Bass Drum. Also Trombone, double Violin in Orchestra. Show opens (here) April 15th. State salary. We pay all. Address 602 Kansas Ave., TOPEKA, KANS.

AT LIBERTY—RALPH MARTINE

King of Calliope. Leader of Band and Orchestra. A-1 in all lines. Boat Shows, write, Address West Hotel, or Grand Theatre, or Home of B. F. West, Minneapolis, Minn.

Plays! Ted and Virginia Maxwell

Box 524. Altus, Oklahoma

40 Plays Every Line Written By Miss Shorey The AUTHORESS - ACTRESS ETHEL MAY SHOREY and Her Dramatic Company

WANTED ACTORS THAT DOUBLE BAND OR SPECIALTIES

Week stands under canvas, for Jennings' Tent Theatre, Madera, Calif., week March 13. Also for Porter's Comedians, who open in Texas soon. Santa Cruz, Calif, Permanent address Both Shows.

WANTED FOR MASON STOCK CO.

Two General Business Men capable of playing Juveniles or Heavies. State all and make salary right, which is sure. Those doing Specialties preferred. Rehearsal March 27. Show opens April 3rd in North Carolina. Address DICK S. MASON, 421 O St., Louisville, Ky.

THE JUSTUS-ROMAIN CO. WANTS

Leading Man, Heavy Man, Man for Characters and Gen. Bus., Woman for Characters and Gen. Bus., A-1 Novelty Team that can change strong for week—one to play Piano. All people doing Specialties or with singing voices given preference. If you play an instrument say so. MUSICIANS, including Leader, for Band and Orchestra. Show opens April 17th. Rehearse ten days earlier. Tell all, with photo, in first. JOHN J. JUSTUS, 924 Litchfield Ave., Wichita, Kansas.

FOR SALE—40x80 ft. PUSH POLE TOP

used 23 weeks, in very good condition, roped every other seam, Goss make, no side wall, \$150.00; one 25-ft. Round Top, extension eaves, with side wall, waterproof, fine shape, \$100.00; one Leedy Bass Drum, 30-in., like new, cymbal and stick goes with it, for \$10.00. Above can be seen Garland, Pa. Act quick, as I leave here soon. FRED ELZOR, Garland, Pennsylvania.

FOR SALE COMPLETE TENT OUTFIT

Consisting of Big Top, Piano, Drums, Reserves, Blues, Cook House, Sleeping Tents, Dishes, Bedding. All the above bought new last spring. Write for price and description. This is a real outfit and if you haven't the money save stamp. WANTED—MED. PEOPLE, ALL LINES, for summer season, opening in April. State town, you must deliver the goods. Address LESLIE E. KELL, Heavener, Ok., week March 12th; Springfield, Missouri, March 20th to April 8th.

WANTED FOR BEVERIDGE PLAYERS No. 2

(Under Canvas). People in all lines. Specialty People given preference. Piano Player to double stage. Send photo. Will return. State all. Must be pre-war salaries. First-class Act. Opens May 1st. B. G. ANSDEN, Owner, Litchfield, Ill.

THE OLD RELIABLE BRANDON-JOHNSON SHOW

WANTS, for Repertoire under canvas, Band Actors and Actresses, and others. Song and Dance Lady for Sourette and Ingenues; Lady for Characters and General Business, song and dance preferred; Pianist, preferred who doubles band. All do specialties. Want real trouper and don't misrepresent or you won't last. No Equity contracts. Open April 15. Rehearsals April 5th, near St. Louis. Write, don't write. Show pays all. Address OTTO JOHNSON, Bosworth, Mo.

HAMMOND THEATRICAL AGENCY

WANTED—General Business People with Specialties. B. and O. Musicians for summer engagements. 215 WEST 12TH ST., Empire Hotel, KANSAS CITY, MO.

AT LIBERTY BUSINESS MANAGER, AGENT, THEATRE MANAGER OR MUSICIAN

(Cornet and Piano Leader). If road attractions prefer feature film or first-class tent repertoire in Kansas, Nebraska or Missouri. Salary your limit. Answer letter only. W. A. STEVENS, Box 386, Smith Center, Kan.

WANTED FOR PRICE'S COLUMBIA SHOW BOAT

General Business Team with specialty. Dancing Act to double Parts. Novelty Act doing two or more. Trap Drummer with good line of traps. State your lowest first term. We pay all after joining. Address S. E. PRICE, Point Pleasant, West Virginia.

Terry's Uncle Tom's Cabin Company Wants

a few more useful Tom People, also Musicians for B. & O. Can also place a few more Colored People that are musicians or can play drums and double stage. HAVE FOR SALE 70-ft. Round Top, with 40-ft. middle piece, in fairly good condition and newly roped. DICKEY & TERRY, Owners; E. C. JONES, Asst. Mgr., Box 165, Little Sioux, Iowa.

LOREN GRIMES and WIFE

Invite offers for the spring and summer season. Man: Characters, Character Comedy or Gen. Bus. Specialties; age, 36; weight, 180 lbs.; height, 5 ft., 10 in. Wife: Second Bus. or Grand Dames, etc.; age, 35; weight, 135; height, 5 ft., 5 in. Wardrobe, ability and all essentials. Equity. Address L. W. GRIMES, care Mutt Show, Houston, Tex.

WANTED ECCENTRIC FEATURE COMEDIAN

Musical Comedy People, all lines. Write LOUIS MORGAN, Waterloo Theatre, Waterloo, Ia., week March 12; Majestic Theatre, Des Moines, 19 and week.

WANTED FOR B. M. PROY'S ATTRACTIONS

A-1 Specialty Team, Musical Act to feature; man General Business, wife Chorus. Join immediately. State lowest salary, what you can and will do first letter. Other useful people write. B. M. PROY, 721 Watson St., Pittsburg, Pennsylvania.

KELL'S COMEDIANS

To Open Under Canvas April 10—Season in Houses Very Good

Leslie E. Kell's Comedians will close the season in houses at Heavener, Ok., Saturday night, March 18. Mr. Kell will at once leave for Springfield, Mo., his home, where he will get things ready for the opening under canvas April 10.

There has not been one change made in the cast since the opening, it is said, and most all members have been engaged for the summer tour. The boss canvasman, Ralph Cossairt, who has handled the top for Mr. Kell for four years, will again be back, also "The Musical Grays," eight in number, who constitute an eight-piece band and six-piece orchestra.

ETHEL MAY SHOREY'S SEVENTH SUMMER SEASON

The seventh summer season of the Ethel May Shorey Dramatic Company will open April 3, and a route of seventy-six towns in New England will be played twice during the summer. Every play presented is written by Miss Shorey, the leading lady, who has a repertoire of forty-three plays.

WOOD COMEDY CO. CLOSES

Fred and Camille Wood closed their comedy company, last week, in Dousman, Wis., to make arrangements for their summer tour. This company opened the winter season early in October last, playing thru Northern Illinois, crossing into Wisconsin and playing the Eastern part of Iowa, from thence north into Minnesota, crossing at Red Wing and returning via Central Wisconsin to Madison.

GILBERT AYERS TO LAUNCH TENT SHOW

Gilbert Ayers, who has been in the carnival business for the past ten years, will launch a vaudeville show under canvas this season, making three-night stands thru New York State. The tent will be a 40x70 and two trucks will convey the show.

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Can handle any kind of amusement, route and book. Rep. Show preferred. Close contractor. Not afraid of paste or work. Thirty years' experience. Address ED. SHAW, Pulaski Hotel, North Little Rock, Ark., until April 15.

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AT LIBERTY WM. C. WILMAT

Rose Canvasman 22 years; 38 years old; Saffmaker by trade. One year with Brunk's Comedians No. 1. Can join advance. Prefer Rep. or small One-Nighter. Only responsible managers. Will go anywhere. Sober and Reliable. Address WM. C. WILMAT, Gen. Del., or Western Union, Temple, Tex.

AMERICAN CONCERT FIELD

AND AMERICAN ENDEAVOR IN GRAND OPERA, SYMPHONY
AND CHAMBER MUSIC AND CLASSIC DANCING
By IZETTA MAY McHENRY

OPEN AIR CONCERTS

Essential to Crowded Cities—
Music Now Proved To Be
Important Factor in
All Communities

With the coming of spring one hears plans talked of for the amusements to be offered the multitudes, and in many cities the appropriation for the music fund is under discussion. Each succeeding year finds greater interest manifested in the presentation during the summer months of concerts in the open, especially in the congested districts of the cities. In this field particularly has good work been done by the National Bureau for the Advancement of Music in that, thru instituting Music Weeks, Spring Music Festivals, Music Contests, etc., the public has in many ways been brought to a realization of the importance of music in our every-day life. Many cities have each year increased the fund set aside from the purpose of providing concerts in the open air and this year is to be no exception, judging by reports which are reaching us, and in a short time we will publish a list of the cities in which the music fund has been increased in order to give more concerts during the heated term and to cover a wider field in the larger cities.

Right now is the time to plan the summer's musical programs. Community sing leaders, directors of the local musical organizations and managers of parks should begin now to prepare programs which will interest their entire community. Band concerts, community sing contests, concerts for special events will interest thousands and bring huge enjoyment if properly presented. Pageants can be used alike in city and country and there is a wealth of material easily available—pageants for Decoration Day, for Independence Day, for mid-summer events, for Harvest Home occasions, and thru these the interest of the entire community can be obtained, because selection of a pageant can be made wherein it will be possible to utilize local musical organizations, the Girl Scouts, Boy Scouts, school children, the foreigners in the community.

Anyone wanting information relative to suitable pageants can obtain it by writing Kenneth S. Clark, Secretary Community Service, 1 Madison avenue, New York City, who gives many excellent suggestions in a special article on the subject of summer music published elsewhere in this issue.

From the East to the West Coast and from the North to the South the attendance at open-air concerts, particularly the free concerts, is enormous. In Boston the free concerts were so largely attended it was impossible to accommodate the crowds and additional concerts were given. In New York City, wherever free concerts are to be heard, one must go very early to get a seat. At Cincinnati the Sunday afternoon concerts at Eden Park draw thousands each summer, and the sloping terraces which form the natural amphitheater are thronged with people. At Golden Gate Park in San Francisco it is impossible to estimate how many people attend the concerts, and if one visits the stadium of the University at Berkeley on a Sunday afternoon it would be to find it overcrowded with folks who had come to listen to the musical program. A visit to parks and the winter resorts of Florida tells the same story—wherever concerts are given in the open the people throng to enjoy the music.

Many cities have proven that summer opera can be made a success and during this coming season several more will present opera at popular prices. Much progress has been made in bringing music to the general public during the summer season, but we would urge our readers among the leaders of musical organizations, park managers and the directors of fairs to accord music a greater place in their plans for the summer of 1922. Make the musical programs a feature of the attractions to be enjoyed from June to September. Special music for special events, tableaux illustrating historical events, pageants can easily be obtained and we will gladly give names of firms from whom these can be had. Make the summer of 1922 noteworthy from a musical standpoint in your community.

COSTUME RECITAL

By Noted Artists at Columbia University

Under the auspices of the Institute of Arts and Sciences of Columbia University, a Costume Recital has been announced for the evening of March 30, in the Horace Mann Auditorium. In the recital will be included Vistas of Old Romance; An Evening of Ballads, and the soloists will be Miss Sydney Thompson, reader; and George Harris, Jr., tenor.

ALBERT COATES,

Eminent English Conductor, Re-Engaged by New York Symphony

Music lovers are again to have the pleasure of listening to concerts given under the direction of Albert Coates. Mr. Coates has been re-engaged by the New York Symphony Orchestra directors as guest conductor of the organization next season. He will direct the concerts given during the months of January and February of 1923.

RACHMANINOFF

Given Enthusiastic Reception as Soloist With New York Symphony

New York, March 9.—One of the most delightful concerts of the current season was given by the New York Symphony Orchestra at Carnegie Hall, on yesterday afternoon, with Sergei Rachmaninoff as soloist. Mr. Rachmaninoff chose his F-Sharp Minor Pianoforte Concerto, which incidentally bears the composer's first opus number and was written before he had gained recognition outside his native country, playing it in a masterly manner such as to evoke whole-hearted enthusiasm from his listeners. The remainder of the program included Cesar Franck's D-Minor Symphony, Respighi arrangement of Dances of the Sixteenth Century—Ballet, "Il Conte Orlando," and Gagliardi—a Fantasia on a Theme by Thomas Tallis, for strings, by Vaughn Williams, played for the first time in this country.

COMMUNITY SERVICE

Issues Interesting Bulletin

Thru the Community Service, 1 Madison avenue, New York City, an interesting and valuable bulletin has been issued which contains full data for the presentation of three operas. This new scheme has been devised for the purpose of affording at least a glimpse of grand opera, by presenting a narration of the story of an opera and the playing of the records in their proper order. The Community Service is making the suggestion to its local groups that the groups lay the plan before the public school heads in their communities. The operas which the Community Service has included in their bulletin are "Marta," "Carmen" and "Aida," and a summary of the story, lists of the available phonograph records for the various arias as issued by the leading companies, directions for the arranging of dances, preparing scenery and costuming are given.

SYRACUSE

To Hold Twentieth Annual Music Festival

May 8, 9 and 10 have been announced as the dates for the Annual Musical Festival at Syracuse, N. Y., the 1922 festival being the twentieth in the history. The Cleveland Symphony Orchestra, directed by Nicolai Sokoloff, has been engaged for the festival, and six prominent artists have been engaged for appearances. They are Florence Easton, Marguerite d'Alvarez, Tita Schipa, George Smith, John Costigliano and Hattie Stiles. The Senior Festival Chorus, conducted by Prof. Howard Lyman, will be heard in one performance, as will also the Junior chorus, directed by John J. Raleigh.

N. Y. CHAMBER MUSIC

Society To Be Heard in Aeolian Hall on March 20

Gretchen Dick, concert manager, has announced March 20 as the date of the third subscription concert of the New York Chamber Music Society, Carolyn Beebe, director. The program includes Henry Hadley's "Andante and Scherzo," which will be played from manuscript. Other numbers to be presented are compositions by Brahms, Coleridge-Taylor and Roussel.

BOSTON SYMPHONY

Announces Second Pension Fund Concert

In Symphony Hall, Boston, the Symphony Orchestra, under Conductor Monteux, the second of the annual concerts for its Pension Fund will be given Sunday afternoon, March 26. The program to be presented by Mr. Monteux will be an all-Wagner one.

LAST NEW YORK CONCERT

This Season To Be Given March 21 by Frieda Hempel

On Tuesday evening, March 21, Frieda Hempel will give her fourth and last recital in New York City this season. This concert will take place in Carnegie Hall.



FRIEDA KLING,

the young American singer, is rapidly forging ahead in the concert field. She is much in demand as soloist with musical organizations and has been booked for many engagements during the spring.

WALTER DAMROSCH

To Present First of Three Explanatory Recitals March 19

Wagner's "Tristan and Isolde" is announced as the subject of the first of three explanatory recitals to be given by Walter Damrosch in Aeolian Hall, New York City, and the date is March 19. Mr. Damrosch will discuss "Parsifal" on April 2, and "The Mastersingers" April 9.

RUSSIAN GRAND OPERA CO.
TO BE HEARD IN CHICAGO

Chicago, March 9.—The Russian Grand Opera Company will appear in the Olympic Theater March 19 for a season of three weeks. This organization, quite new to this country, recently landed on the Coast from the Orient and has made a furor among opera lovers in the West. It is said to have been organized seven years ago in Petrograd, driven out by the bourgeoisie when the Bolshevik movement gained the ascendancy, has ninety-six people in its cast, orchestra, ballet and a repertoire of fifteen Russian operas, among which is "The Snow Maiden."

SYMPHONY ORCHESTRA

For Three Southern Cities Being Planned

A movement is under way to establish a symphony orchestra for New Orleans, Birmingham and Atlanta. This announcement was made recently by Miss Corinne Mayer, who is president of the Philharmonic Society. A meeting has been called for March 16 at Birmingham, when plans will be formulated for this purpose, and if completed the organizing of such an orchestra would make it possible for it to play two months in each of the cities mentioned above.

GABRILOWITSCH

To Give Last Recital of This Season in New York City

Ossip Gabrilowitsch, noted pianist and conductor, will give only one more recital this season in New York City, the date of which is March 18. His program will be made up of compositions by Mendelssohn, Schubert, Chopin and Brahms.

CIVIC ORCHESTRA

Of Milwaukee To Give Concerts in April and June

The new Civic Orchestra of Milwaukee, which has the support of the Civic Music Association of that city, is making rapid progress and announcement is made that concerts will be given during the months of April and June.

As the work progresses it is planned to have the Civic Orchestra give concerts in the schools of Milwaukee and suburban towns.

CHICAGO OPERA COMPANY MADE "ONE-NIGHT" STAND

Chicago, March 13.—The Chicago Grand Opera Company dropped into its home town and gave a performance of "Lohengrin" last night, it being in the nature of a "sandwich" date between Pittsburg and Milwaukee.

"Lohengrin" was sung in English, with Cyrena Van Gordon as Ortrud, Rosa Raisa as Elsa and Edward Johnson in the title role.

The performance last night was brilliant and its entire success was augmented by the unquestioned welcome that the packed house extended to its own after their absence on tour.

NEW YORK PHILHARMONIC WILL PLAY IN BOSTON

On March 16 the Philharmonic Orchestra, under the direction of Willem Mengelberg, will give a concert in Symphony Hall, Boston, and on this occasion will present "Ein Heldenleben," a tone poem by Richard Strauss.

MUSIC WEEK FOR DES MOINES

Sponsored by the Fortnightly Musical Association of Des Moines, Ia., a great citywide celebration is announced for the week of April 16 to 23.

BACHAUS

To Give Fourth Piano Recital at Town Hall

Wilhelm Bachaus, distinguished pianist, is to give another recital in New York City. This concert, which will be his fourth this season, will be given in the Town Hall on March 24.

NOTED ARTISTS FOR ATLANTA

On the evening of March 24 a joint recital will be given by the noted concert artists, Efram Zimbalist, violinist, and Alma Gluck, soprano.

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CONCERT AND OPERA NOTES

Carl Craven, tenor, has been engaged to give a recital at Fort Dodge, Ia., on March 21. Felix Salmond, English cellist, will give his first recital in New York City at Aeolian Hall March 28.

MOTION PICTURE MUSIC NOTES

An interesting musical program is being presented at the Capitol Theater, New York City, this week, the Capitol Orchestra, Erno Rappe conducting, playing Victor Herbert's "Irish Rhapsody" as the opening number.

The California Theater, of San Francisco, recently had a sort of musical festival, with Victor Herbert conducting, and the orchestra played interesting programs of the noted composer's most popular works.

The Original Piano Trio, which proved such a success on the musical program of the Rivoli Theater, New York, last week, is occupying an important place on this week's bill.

A feature which proved popular to the patrons of the Capitol Theater, of Detroit, was introduced last week. A symphony orchestra of seventy-five musicians, recruited from various theater orchestras, directed by Edward Werner, gave a symphony concert.

Herbert Waterous, basso, a favorite of the patrons of the New York Strand, is singing this week, for the first time anywhere, "Bells of the Sea" by Solman.

Hugo Blesendorf's Rialto, New York, has for this week's overture Victor Herbert's "Irish Rhapsody," directed by Mr. Blesendorf and Joseph Littau.

PETTIS CONCERT PIANIST SOLOIST. For terms and dates apply to ANTONIA SAWYER, Mgr., Aeolian Hall, New York City.

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WHEEL
ATTRAC-
TIONS

BURLESQUE

STOCK
COM-
PANIES

Conducted by ALFRED NELSON

BURLESQUE STOCK COMPANY
For the Park Theater, Columbus Circle

New York, March 6.—The Minsky Brothers, at present operating the National Winter Garden Theater on the lower East Side, have signed and concluded negotiations for a long-term lease covering the Park Theater, Columbus Circle. The Park Theater for the past two seasons has been under the lease and personal direction of John Cort, who secured this property from the Flaek Estate.

It was rumored for a long time that the Minskys were in negotiation with a number of Broadway theater owners to secure a prominent spot along the Kialto for the purpose of offering their style of entertainment, burlesque, to the followers of this class of amusement. The lease, signed by the Minsky Brothers with John Cort, will involve a sum exceeding \$1,185,000, covering the period of this lease. The theater has recently undergone complete renovation, and its interior almost entirely rebuilt by the present lessee at an expense of \$62,000, which makes this one of New York's most elaborate show palaces.

The Minskys announce that at their new stand they will present a big musical burlesque extravaganza with a company made up of 40 chorus girls, an English pony ballet of 16, and 15 principals, together with many foreign novelties to be dovetailed into the show. Vaudeville headlines will be introduced weekly as added attractions. The managers are now concluding plans to sign New York's most popular columnists for the purpose of writing a new travesty to be used in the show each week burlesquing popular events, topical subjects and legitimate Broadway hits. An unusual jazz orchestra of twenty will furnish the musical program of the show, and a Hawaiian octette will furnish weird strains in the spacious foyer back of the orchestra floor during intermissions.

It is the intention to change shows weekly, carrying the same company thruout the season. Showmen along the Kialto predict that this policy at the Park Theater will be a success in view of the fact that it is said to be the most logical spot for such a show. This idea seems to strike a parallel to the old successful Hammerstein's Victoria, which was so popular some years ago before the late impresario left that field for grand opera.

William Minsky is now contemplating a trip abroad to visit the foreign capitals in search

of novelties with intention of putting the Park Music Hall on a par with the Moulin Rouge in Paris.

The Minskys will take possession of the Park Theater September 1, 1922. The house, thereafter, will be known as the Park Music Hall. The Minskys will continue also at their present stand, the National Winter Garden.

"BATHING BEAUTIES"

To Play Over Poli Time in New
England

New York, March 8.—The success of Gallagher & Bernstein's "Bathing Beauties" at the Lafayette Theater, New York, attracted the attention of representatives of the Poli people, who arranged to book it over their New England Vanderbilt Circuit, opening at Bridgeport, Conn., March 13, for a week's engagement of a one-hour-and-forty-five-minute show twice daily for the entire week, thereby changing the policy of the house from split to full-week engagements. Additional vaudeville will be furnished by the Poli people.

AMERICAN BURLESQUE ASSN.

"Sitting Pat and Saying Nothing"

New York, March 9.—Burlesquers in general crowded each other around Columbia Corner on

Tuesday, awaiting what they expected to be more startling revelations as a result of the special meeting of the directors of the American Burlesque Association, but when I. H. Herk was interviewed in his office this morning, he said: "We are 'Sitting pat and saying nothing,' relative to what took place Tuesday; suffice it to say that we are not asleep at the switch, but very much awake and we will issue another statement when we deem it advisable."

REDELSHEIMER REPORTS

New York, March 9.—Louis, at his agency in the Columbia Theater Building, reports engagements, viz.: Hal and Babe Rathbun, comic and soubret; George B. Hill, comic; Pep Bedford, soubret, and Constance Williams, prima donna, for the Gayety Stock, Philadelphia, week of March 13, and the Polly Stock, Baltimore, week of March 20.

Chuck Wilson and Oce (Fatty) Hamilton, comics; Johnny Kane, sraight; May Hamilton, ingenue; Miss Baker, soubret, for the Trocadero Stock, Philadelphia, week of March 13, and the Majestic Stock, Wilkes-Barre, Pa., week of March 20.

Sheriff Jack Levy closed as advance agent of "Chick Chick," and transferred his activities ahead of the "Social Follies" on the American Circuit.

ence who did not laugh uproariously it was because they were deaf, dumb and blind.

Scene 3—Was a drop for a funny patter by Sam Green and a trombone specialty by "Bozo" that could have held up the show indefinitely.

Scene 4—Was another drape with platform in background for Prima De Cameron to introduce several remarkable poses by selected girls in portraying famous paintings and art in sculpture.

Scene 5—Was a drop for Sonbret Dix to prove title to the "gingery girl" in a dance that places her in a class by herself.

Scene 6—Was a corridor in a hotel with Dutch Comic Webber as the proprietor and "Bozo" as the comedy-making guest, and he sure did make comedy. "Bozo's" "Humpty Logan" number with the girls following the leader was a scream that was only excelled by his wrestling bout with Precocious Kiddie Sam Green, which caused an uproar of continuous laughter and applause at their funny antics on the mat and a corking good burlesque on wrestlers in general.

Scene 7—Was a drop for Matty White and Morton Beck in a vocalistic specialty that was all to the good.

Scene 8—Was the "Midnight Frolic" a la Ziegfeld and a closing to a most remarkable show, in which drama, comedy, opera and burlesque blended harmoniously.

COMMENT

Granted that Barney Gerard is an author of exceptional ability, likewise a showman with the money to finance a stupendous production in scenery, lighting effects, gowning and costuming altogether different from anything heretofore seen in burlesque, he has gone a step further in selecting a company of exceptional talent and ability to present what he has produced, and in this he has had the assistance of Bert Grant with the music, which is unusual for burlesque, and the same is applicable to the dances by Seymour Felix. But the big outstanding feature of the entire presentation is the extraordinary characterization of "Bozo" by Tommy Snyder, the master mind of pantomime.

We have seen "Bozo" before and always looked upon him as a type imitable in a characterization that called for nothing but silent pantomimic work, but in the theater audience burlesque, under the penetrating rays of the spotlight, he was revealed to us as an actor of extraordinary intelligence, for the merry twinkle in his eyes, his facial registration of the humor within and his whirlwind movements, each and every one a laugh within itself, convince us beyond all reasonable doubt that the day is not far distant when "Bozo" will take his proper place among the electric-lighted stars of Broadway.

We have also seen Sam Green in other shows and if we are right in our recollections he has heretofore enacted straight roles, which makes it all the more remarkable that he can and does characterize the role formerly played by Edmund Hayes in a manner that leaves nothing to be desired.

Verily, Barney Gerard had fulfilled all the promises of his advance agent, Harry Berg, in claiming that "The Follies of the Day" is a show that will make burlesque history as something new, novel and unique.—NELSE.

"PELL MELL"

"PELL MELL"—A Burlesque Booking Office Circuit attraction, presented by Harry Strouse at the Star Theater, Brooklyn, N. Y., week of March 6.

THE CAST—Billy Kelly, Chas. Country, Chick Griffin, Frank Mallahan, Lew Howard, James Kelly, Mae Clarke, Mabel White and Buster Sanborn.

PART ONE

Scene 1—Was a realistic railroad station for blackface colored porter Chick Griffin and uniformed train cryer Lew Howard to herald trains to the feminine ensemble of twenty-two attractive choristers.

Mabel White, a slender, stately brunet prima; Mae Clarke, a shapely brunet ingenue; Buster Sanborn, a pretty, ever smiling, viva-

BURLESQUE REVIEWS

"FOLLIES OF THE DAY"

"FOLLIES OF THE DAY"—A Columbia Circuit attraction, featuring "Bozo" Snyder, Gertrude Hayes, Jr., and Johnny Webber, presented by Barney Gerard at the Casino Theater, Brooklyn, N. Y., week of March 6.

THE CAST—Bozo Snyder, Sam Green, Edward Critchley, Morton Beck, Matty White, John B. Williams, George Gorman, Johnny Webber, Harry Watson, Bob Tolliver, Julie De Cameron, Gertrude Hayes, Jr.; May Dix.

PART ONE

Scene 1—Was an elaborate scenic set of "Creation" for an ensemble of prancing ponies and show girls of the youthful, pretty, slender type in a song recital on their qualifications in showland.

Then came Edward Critchley, representing drama; Morton Beck, comedy; Matty White, opera; John B. Williams, burlesque, and George Gorman as "Father Time," in which Burlesquer Williams scored the opening laugh by asking "Father Time" what time it is and then telling the other authors that it was time for burlesque in the form that Barney Gerard produces and presents it, with a come-back from "Father Time" to sprinkle it with drama, comedy, opera and burlesque, and that is just what the entire company did until the final drop of the curtain.

Scene 2—Was a drop for Messrs. Williams, White, Beck and Critchley to vocalize harmoniously on their abilities as "Impresarios," with a few comedy steps in dancing by Burlesquer Williams.

Scene 3—Was a satin drape for Harry Watson, a natty juvenile accompanied by eight prancing ponies.

Scene 4—Was a sunflowerland set for Juvenile Watson and Gertrude Hayes, Jr., to win several encores, which they merited and didn't take in order to permit that funny little Dutch comic, Johnny Webber, to do his "hot-dog-man" bit for much laughter and applause. Julie De Cameron, the modernized type of burlesque prima, with her bobbed brunet hair, smiling face and slender form, sang in a cultured voice, accompanied by Messrs. White, Beck and Critchley.

Scene 5—Was a satin drape for the "Irene," "Mary," "Sally" number that went over for numerous encores.

Scene 6—Was an ovation from the audience on the appearance of "Bozo" Snyder in his own imitable characterization, accompanied by Sam Green in the characterization formerly made famous by Edmund Hayes. What Green said and what "Bozo" did in a "put and take" telephone bit was a clever burlesque on the telephone companies which take your number and fail to put it thru, and the audience caught the humor of the bit and applauded it uproariously. "Bozo's" whirlwind movements and facial registrations in humoring the many and

varied situations were a study to the critical and a laugh a minute to the audience there to be amused.

A baby carriage number, with babies crying for their bottle, supplied by a whisky-carrying cop, and the babies bilked by "Bozo," was highly ludicrous, while the vocalistic numbers of the uniformed cops, nurses and babies was a novelty in number producing.

Scene 7—Was a satin drape with a miniature stage in background for the posing of modicque girls in a lingerie number interpreted by Prima De Cameron.

Scene 8—Was a drape for the authors in a song recital on "What Does the 'Public Want,'" with a burlesque by Dutch Comic Webber and a remarkable pantomime by "Bozo," and it fully deserved the applause given it.

Scene 9—Was a satin drape for an allegorical skit a la experience, and the individual girls taking part demonstrated the fact that they can read and deliver their lines like able artists. Their gowns of splendor caused many ohs and ahs. Dutch Comic Webber, with a bottle of whisky representing prohibition, caused much laughter and applause at his burlesquing of this unpopular condition. "Bozo," Gertrude Hayes, Jr., and Bob Tolliver, the colored "One-Man Jazz Band," closed the scene in a fitting manner.

Scene 10—Was a practical auto for laughing purposes only, for Comic Chauffeur Webber finally found the gasoline leak with a lighted match that caused an explosion that sent "Bozo's" head thru the roof of the car.

Scene 11—Was a set for Gertrude Hayes, Jr., in a filmy costume that set off her shapely form to good advantage in a waltz number accompanied by the other principals supplemented by a hard shoe dance by Bob Tolliver that went over great.

Scene 12—Was a church set with apparent realistic stained glass windows for a wedding scene, in which most of the principals took part and in which the choristers made an exceptionally pretty picture in their wedding gowns.

PART TWO

Scene 1—Was a lobby set for Harry Watson to discourse on Barney Gerard's efforts to please the public with something different in burlesque.

Scene 2—Was a miniature theater minus stage on the stage, with the regular stage as a stage for the performers, and herein we found something altogether different from anything heretofore seen in burlesque. The three principal performers in the audience were "Bozo," Sam Green and a comedienne whose name we didn't get, but who will probably be programmed in the near future as a principal who can not be ignored as a comedienne, and what they one and all did in this new, novel and unique presentation of burlesque will make history for clean and clever comedy of the altogether-different kind, and if there were any in the audi-



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cloud, slender soubret, and Jimmie Kelly, a dainty, clean-cut juvenile straight, put over their respective song numbers in good voice, while Chick Griffin made good in song and dance.

Frank Mallahan, a well-built, manly appearing chap, handled the straight role in an able manner.

The comedy started off with Prima White seeking a lost dog, with Blackface Griffin telling her how to find it.

Comics Billy Kelly, a likable but over dirty tramp, and Charles Country, a grotesque appearing Dutch, came on for numerous funny falls, all over the stage, which heralded their later acrobatics, for they were manhandled by everyone in the company for much laughter and applause.

Juvenile Kelly's three-times-three-are-ten Chinese Orchids was well worked by the comics and Prima White. Ingenue Clarke, going mad at the mention of her home town, Williamsburg, manhandled the comics for many falls, and she in turn fell for wise-cracking Juvenile Kelly to applause.

Comic Kelly and Soubret Sanborn, in a bench session cat fight got another round of laughter and applause. Ingenue Clarke and the East side feminine boys and girls went over great in their "Peggy O'Neil" number. Comics Kelly and Country, trying to get arrested by the insult bit to Soubret Sanborn by the "couldn't be annoyed" uniformed cop, Lew Howard, was also a funny bit.

Juvenile Kelly, in a song number, accompanied by Soubret Sanborn on stage, Straight Mallahan in box and Characterman Howard in balcony, went over great.

Scene 2—Was a drop for Chick Griffin, in tight-fitting attire, to do a really worthwhile song and dance made funny by the removable hat him that disclosed what appeared to be a peculiar shaped hat to be a high top wig.

Straight Mallahan's gambling bit, with the comics on "No, I haven't", was well bar-lesqued by Comic Kelly.

Scene 3—Was an elaborate garden set for Ingenue Clarke to display a great flash of form in black tights in her song number. Comic Kelly's recitation on "When I was born", followed by Comic Country's suicide bit, was a laugh-getter.

Soubret Sanborn made a pretty picture in ermine gown in song while the chorister appeared equally attractive as Quakeress in a high-kicking, modern dance. Straight Mallahan, in a Dr. Jeckyl and Mr. Hyde burlesque, was ably assisted by Comic Kelly, who bar-lesqued the able dramatic acting of Straight Mallahan.

Ingenue Clarke, in a cake-walk number, accompanied by the girls, led up to the finale.

PART TWO

Scene 1—Was a roof garden set of splendor set off by the electric lighted buildings in the background. Prima White, Eugene Clarke and Soubret Sanborn put over their respective song numbers in good voice.

Straight Mallahan, conspiring with Ingenue Clarke and Soubret Sanborn to impersonate the "Lavender Girl" in gyring the comcon comics, introduced an auburn-haired girl from the chorus who worked the part well. Prima White made a great flash in white tights, while the choristers did a pedestal-posing act that was a novelty.

Straight Mallahan, rehearsing the comics in meeting Eugene Clarke, a dope patterning mystifier, was well barlesqued by Comic Country. Blackface Griffin and the comics worked the bomb bit along the lines of the stolen papers for laughter and applause. Straight Mallahan and Prima White in a table bit with Menu-singing Walter Griffin brought on Jimmie Kelly as a grotesque messenger boy and the comics as staggering acrobatic drunks for a big hand.

Ingenue Clarke in a singing number gave ample opportunity to the girls in a pick-out number to demonstrate their vocalism, and among those selected were: Helen Thompson, followed by a black haired girl whose name we didn't catch, Babe Williams, Margaret O'iver, Ella Wells, a cute little bobbed-hair brunet; two little Spanish sisters, and another cute little bobbed-hair brunet, Miss McDermott; and let it be said here that several of them are eligible to principal roles.

Comic Kelly, Blackface Griffin, Juvenile Kelly in grotesque makeup, and Characterman Howard in real burlesque makeup and mannerism as the Wandering Minstrels with banjo, flute, guitar, washboard banjo and washtub violin, was a scream, for they really harmonized in their comedy instrumentalism.

Producer Harry Strouse, accompanied by his dignity and walking stick, came to the front to boost "Jimmie Cooper's Beauty Revue" as next week's attraction and then invite all those present to come again Thursday night for a "Garter Contest," likewise to announce that by special request the Wandering Minstrels would play the "National Anthem" and as the audience arose to their feet the "Wandering Minstrels" broke forth with "How Dry I Am" to the laughter and applause of the standees.

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COMMENT

The scenery up to the standard. Gowns and costumes up to the average. The company laugh-evoking entertainers with old but clean and cleverly-worked comedy.

The choristers, for the most part young and very attractive, did the best they could with the numbers given them by Solly Fields, who offered something new, novel and unique in dances and ensembles and which will probably go over great after the chorus gets away from the stereotyped dances and ensembles that they have been doing week after week in the same show. With Mr. Fields as a producer of dances and ensembles the girls will be given ample opportunity to demonstrate their individual talent in grasping his intent and purpose, and if they fail there are others more familiar with stock burlesque to replace them and succeed. Personally, we are of the opinion that the girls are the thing in burlesque, but, judging from what we saw of the show Monday we opine that sixteen can do far better work than twenty-two on the stage of the Star, for they were so crowded that they could no work as well as they probably would had there been fewer girls on the stage.—NELSE.

SEEN AND HEARD

Puglist Harry Willis, who recently won a decision over Kid Norfolk at the Madison Square Garden, New York City, is negotiating with Dr. Lothrop, of the Howard, Boston, for an engagement there, and 'tis said that the Burlesque Booking Office is negotiating with Willis for his appearance at its theaters—the Star, Brooklyn; Gayety, Baltimore, and the Capitol, Washington.

Puglist Jack Johnson has had his boxing license restored by the Boxing Commissioner of the State of New York, which will enable Jack to make that vaudeville act that he is preparing to produce a stronger attraction.

Fred Follette has exited from New York City for Mobile, Ala., where he will assume his duties as treasurer of the World at Home Shows.

Jovial Charlie Fox, manager of the Gayety Theater, Milwaukee, Wis., was a Columbia Corner visitor for several days during the past week, and exited on Wednesday for "Home, Sweet Home" without something that was swiped from his grip by the Columbia Corner hounds.

Dave Hamlin, formerly manager of Joe Wilton's "Hurly Burly" show, on the American Circuit, departed from New York City on Wednesday for Chicago, where there aren't so many co-operative company managers seeking engagements.

Harry (Hello, Jake) Fields has been engaged by Gallagher & Bernstein as featured comic in

"Little Bo-Peep" at the Lafayette Theater, New York, for the week of March 13, with probably more time to follow, or it may be that Fields will open with the Howard Stock, Boston, on April 3, accompanied by friend wife, Dixie Mason, as soubret, for a summer run. Dolph Singer will produce the opening show at the Howard.

March 11 saw the closing of Sandusky, Elyria and Lorain, O., as American Circuit cities, and the "French Frolles," an E. Thos. Beatty show, as an American Circuit attraction at Scranton, the show having played the entire circuit.

Juanita Valadge, formerly of the "Garden of Frolles," has a communication at the New York office of The Billboard awaiting her.

Charles (K'd) Koster, formerly ahead of Rube Bernstein's shows, communicates that he has recovered from his recent illness and will soon arrive at Columbia Corner in connection with business of a circus with which he will be associated this season.

Leon De Voe has signed up with the National Musical Comedy Stock at Detroit, to open March 20.

Mark Mason, the critical outspoken editor of The Philadelphia Sunday Transcript, evidently didn't think much of "Cuddle Up" at the Casino, but in his review he did say "Yoo Hoo" gave Shirley Mallette the chance of her young life and she made the most of it. She scored solidly with "Strut, Miss Lizzie," which is proof conclusive that Shirley must have put it over. From the American to the Columbia Circuit is the aspiration of all soubrets, and we for one are glad to note that Shirley has made good on the Columbia.

Billy (Grogan) Spencer has been signed up by Ike Weber for Minsky Bros.' National Winter Garden Stock, to open March 13.

Richard Carle has been engaged by I. H. Herk for one of his shows on the new Shubert Vaudeville Unit Circuit for next season.

I. B. Hamp, who was producing and doing principal comic in "Mile-a-Minute" show at the Bijou Theater last week, was suddenly called home to Waycross, Ga., due to the death of his mother.

When Charlie Robinson's "Parisian Flirts" was laying off at Louisville, Ky., the management of the Ben Ali Theater engaged the company to put on the entire first act as a fifty-minute vaudeville show at the Ben Ali at a \$1.50 top to turnaway business.

Pauline Harer, who worked opposite Jack Conway in burlesque, has been engaged by Harry Strouse to replace Mae Clarke as Ingenue in "Peil Mell" on the Burlesque Booking Office Circuit.

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TABLOIDS

(Communications to Our Cincinnati Office)

WHO GREASED THE SKIDS?

By FRED FRAZER

Grappling with the tabloid situation during the past twelve months or so has been somewhat of a perilous occupation for whoever dared to put his or her idea in writing. Criticism on the subject, however well meant, was and is bound to bring heated retaliation from either one or all three of its cardinal points, viz.: Booking Office, Owner and House Manager. Therefore to tackle the subject safely requires the patience of Job, the wisdom of Solomon and the foresight of Charles Evans Linges. The writer lays no claim to any one of the above gifts, and only asks that all in the game accept this article in the spirit in which it is written—SINCERITY—with a whole-hearted desire to lift tabloid out of the rut.

From the numerous letters which have reached me the heart of the subject seems to be "Who greased the tabloid skids and how can the downward rush be checked?" False promises have created a multitude of tabloid sins and can be held responsible for helping build the toboggan. The office says: "We can offer you such and such a route." The owner says: "I have such and such a show, etc." A newly formed and well-meant organization was intended to remedy all that. Did it? Candidly no! Why not? Well, the abnormal business depression throught the country delivered it a stunning blow. BUT IT PROMISED TOO MUCH. Let me illustrate how rapidly deterioration sets in thru false promises. One spends hundreds of dollars on a real show, new scenery, A-1 wardrobe and good people. A route is promised and all seems well. A week or so later the route is changed, jumps get bigger and it is often Friday or Saturday before next week's address comes along, a few lavoffs and then the inevitable sets in—dissatisfaction. The people leave and the show becomes a wreck. The majority of tabloid houses play shows week after week, so it ought to be possible to tout a show well in advance.

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Man for Juvenile, not less than 5 ft. 10 inches, young, good singing voice for specialties. All script. Strongest cast in America for popular prices. Would be actors, save stamps. Salary in keeping with ability. Show booked solid. Week to 4-week stands. All summer work. Must be neat dresser and on and off. NO TEAM CONSIDERED. Consider first-class Producer with modern scripts. Tabloid in one hour. NO CHORUS WITH THIS SHOW. Salary no question to right people. Midland Theatre, Hutchinson, Kansas, week 13th; Palace Theatre, Salina, Kansas, week 20th. See farther route in "Billboard."

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rapid growth is sufficient proof that open-handed methods between owner and agency bring their own reward. The owner, in a conversation with the writer a few weeks ago, said: "My houses guarantee the work, I the contracts and time, and the owner his show, and, therefore, all three of us are satisfied. Otherwise what inducement has a manager to take out a show with no guarantee of consecutive work and only week-to-week bookings?" This brought to my mind an ad about shows at prewar prices, and I would respectfully ask: "Can you live today on the prewar basis?" The producer gets his measure of censure also, and probably deserves a whole lot of it. But (and it's a big but) prove to him that he'll get a fair return for his outlay and you place him in a position where it won't be necessary to search the highways and byways for the cheapest people he can find. Several very excellent tab. folks have laid the decline to such things as "same old hits," "third-rate scenery," "dirty wardrobe" and the "we're-in-town" artists. Quite right! But they're all offsprings of CHEAPNESS. Smart is also another culprit for which there is no excuse. Now, then, let us sum the case up to try to justify the heading of this article. A person who thinks he sees the faults should naturally be able to suggest some remedy. So let me submit a triangle conversation as a possible solution: "The producer to the agent: 'If I put out a real show what will you pay for it?' Agent to house manager: 'If I can supply you with real shows what will you pay for them?' House manager to both agent and producer: 'If I am willing to pay for them, can I rely on both of you?' The answer lies in the answer.

HARDWAY-MORAN'S COMEDIANS are said to be offering a program well worthy of the splendid business they are doing in Oklahoma cities. THE "THAYER & SACK REVUE" played a return engagement at the Empire Theater, Glens Falls, N. Y., week of March 6. "A Trip to India" was presented the first half, and "Lizzy in the Graveyard" the second half. THE 1921-'22 SEASON of Eddie Lester's "Vanity Girls Review" was brought to a close March 9 at Stearns, Ky. The show carried twelve people and its own orchestra. The company was headed by William Ritchie, "The Original Alabama Sundowner", who is said to have signed a contract with the Shuberta for a vaudeville tour next season. JULIA AND COTTON STOREY are playing vaudeville dates in the "sticks" of West Virginia. They were, until it recently closed, with Thos. Alton's "Girl From Broadway" Company playing that territory. "HAPPY SLIM" STACEY, until recently with a stock company in Picher, Ok., is producing at the Idle Hour Theater, Kansas City. The roster also lists the names of Miss Lee, prima donna; Florine Burus, comic; Harry Ransley, straight; Frankie Raiston, dancer; Keystone and Kennedy, Harmony Boys; Joe Rider, pianist, and a beauty chorus. Phil Phillips, of the London Theatrical Exchange, Kansas City, is business manager. IT WAS ERRONEOUSLY STATED in last week's issue that Johnnie and Gladys Sneed had replaced the Schniffers with "Zarrow's Yanks," playing the Empress Theater, Cincinnati, but they will not open with the Zarrow show until March 15 at Bowling Green, Ky. FRANK KING, of King's "Dainty Girls," is very ill at the Baptist Hospital, Garrison and Franklin avenues, St. Louis, Mo., and invites friends to write. "THE ROSEBUD GIRLS," Jack Wylie, manager, are reported successful under canvas in the oil fields of Louisiana and Arkansas. Mr. Wylie, who has the leading comedy roles, is said to be a natural fun maker. Supporting him are: Hy Heath, comedy and character; C. H. Pullan, straight man; Alice Wood, prima donna; Helen Brechwell, soubrette; Jean Greenwall, characters; Gregore Nilando, pianist, and a chorus of six. J. N. Nugent is advance agent. DAVE BURT, after six months as feature comedian with the Milton Schuster Company, is leaving to rejoin Mary Brown's "Tropical Maids." He takes with him the good will of every member of the company. In writing of his closing, Burt says: "I've enjoyed every day of my six months on this show and I wish every member of the company the very best of luck, and that goes double for B. (Bob) W. Robinson, the genial manager. It's an honor to work with and for a manager who is such a regular fellow."

IT WAS RECENTLY brought to the atten-

tion of the employees of the Atlanta Theater, Atlanta, Ga., that Carl Neal was very sick at Childs' Hotel, Atlanta, having been stranded there after his show, "Neal's Persian Dolls," had been disorganized. Neal's trouble is congestion of the lungs, and having his wife and young baby there without funds to pay his hotel bills or get home be appealed for help, which was forthcoming from the employees of the Atlanta Theater, who raised \$50 among them. Since then they have moved to a more quiet place until Mr. Neal's health improves.

WITH THE DEPARTURE of the Empress Players after a 20 weeks' engagement, the Bobby Parker Musical Stock Company returned to the Empress Theater, Lansing, Mich., Sunday, March 5. The company opened before capacity houses, presenting "The Three Hands." There is a good chorus and the company is capable. It includes the Steinway Trio with singing above the average. Katherine Miller is a comedienne of ability and Margaret Sprague is featured as a musician. The company is here for an indefinite engagement with semi-weekly changes. A daily matinee and one evening show are given daily.

"IT GIVES ME GREAT PLEASURE," writes a Billboard reader (name withheld by request) of Hoosick Falls, N. Y., "to recommend the Bob Ott Company, which has played this town for several seasons. A great number of friends here wish Bob and his members success. The company includes some of the finest people on the road today, both in business dealings and on the stage. While in town during the week of February 27 Bob, as he is known here by everyone, organized what is known as the 'Shifters' organization, and when he finished his week's engagement the membership numbered 300."

MACK & RAMSKY'S "Vanity Revue," with the "Sunbat Peaches," has just been organized in Kansas City. The principals include Anne Greene, prima donna; Eddie DeLoy, comedian; Richard Ryan, straight man; Irene Mae Boyce, ingenue; Babe Bradley, soubrette; Carl Stevens, juvenile; Oscar Martin, second comedian; Meta Wright, musical directress. The opening date is set for March 20. Mr. Mack has been in Kansas City the past two weeks engaging people and superintending the rehearsals and says he is fully satisfied with

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the outlook and his clever little set of people. This is a 100 per cent Equity show. Ed F. Felst is booking.

"THE KENTUCKY BELLES," advises Owner Chas. Morton, "after an absence of one year from the South, are working for Joe Spiegelberg and renewing old acquaintances all along the route. Business on this circuit is exceptionally good and there is a great field down here now for shows that carry specialties. We are presenting all new bills this season, and among the specialties offered are: Harry DeGrace, trapeze, wire, table and chair balancer; Billy Mack, acrobatic dancer and roller skater; the Three Gibson Sisters, piano, singers and dancers; Daisy DeGrace, "blue" singer; Eddie Trout, buck dancer; Ebba Eckman, wooden shoe dancer, and the Cunard Sisters, harmony singers. Special scenery is used for each bill."

SCRIPT BILLS that are strictly moral, refined and up to date are the kind being presented by Tom Attaway's "Black-Eyed Beauties" Company, which is now in its sixth week in Picher, Ok., with business increasing nightly, according to Advertising Manager Jack Bitts. "Last week's receipts exceeded the preceding week by \$100," says Mr. Bitts. "Tom Attaway will be here indefinitely under the management of J. D. Wynlan." The roster includes Tom Attaway, producer and principal comic; Jack B. Williams, Adla Berdeen, Jack Bitts, Itosaline DeFrance, Shonnie Walker, Josephus Thompson Weddell, principals; Rose Attaway, Marie Williams, Ruth Owens, Nellie Yoeman, Dolly DeVere, Babe Neff, Tilly Stock and Florence Vest, chorus. The "Forum Four," harmony singers, are said to be quite popular.

AFTER AN ABSENCE of five years, George B. Gardner, well-known producer and player in the Southern field, took his newest vehicle, "The Jontel Revue," back to Atlanta, Ga., week of February 20, to the Bonita Theater. The success of the engagement resulted in holding over the revue for an additional week. Gardner, who is one of the most popular blackface comedians in Southern territory, is ably assisted this year by Ready Duran, in straight and general business; May Lawson, ingenue; the Musical Dews, in Hawaiian numbers; the Hanna Triplets, and Teddy Witzgal, general business. The fire at Danville, Va., recently, in which Mr. Gardner, his wife and Ready Duran lost trunks and personal property valued at nearly \$5,000, has not affected the show in any department, as all wardrobe, scenery and other effects have been replaced.

THE RENDON MUSICAL COMEDY COMPANY, Billy Rendon, manager, at the Hippodrome Theater, Louisville, Ky., is said to have left the beaten path of stock tabloid in that city and instead of offering time-worn bits is pleasing large and appreciative audiences with real honest-to-goodness script bills. That this class of entertainment is pleasing to the average theatergoer is proven by the fact that the Rendon organization has increased the weekly business of the "Hipp." over 100 per cent since its opening more than five weeks ago, it is said. Manager Jablow, of the "Hipp.," is very much enthused with the show and is planning extensive alterations to the stage and auditorium. The members are: Billy Rendon, straight man and producer; Billy Allen, principal comedian; Hugh Whitaker, second comic; Lee Solomon, general business; Lucille Whitaker, musical director; Betty Horn (producer), Peggy Stone, Nelly LaBlanc, Virginia Stone and Lesta Paige, chorus.

"BILLY" WEHLE, owner and manager of "The Blue Grass Belles", who have been playing at the Manhattan Theater, El Dorado, Ark., for the past twenty weeks, closed a deal with Jack Parsons whereby he became possessor of the Manhattan. Jack Parsons was the owner and lessee until March 4, on which date "Billy" purchased the theater lease and all equipment. Upon purchasing the theater Mr. Wehle started remodeling and has made many improvements already. Marshall Walker, who has been with the "Blue Grass Belles" for the past year, closed March 11 with his wife, Blanche, and left for Denison, Tex., their home, to spend their vacation, and will join the company later. Their place will be taken by Roy and Ilceca Hughes, who have worked for "Billy" before. Joe Owens, musical director, joined the show recently. The theater now boasts of a five-piece orchestra. The policy of the Manhattan is two shows nightly,

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"THE HAPPY LAND GIRLS," a newly organized musical comedy tabloid, gave their initial performance on Monday, February 27, at the Ideal Theater, Corsicana, Tex., their opening being the largest of any company playing there heretofore. The company is clean-cut and recommended by a "Corsicana Sun" critic as the classiest and most unique company he has had the pleasure of witnessing. Everything seemed to blend to perfection, the dialog new and catchy, numbers exceptionally pretty, wardrobe and scenery all new and flashy. The company was organized in Dallas, Tex. The attraction concluded its engagement in Corsicana March 12 and proceeded to the Happy Land Theater, Dallas, for a permanent stock engagement. The roster of the company includes: Simmons and Littlefield, owners and managers; Frank Johnson, assistant manager; Jake Harmon, stage manager; Viola Hall, designer of wardrobe; Fernecé Winthrop, scenic artist; Arthur Jackson, producer; Happy Lawson and Billie Wilson, comedians; Billie Earle, juvenile; Leano Wahman, prima donna; Erin White, ingenue; Babe Dumort, soubret; Midge Carroll, gen. bus.; Clarence Brown, musical director; Rose Stephen, Ruby Hackett, June Ca-Vette, Dorothy Sharp, Lois La Ferne, Dorothy Gibson, Dolly Ferguson and Charlotte Baker, chorus. The above reader has been endorsed by Manager W. Z. Herman of the Ideal Theater, Corsicana.

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Dazzling Music Show

Is "The Rose of Stamboul"—
Apparently Warrants Big
Money Put Into It

"THE ROSE OF STAMBOUL"—An operetta in three acts, with book and lyrics adapted by Harold Atteridge; music by Leo Fall and Sigmund Romberg; staged by J. C. Huffman; numbers staged by Allan K. Foster; orchestra directed by Albert Goodman; stage settings by Watson Barratt. Presented by Lee and J. J. Shubert under the personal direction of J. J. Shubert at the Century Theater, New York, March 7, 1922.

THE CAST—Tessa Kosta, James Barton and Marion Green, co-starred with Mabel Withee and Zita and Naro Lockford, featured, and Henry Warwick, Jack McGowan, Elizabeth Reynolds, Lon Hascall, Rapley Holmes, Elmiria Lane, Ottilia Barton, Shylla Bowhan, Emma Wilcox, Maude Satterfield, Belle Mazelle, Lillian Wagner, Marjorie Wayne, John V. Lowe, Mlle. Desha, Felicia Sorel, Helen Neidova and Jack Scott

If J. J. Shubert ever goes in for films Cecil DeMille will have to look to his laurels. That's one thought that comes to mind after having seen "The Rose of Stamboul." For that member of the Shubert firm known as "J. J." has out-celled DeMille in the presentation of feminine drappings and hangings and settings and such to the extent that the Shubert press department will have to increase its already versatile vocabulary.

Color, light, girls and more girls and expense are first-night impressions of this latest effort to force the popularity of the Century Theater. As a show "The Rose of Stamboul" is a dazzling and worth an evening. As a fashion fair it is worth several evenings. As entertainment it is being presented at \$2.50 top with three stars and is no worse than lots of others that cost more to see, and better than many other very similar musical comedy stories. But it's pleasing and must have cost a lot of money.

The story doesn't matter much. It's about the love affair of Kondja Gul (Tessa Kosta), the daughter of Kemal Pasha (Henry Warwick), and is tearful enough and sweet enough to suit even Miss Kosta. Kondja's father has arranged for her marriage to Achmed Bey (Marion Green), the son of the prime minister, who under a pen name is fighting for the rights of Turkish women and at the same time setting their hearts a-flutter with his books of verse. Reading one of his love songs, Kondja determines upon him as her ideal and they arrange a meeting (English for "make a date") at the harem of Kemal Pasha at Stamboul, Turkey, which is the scene of the first act. In this gorgeous setting, done as Watson Barratt can with plenty of money to spend, Kondja sings the love song, "My Heart is Calling," with the ladies of the harem (synonym for ensemble) helping in plenty of encores.

Meantime the secondary love story of Midill (Mabel Withee—just out of Shubert vaudeville), who is Kondja's dearest friend, and Howard (Henry Smith (Jack McGowan), son of Rodney (Rapley Holmes), ammunition maker of Braisport, Conn., is under way. Howard and Boh (James Barton), his valet, have run away from America so that Howard won't have to marry the girl of his father's choice, and have landed in Stamboul. Howard has fallen in love with Midill and in no time at all hammers this fact into the audience with "Lovey Dove," a Sigmund Romberg number that looks like the only hit, if any, in the show. "Lovey Dove" sounds very much like the old German blackboard song, but that doesn't matter at all, for Romberg has an arrangement that Mr. Goodman and his very good orchestra are pounding out for a likely humming number. It's considered good enough by the management to try again in the last act and, of course, it's the exit piece.

After the first encores of "Lovey Dove" Jim Barton gets in some of his funny business and peeps the show up from then on. Night here let it be said that Mr. Barton is the

real star of the piece. The audience let that be understood very plainly and Jim responded and responded until his feet must have ached from dancing and his heart must have ached for joy. He's a real comedian, this fellow, who "does his stuff" and doesn't want more than his share. Another player might have showed a selfish streak. James Barton doesn't need to crowd any of his fellow entertainers.

The third of the co-stars, Marion Green, lived up to the reputation he already had made for himself. In charming voice he cooed to Kondja. "The Rose of Stamboul," declining to let her know that the man she hates, because he is being forced upon her in marriage, is the man she loves. He wants to win her from his rival (himself) and starts in rich baritone. Why it's necessary to sing his love song to the audience may be answered by the man responsible for the lack of acoustic aids in the Century Theater, but why he has to be backed up by eight Turkish bellhops, or whatever they are supposed to be, cannot be answered. Marion Green needs no chorus to help him sing a love song.

Except for the startling close when Mr. Green and Miss Kosta have the stage alone in his palace and he reveals suddenly to his bride her bondoir—fit for the highest-salaried movie queen in Hollywood—the second act belongs to the Lockfords and the costumers. This startling pair—sister and brother—discovered by Morris Gest in the Folies Bergere, Paris, and introduced to America thru Shubert vaudeville, gave James Barton a close race for first honors, if one may judge by applause. Their dancing has been described in The Billboard several times, so all that need be said here is that they have a setting they deserve and that they make the most of it in "The Rose of Stamboul." They also open the second act, programmed "On the Riviera," with more amazing dances. They are too good for words.

"Lovey Dove" and Barton build up this last act and, quite naturally, the hero gets the girl.

Mabel Withee deserves praise as the ingenue, and in Jack McGowan she has a good partner. As for Rapley Holmes, this artist hasn't enough to do. He brings on a traveling bag and upbraids his son. Not much of a part for such an entertainer.

Summed up the show offers color, light, girls, more girls, the co-stars, Mabel Withee and the Lockfords, legs and bare legs and expense. Too much expense, we would say, but maybe it will put the Century on the map, and that will be something.—JED FISKE.

MABEL WITHEE TO STAR

New York, March 10.—Mabel Withee, who is playing in "The Rose of Stamboul" at the Century Theater, signed a contract with the Shuberts yesterday which calls for her being starred in a musical show next season. Miss Withee was the last of many changes made in the cast of "The Rose of Stamboul" and is said to have made a big hit at the opening of the show at Hartford. Before joining this piece Miss Withee played in "Sally, Irene and Mary," a vaudeville act on the Shubert Time.

SELLS "SWEETHEART SHOP"

Chicago, March 9.—The sheriff of Cook County today sold the production of the defunct "Sweetheart Shop", Inc., for \$1,000, pursuant to a judgment rendered by Judge Habel a few days ago. Frank Dare, Chicago representative of the Actors' Equity Association, bid the property in at the above figure. The Equity held a judgment on the property for \$7,068.86, representing salary claims of actors.

The "Sweetheart Shop" closed in the Olympic Theater, June 21, 1921, when the Equity Association was unable to obtain the payment of salaries due its members who were performers in the company. There were a number of bidders at the sale today, the second highest bid being \$750.

"PINS AND NEEDLES" CLOSING

New York, March 10.—"Pins and Needles," the English musical revue brought to this country by Albert de Courville, and which has been playing here at the Shubert Theater, will close tomorrow night. Tommy Mastoi left the show some time ago, but the rest of the company, with the exception of Mabel Gay, will play the piece in an abbreviated version on the Shubert vaudeville circuit.

RADIN GETS GIFT BATON

New York, March 10.—Oscar Radin, conductor of the orchestra for "Blossom Time," was presented with a silver baton by members of the company on the occasion of his conducting the 300th performance of that piece this week. Of the 300 performances, Radin has conducted 179 here and the remainder on the road before the piece was brought to this city.

"FABLES" CLOSING

New York, March 10.—"Frank Fay's Fables" closed at the Park Theater here last Saturday night. Business had been bad from the start and Broadway never figured the show had much chance. Harry L. Cort, producer of the piece, left for Palm Beach to recover from an illness which he contracted while rehearsing the show.

ELSIE JANIS FOR "MUSIC BOX"

New York, March 10.—It is said here that Sam H. Harris is negotiating with Elsie Janis to star in the next production to be made at "The Music Box". Clark and McCullough have already been engaged for the show, which is not expected to open until next season on account of the popularity of the present "Music Box Revue". The present attraction will probably take to the road intact next season.

"LOLA" REHEARSING

New York, March 10.—"Lola," a new play with music, formerly known as "Let 'Er Go, Letty," was scheduled to open at Rochester this week. In the cast are Helen Shipman, Clarence Derwent, Eddie Garvie, A. J. Herbert, Lenore Novassio and Eunice Brubham.

MOROSCO PROPERTIES MERGED

New York, March 10.—The recently announced merger of practically all of Oliver Morosco's theatrical interests into what is known as the Morosco Holding Co., Inc., has now been completed with the taking over of the production of "Letty Pepper", in which Miss Charlotte Greenwood is starring. The holding company is capitalized for \$1,500,000, and takes in charge the theaters in New York and Los Angeles previously controlled by Mr. Morosco personally; the Oliver Morosco Productions, Inc., which is the motion picture production unit of his organization, with its two first picture productions, "The Halfbreed" and "Slippy McGee", now about to be released; Miss Greenwood, in "Letty Pepper"; Leo Carrillo in a new play by the Ilattons, and several other new plays and pictures now in preparation on the Pacific Coast.

"MECCA" AND "CHU" CLOSING

New York, March 10.—Comstock & Gest will close "Mecca" and "Chu Chin Chow" shortly. The first named will close at Alhambra, Pa., March 18, and "Chu" will close in Ohio around the first of April. These are the only two shows which Comstock & Gest have left on the road this season.

"SUNKIST" CLOSING

New York, March 10.—"Sunkist," the Fauchon & Marco revue, will close at Louisville, Ky., tomorrow night. This show originated on the Coast and, altogether, has played 90 weeks on the road.

INA CLAIRE FOR M. C.

New York, March 11.—Ina Claire will return to the musical comedy field next season under the Dillingham banner. She is to be starred in "The Binch and Judy", the new musical show written by Anne Caldwell and Jerome Kern.

TEAM LEAVES "SCANDALS"

New York, March 10.—Clayton and Lennie, well-known vaudeville team, left "George White's Scandals" after playing one week on the road with that show. Clark and Verdi have taken their place.

CANTOR SHOW FOR NEW YORK

New York, March 12.—The new Eddie Cantor show, "Blake It Snappy", is slated to come into the 44th Street Theater on March 20. "Up in the Clouds," at present playing that house, is due to leave March 18.

MUSICAL COMEDY NOTES

"The Music Box Revue" has passed the 200th performance mark.

"Get Together," at the Hippodrome, has played its 325th performance.

Georgia Empey, sister of the Cleo Mayfield, is now a member of "The Blushing Bride".

Mlle. Marguerite and Frank Gill have introduced a new dance in "The Music Box Revue". June Korle has been engaged by The Bohemians, Inc., for a new musical production.

Marion Green, one of the stars in "The Rose of Stamboul", will give a song recital at the Century Theater, New York, April 23.

Zoe Barnett has returned to the cast of "Blossom Time". During her absence, on account of sickness, her part was played by Miss Dorothy Newell.

Grace La Rue is with "The Blue Kitten. No, not THE Grace La Rue, but a chorus girl of the same name.

Marjorie Sipp has joined "Shuffle Along." Irving Jones will also join the same show this week.

Katherine Anna, one of the sixteen dancing girls in "The Perfect Fool", is out of the show on account of sickness.

Cecil Lean has sold the English singing rights to Charles B. Cochran of "Different Days", one of the song hits of "The Blushing Bride".

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Singing and Dancing Soubrette that can act. Character Comedian. Must sing and dance for second comedy. Wife or wife lowest salary. Give full description of self. Fred L. Griffith producing here and wants to hear from people that have worked for him. "Bill" Cushman, Mrs. Bert Johnson and Fern Ashwell, write or wire. ORPHEUM MUSICAL REVUE, Harvey Arlington, Mer., Orpheum Theatre, Grand Rapids, Mich.

WANTED SIX CHORUS GIRLS

Must be capable, young and good looking. Three Rozer Sisters, Pudge Orlien, Brownie Mayer, Dolly Harris, wire. This is \$2.00 top attraction, playing Klaw & Erlanger Time, one, two three-night and week stands. Show runs all summer. Musical Comedy People all lines write. Enlarging company. WANT young singing Ingenue, young, tall Juvenile Man with good voice. ASTOR PRODUCING COMPANY. Wilson, March 15; Kingston, 16; Galveston, 17; Raleigh, 18; all North Carolina. Charlottesville, Va., 20; Hinton, W. Va., 21. Harry Budde, wire.

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THE OLD LA SALLE STOCK DEVELOPED FAMOUS PEOPLE

Chicago, March 10.—Two press agents and two booking agents, all statisticians, and a manager, tried to figure out today some of the new famous players who got either their start or an early boost here in the old La Salle stock. A Billboard reporter listened. The arrival in town of Frances Kennedy, big Keith headliner, who loomed early and resplendently in the La Salle stock, started the conversation.

It was back in the mellow days when Mort, Harry and Will Singer, youthful producers, were holding down the job of making stars and heading off a steady stream of perfectly good money that the La Salle stock was an institution. Among the novitiates and those past the beginner's stage who rose high in their work was: Peggy O'Neill, later to enter serious drama; Frances Kennedy, Cecil Lean, Fred Mace, now dead; Florence Holbrook, Georgia Dew Mendum, Dave Lewis, Alexander Carr, Al Shean, Junie McCree, Guy Voyer, Alton Brooks, James C. Marlowe, Arthur Deacon, Al Leach and Billy Robinson, who was a member of the stock for eight years. Of course, there were many others.

After the Singers moved the stock over to their then new Princess Theater Jack Barrymore and Sallie Fisher tarried for some time with the company in "A Stubborn Cinderella."

Will Hough and George Adams, librettists, and Joseph E. Howard, writer of tunes, also got a big start toward success in a long tenure with this company.

SPEAKING OF TWINS—

Chicago, March 19.—The Fairbanks Twins, who star in "Two Little Girls in Blue," now running here at the Colonial, with the Townson Brothers, also twins, as their dancing partners, will have their portraits painted and be done in clay by Ivan and Marvin Albright, well-known twin artists of this city. Rollo Timponi, manager of the Colonial, who likewise is one of twins, was the means of introduction between the Fairbanks and the Albright twins.

"RED PEPPER" TO CHICAGO

Chicago, March 11.—"Red Pepper," with the veterans, McFatyre and Heath, comes to Chicago April 16. One of the Shubert houses will be used.

"LISTEN TO ME" REPORTS BIG SOUTHERN BUSINESS

Chicago, March 7.—Harry Allen, agent for LeComt & Flesher's "Listen To Me," writes The Billboard office here from Charleston, S. C., that business with the show is good. Harry says:

"Our returns in the South have been phenomenal despite the general depression that seemed prevalent this season. We succeeded in getting turnaway crowds in Jacksonville, Orlando, Tampa, St. Augustine and Miami, repaying us for the long jumps into the country where real 'oprys' are few and far between."

Mr. Allen informs that bathing and sunshine in the balmy resorts were much appreciated by company members. Walter M. Roles, one of the most skilled contractors in the country

and who has for years been ahead of the LeComt & Flesher show, is an aeroplane enthusiast and made a number of ascensions while in Miami. Frank Flesher nearly had heart failure at this procedure and implored his contractor to wait until the season was over before taking such chances.

"Listen To Me" will close about May 30. The Jacksonville Times-Union paid high compliment on the performance in that city, and made special note of the work of Billy Moore, Ross Robertson, Maude Baxter, Billy Murphy, Barbara Bronell, Leslie Jones and Bessie Delmore.

"DANCING BLUES" TO SHOW

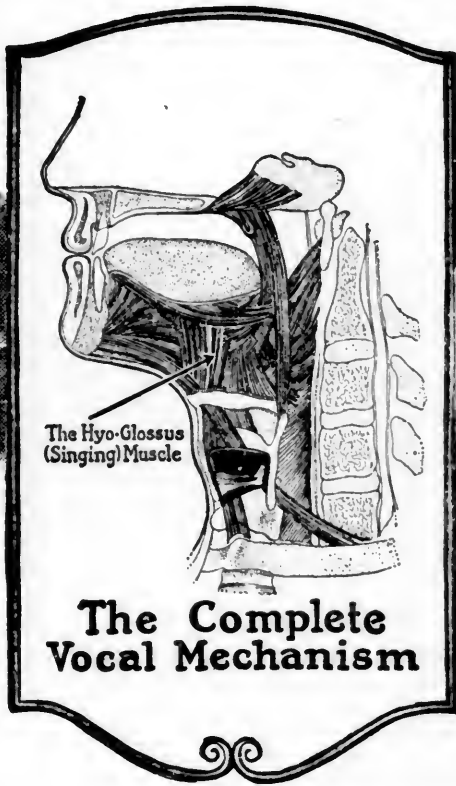
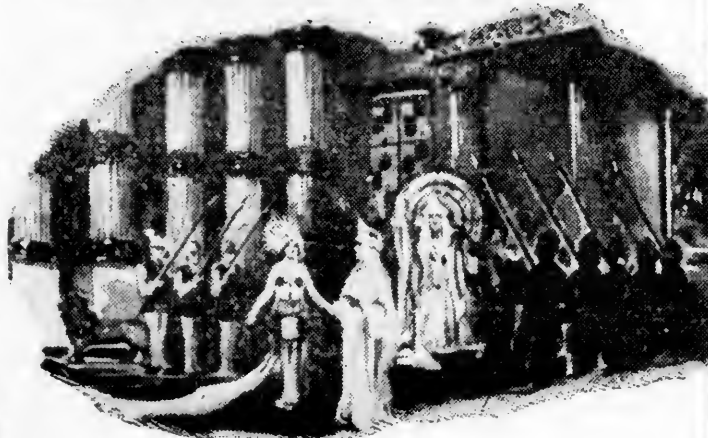
New York, March 11.—The "Dancing Blues," a new musical comedy produced by Jack Blue,

well-known dancing instructor, has been put into rehearsal here and will open Easter Week at the Blue Theater, Long Branch, N. J. The cast is made up of talented children and professional dancers-to-be, all of whom are studying under Blue. The piece will go on tour, playing Atlantic City for a week, then in towns in and around New Jersey.

DON BERLIN JOINS McDANIEL

Chicago, March 10.—Jimmie Hudson, general manager of the Joseph B. McDaniel Company, music publishers of New York, writes The Billboard office here from South Bend, Ind., saying Don Berlin has been added to the McDaniel staff. Mr. Hudson adds that Mr. Berlin is a new song writer of promise who is well known in vaudeville.

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You are to be the sole judge; on your decision depends whether or not we keep your money.

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Who Professor Feuchtinger Is

Abroad, the name of Feuchtinger is one to conjure with. The grandfather of the professor was Court Director for the Duke of Waldeck; his father was a great musical leader during the reign of Charles, King of Wurtemberg. Professor Feuchtinger, A. M., is well known in the musical world for the work he has done in discovering and perfecting a series of exercises that will develop the Hyo-Glossus Muscle in any throat—the same training that is being offered you thru the Perfect Voice Institute. He has lectured before many universities and colleges here and abroad. His personal pupils run into the hundreds.

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are only a few of the operatic song birds who have studied under Professor Feuchtinger during his years as a maestro in Berlin.

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BRASS TACKS

By VAUD E. VILLE

I see where a paper tipped off the salaries of some of the booking agents.

Trying to make some of the actors sore—who have paid commissions toward the big wages.

Shubert says they will not sell out their vaudeville circuit, but will have thirty-five weeks next season. Good, we hope they will play vaudeville acts first, and, in case they have to fill in will see some more vaudeville acts.

What are the heads of vaudeville doing to secure a reduction in passenger rates?

We mean E. F. Albee, J. J. Murdock, J. and L. Shubert, Marcus Loew, Alexander Pantages, Mr. Miles, Martin Beck, Mort Slinger and their advisers.

Also the V. M. P. A., the N. V. A., the Equity, the A. A. F., the I. A. T. S. E., the Musicians; in fact, EVERYBODY in VAUDEVILLE.

If artists have some good publicity stunt that can be utilized by the "house" manager, get after him to put it across during your appearance at his house. Get your name known in each city you play. Get a following among the vaudeville patrons. That's what makes you valuable and increases your salary.

All the old "hits" from medicine shows have been introduced in vaudeville. Next thing you know some one will be pulling a complete "medicine" act—as a new act.

At that many a successful vaudeville artist today collected a good bit of his showmanship around a "medicine" or "tank" troupe.

Some more vaudeville successes are: Carl Randall, Rome and Gaut, Wm. Seabury, Pinto and Boyle, Joe Towle, Jack Trainor, Leo Zarrell, Ruby Norton, Lohse and Sterling, Claudius and Scarlet.

In regular vaudeville houses they pay the acts off after the last matinee so that the artist can attend to the payment of his bills without waiting until ready to step on the train.

It is the essence of "small time" where you have to go out to the "front" and collect after you have finished the engagement.

Why will some orchestras insist upon marking their own private cues on an artist's music—when the cues are plainly marked?

"Temperamental" artists are now more noticeable among the "small-timers" than among the big ones.

The big "temperamental" stars were made to "cut it out," altho a few of them pull it now and then.

"Temperament" is natural with some and acquired by many.

Remember these signs seen sometimes "back stage":

"Do your full act here."
 "We pay after the last show. Don't cheat if you expect to draw full salary."
 "If you've got the act, the audience will get you."
 "The stage manager will tell you where to eat."

"We have played 'em all here."
 "Don't knock the orchestra; the leader is a music teacher with a big trade."

Harvey Watkins is an oldtime outdoor showman.
 So is Manager Eggleston, of Keith's, Indianapolis.

The Keith Circuit among other things needs a new theater in Toledo.

Understand that Shuberts have given up the idea of a "small-time" department in conjunction with their bookings. Good. There are too many small-time dates now.

tion with their bookings. Good. There are too many small-time dates now.

Robert Emmett: Replying to your query, "Does Vaud. E. Ville believe in actors?"

Before answering you will have to define for me the meaning of "actors," with the meaning as applied to vaudeville—by you.

Ever hear of an author looking for "types" to play the characters in his play?

Ever hear of an actor looking for an author to write material to suit his "type"?

Which are the most successful—in vaudeville?

The actor and author who do this, or the author who writes "material by the foot" and "charges by the inch," and the actor who "buys" material by mail, over the phone, by auto suggestion, guesswork, imagination, etc., pay for it, are continually changing the material, showing and breaking it in.

Acts that feature "wardrobe" should take pains to keep it CLEAN.

It would be much better if "bookers" of the different vaudeville circuits were to take a trip over their own circuits and get an idea as to what appeals to their own audiences instead—

Of taking a trip to Europe to see what appeals to audiences over there.

They might take a look at some of the acts in this country that never get a chance here, and who have to go to Europe to get good enough to be booked in this country.

NOW is a good time for those who have charge of those things to begin gathering up some regular acts to play in all of those beautiful new theaters that have been built in which vaudeville is to be shown in 1922-'23.

The audiences will be tired of looking at the costly furnishings by the time the next vaudeville season opens.



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 HYSON & DICKSON
 TRADO TWINS
 GRACE MOORE
 THE MEYAKOS
 MAST KIDDIES

FLORENCE WALTON
 ETTA PILLARD
 PEARL REGAY
 MURIEL STRYKER
 DONALD KERR
 RITA OWIN
 GUS SHY

AND OTHERS

The high rating of the above celebrities is enough to convince any one as to Mr. Baker's ability, and the satisfaction of his graduates is the secret of his success.

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OUTDOOR MUSIC

The outdoor season is about to make its annual appearance. How does it look to you? Maybe you lost money last year and figure that the coming season will not treat you any better. Perhaps, owing to the pessimism running loose, you are undecided about trying your luck again.

Forget about what occurred last year. That's dead and gone. It's true people did not spend as in former years, but that was because conditions were too uncertain. They ached to fly to outdoor shows, spend their money and enjoy themselves, but they feared to let go any of the money they had, not knowing when they would be able to get more, or just when they would find themselves out of employment. As a result they suffered from the lack of mental relaxation. And because people did not spend with a free hand, outdoor showmen got the idea that they did not have any money or there wasn't much money in this country.

There is plenty of money in this country, and if you offer the right kind of a show you'll get your share—and part of the other fellow's who is trying to get by with hunk. The majority of people have money to spend for what they want, but at present they are not throwing it away. A teller in one of the best known savings banks recently said that his institution was taking in more money than at any other time in its history. As another proof that people will spend if you happen to have what they want, take the case of "Shuffle Along." Here is a show that is practically buried in the woods, so far as the theatrical district of New York is concerned. It is playing in an out-of-the-way street, almost a mile from the heart of the theatrical center, and has been running since last May, while other shows headed by stars and backed by fortunes, can't get by, even tho they have the choice of show houses.

If you think people have no money, or that they are unwilling to loosen up, just get in touch with some one connected with the manufacture of radio outfits. One company, reported to be in bad shape six months ago owing to poor business, is now three years behind with its orders. Manufacturers of radio outfits are swamped with orders. They do not have to solicit business either. Dealers come to their offices with cash and beg for goods.

And you as an outdoor showman can get your share of money this season if you hustle and offer the right kind of attractions. When putting your show together don't overlook music. The right kind of music will help your show and the wrong kind will hurt it. One of the reasons people patronize outdoor shows is to hear music. They look forward to hearing a certain amount of new music, and they are keen to hear some of the stuff that is just beginning to catch on.

People get tired of any one thing if fed too much of it. Right now the public is tiring of a steady diet of jazz. A slow reaction against jazz has set in, and if you permit your musicians to grind out jazz by the hour you won't hold a crowd very long. Jazz moves the feet, but not the hearts. To make any real appeal, jazz has to be rendered by experts, and even then it does not begin to compare with sweet, simple melodies. John McCormack, who never indulges in jazz music, can draw a hundred persons to hear him to every one the country's greatest jazz expert could attract. Sousa never wrote jazz and plays very little of it, but he has been accorded an international recognition that jazz will never win for any one of its exponents.

Jazz has its place and you'll do a wise thing to use some of it during the coming season. But regardless of what you use be sure to get musicians who know how to play. A good melody well played will draw and hold a crowd and day. One of the drawbacks of the popular music business is the average pianist in the department stores. To say the least they are atrocious. In fact, they don't know how to play. Everything they grind out sounds alike. Instead of creating sales they actually drive business away. You would think that store managers would realize how detrimental these music butchers are and fire them. Most man-

agers, rather than pay a few more dollars weekly for a good player, let the business suffer.

Mr. Showman, you will fall into the same rut and fail to make money, or less money than you should, if you don't pay attention to the kind of music you offer your audience. The music is an important part of your show; not infrequently it is the salesman who sells the show, especially when the concert is given gratis. When people come within sight of your show they do so because they are out for pleasure and relaxation, and in a mood to be entertained, and if they are not stupid they know that they have to pay for good entertainment. Very often they judge what you have inside by what you show outside. So it is up to you to give them cheerful music, the kind they know and understand, or what they know partly. Give them some of the semi-old with the new. Don't feed them all old jazz stuff, or all new stuff they never heard. Mix their musical diet. At present all the big publishers, as well as some of the smaller ones, have good catalogs of attractive outdoor music. And it is up to you to make your music worth the price of admission to the show itself. You can do it, and make money in the bargain, provided you are not afraid to work hard.

JACK DEMPSEY A COMPOSER

Perhaps Jack Dempsey, heavyweight boxing champion of the world has grown envious over the way song writers gather in the shackles without having to put in months of hard training for them. Anyway, Dempsey is credited with having composed a march *AM* by himself. He put it together the other day, following his appearance at The New York Hippodrome. Jack dedicated the number to the sport writers of America. A. J. Goring, director of the Hip-

podrome orchestra, is making the orchestration. Lient-Com. John Philip Sousa wired that if the march possesses any of the staying powers of the champion he will feature it during the coming season.

RAMBLES IN RADIO

Several publishers who were sounded concerning radio's effect on the music business, think it is going to benefit music rather than injure it. What many fear is that radio will cut into the sales of sheet music and phonograph records. They have an idea that because a person is able to hear a song over the radiophone he will be less inclined to buy a copy of the song or a record of it. Reports have it that some of the phonograph companies feel the same way about the matter. Several of them are reported to have instructed artists under contract not to sing over the radiophone. The companies think that if persons are permitted to hear the artists by radio they won't be satisfied with records and won't buy them.

And yet, phonograph companies send their artists to sing in various parts of the country, and do so with the idea and hope of stimulating business. It is a paradox to say the least. When a person listens in on the radiophone he has to take what is offered. Tonight he may hear "Babbling Brook," for instance, and like it well enough to want to hear it again. He may listen in every night for weeks before he hears the number again. If he went to a show and heard the same song he would be up against the same conditions. The song grips him and he wants it, and the only way to get it is to buy the sheet music or the record. The fact that he hears a song by radio does not mean that he'll be satisfied, for if a person were satisfied with the mere hearing, there



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Oh! sweet mel-o - dy You make me glad
 you make me sad You bring back the hours
 I used to spend in love - land's bow'rs Oh, sweet re - frain
 You bring me back a - gain Dreams that can
 nev - er be Please don't haunt me, Please don't taunt me Oh, my
 pret - ty haunt - ing mel - o - dy

SWEET MELODY

SURE FIRE FOX TROT

EVER SINCE YOU TOLD ME YOU CARED

CHORUS

Ev - er since you told me that you loved me, Ev - er since you told me that you
 cared. All the world's a glow with glad - ness Ev - er since you told me that you
 cared. And all the lit - tle joys of life, dear, thrill me
 Joye be - fore I nev - er seemed to share Ev - er since you told me that you
 loved me Ev - er since you told me that you cared. cared.

A NOVELTY FOX TROT HIT

THE SONG THE BREEZE SINGS TO ME A BEAUTIFUL WALTZ NUMBER

CHORUS

Some - bod - y's think - ing of you Some - one cares more than you know
 Some - one waits for his sweet heart Mur - ders the sph - ers that blow
 Some - bod - y's dream - ing of you For a - way tho' he may be Some - one is
 true some - one loves you That's the song that the breeze sings to me

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NEW YORK

would be no sheet music business. A person buys a song or a record because the thing grips him, because he can't get away from it. And once a song gets him he wants to take it home and play it, sing it, or listen to it until he gets tired of the piece. If he were satisfied with hearing it once or twice, he would do so at a show and forget about it.

The big feature about radio is that it will enable publishers to introduce new songs to the public within a week, instead of months as formerly. At present there are many thousands listening in at the concerts, and when broadcasting stations are erected in other parts of the country, the publishers, by having men at the various ones, will be able to sing to additional numbers every night. A set of pluggers who would cover half a dozen picture houses in a night and sing probably to ten thousand people, will be able to reach many times that amount via the radio.

"Do the radio fans ever buy any of the music they hear by radio?" a publisher asked the other day.

J. Andrew White, who is in charge of the station at Newark, N. J., answers that question without any difficulty:

"We receive more than two thousand letters every week from people telling how much they enjoy the concerts. And, without exaggerating, I'll say that at least fifty per cent want to know where they can buy the sheet music or the records of the new songs they have heard. Hearing a new good song over the radio simply creates a desire to hear it again in their own homes."

One prominent phonograph company kept track of all the business it did for a month thru the radio. The concern made a separate record of the goods it sold thru people coming in to say they wanted such and such a record, having heard the song for the first time over the radiophone. At the end of the month the books showed that radio had brought an additional \$50,000.

K. B. MANSELL PLEASED

K. B. Mansell, publisher, Wheeling, W. Va., writes that he is pleased by the way his latest release, "Don't Build a Wall Around the Girl You Love," is being received. It will be recorded by two phonograph companies in April, Mr. Mansell says, and to date has brought offers from two New York publishers. "In response to our last advertisement in The Billboard," he states, "we received more than four

HEY - YOU!! JUST A MINUTE - PLEASE!!

You Can "STAND PAT" Anywhere With This "HAND"

"BUILDING LOVE CASTLES" Fox Trot Song
By Ray Sherwood

"LONESOME LIPS" Song Fox Trot Serenade
By Ray Sherwood and Margie Kelly

"JAPANESE SAILOR" Oriental Fox Trot Song
By C. P. McDonald and Thomas Hughes

"FATEEMA" Oriental Fox Trot Song
By C. P. McDonald and Thomas Hughes

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The last three were Sensational Hits at the Annual Ball and Show, "A NIGHT IN THE ORIENT," of the Advertising Club of New York City.

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Music Pub. Co.
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hundred requests from performers for copies of this number. One request came from Shanghai, two from Borneo, and six from Sydney, Australia. Some of the prominent singers now using the song are Ruth Childence, of Zarrow's 'Classy Steppers'; Prof. Harry Lewis and the Maryland Sisters."

L. C. Smikahl's nine-piece orchestra of Sioux City, Iowa, is featuring the number and reports it is going as well as any number there.

WHERE'S THE MONEY?

The other day a certain publisher asked another if he could tell him what becomes of the money collected by the Authors' and Composers' Society. The man who was quizzed said he did not know any more about it than the next man. The society has been in existence for some years, but the publishers, according to one publisher, have received very little. Recently the Class A members of the Music Publishers' Protective Association were reported to have received \$1,100 which, the publisher declared, was the first they had been given in the—well as far back as he can recall. The amount turned over to Class B and Class C was a great deal less.

A list submitted to publishers by the society showed that the society had close to 4,000 individuals and firms paying the tax on music, the amounts ranging from ten dollars a year up. Some pay \$500 and more every year for the privilege of playing music controlled by the society. What becomes of the money is what puzzles some publishers.

The Authors' and Composers' Society is making a fight to compel every theater, movie house, dance hall, cabaret, hotel and, in fact, every one who uses its music, to obtain revenue directly or indirectly to pay a tax. If the society can put this plan thru the music business will be a gold mine. Publishers will not have to worry about hits as they do now. You can readily see the big profits that would accrue if all the Keith, Shubert, Fox, Pantages, Orpheum and Loew houses paid the tax. And if these firms should fail in line every motion picture house in the country would follow suit. Word came out the other day that one of the big vaudeville circuits is getting ready to fall in line and pay the regular yearly tax.

The society is also considering the radio matter. Judging by the success it has had in the courts over the tax question, the society feels confident of finally compelling every one to come across.

THEATERS ADOPT MAN'S SONG

Recently the theater managers of Long Beach, Cal., held a go-to-the-theater week and increased business one hundred per cent for the week. As a feature song, the theater managers adopted "After Sundown," published by the West Coast Music Company, of Long Beach. The boost created quite a demand for the number, which was written by E. L. Frick.

PUBLISHERS MEET

The Music Publishers' Association of the United States, at its regular quarterly meeting in the Astor Hotel, New York, discussed
(Continued on page 58)

"LADDIE"

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A HIGH CLASS BALLAD THAT WILL LIVE
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"WHO'LL BE THE NEXT ONE"

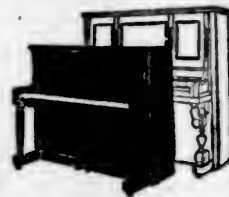
(TO CRY OVER YOU)
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MALE AND FEMALE**

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**KEEPS THEM
STEPPING**

**GET IT NOW!
SING IT NOW!**



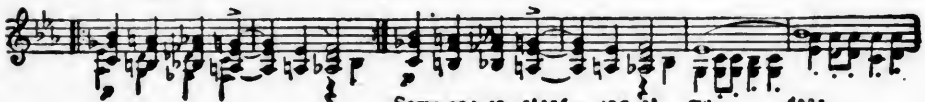
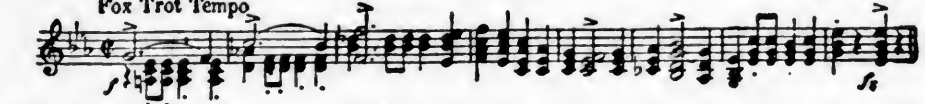
Here's Your Copy

Revised Arrangement by
FRANK E. BARRY

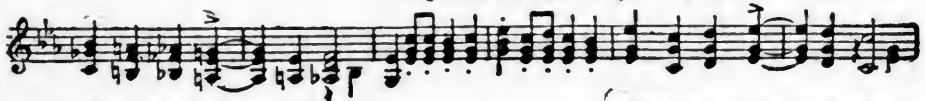
STEALING

Words and Music by
DAN SULLIVAN

Fox Trot Tempo



Some-one is star - ing at me, dear,
Song-birds are sing - ing of you, dear,



Some-one is glar - ing at me.
Love they are bring - ing from you.

Some-bod-y's smil - ing now,
I hear them in the trees,



Some-bod-y who knows how, Long have I sought you, Now dear I've caught you;
Their song up-on the breeze, While I am sleep - ing, Near me you're creep - ing.



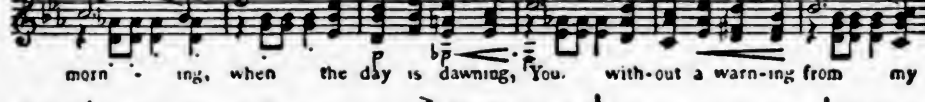
CHORUS *Tenderly*
Steal ing, steal ing with, your eyes ap-peal-ing, There's a



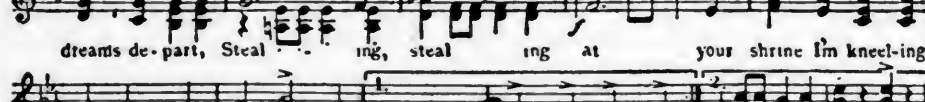
ten-der feel-ing in my heart for you, Sigh - ing, sigh - ing, There's a



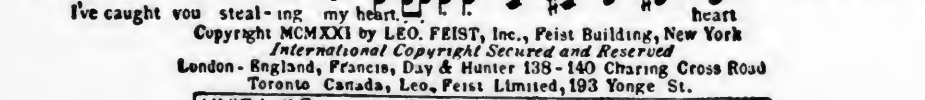
voice that's cry-ing Your sweet-heart is true, Morn - ing,



morn - ing, when the day is dawning, You, with-out a warn-ing from my



dreams de-part, Steal - ing, steal ing at your shrine I'm kneel-ing,



I've caught you steal-ing my heart. heart

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Dreamy Waltz Song

"Love's Isle"

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TROPICAL BLUES CARING FOR YOU
FOX-TROT SONG WALTZ SONG

TO MAKE ME HAPPY MONDAY LAUGHING TROMBONE
JUST GIVE ME MY SUNDAY ONE-STEP SONG

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PUBLISHERS MEET

(Continued from page 56)

the National Bureau of Advancement of Music, general conditions in the music industry and some phases of the copyright law. In June the association will hold the annual meeting, at which dealers from all parts of the country will get together for their regular yearly conclave.

A PLEASANT SURPRISE

Some poets spend years writing poems that no one will accept, much less buy. Then they devote other years to informing their fellowmen that editors, or at least a majority of them, are a bunch of dumb-bells. Even Edgar Allan Poe had his troubles finding markets for his poems, and when he did find a buyer he did not receive much. Fifteen dollars is what he is supposed to have been paid for "The Raven."

Halpin O'Reilly Gilbert, however, has found magazine editors a little more responsive. Miss Gilbert, by the way, is a popular song writer, having composed "The Short Dress Ball," published by Will Roslitter; "Sweet Alice Gray," put out by the Meyer Cohen Music Company, and several other pieces.

Miss Gilbert comes from Louisville, Ky., where she used to contribute verse occasionally to the newspapers. Last Christmas she wrote a poem to her dad, J. Halpin O'Reilly, who still lives in Louisville, and after mailing it showed a copy to a friend who suggested that she submit it to one of the well-known magazines. The first editor who saw it accepted the poem.

Not to be outdone, J. Halpin O'Reilly, after receiving the poem from his daughter, sat down and, altho he had never written a poem before, penned one to his daughter. Miss Gilbert thought it too good to put aside and submitted it to a prominent magazine. The editor wrote her he thought it was wonderful and, after making a few inquiries concerning its originality, sent her a check for almost twice as much as Poe received for his "Raven." Can you beat it? Imagine the feelings of any unappreciative genius who happens to read this, especially if he lives in Greenwich Village. Perhaps it may pay you to tackle the magazine editors when you can't induce the music publishers to come across.

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SUNG BY

CLIFF EDWARDS

(UKULELE IKE)

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JAS. T. UTTLEY, Kitchener, Ont.

SAY "I SAW IT IN THE BILLBOARD."

BASS NOTES

"Lonesome City Blues," by Chas. H. Lewis, of Kansas City, is being featured by Moran and Mack, Leona Fox and Henry Sentry's Symphonic Orchestra on the Orpheum Time.

Jordan S. Murphy and Harry Wallon have written a new song, "If There's a Radio Station in Heaven (Mother Send a Message to Me)," which will shortly be released by the Browne Music Company.

Leo Fenway, of Boston, has written a new number called "Rainbow of Love."

Word has been sent to the management of the Madison Square Garden that unless it quits playing to a few publishers, in the matter of letting them plug songs during the six-day bicycle races and other events, it will have to pay a regular tax of \$1,000 a year.

William C. Noll, publisher, New York City, has landed his latest release, "Good Stuff," with a raft of well-known orchestras thru the country.

Song pluggers who get an opportunity to boost numbers via radio will do well to pay more attention to their enunciation.

Louis Breau, composer of "Humming" and "I Want My Mammy," thinks there is nothing like radio for boosting songs. And Breau keeps after radio stunts at every opportunity. Last week he arranged to have the Empire State Novelty Six play his two new numbers at the broadcasting station at Newark, N. J. What's more, Breau fixed matters so that couples in Terrace Garden could dance to "Kiss Me by Wireless" and "Mo-Na-Lu," also coming from Newark via the radiophone.

J. Louis MacEvoy, manager of the Broadway Music Publishing Company, Spokane, Wash., sends word that he has taken over the distributing agency for the Pacific Coast for "Swaying," "Minnie from Minneapolis," "In Santa Fe," and "Love's Day," which are published by the Chenette Publishing Company. MacEvoy says that Chenette's ad. in the Billboard induced him to give the songs a trial. Finding that they sold readily, he ordered in fifty lots and is now getting them by the thousand.

Sophie Tucker has gathered a constellation of Broadway stars to help her at Reisenweber's to swell the Jewish Relief Fund. Ever since the war Miss Tucker has been starring in drives and funds to help poor folk, and she is some helper.

It is not necessary to copyright a song before submitting it to a publisher; not if you offer your work to a regular publisher. If a publisher thinks it is worth stealing he will think it is worth buying. And if some one did want to steal your idea a copyright would not stop him.

Robert W. Luders and Will J. Ellsworth, salesmen for the McKinley Music Company, are touring New York and Pennsylvania on a plugging and selling trip. They will cover the trade, moving picture houses, orchestras and theaters, and feature "In California With You" and "Broken-Hearted Blues."

Nat Sanders, formerly professional man for several big publishers, is now devoting most of his time to writing songs, and is collaborating with Louis Breau, composer of "Humming."

Arthur Brothers, writers and publishers, of Detroit, are formulating plans to hook up local advertising with their sheet music sales.

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CANADA TO THE CANAL ZONE

After Sundown

Lyric, Music & Arrangement by ED. L. FRICK

AFTER SUNDOWN

CHORUS Moderato

After Sun-down when the day is o-ver, After Sun-down when the night be-gins; There are twink-ling bright lights all o-ver town, Spell-ing a world of fun.

AFTER SUNDOWN

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"LITTLE RED SCHOOLHOUSE"

Proving New Song Success

New York, March 10.—When Wilson & Brennan put over their famous "Swimming Hole" number they apparently worked up an appetite among performers for human nature songs. It took a Blakelock to paint Blakelocks and a Corot to paint the indescribable charm of the feathery trees portrayed by Corot. And it remained for Wilson and Brennan to write another human nature song big enough to be called a successor to "Swimming Hole."

The title, "Little Red School House," speaks for itself. Many acts have already rehearsed the new song in the new professional headquarters here of the Edward B. Marks Music Company, Forty-sixth street, next to the N. Y. A. The Bennett Twins, the Crane Sisters and Elizabeth Ayres were the three who got off to a flying start and introduced the number first at the Palace, the Royal and other Keith theaters.

**HOW MASTERS WOULD PLAY
POPULAR SONGS OF TODAY**

Los Angeles, March 11.—Henry B. Murtagh, solo organist of Grauman's Million-Dollar Theater, has proven that our popular dance tunes are the real thing in music and, but for a matter of time, might have been written by Wagner, Rimsky-Korsokoff, Schubert or other great masters.

Mr. Murtagh took the popular "Wabash Blues" and by a change of harmonization and tempo showed how it might have been handled by Richard Wagner, Moszkowski, Rachmaninoff, Sousa or McDowell.

Some of the descriptive slides read "How Moszkowski would have made a Spanish dance of this melody" and "How Wagner would have made a Pilgrim chorus from the melodic theme of 'Wabash Blues'."

This musical innovation not only attracted the regular motion picture patrons, but many of the great musicians who are wintering here.

They pronounced it a decided novelty in the musical world. Next week Mr. Murtagh will show how many of the famous masters would have written "Ain't Nature Grand," the novelty fox-trot published by Leo Feist, Inc.

**HEARD VAN AND SCHENCK ON
RADIO AND OFFERS THEM JOB**

If Van and Schenck tire of the big time soon they stand a good chance to land a job with the owner of a chain of motion picture theaters in the Southwest. Said owner was listening in at the big wireless station at San Antonio, Tex., recently and heard "Wabash Blues" sung by the famous vaudeville, "Follies" and phonograph record team at the broadcasting station of the Precision Equipment Company, Cincinnati. The distant movie magnate didn't know just who Van and Schenck were, but he showed an ear for talent by writing the Cincinnati firm: "When you are thru with the two fellows who sang 'Wabash Blues' for you March 1, I will be glad to hear from them. I feel sure that they could make good as singers in my theater down here."

Last week Billy White and James Ward, of the Feist staff, rendered "Stealing," "Swanee River Moon," "Ten Little Fingers and Ten Little Toes" and "Thanks to You" at the radio concert in Cincinnati, with "Froggie" Moore as accompanying pianist.

**"SWEET
NORAH DALY"**

Peer of Irish love ballads. This harmonious number brings you the direct favor of your audience and gets you the encore.

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A Fox-Trot that is not backward about coming forward. GREAT Soubrette Number.

"STOP LOOKING AT ME"

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- "I AIN'T NOBODY'S DARLING."
- "M.A."
- "ALL BY MYSELF."
- "NOBODY'S BABY."
- "I WONDER."
- "THAT'S HOW I BELIEVE IN YOU."

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KONDAS NUMBERS GOING GOOD

Ashtabula, O., March 11.—"Your number, 'Aw C' Mon,' has been most enthusiastically received by our dancers," reads part of a letter from Manager E. A. Mitchell of the Century Roof, Ottawa, Can., to the Koodas Music Publishing Co., here, which is typical of numerous endorsements from parties throughout this country and Canada. John W. Ramsbottom, orchestra leader of New Bedford, Mass., informs: "The Kondas number, 'Aw C' Mon' and 'Painting Pictures,' kept us jazzing a full half-hour at a recent engagement and the crowd kept yelling for more."

"SOUTHLAND" RECORDED

New York, March 10.—"Dear Old Southland," the big hit of the Jack Mills catalog, has been recorded by thirty-eight mechanical companies. Mills believes this is a record, considering the length of time the number has been out. The song, first published about two months ago, already is a reigning favorite with vaudeville artists and orchestras.

"Dear Old Southland" is based on an old Negro spiritual, set in fox-trot tempo and with a coda of new material. It is commented on by local musicians as being a most musically song. Creamer and Layton are the writers.

NEW WALTZ SCORES

"My Rose Is Only You," the latest number written by George W. Beiderwelle, popular music composer, was introduced to the public by the Metropolitan Four at a performance in the Odeon, Cincinnati, March 4, for the benefit of the Army and Navy Union, and was received with tumultuous applause. Judging by the requests already received by its publishers, the Mid-West Publishing Company, Cincinnati, the success of this waltz seems assured. Orchestras are completed and several prominent phonograph companies are arranging for the recording of this piece.

PROMISE FOR NEW FIRM

Easthampton, Mass., March 10.—The New England Music Company, a recent addition to the ranks of music publishers, with headquarters here, is destined for a high mark, according to parties in the know who have heard the firm's initial releases. The numbers are "Oh, Jane," "Fireflies" and "Panama Rose," and were composed by Irene Jefferies and C. Jeff Malings.

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BARTLETT CO. INCORPORATED

Detroit, March 9.—The Bartlett Music Company has been incorporated under the Michigan laws with an authorized paid-in capital of \$10,000. Bartlett Holmes is president and treasurer, Michael Abram, vice-president, and Theodore H. Pischke, secretary. The offices are at 234 State street, this city. New releases of this company include: "Day by Day," "Finky, the Cave Man," "Baby Blue Eyes" and "California Rose." Other Bartlett numbers which have enjoyed a big sale are "Charms," "Orchards," "Day by Day," "Carolina Nights" and "Down in Picardy."

PHIL PONCE PUBLICATIONS

Chicago, March 10.—Word has been received here of the organization of a new music publishing house, the Phil Ponce Publications, with offices at 145 West Forty-fifth street, New York. Mr. Ponce is well known here and in music channels generally and his continued success in selecting and selling songs speaks well for the new firm. The first published numbers, to be ready shortly, are "Southern Moonlight," a catch dance tune, and "Marry 'Em Young, Treat 'Em Rough, Tell 'Em Nothing," a comedy song.

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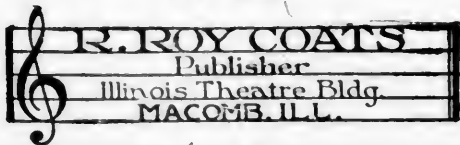
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MUSICAL MUSINGS

Conducted by O. A. PETERSON

Billy Rabble, bandmaster, is now located in Birmingham, Ala.

Geer's New Harmony Orchestra is an addition to the musical field of Fort Dodge, Ia.

B. O. Stokes, continuing with the Kepian Shows, expects to have a ten-piece uniformed band this season.

Arthur Malneill, drummer, and George Starch, cornettist, will again be with Cote Bros.' shows this season.

Bill Swihart says trapping was a failure with him this season on account of running into so many moonshiners.

O. E. Dube writes that this department has been misinformed about his playing trombone at Keith Theater in Louisville, Ky.

Arthur Teyor and his Band, offering twice-daily concerts in Miami, Fla., find "Angel Child" a most pleasing fox-trot number.

Jack E. Slick is playing trombone in a fast dance orchestra out of Wichita, Kan., and says he will not be with the white tops this trip.

Johnny Harvey, of the Dixie Mel-O-Dee Boys, opines: "Just about the time delirium tremens are declared unconstitutional, along comes jazz."

V. T. Medcalf, of Etowah, Tenn., has organized an orchestra of eight seasoned musicians for hotel and summer resort engagements.

Pauline Bell's Lady Band is now at the Steacy-Trent, Trenton, N. J., following a ten-week engagement at the Ten Eyck Hotel, Albany, N. Y.

Five troupers, C. E. Pruett, piano; Burrell Hobert, clarinet and sax.; Dick Coleman, banjo, saxophone and singer; Tom Stafford, trombone, and Arnold Wetzell, drums, xylophone and manager, are dealing out syncope at

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"FINKY, THE CAVE MAN" "DAY BY DAY"

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the Mother Goose Hall, El Dorado, Tex., under the name of the Manhattan Dance Players.

A late issue of The Bandman, monthly publication of the Kansas Band Association, reflects increased interest among town bands thru out the State.

Hank Young, veteran bass drummer, will again be on the Sells-Floto Circus with Don Montgomery's Band. Tommy Fallon also will return to this connection.

Robert Dalziel, who played under Carl Clair on the Barnum & Bailey Circus and with other circuses, is located in Columbia, Mo., playing trombone in a theater orchestra.

Giorgio Passilia and his famous orchestra are under contract to the Ambassador Hotel of New York and Atlantic City. This aggregation is of the symphonic type.

H. H. Graham communicates: "My sixty-piece band will open the season in Tulsa, Ok., the latter part of March. James A. Thompson, 'golden-voiced soprano,' will again be featured."

Clark's Ragadowns report a good dance season in and around La Crosse, Wis. Earl Clark is banjoist; Carl Chitwood, clarinet; Bus Wartabee, trombone, and Wallie Kundson, drums.

Theater orchestras thruout the country last week observed the twenty-fifth anniversary of "Stars and Stripes Forever" by underlining this famous march composition of John Philip Sousa in their programs.

Harold Stern, a leading violin player of New York, will install his orchestra at Blossom Heath Inn, that city, this week for the remainder of the dance season, and will appear again this summer at Brighton Beach.

Carle LaFell and His Orchestra are on the road again playing vaudeville dates at first-class motion picture theaters and dances. In a recent engagement at the Palace Theater, Dallas, Tex., these players proved real show stoppers.

R. G. Willaman, assistant director of Earl L. King's Band, has been engaged as instructor in the School of Fine Arts, Highland Park College, Des Moines, Ia., for the spring semester. He will again be with King during the summer as clarinet soloist.

The Jazz Bimbos have been organized in Kansas City, Mo., by Danny Cairns and, he informs, are booked to September 1. The lineup: "Shep" Schoenheit, sax. and piccolo; Cleoro Conway, sax. and banjo; H. P. Johnson, piano; "Kiddo" Rendino, violin; "Jumbo" Martling, cornet, with Cairns at the drums.

Chapin's Original Illinois Five has first call on choice dance dates and special engagements in and around Monmouth, Ill. W. Schimpf is trombonist; Hap Hillinger, cornet; H. Numbers, drums; Geo. Chapin, piano, and F. Meyers, saxophone.

Harry Askin, while in Cincinnati recently paving the way for the coming of Sousa's Band, announced that from \$4,100 to \$5,000 is too much to pay for railroad transportation each week, and that the famous march king's organization will tour the country by auto trucks.

Wallace Blacker shoots in that he is pianist with the Original Melody Boys, engaged at Hall's Academy, Pittsburg, Kan., until May 15, when play will be started at a summer resort in the Ozarks. Edwin Cumisky is violinist; Archie Moore, saxophonist, and Bobby Chalot, drums.

Nearly every owner of a musical instrument knows what it is to be annoyed by some nifty borrower, but about the best story in this connection is of the woman who won a player roll as a card party prize and then tried to borrow her neighbor's automatic piano on which to play it.

Robert L. Johnson, clarinet and saxophone, and Ingersol "Jingle" Carsey, trombone, recently closed with Lassie White's Minstrels and are now with Moore's All Star Entertainers, an organization making quite a hit thru Northern Arkansas. Tommy Warner is pianist; Hovey H. Houghton, saxophone, and O. L. Moore, drums.

How a combination of experienced troupers can help an attraction to good business thru a supposedly bad season is being demonstrated on the Holmes Lyceum show, now in its fourteenth week thru the Northwest. An eleven-piece band is directed by Gene Mitchell and Estella Lemond heads the nine-piece orchestra. Mr. Mitchell plays corac; Marcus Loos,

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bass; Bessie Cleveland, alto; Mat Loos, baritone sax.; Mrs. Loos, alto sax.; Marguerite Loos, tenor sax.; Edward Loos, alto sax.; Pauline Loos, soprano sax.; Robert Gifford, bass drum; Jack Holmes, bells and snare drum; Herschel A. Seal, trombone.

The Croatian Tamburitza Orchestra, numbering six members, came in for a lot of praise from the press of Galveston, Tex., during a recent engagement there. The tamburitza is a long-necked instrument with six strings, four of which are tuned D and the last two G, and produces a sweet sound somewhat different from that of a guitar or mandolin.

Champ Emerson, drummer and manager of the Dixie Melody Boys, states that a fifteen weeks' engagement at the Hotel Warner, Warren, O., ended March 1 and for several weeks the aggregation will go on a dance tour. Ray Moore is pianist and director; Jack Hoffman, violinist; Johnnie Ackerman, sax.; Hershel Graven, trumpet, and Herbie Smith, banjoist.

Hartigan Bros.' Famous Orchestra, meeting with success thru Pennsylvania and West Virginia, is moving westward. Emery Howard is pianist; Charles Dy en, banjo; Charles Johnson, traps; "Dink" Wilson, entertainer; John Hawkins, violin and cornet; Thornton Brown, trumpet, and Donald Redman, saxophone, trombone and clarinet. A composition by Brown is reported to be going over with a bang.

Al Davis' Orchestra is attracting enormous crowds at the new Palace Grand, Tulsa, Ok., one of the finest dansants in the Southwest. The roster: Raymond Maher, piano; Jack Davis, cornet; Frank Sherwood, trombone; "Boozie" Weathers, drums, and Dewey Al Davis, clarinet, saxophone and piano. After April 23 the combination is expected to appear at a resort in California.

Giers' Musical Ten, now playing the Poll Circuit, are delivering a real line of modern syncopation and meeting with great success. Wesley Giers, banjo soloist, assisted by "Smiling" Jack Roop, eccentric drummer, is featured. The other players are Misses Myrtle and Rae Giers, violins; Miss Lotna Champlone, piano; Miss Elvira Roop, trombone; Miss Nan Keller and Miss Letty Giers, melophones; "Speed" Keller, cornet; Harry Warren, clarinet, and Paul Giers, bass drum.

Who remembers when—
Sam Rickey missed the boat while touring with the Reynolds Circus in 1897? Gabe Boone, "second fiddler from Kentucky," was in the

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UNION MUSIC CO., Cincinnati, Ohio.

booby hatch in Missouri? Chas. Wetterman, still trouping, got the name of "Chas. Last" in 1890? Daniel Davis lost his false teeth on Spellman's Indoor Circus of Pittsburg? The big wind storm encountered by the Hagenbeck-Wallace show at Pocatello, Idaho? Chas. Wetterman got stuck in the mud in New Orleans and swore it was his last season? Jimmy Ward got the name of "String Beans"? Dick Masters, on the John Robinson Circus in 1917, had Wilfred Simpson, Chas. Doble, Roy Bassett, "Rusty" Campbell, Arthur Cox and the "famous sud throwers" in the band?

The non-pressure system of playing a cornet has been in vogue for many years. In these days nearly all beginners are taught the right way, but some of us older ones were not so fortunate. We started with the old pressure system and find it very difficult to change.

There is no such thing as "loose lip" system. The lips must become rigid in order to get the higher tones. We of the old school used to press the mouthpiece to our lips in order to make them rigid. The proper way is to make them rigid by muscular contraction.

Many years ago we were told to stretch our lips in the form of a smile before placing the mouthpiece. This also was a fallacious bit of flapdoodle. One cannot make a sphincter muscle rigid by stretching it. Only by contraction can any muscle be made rigid. Another common error exploded.

Place your lips naturally on the mouthpiece without contortion or attempt at stretching. As you go up for higher tones make them rigid by contraction, in the form of a kiss. The old idea of lip stretching is erroneous and obsolete. Let them vibrate freely for the lower and middle register. Make them more rigid by contraction as you go up for the higher tones. Do not try to stretch them by smiling. Hold them natural while placing the mouthpiece.

The modern Boehm flute is the most perfect of all keyed instruments, and in the hands of an artist can be played in perfect tune. The fact that they are not always played in tune does not weaken this assertion. Neither is a violin always played in tune.

The Boehm flute is so facile and its intonation so easily controlled that there is no good reason why it should not be played in perfect tune—if the player has a good ear. By merely turning his blow-hole out or in he can easily raise or lower the pitch of any tone, if necessary. It is a much neglected instrument. There should be more in use.

"THAT THE PROFESSION MAY KNOW"
OPEN LETTERS
 "FOR OFF-TIMES VIEWS ARE LIVEST NEWS"

Editor The Billboard—May I add a word in regard to your Patterson James, whose "Off the Record" and criticisms I read with keen interest. I admire his criticisms because they seem to be fair to all and he does not, as some critics, sugar-coat his criticisms of the stars, even as we mediocre artists, would be significant member of the cast. I believe if it were not for some honest criticism that these stars, even as we mediocre artists, would be come careless. But honest criticism keeps them pegging on. All broad-minded people like to know their faults so they can correct them as quickly as possible. Let us have more like Patterson James.

(Signed) **CLAIRE ILLINGTON (ZALESKI)**,
Caldwell, O.

Editor The Billboard:

I have been reading The Billboard for years, and, being interested in songwriting, always admired the Melody Mart section. A few years ago a fellow could observe news notes from writers all over the country, which was a splendid idea, and kept one informed on the doings of writers as a whole, but now I am wondering what is wrong with E. M. Wickes.

For some months past I find only dope from Tin Pan Alley publishers and writers. Is that giving the rest of the writers a chance?

If a writer out of the Metropolis sends in any items, they will be found under the caption of "Bass Notes." I have never sent any notes to Mr. Wickes, but know a few chaps who have and their mention always lands in "Bass Notes."

I hope Mr. Wickes will act more impartial in his write-ups.

(Signed) **JOHN W. DELROE**.

Coco Solo, Canal Zone, Panama,
Feb 26, 1922.

Editor The Billboard:

I notice that your valued paper has seen fit to give considerable space to articles concerning the cabarets of Panama.

The article in the February 4 issue, referring to girls sitting at tables with uniformed men, is true, I will admit, to a certain extent, but why any acknowledged cabaret performer or entertainer should balk at the prospect, I cannot see, and the remark made by a young lady: "After singing we were told to sit at tables with soldiers and sailors, then we balked," can be taken in many a different way. I take it as an insult to our flag.

A brief time ago a man in the uniform of Uncle Sam was welcome in every American home, from the humblest to the richest. Wherever he appeared in public, respect and honor was shown him. Any girl was proud to be seen in his company. It is the uniform that represents the defense of our flag, and should be held in high honor, and a person showing disrespect to the uniform should be treated in the same manner as one who insults the flag. Today the war is over and those who still wear the uniform are not only shunned, but discriminated against.

If there is not enough patriotism among our citizens to respect the uniform, where will we find it? It is my belief that a law should be enacted to couple a difference and courtesy to our men in uniform—but probably this young woman who disrespects the uniform does not know that she also insults our flag, and that they who do are un-American and unpatriotic and should be dealt with accordingly. The men who wear the uniform of Uncle Sam are picked from the cream of our nation, and owe it to their country and their oath of allegiance to shun those who disrespect it.

Let us unite now as we did in time of war and give respect to our flag, and to the man who wears the uniform of our grand United States. Let us not permit anybody to insult or defame it.

I am also thoroughly acquainted with the conditions as they exist in the cabarets down here, and while I must admit that they may not appear to a stranger to be as modern as those in the States, there can be no question as to their respectability, and allowing for the customs of this country as they are at present, their morals are beyond question. I sincerely hope that the readers of The Billboard will judge the entertainers here impartially and with candor as to the rating given them in the past few months.

After a careful and impartial investigation I have decided that it is a rank injustice to allow such an article to be passed over without comment.

Trusting this article will find space in your valuable paper, I am,

(Signed) **E. L. THOMAS**.

119 Central Avenue, care Ryley,
Newark, N. J.

Editor The Billboard—I have been a reader of your interesting paper weekly for the past three years, and knowing the valuable assist-

ance you have given the Actors' Equity Association and the fair manner in which you have always dealt with our difficult problems, I may say that The Billboard has had no more persistent champion than myself. I have sometimes taken friendly exception to articles in The Billboard, but, in view of the overwhelming proof of your goodwill to the actor, my exceptions have invariably been subordinated and the benefit of the doubt allowed to remain with The Billboard.

But the subject of this letter is one which neither I nor those of my race can subordinate to anything in the slightest degree.

My personal feelings towards The Billboard are of the friendliest, because I am loath to believe that an up-to-date journal such as The Billboard, or its Editor, would knowingly endorse the anti-Semitic utterances of "Patterson James" (everyone knows this to be the nom-de-courard of James Wm. FitzPatrick, who led the White Rats to ruin) which have appeared in not only The Billboard, but also in that despicable paper, "The Dearborn Independent," which seeks to place ALL Hebrews in the category of undesirables. That abortion of the press deserves no mention, but that The Billboard should apparently act in co-operation with it is of serious moment to all Hebrews in the show business.

It is also a serious matter for The Billboard, as already there is talk of boycotting the paper unless Patterson James is properly dealt with. That this is no false alarm you can ascertain by referring to the Jewish daily paper, "Forward," dated Friday, January 27, in which The Billboard is referred to as "an anti-Semitic publication," and particular attention is paid to Patterson James and his connection with the "Dearborn sheet."

I am now engaged on the American stage, but was formerly a favorite in the Yiddish theater, therefore I am in a position to know

how the Hebrews in both American and Jewish theaters feel on this subject. No matter what efforts you may make to remove the bad impression and no matter what denials or explanations are made by FitzPatrick (I don't know the man) or anyone else, Hebrews in show business or out of it will not be convinced that The Billboard does not endorse his attack on the "Jews" if "Patterson James" continues these writings. In view of your good work for our organization we (there are several of us interested in this communication) feel that you are entitled to this suggestion, that you deny sympathy with the destructive and un-Christian doctrines of "Patterson James."

If The Billboard DOES endorse this anti-Semitic (which we do not for a moment believe, or we would not thus address you) there is nothing more to be said, but in the belief that such is not the case, I beg to remain,

Yours sincerely,
(Signed) **MAURICE RUBIN**,
Member Lambs' Club and A. E. A.

(The Billboard is always glad to print the honest expression of its readers and to publish their fair and unbiased criticisms of its contributors. But we insist that our voluntary critics should confine themselves to facts and that the critics and the criticisms in themselves should be bona fide and above board.

In the above letter the reference to James William FitzPatrick is untrue. The reference to The Dearborn Independent and Patterson James and The Billboard is equally untrue. The matter which appeared in The Dearborn Independent was "lifted" from the columns of The Billboard and was published without either the knowledge or consent or permission of Mr. James or The Billboard.—Editors The Billboard.)

Athens, Ga., March 6, 1922.

Editor The Billboard—I have been a constant reader of The Billboard for many years and wish to say you are doing a great work in the interests of the profession. Keep it up.

I have always admired the stand of The Billboard in fighting for cleanliness in the show world. It sadly needs cleaning.

Thanks for Patterson James. We need more

RAG-JAZZ
PIANO or SAXOPHONE
 TAUGHT IN 20 LESSONS

Christensen Schools in most cities—see your Phone Book—or write for booklet about mail course. Teachers wanted in unoccupied cities.

CHRISTENSEN SCHOOL OF POPULAR MUSIC
 Suite 5, 20 E. Jackson, CHICAGO.

MUSIC ARRANGED BY SPECIALIST

for Piano, Orchestra and Band. Send for prices and samples of work.

HERMAN A. HUMMEL,
 250 Colonial Arcade, Cleveland, Ohio.

DON'T FAIL TO GET YOUR COPY OF THAT BEAUTIFUL old folks' song, "AS THE DEW CLINGS TO THE ROSE." Send dime and two-cent stamp to C. J. SNEBOLD, 9 Greenwich Street, Natrona, Pennsylvania.

SONGWRITERS

We do all kinds of arranging. Wonderful work. Satisfaction guaranteed. **MACK'S SONG SHOP**, Palatine, Illinois.

SONG WRITERS

Let me arrange your Music.
RAY HIBBELER, B-4640 Dickens Ave., Chicago.

like him. I have greatly enjoyed his articles. It's sad to say they are true.

In your issue of February 25 I read with varying emotions of wrath and disgust Sam Bernstein's letter which appeared in "Open Letters." He takes the stand that "you are killing the goose that laid the golden egg by fighting for cleanliness," and tells you, "Heads off." This man goes on to say that we Americans are uncultured and that our only diversion is sex and sex display.

Where are we drifting to? Yes, there is agony in the show world, but who brought it? My answer is the class composed of tuires, harlots, short change artists, would-be performers and grafters—the leeches and parasites of the show world.

And still this man has the nerve to tell us that, as real Americans, we have no refinement or culture.

Indoor or outdoor show business has the same problem to face. We must either clean up or face the music. The people (public) more and more are demanding clean moral shows. They are sick and tired of taking their wives and children, their mothers and sisters and sweethearts to a show and listening to a "would-be" or several "would-bees" pull a lot of filthy jokes on sex relations. It is disgusting and nauseating and fills one with a violent desire to murder the poor sapa who call themselves artists and actors. "Clean up" should be the motto. Send the undesirables back to where they came from. They do not belong in the profession with honest, hard-working and God-fearing men and women who struggle under a heavy load of their own, without having to bear the sneers and slurs that the bad type of people bring on them.

People go to theaters to see real actors and actresses put on real plays. They pay their money to see the real thing and they expect the actors to be genuine. Why not? Men in civil life have to be expert in their line to be a success. They work hard for their money and object to paying to witness a show put on by people who are not actors and artists enough to get over without the smut and sex display.

We have real actors and artists on the American stage, plenty of them, and I've noticed that they never have to disguise their work to make it go over. Why? They're genuine and the audience knows it.

I've been in the profession since 1880 and certainly know what I'm talking about.

Bernstein further advises to leave all the "hypocrisy" to the ministers and reformers. Yes, the truth does hurt, murder will out. Long live the reformers. Real show people will aid them in their work. It is pretty bad when people outside of the show world have to step in and clean it up.

I have two boys. Both are troupers and have been for a number of years. Recently my oldest boy joined the church and is now in a Bible college preparing for the ministry. I suppose Mr. Bernstein would say he is a traitor to the show business. Maybe so. Is a bartender or bootlegger a traitor when he gives up the game on account of being convinced that the work is not all right? Is a prostitute a traitress when she accepts Christ and tries to lead a decent life? Liquor can't be abused too much. Lewd women are not supposed to mix with decent people. But show business can be abused, has been abused and is being abused by the element I have mentioned before.

I'm proud to announce that a son of mine is going to be a "hypocrite" minister, and I hope that I will live to see him take his place in the ranks of the reformers of this country and do his part toward cleaning up the moral filth of this country.

(Signed) **J. FRANCOIS JOHNSON**.

Hotels with the professional atmosphere are what you want. The Hotel Directory in this issue may serve you.

HERE THEY ARE — A FEAST FOR YOU

THE SUN ALWAYS SHINES AROUND YOU (Waltz)

Featured by Harry D. Orr's "Million Dollar Dolls"

DOWN THE NILE (To Old Cairo) A Fascinating Oriental Fox Trot

I WONDER WHY YOU HANG AROUND (Novelty)

Featured by Walter Marion, the Boy With Four Voices

Prof. Copies Free to **THE MILLER MUSIC PUB. CO.**
 Recognized Performers 124 South Loomis St. CHICAGO, ILL.

JUST RELEASED. Beautiful Waltz Ballad

"I WANT YOU BACK AGAIN"

Featured by several headliners, including the **FRENCH ARMSTRONG TRIO**, and **THE WARWICK MALE QUARTETTE**, of Lyceum and Chautauqua fame. Professional copies and orch., now ready. Free to all recognized singers. Dance orchestrations, 25c. **COMINGORE & BEAMER**, 125 North Main Street, Laura, Ill.

MAMMY'S LOVING LULLABY

Big Waltz Hit.

BROWN EYES

Fox-Trot Hit.

Double Orchestration, both numbers for orchestra, 25c, or sent FREE if you join our ORCHESTRA CLUB.

FISHER THOMPSON MUSIC PUB. CO., Galety Theatre Building, NEW YORK

JOIN OUR ORCHESTRA CLUB

Just a little different than others. You will not only receive our popular song hits, but all instrumental numbers we publish during the year. The dance orchestrations will be arranged for 11 parts: piano, horns and saxophones. Enclose \$2.00 for a year's subscription today.

Ingersoll Was the Most Talked of Man in the World
"REMEMBER THE GIRL IN YOUR OLD HOME TOWN"
 IS THE MOST TALKED OF SONG

DANCE REVIEW

Inside dope on Dancing and Music. On sale at all prominent news stands and subway. \$2.50 per Year, 25c per Copy. **DANCE REVIEW PUBL. CO.**, 1400 Broadway, New York.
 MOST POPULAR MAGAZINE OF ITS KIND.

SAXOPHONIST, WOOD-WINDS, ATTENTION!

End all your pad troubles by waterproofing them with "PAD-POWDER." Pads treated thus will stay absolutely dry, soft and clean like new. Simple to apply. Price, 25c. **NORME D. FROST**, Box 156, Topeka, Kansas.

MUSIC ARRANGED BY AN EXPERT from lead sheet, for voice and piano. Moderate prices. Up-to-date orchestrations. **Theo. G. Beach**, Room 505, 1433 Broadway, N.Y.C.

EUREKA! Our author wrote songs thirty years and published NONE. Think what you escaped and try our first issue.

"A Body Can't Help But Loving You"
 MELODY MARKET, NILES, MICHIGAN.

BOKAYS AND BOWS ELMER TENLEY'S CRACKS

(COMMUNICATIONS TO OUR NEW YORK OFFICES)

Manner meek, red rosy cheek—
Subway train.
Curly locks and summer sox—
Golden grain.
Glance or two, smile she threw—
Heart beats fast.
Eyes of brown, a coaxing frown—
Dream of past.
Smiles again and then again—
A tiny band.
Youth in bloom and sweet perfume—
Nature's grand.
Some candy give and as I live—
I'm getting hold.
Winning Miss, a kiss and this—
She's four years old.

It requires a bunch of fighting to get hold of one of those peace dollars.

Lew Watts, of the Watts Bros., says one-half of the crazy folks are in the asylums, and his brother, Joe, says the other half are in show business.

Al Cotton says it is so cold in Canada that actors insist on getting blanket contracts. He also says landlords of apartment houses will not be admitted to heaven because the children might annoy them.

Fable. Once there was a vaudeville actor who claimed he was the worst in the business.

Act that has been waiting nine years for a "tryout" is going to give up vaudeville.

Sam Bernard says he will tackle "Hamlet" if they will permit him to use a Dutch dialect.

Harry Walton, formerly of the team of McBride and Walton (boxers), is thinking of taking a crack at vaudeville.

Those babies often made the police jump up on the stage when they were doing their stuff thinking they were on the level with their scrap.

Elsie Ryan has purchased a beautiful parlor canoe. She must have a lake in her fat.

Don't take long for the "double cross" to get in action once it starts.

Next move will be to place a tax on taxes.

It is considered bad taste these days to be a celebrity.

Strange man met Earl Carroll on Broadway one cold night and said: "You look like a boy who should own a theater."

Carroll said: "I would like to own one. I have two shows, one in each of my upper vest pockets, and I have no place to put them."

The stranger went away and returned in twenty minutes with a waste-basket full of thousand dollar bills and handed it to Earl and said: "Go and build yourself a playhouse."

Moral: Always warm up to men with waste-baskets.

Sam Howe manages to worry along on the Columbia Circuit every season with a show that grabs a bunch of kale. He does it some "Howe."

The first lesson in theatrical management is to learn how to keep away from actors.

Some artists snuff vaudeville, others endure it.

De Wolf Hopper asked a conductor out West if the train was on a down grade. The conductor said: "No. We are going up a slight incline. Why do you ask?"

"I can't understand how that cow out there can beat us if we are going up hill."

When a fellow starts down hill it seems that everything is greased for the occasion.

Birth is natural. It is pure. It is strictly honest. There can be no true ripple of laughter at another's expense. The practical joker is vulgar and mean souled. His jest is hollow and only echoes the pain of sorrow of his victim. Vast, indeed, is the difference between low, coarse ribaldry and the sparkling, genuine cadences of human glee.

What is the largest room in the world? The room for improvement.

One day it occurred to the good God to give a party in his palace of azure. All the virtues were invited, but the virtues only, and, in consequence, there were no gentlemen among the guests.

Very many virtues, both great and small, accepted the invitation.

The little virtues proved to be more agreeable and more courteous than the great ones. However, they all seemed thoroughly happy and conversed pleasantly with one another as people who are well acquainted.

But suddenly the good God noticed two fair ladies who appeared not to know each other.

He took one of them by the hand and led her toward the other. "Benevolence," said he, indicating the first, "Gratitude," turning to the other. The two virtues were unutterably astonished. For since the world began they had never met before. Fable.

What would the world be if we had no successful men?

Some successes are tarnished a little, but they are successes just the same.

"Fill Up the Grate" was a great historical character.

Reader: The battle of Bosworth Field, which furnishes the climax to Shakespeare's "Richard III," is in Leicestershire, England, about fourteen miles south of Leicester and

PHOTOPLAY PIANISTS ATTENTION!

WE OFFER, for a limited time, the following numbers at 10c each:

- MEXICAN DANCE—"CANTAR LLORANDO."
- ANDALUSIAN SERENADE.
- SPANISH FANTASIA, "LA PALOMA."
- PORTO RICAN DANCE, "ROSITA."
- CHILEAN DANCE, "MANANA."
- MARCH, "MOONLIGHT IN DIXIE."
- MARCH, "ALWAY FORWARD."
- MARCH, "THE SALEM WITCHES."
- WALTZ, "FLOWERS AND SMILES."
- WALTZ, "SONG OF LOVE."

All the above are also published for Military Band. Send for Catalog and Price List.

JEAN M. MISSUD, Salem, Mass.

17 NEW MUSIC POUCHES (Band)

Leather, cloth covered; slings; \$68.00. Deposit, balance C. O. D. CHARLES HART, Derby, Conn.

about two miles from the town, Market Bosworth.

Sam Fitzpatrick is training a boxer who on rainy days goes out and stands in the road and lets the lightning strike him six or seven times on the chin to see if his jaw is strong.

Some men are so small that fifty of them could be stuck into the little end of nothing and when shook up they would rattle.

"Vaudeville Taught on the Banjo" is the way a sign reads in a Bronx window.

Reader: Nellie Maguire was a coster singer and was the wife of Albin, the magician.

Clayton White owns a bulldog that has eight different kinds of blood in its system. If you don't believe it Clayton will take out some of the blood and show it to you.

Sally Walker, of the "Follies," is not the little Sally Walker who was sitting in the sun.

"THE BILLBOARD'S BAZAAR"

Eveleth, Minn., March 10.—That Ed Chenette, head of the local music publishing company which bears his name, will see the goal he has set for his march composition, "The Billboard's Bazaar," is apparent from the flow of orders and words of praise from recognized band leaders in the United States and Canada. For parades and concerts the march has been declared to be ideal. The Chenette Publishing Company also is doing business on its other numbers, among them being "Swaying," a waltz; "Love's Day," ballad; "Minnie," fox-trot, and "In Sante Fe," also a fox-trot.

PUBLISHERS SEEK DAMAGES

Minneapolis, March 9.—In suits filed here in the federal court Leo Felst, Inc., asks \$250 damages from William A. Steffen of the Northern Theater for playing "Swanee River Moon," and Irving Berlin seeks a like amount from the New Peking Cafe for the playing of one of his copyrighted numbers.

NEW DEPARTMENT ADDED

Chicago, March 11.—Edward C. McCormick, head of Mack's Song Shop, writes that he has added an arrangement department to his business at Palestine, Ill., and is now prepared to take care of all arranging or orchestrations. The firm has also established a branch office in Room 406, 145 North Clark street, this city, for the convenience of professionals visiting here.

Look thru the Letter List in this issue.

HAVE YOU OUR TWO BIG HITS?
"You'll Wish You Had Me Back Again"
 Sensational Waltz Hit of 1922, just released to the National Automatic Player Roll Co., of Grand Rapids, Mich.
"IT'S IGAROLL"
 Our smashing Jazz Hit Prof. copies and orchestrations in 12 parts, including saxophones, now ready.
JOS. F. KINEALY MUSIC PUB. CO., 3146 Chouteau Ave., St. Louis, MO.

SINGERS ATTENTION PLUGGERS
 We have a big new proposition singing our Songs in theaters in your city. BIG MONEY.
 WRITE TODAY for particulars.
CURTIS & DECK 197 Goulding Ave., Buffalo, N. Y.

Chenette Publishing Co., Eveleth, Minn.

Invite all song writers, amateur or professional, to submit a song by title "LUCK." There is no entrance fee, and there are no prizes, but the best number will be published under regular royalty contract, providing a good enough number be found. Writers must send complete songs; that is, both words and music; and if manuscripts are to be returned sufficient postage to guarantee this must accompany the song. Winner will be announced later. Anyone may submit as many songs as he or she may desire, all songs to be in not later than April 8th.

YOU'LL BE SUPREME AGAIN ERIN ASTHORE
 This is IRELAND'S new song. It will make all your hearts beat joyous and gay. It will be ENCORED by everyone because it is for full liberty and freedom, like our own grand U. S. A. You must hear it to understand WHY. Released on Goodie Music Reels. One good 11-1-T.

HUSTLE RUSTLE TUSLE MUSCLE
 That means every husky Yankee boy. And it's the game that gives him great joy. It's the best Yankee boy song of the day. Every country likes the bustling Yankee boy. SONGS, 25 cents each. FREE to Professional Singers and Orch. Leaders. When you get these songs, you'll get the song you like. And you'll like the song you get. \$250 cash and a grand \$150 Photograph or Piano some spare time worker will get. Songs are in Shanghai, China, now.
J. W. SPENCER, Box 7, Dineyville, Rhode Island.

**MY FAT GIRL
 BACHELOR BLUES
 I WANT A GOOD BIG HEARTED MAN**
 Everyday life songs. Snappy Music. Professionals, try our numbers. 20 cents a copy. Orchestration, 25 cents a copy. Good proposition to agents.
ENGLEWOOD MUSIC HOUSE, 516 Englewood Ave., Chicago, Illinois.

"THAT'S WHY THEY SAY I'M GREAT"
 Our \$25,000 Landslide
 AGENTS FOR SMALL PUBLISHERS AND OUTSIDE SONG WRITERS.
HARRY HASKELL, INC., 2130 Olive St., St. Louis, Mo.
 Founded 1906.

QUICK SERVICE MEN DALBY AND WERNIG
 145 West 45th St., Suite 706 NEW YORK CITY.
 ORIGINAL PIANO COPY FROM YOUR ROUGH SKETCH OF MELODY.....\$10.00
 ORIGINAL TEN-PIECE VOCAL AND DANCE ORCHESTRATION, COMBINED.....10.00
 Positively guarantee to return within forty-eight hours of receipt of melody. Money order (no checks) payable to ALFRED DALBY.

BONES TROMBONE
 He's BIG DICK, or Number 10, of Henry Fillmore's Trombone Family—MISS, TEDDY, LASSUS, PAHSON SALLY, SLIM, MOSE, SHOUTIN' LIZA, HOT
"BONES" IS THE RARINIST ONE-STEP OF THE BUNCH
 Read 'em and weep;
 Play 'em and reap.

FULL BAND 42c EACH SMALL ORCHESTRA 46c EACH FULL ORCHESTRA 63c EACH

NEW BAND MARCHES
 THE TRUMPET CORPS MARCH.....E. K. Heyser
 A great Entry March. 42c
 THE DETROITER MARCH.....C. T. Johnson
 New style, in 6-8. 42c
 NECOID MARCH.....Al Hayes
 Barber Shop Harmony. 42c
 SERVICE MARCH.....Harold Bennett
 One you can play all day. 42c

FILLMORE MUSIC HOUSE CINCINNATI, OHIO

New Band Arrangements of
POET AND PEASANT OVERTURE
 AND
LIGHT CAVALRY OVERTURE
 Modernized and Americanized by Henry Fillmore.
 Primarily built for large bands, but so thoroughly cued they make ideal arrangements for small bands.
 Full Band, each \$2.25

AUSTRALIA

By MARTIN C. BRENNAN, 114 Castlereagh Street, Sydney

Sydney, Jan. 18.—Beresford and Rennie, English musical comedy artists, are among the newcomers at the Fuller Theater. They got over nicely. Laura Guerite is back on the same bill for a brief season.

The Fuller firm is again advertising with The Sunday Times, one of the papers controlled by the Hon. Hugh D. McIntosh. For some considerable time there was no business doing, but the breach has apparently been healed, which should be eminently satisfactory to both parties.

John Fuller, Sr., father of Sir Benjamin Fuller, returned from his English tour recently. He feels much benefited by the trip.

Wilmor Bentley, who came out here originally as producer for "Irene" and remained behind in the interests of the Williamson-Tait firm, returned by the "Sonoma."

Iallie Brooke, a well-known performer who settled down into commercial life here two years ago, was recently robbed of goods to the value of over \$200. The thieves have not been apprehended.

Colonel Bob Love, for many years manager of Harmston's Circus, but now on the pension list here, celebrated his 72nd birthday last week. He is still in possession of his mental faculties and is physically as young as any man ten years his junior.

W. J. Douglas, manager of the Fuller vaudeville circuit, is on a well-earned vacation, after a year of very strenuous work.

The carnival's are all getting in position with the advent of fine weather. The rain has not yet cleared right away, but indications are good.

Tell Elsie Donnelly (now Mrs. Ralph Rogers, "Jazz Wop") that her son, Tommy, is okay and doing well with the Kellermann show in New Zealand. He has probably written home to her ere this.

The Howards, in their mental telepathy act, are now working the big picture theaters to very big success. Jim Howard is in hopes that his brother will make the trip from England this year, in which case they will put on the biggest mental act ever known, so says James.

Have some dope on Horace Goldin and the Sawing a Woman in Half, but it will have to keep till next week, as the letters are not right here at present.

Captain Greenhalgh and his Wild West show are in New Zealand, where business is exceptionally good.

Paramount's publicity staff, now under the direction of Paul Cheyne, has been added to by the inclusion of P. L. Curtis, an Adelaide newspaper man.

Doc Henry, well known to all showmen, is on the road with the Electric Pictures, a touring fit-up. He is featuring "Damaged Goods" and "Fit To Win." Business very good.

This week shows a marked improvement in business at the various city and suburban theaters. It is a good omen despite the fact that the present is the slackest time of the year.

Laurie Thomas, manager of the Union Theaters' interests at Wagga, a N. S. W. country town boasting no less than three picture shows, was entertained by the staff last week when he was made a valuable presentation.

My Perth representative informs me that A. C. Tinsdale was arrested charged with appropriating 10,000 feet of negative film and 3,500 feet of positive film, the property of C. F. Birtles. The material disappeared fifteen months ago. Birtles, by the way, is identical with the intrepid explorer who has traveled more over the arid countries of Australia than any ten men. His research work has been of infinite value to the government, for, with only a push bike at one time, he traversed places in West Australia thickly infested with hostile savages. The Tinsdale case will arouse a great deal of interest.

Hugh D. Wilson, representing the Magnavox, has left for New Zealand. He will remain there about two months, after which he hopes to permanently settle in Sydney, where he will continue with his entertainment agency, as well as promote the interests of the Magnavox.

E. J. Carroll, who has just recovered from a serious illness, will not leave for America next month as originally intended, but will remain here a little longer. His berth will probably be transferred to Tom North, now here in the interest of the Dempsey-Carpenter fight pictures.

David N. Martin, chief of the Universal publicity forces, is putting over some fine newspaper matter in the interest of the "Big 8."

Loris Brown, of the Film House, Sydney, is busy on the forthcoming kinema convention and

exhibition to be held at the Town Hall next April. The affair will be carried out on a most lavish scale.

Phil Gell, who retired from the publicity chair of Union Theaters, Ltd., is in hopes of connecting with the "Big Four" organization. Geoffrey Nye, who recently arrived from America, favors John O'Donoghue for the position, as the latter has assimilated a fine knowledge of what is wanted during his recent tour of the States.

Speaking of the "Big Four" brings reference to the fact that Stuart F. Doyle, managing director of Union Theaters, entertained Nye, Whiting and his wife and Mr. Arthur Pedley on a motor trip to National Park last Sunday. Mr. and Mrs. Whiting were much impressed by the natural beauties of the country, and several movie shots were taken for sending back to the American offices.

"Are You Legally Married," a recently-arrived film, is now being exploited by Hugh D. Wilson. The story is good, but the local censors cut out about thirty feet of essential matter after the American board had passed it as okay.

Both the Paramount and Universal forces are using full-page spreads in the Sunday papers, while the Fox people, who are trying to get out of most of their existing contracts, are paying big money for blank space. For three weeks they have had nothing but the line "Fox Films" on the two center pages of the leading cinema trade paper here, and there is every indication of a continuance, owing to the headstrong tactics of the newly-appointed American manager, Walter Hutchinson. Recently this firm spent a vast amount of money in a highly-colored brochure in furtherance of their forthcoming attractions. About twelve pages are devoted to full-spread photos of stars whom the public knows by heart and, with few exceptions, have very little to interest them. T. H. Eslick, formerly of the White City, is the new publicity manager, but he partly disclaims

responsibility. If William Fox knows of this it is a wonder he will stand for it. If he doesn't, he had better ask for the excellent results from his publicity section since Hutchinson came over here.

Last week John W. Hicks, Jr., chief of the Paramount forces, tendered an informal luncheon to the managers and department heads concerned in the exploitation of Paramount pictures in the Union Theaters' city houses. Among those present were Stuart F. Doyle, Union Theaters; O. G. Perry, city manager Union Theaters; Ken Hall, publicity manager U. T.; J. L. Thornley, manager Lyceum Theater; Gordon Conrad, manager Auditorium, Melbourne's Paramount house, and W. Hoggan, Paramount sales manager. Much discussion of an instructive nature took place. These dinners will be held as occasion offers and will be of a similar nature.

Lobby display is now a feature at many of the more pretentious picture shows, and Hoyt's De Luxe, Sydney, is gaining enviable notoriety thru the excellent work of the newly-appointed manager, E. Aldridge.

"The Affairs of Anatol" is being put over amidst a remarkable advertising campaign and quite the best seen for some time. The film comes right up to expectations.

James V. Bryson, who first established Universal Films in this country, has been sending many fine letters to the press, as well as to picture men in this country. Bryson, at heart, appears to be a very sincere man, but his methods were misunderstood at first. But we are sound in the knowledge that he has done wonders for his film, as well as making quite number of friendships that will stand him in good for all time. On behalf of a lecture of them I am requested to wish "Jimmy" all the good luck that he feels should come to him. Geoffrey Nye has them all coming to him. The rumor—probably sight—that he will open exchanges in every State has several men standing on the doorstep waiting for an opportunity to approach him for a posse.

General Manager Wm. Scott, of Australasian Films, is getting everything in readiness for his forthcoming publicity campaign. He is out with an open challenge that film features released this year by his firm will create bigger money records than those put out by any of the opposition.

A CHILD WONDER

SON OF PROF. P. J. RIDGE
The Well-Known Dancing Instructor



Master P. J. Ridge, Jr. is a wonderful all around child dancer, and does expert Buck Dances, both single and double Buck Brags, and does many other complicated steps of every description. Both soft shoe and eccentric dance. Master Ridge goes out of Chicago and leads large assembly society dancing numbers, and he also has a natural taste for posing and is well known to all commercial photographers. He is both graceful and military in appearance, and very attractive, with large, brown eyes, light blond hair and fair skin, and "is a chip of the old block." HE IS THE SON OF P. J. RIDGE, THE FORMER MANAGER AND PROPRIETOR OF THE WESTERN DRAMATIC AGENCY, ETC., AND THE FOUNDER OF THE GREAT WESTERN STAGE SCHOOL AND NATIONAL SCHOOL OF DANCING, WHERE PROFESSIONALS ARE PERFECTED, AMATEURS TAUGHT AND PUPILS ARE PREPARED FOR THE STAGE IN CHORUS WORK, DANCING, TEACHERS' WORK, MODERN DANCING, ETC., 866 CASS STREET, CHICAGO, ILLINOIS.

JACK BLUE PRODUCER OF STAGE DANCES

The stars I have taught and produced stage dances for number very many. We all are a little selfish and hate to give the other fellow credit. I am no exception to the rule, but still I do not like to make bad friends. That is why I do not use names of Stars that I have taught. If recommendations will convince you, consult the best there are in the show business and use your own judgment.

JACK BLUE

Formerly Dancing Master for Geo. M. Cohan, Ziegfeld Follies, Dancing Masters' Normal Schools and others.

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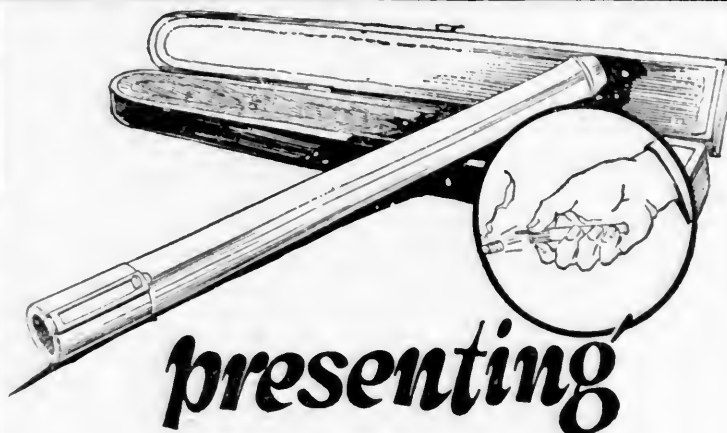
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MINSTRELSY

**PROGRESSION
THE WATCHWORD**

By EDWARD CONARD

Now and again a writer of things theatrical takes a pessimistic ponder and disgorge a dissertation on the decadence of minstrelsy, and ends his plaint by wishing for the good old-time minstrel show of thirty years ago.

As a matter of fact if a minstrel producer of these times should launch such an entertainment, the length of its duration would be gauged by the size of the producer's bank roll. Progression must be the watchword in all lines of business in these times, and particularly as applied to amusements.

Minstrelsy, to be successful, must be kept up to the times. The day of the linen duster and battered silk hat is past—the day when the producer of a minstrel show expected and in many instances realized one thousand per cent on his investment. Minstrel managers realize this fact, and, as a rule, are presenting productions of the highest class.

It is not so many years ago that ladies rarely attended a minstrel performance on account of the many objectionable features retained by managers who could not or would not see the handwriting on the wall. The more progressive producers eliminated the objectionable features, incorporating clean and wholesome comedy instead, thereby attracting patronage of a higher class, until today minstrelsy is one of the most popular forms of entertainment in this country, as has been attested by the success of the several companies touring this season. They, with one or two exceptions, have kept going steadily, while many amusement ventures in other lines have been forced to discontinue owing to lack of patronage.

It should be the constant aim of the minstrel producer: to present a clean, up-to-the-minute performance. A good minstrel show appeals to all classes, presenting as it does a variety of splendid entertainment.

Occasionally one hears the remark: "Minstrels, like circuses, are all alike." Therefore, for the advancement of their business the producers should make their shows different, injecting new ideas and business and above all keep their performances clean, bright, snappy and up-to-the-minute, yet at the same time keeping the minstrel atmosphere prominent, never losing sight of traditional minstrelsy.

Of course, the personnel of the company has all to do with its success. The most gorgeous production would be commonplace if presented by indifferent performers. A comedian who is compelled to resort to vulgarity to provoke a laugh, is a comedian in name only.

Good treatment of employees in any line of business creates loyalty and good feeling. Ability, loyalty and team work go far towards making a successful and pleasing entertainment, and the minstrel manager who is blessed with the loyalty and good will of his company is indeed fortunate.

The noonday street parade of the minstrels has been the butt of many a joke and it has also been the means of bringing many a dollar into the coffers of the minstrel owners. Besides, the daily exercise which every member of the company must take, keeps them in the pink of physical condition. The general public judges the merits of the show in advance by the appearance of the company in the noonday parade. Therefore, it behooves the progressive manager to pay attention to his street parade as well as his performance.

The minstrel producer should aim to conduct his business on the same high plane established by the merchant who conducts a successful business. The merchant has the advantage of the amusement purveyor inasmuch as he has a variety of articles from which to choose, while the minstrel merchant has but one line of goods for sale—the admission tickets to his entertainment.

If the minstrel producer will ever keep foremost in his mind that he must keep his entertainment on the highest possible plane of progression, there is no reason why the most popular American amusement should not live for all time.

Stuart's Minstrel Revue is doing good business thru Iowa, according to word from Ruth C. Burba, a member. The attraction will in all probability play in Iowa territory until the first of April, when it will head Westward

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for the summer. The show is playing one and two-night stands.

Jos. C. Herbert's Minstrels, which do not need to resort to burnt cork for the desired ebony hue, played to large audiences during their recent engagement in Jacksonville, Ill., and the jokes, the capers of the actors and the many songs were so heartily approved that the house manager booked the company for a return engagement.

Barney Fagan, the veteran dancer of the variety and minstrel stage, made a comeback at Hartford, Conn., recently. Forty-seven years ago he did a song and dance at Robert's Opera House, Hartford, with Maffit & Bartholomew's Variety Show. Fagan played the early variety houses and appeared in Hartford with many minstrel troupes in the '70s and '80s.

Arthur (Doc) Samson was the recipient of a beautiful gold watch recently from his vaudeville partner, Louise Paulette, as a birthday present. According to the song and dance team, their efforts are being rewarded with approval from the audiences in most liberal measure. The team will soon return to the East from its Coast to Coast tour.

There was a team of former minstrels at the Palace Theater, Cincinnati, the week of February 27, who won decided approval from the audiences. Hughes and Debow weren't the best blackamoor entertainers that have played this house this season, but they come very near

of twenty-eight, the wig being so funny. "The Seven Honey Boys" doubled up for two weeks, playing two theaters each week."

Geo. A. Ely, who has traversed and re-traversed this great domain with minstrel shows back in the '60s, still enjoys telling of his days as a burnt cork entertainer. He says there is no comparison between present-day minstrel troupes and those like Elwood's Female Minstrels, Charley Shay's, Roywood Bros.' Combination, the Original New Orleans Minstrels, Madame Reutz's Female Minstrels, Washburn's, Tony Pastor's, J. H. Haverly's Mastodon Minstrels, Duprez and Benedict's Minstrels and numerous other real ones he can mention. Mr. Ely has in his trunk what is said to be a rare collection of old-time minstrel, variety, circus and dramatic show bills, and if there is any one that desires data of the days when the tambourine spun his tambourine on the tip of his little finger for a full five minutes, and the bones successfully imitated all the motions and sounds of a barber perpetrating a 75-cent atrocity on a customer, to write him in care of L. H. Hawthorne, Middle River, R. D. F. No. 4, Danbury, Conn.

After a long minstrel career with the leading minstrel organizations of America, including the shows of Haverly, George Primrose, Wm. H. West and Al G. Field, Billy Beard, one of Atlanta's most popular blackface entertainers, will be at the head of his own company of forty people. The company will be organized, equipped and rehearsed in Atlanta, and be ready for the road at the opening of the next theatrical season, according to Mr. Beard, who has filed incorporation papers of the Billy Beard Minstrels in the Fulton County courthouse. Associated with him in financing the enterprise is Harold Weir, well-known business man of Montgomery, Ala., who is said to have had wide experience in minstrelsy. Mr. Weir will be business director. It is Beard's plan to make the show distinctly and typically Southern in personnel, ideas and physical appearance, featuring some of the best minstrel talent that the country affords. The olio will consist of novelty acts, musical acts, monologists and others, and the show will close with a typical Southern afterpiece, not deviating for one moment from anything different than real Negro surroundings. There will be just enough newness about it to please and just enough of the old-time flavor to relieve it from any charge of iconoclasm. Mr. Beard has already taken preliminary steps toward bringing his people to Atlanta as soon as he closes his present vaudeville season.

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HOTELS

Commended and Criticised

By NELSE

Charles (Kid) Koster, the burlesque, picture and carnival advance agent, who has toured the country for many years, communicates that the Edwards Hotel, Kansas City, Mo., is a regular place for troupers and advises agents to give it a trial.

The Claytons want all artists traveling toward Lancaster, Penn., to know that the Hotel Weher there is again under the management of Sam R. Weber, who extends a hearty welcome to the profession and gives them good rates. David Gundaker, the hotel clerk, is an oldtime artist and assures all of his old associates a pleasant stay at this house.

The Hotel Arlington, Toronto, Can., under the management of Mrs. Anna Budd, is one of those homelike hotels that appeals to theatrical people who like and appreciate home environments. Mrs. Budd is always there to see that her guests are made to feel at home, which probably accounts for her ever-increasing patronage of showfolk playing Toronto.

WHAT OTHERS SAY Lima, O., March 6

Dear Nelse:

Playing Springfield, O., last week I stopped at the Bancroft, which is listed in your Hotel Directory. Besides myself, Miss Burke and Miss Beverly were there, and we all agreed that we were never treated better by a hotel management in our many years' experience in the business. The Bancroft is a first-class hotel, not remodeled as most hotels catering to the profession, but a new building, and new furnishings thruout. The rates are very moderate. Mr. Chase, the manager, is ever at your service and it seems he can not do enough for the convenience of his guests. This also applies to his entire organization. They make the Bancroft as much like home to the theatrical trade as it is possible for a hotel to be.

Truly yours, BILL BAILEY.

COMMENT

Bill Bailey is the producing manager of a show featuring Minnie Burke and her "Starland Girl", with Johnny Gilmore, playing thru Ohio. Like numerous other professionals he looks up desirable hotels in The Billboard Hotel Directory. Finding them satisfactory



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he deems it his duty to fellow players to advise them where to find comfortable homes en route, and herein Bill pays his respects to the Bancroft.

Members of the profession in Detroit recently were registered as follows: Hotel Congress—Lester and Vincent, Jimmie Rego and Boh Miller, Murphy and Murphy and Tracey and Madame Rebe.

Hotel Brunswick—Fred Denick and wife, Mrs. E. Hanneford, Poodlea Hanneford and wife, George Hanneford, Poldren Sisters, Chas. Poldren, Victoria Holt, all from the Shubert-Detroit. The following from the Garrick ("The Claw"): Ivan Wolfe, James Bashiro, A. Kuenner, Marle Bruce, Jos. Granby, John Boye, Charles Kennedy, E. J. Ballantine, E. A. McHugh and wife, of the Barrymore Company.

Hotel St. Dennis—Of the "Bert Williams Show", C. Spencer Charters and wife, Miss Best, George Forester, Jack Gagen; most of the principals and chorus of the "Jimmie Hodges Show"; George Atkinson and wife, of the Avenue.

Hotel Metropole—Manager Jimmie Fulton and wife of the "Golden Crook" Company, Miss Barrie, Missa Winters, Miss Jones, Miss Brown, Miss Stanley, Dick Hazzard, Arthur Young, Jack Callahan, Sid Gold and wife, Hazel Williams, James Olson, Enaley Sisters, Sid Johnson, Hap McKenzie. And Sam Milton, Walter Lehman, Rose Kress and H. deSylvia, from the Palace Theater.

The Childs Hotel, Atlanta, Ga., was some lively place last week, there being six tabloid shows in the house besides the other showfolk wintering there. Billy Leight's "Teddy Bear Girls", laying off first three days, went to Belton, S. C., for the last three days of the week of March 6. George B. Gardner's Show was at the Bonita and Harry Meyers' show at the Vaudette. Those organizing here are May Allen, of Allen and Kenna; Nat Ferber and wife, Jack Minnie, Sid Winters and Alexander Saunders.

New rehearsal hall has been put into shape on the second floor of the hotel for the different shows, and the management issues an invitation to all shows that organize in Atlanta to use it free of charge.

Professional Night has been inaugurated by the management for Tuesday night of every week; a six-piece orchestra furnishes the music.

Dancing and entertainment by guests of the hotel continue until 2 a.m. Tuesday, March 6, was the opening night, and the following guests were seen enjoying the dance and enter-

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tainment: H. F. Kennedy, wife and sister; Harry Myers, Bob Broadley, Sam Melley, Dan Russell (and wife), producing comedian for Nat Ferber's Show; as well as Red Mack, comedy of the same show; Al Lawrence, Thomas Mulisly and wife, A. J. Miller, Bernice Smith of Kinston, N. C., known from coast to coast; A. Wood, George Raymond, the Human Fly; Jack Collins, George B. Gardner and wife, Mr. and Mrs. Earl L. Myers, Sid Winters, R. Newton Ross and Earl Noyes (and wife), owner of the U. S. Exposition Shows.

Also Paul Lester, Teddy Witzell, Al Ridge-way, Billy Houston, J. R. Wilson and wife; Nat Ferber and wife, Paul Ellwood, Dave L. Tennyson of African Comic Opera Company; Smiling Tom Edwards, day clerk; Bob Cain and wife, Bill Leight and wife, M. M. Blum (and wife), manager Geiger Hotel, Savannah, Ga.; J. A. Hamilton and wife; J. T. Turner (wife, son and daughter), proprietor of Childs' Hotel; Elizabeth York, Mabel Clark, Bimbo Davis and wife, Priscilla Novak, Hannah Trip-lets, Leau Stewart, May Allen, Four Neumanns, Sue Veith, Mildred Baker, Atlanta's favorite society and club entertainers; Margaret Knight, Billie Tucker, Billie Scott, Louise Wright, three Crane Sisters, Irene Bori, Alma Davis, Elsie Comb, Peggy Siddell and Jack O. Phillion.

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STAGE EMPLOYEES AND PROJECTIONISTS

By WESLEY TROUT

Brother Hodges is operating at the Majestic Theater, Enid, Ok. He is an A-1 projectionist and stage employee.

J. K. Fronner is still on the road projecting pictures in small towns of the North.

T. F. Storer "shoots" from Waco, Tex.: "Just a few lines to let you know that show business is very good in this part of the State. Department is certainly improving each week."

Are you going on the road this summer again with the S. W. Brundage Shows, Jimmy London? And are you still at the Rialto Theater taking tickets and doing "props"? Let us have the "dope."

A postcard from friend G. K. Wreavery lets out the information that he is still at Houston, Tex., taking life easy for the winter months. He writes: "No business much around these diggin's at present. Will again go on the road this coming summer."

Comes the information that business is very good at Oklahoma City theaters. All the brothers are working. There are now four theater supply houses in Oklahoma City and all are doing a very good business.

Brother W. T. Looney, stage carpenter at the Rialto Theater, Denison, Tex., informs that the T. M. A. lodge there, organized a year ago, has given up its charter. Brother Looney was secretary of this lodge.

The projectionists at Enid, Ok., inform that they will have their own charter in a few weeks. The local will not be a mixed local any longer. Each local will have its own separate charter.

The stage employees and projectionists at Gainesville, Tex., write that they have given up their T. M. A. charter. This was due to not being able to secure members enough to keep the lodge together. Theaters are all doing a very nice business in this city.

Earl Boyer, projectionist, is operating at the Liberty Theater, Heavener, Ok. He has two late type projectors, motor driven. A motor

generator set was recently installed and is proving a success in the way of securing good screen projection. Theater is doing a very nice business.

Dallas, Tex.—Business seems to be very good here. The Old Mill Theater is doing a nice business with pictures. The Majestic, now running vaudeville and pictures, is doing capacity business. The brothers write that they have had a very pleasant season. Every theater in the city has signed up and all the theater supply houses are employing I. A. men. The brothers have given up their T. M. A. charter.

G. H. B. Yonkers, N. Y.—Yes, Brother James Lemke, international president, carries a card out of the stage employees' local. Brother Frank LeMaster is out of the stage employees' local at Denver, Colo., No. 7. Brother Delliver is a projectionist and carries a card out of the projectionists' local at San Francisco.

The writer would like to hear from Brother A. Dohring, stage manager at the Orpheum Theater, San Francisco, at once. Several letters have been written you, Brother Dohring. Why don't you answer? It is very important that I hear from you.

"It is indeed a pleasure to see the boys sending interesting news items," writes J. K. Presser. "I am touring the Eastern States with a dandy feature picture, and it is going over big in the many small towns. Carry a good line of advertising that draws the business. Am carrying my own portable projection machine and can run in any theater or school house."

We are informed that Brother Chesley C. Shay will run for the office of international president of the I. A. at the coming convention. He has fully recovered in health. He is not only willing to again assume the office he voluntarily relinquished, but says he proposes to make a fight for it. Shay has always been fair to the projectionists, as well as the stage employees, and has always appointed a projectionist to fill the office as assistant international president. Brother Shay carries a card out of the stage employees' local.

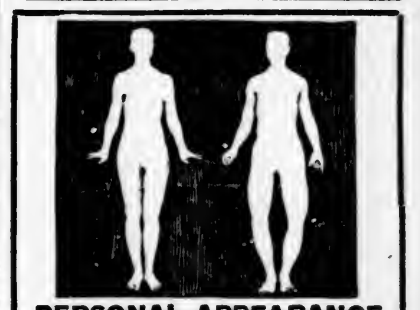
Kansas City, Kan.—Brother Wing is now pro-

jecting pictures at the Twelfth Street Theater. Paul McCullough is projecting pictures at this theater. B. Hndson is assistant stage manager and F. E. Bailey stage carpenter at the Orpheum. Felix Snow is stage manager at Gayety. There are quite a few visiting brothers in this city, and many of them are working as extra projectionists and stage employees. There are a few brothers with road shows.

From M. H. Exter, stage employee, comes the following letter: "I have been a reader of The Billboard for many years and have always gathered some very valuable information from it. Your department and Patterson James' are the ones I most enjoy. Your I. A. department carries some very interesting news each week. Am staying in Kansas City for the present."

Brother Ed. Shaw, stage employee, Little Rock, Ark., is working at the various theaters in that city. He has been out quite a few years with a large carnival company. Brother Shaw has been sending in some mighty interesting news items each week. He was elected press secretary at the last regular meeting, and is proving that he is a real live-wire press agent.

Enid, Ok.—Local 312, stage employees and projectionists, inform the writer that the American Theater in this city was on March 1 declared "unfair" to organized labor. Manager Guy Darling refused to pay the scale asked by the local. The present scale is \$45 for projectionists and the same for stage carpenter, for eight hours a day. The American Stock Company is still at this theater and advertising that they are 100 per cent Equity. A committee has been appointed to advertise the theater as unfair. All other theaters in this city have signed the 1922 contracts with the brothers. The musicians' local has taken out all of its musicians at the American. The brothers feel that it will be but a short time until they will have this theater signed up again. The following brothers were working at this theater before it was placed on the unfair list: Ray Ott, carpenter; Grant Davis, grips; R. Wilson, master property man, and George McCann, chief of projection.



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is now more than ever the key-note of success. Bow-Legged and Knock-Kneed Men and Women, both young and old, will be glad to hear that I have now ready for market my new appliance, which will successfully straighten, within a short time, bowleggedness and knock-kneed legs, safely, quickly and permanently, without pain operation or discomfort. Will not interfere with your daily work, being worn at night. My new "Lim-Straitener," Model 18, U. S. Patent, is easy to adjust. Its result will save you soon from further humiliation, and improve your personal appearance 100%.
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New Price List just issued. Saves you money. Get it TODAY.
CURTIS, Continental, Ohio.
\$1.00—PERSONAL STATIONERY—\$1.00
100 Envelopes and 100 sheets of 8 1/2 x 11 1/2 in. White Linen Finish Paper. Your name and address printed in blue. DELTA PRINT SHOP, 1512 Germantown Ave., Philadelphia, Pennsylvania.

COY HERNDON

Tells How He Did It

Coy Herndon was born in Palatka, Fla., September 23, 1892, and received his early education at State College, Orangeburg, S. C. From there he ran away from home June 8, 1909, and went with the Florida Blossom Minstrels. Still in his teens, he left school to battle against the world and all be possessed was eight bicycle hoops and fifty cents in money. He laughingly tells you the hoops were not honestly acquired, realizing that he had tackled one of the hardest jobs in the theatrical business, "Novelty." His climbing the ladder of success was due to his personality, patience and practice.

His rise in the theatrical world has been rapid. He was next engaged for the Billie Kersand Minstrels, and then to the Nashville Students, a Western show, there remaining for eight years, in the last four of which he was general manager and half owner. He next played the Pantages Circuit (in vanderlille), and was engaged by the late Eph Williams' Silas Green Co., where he rose after the first season to general manager of the company. It was while he was with the Silas Green Show that he was engaged by Howe's Great London Circus, distinguishing himself as the first Negro feature ever with a circus.

The program of Howe's Great London Circus shows the billing of Herndon completely across the program, alone. And also several acts worked while he did, Herndon utilized four minutes for his feature numbers, which newspapers have said were sensational.

Season 1921, he was engaged by Roscoe & Hockwald as a feature with the Famous Georgia Minstrels, where his popularity expanded greatly.

When the Page interviewed Herndon asking how it all came about (the engagement with the circus), the publicity given him on the program, his private state and dressing room, he said, "It was all an accident"; however he related a little story that may have led up to it. "I was general manager for Prof. Eph Williams' Silas Green Co. When we were very much in need of musicians and performers, having always believed in the old adage, 'Self preservation is the first law of nature,' I ventured over to the John Robinson Circus, of which Jerry Mugavin was manager. There I started to promoting musicians, which is taking a long chance on the Mugavin interests. However, I was successful until Mr. Mugavin learned of this and raised four of the musicians I had promoted three dollars extra on the week.

"Later on in the season Prof. Williams made a payment on a tent that he was to buy after the close of the season. When the season closed I went to Hollywood, Miss., to make the final payment on the tent, and bring it back to the show in Florida. After introducing myself to Mugavin he said: 'Oh, you are Herndon! Well, Herndon, you owe me sixty dollars extra, due to your crooked promoting. I raised my musicians three dollars extra to keep them.' I was scared to death, but only smiled, and after talking to him a few minutes I squared up with him. Later on that winter one of his managers saw the act with the Silas Green Co., and wrote to Mr. Mugavin, telling him that he had found a wonderful act that would be a feature with the white tops, and something new that had never been presented with a circus. BUT the artist is COLORED, and he is the very same man that caused the three dollars extra raise on his hoop act, and was brought up as the possibilities of placing a NEGRO act with the circus.

"Mr. Mugavin expressed himself as willing to place the act and putting confidence in me, that if I was able to 'square' up with him,

COY HERNDON



Coy Herndon, hoop-roller, who with Allie Johnson, a wire walker, is signed this season with the Patterson Trained Wild Animal Circus. He is a real artist.

J.A. JACKSON'S PAGE

IN THE INTEREST OF THE COLORED ACTOR, ACTRESS AND MUSICIAN OF AMERICA

(COMMUNICATIONS TO OUR NEW YORK OFFICES)

I could certainly take care of the inferior artists that I would have trouble with, should there be any such, as the higher salaried acts are the most congenial and broad-minded people in the world. It is those misguided fifteen-dollar-a-week actors that may cause trouble.

"From a child I have seen many a circus, but never have I witnessed a colored artist acting, unless he was riding a mule or something similar. I wondered why it was. Now I know. There are two reasons, their meaning is different, but they are as closely related as brothers are to sisters. They are inefficiency and prejudice. Our knowledge and skill along the line of acting must be proven without a doubt, owing to the ability of the artists of the white race. After you have the act, the next thing to do is to place it; then you have prejudice to fight, which is just as bad as not having an act. It's a fight to get it, and a fight to do it, and the channels of diplomacy are the course to pursue. I am greatly satisfied with the achievement of two Negro featured acts under the white tops, but not contented until I see at least four or five."

This season Herndon and Allie Johnson are with the Patterson Wild Animal Show.

FAIRFAX COLORED FAIR

The Colored Fair Association of Fairfax County, Va., has announced its dates as October 11 to 13 at Providence Heights, Va., one mile west of Falls Church. The official staff is: A. T. Shirley, president, Herndon, Va.; W. A. West, secretary, Vienna, Va., and Harry Hartman, publicity man, Rockville, Md.

Mr. Hartman announces that the directors have authorized the use of the new issue of Donaldson Lithograph Company paper, two lines of which have been especially designed for colored fairs.

Since the location is but twenty minutes' ride from the national capital, it is only reasonable to expect a large attendance if the attractions are up to standard and the billing heavy enough to bring the fair to the notice of the city and its environs.

As to the attractions Mr. Dndley has been offered the date if he decides to place his carnival in the field. This and the Lexington (Ky.) fairs have addressed him directly. If ten more dates are offered he will accept the responsibility of an all-colored aggregation.



This band, under the management of Mr. and Mrs. Harry Allen, and directed by Prof. Lockwood, a former minstrel band leader, was the musical attraction at the Shriners' Convention, St. Louis; the big Lexington (Ky.) Colored Fair and several other fairs last season. The boys are surprisingly clever.

NEGRO EXPOSITION IN 1923

Jacksonville, Fla., March 9.—Announcement was made here this week that tentative plans have been drafted for a Negro National Educational and Industrial Exposition in 1923 (July or August) at Jacksonville. The grounds for holding same and a draft of necessary buildings have already been procured. This enterprise is said to be the result of consultations which have been carried on between a large number of public-spirited persons of the United States and several small foreign countries throughout the past two years.

The promoters state that, besides the realization of the importance of giving the world an opportunity to become acquainted with the real achievements and progress of the Negro, it is recognized that the assembling of these achievements will greatly stimulate the higher and better qualities of the race and tend to solidify energies and aspirations.

Works of merit in literature, art, science, invention, industry, agriculture, etc., are to be played in this exposition. Musical attractions of the highest order are being reserved. Competitive vocal and instrumental contests open to the world and many other unique features never before announced are expected to appear on the program.

LINCOLN PARK IMPROVED

W. J. Whitman, the manager of Lincoln Park, Savannah, Ga., announces that the oldest resort in that State will be opened for the season on April 16. Several new attractions are being installed and Price's Jazz Band and the Black and Tan Orchestra have both been engaged to enliven things.

WESLEY VARNELL'S REVIEW

(Star Theater, Shreveport, La., Feb. 27.)

The Slim & Rosa Henderson Company, this week's attraction, proved to be a remarkable attraction. It is better than a ninety per cent offering. Had a real plot, albeit with a story of decided advantage to the comedian.

The troupe includes Slim Henderson and Royal Sutton as comedians, Chas. Hart as straight, Rosa Henderson, leading lady; Isabelle Johnson, soubret and Irene Thomas, prima donna. Louise Sutton, Jennie Hill, Isabelle Dabner and Elizabeth Smith are in the chorus. The latter is on the sick list.

Miss Henderson opened the show with the chorus and went fair. This was followed by Comic Sutton, who earned but declined an encore.

The story is of course a light one, the two comedians coming to town with plenty of money and losing it to the straight's skin game, the whole ending with counter arrests and accusations that provided plenty of laughter. During the action Miss Thomas scored with a song and Mr. Hart executed a clever dance speciality.

Miss Henderson added a song. Miss Johnson put one over, then the two Hendersons showed their team work to good applause. The show closed with Sutton and the chorus. The humor was constant and to judge by the applause that interrupted the comedians it may be regarded as a show that registered well.

Little Miss Smith is suffering from an accident due to a fall on the cement floor of a dressing room in Memphis.

COLORED FAIR IMPROVEMENTS

The Views of a Practical Showman Expressed

By OSCAR JENKINS

I have talked improvements for colored fairs from Pennsylvania to Georgia and you will find it about the same everywhere. I have talked to the big colored fair officials and the small ones. I find the only way to get things right is to put two colored carnivals in the field. I may talk to a colored fair official two hours and when I get thru he may say o.k., but he doesn't understand. They are all in for colored attractions, but how are we to show them they are colored attractions? Colored attractions like all other attractions are found in big cities and the fair officials are on or near the farms.

Now, we may talk fair improvements for the next twenty years but won't gain anything until we set up the big show and then we are going ahead. Every colored outdoor showman will agree with me. One carnival will do more to improve conditions than all the talking and writing would do for a year.

There is no question about it. Others are getting what we should have. You can't blame fair officials. They must have attractions. Now who is it up to? Do you remember the old saying? I can show you better than I can tell you. Well, that is what we need. We have race men in every line of the game. There are race men owning rides. And the main attraction at a county fair is the plaut show. We master that. The thing to do is, first show the big colored fairs, then the rest would fall in line.

I received a letter from a friend telling me he is depending on me to book his eight running horses, also jumpers, with colored jockeys in gay colors. I received ten letters from colored concessioners wanting to know if I was taking out a carnival this season. Now this is what I found at the Columbia (S. C.) colored fair last November. The carnival owner told eight of us colored fellows if we set up on the midway we pay him \$50 cash or not at all. Mind you he was selling all colored fairs. Now, colored showmen, it is there for us, but if we don't get it the other fellow will.

The assistant secretary of the Columbia (S. C.) Fair told me he longed to see the day when the midway is lined up with colored attractions. To have a real good fair it must be clean. The association must book clean attractions. I am opposed to gambling and immoral shows. The association should book up-to-date free attractions and good horse racing and have a clean midway with something new every day that will enable all to get some money and pay privilege and not let two or three gambling games get all.

That places the officials on a clean avenue with the law, also the attractions. Now, boys, have you seen the season come to a close 500 miles from home and no money? While the other fellow had a big bank roll, you worked hard all season and closed with no money? That accounts for it. You never had an equal chance. Now, boys, talk up the idea of colored carnivals. Look at all of our big cities with all of our organizations, clubs and lodges. The other fellow's carnival must play for us. Why not a colored carnival? A party, head of a big outfit, said the biggest business he played

(Continued on page 72)

OSCAR JENKINS



A thoroughly experienced representative of the outdoor show world. He has been a concession operator, a lecturer, has managed exhibits at fairs, has managed dance pavilions and has even owned a carnival. After many "ups and downs" he is engaged to manage Fairmount Park at Washington, D. C.

THE GROWING IMPORTANCE OF THE COLORED FAIR

Officials Rapidly Awakening to Its Possibilities

By JAMES A. JACKSON

"...Twenty thousand people passed the gate Thursday. . . . Farm, school and Negro manufacturers' exhibits better than ever. . . ." The foregoing is an extract from a report on the North Carolina Negro fair at Raleigh, last October.

"... Sixteen thousand admissions on the big day. . . . This fair represents the maximum co-operation between the races," says City Commissioner Dunlop. They (Negro fair visitors) spent about \$40,000 in the city during the week," says the editor of a Lexington, Ky., daily newspaper.

The foregoing paragraphs are extracts from reports sent to The Billboard by the writer concerning the colored fairs at the two cities mentioned. They are significant because they are typical of the findings with regard to a number visited all the way from Philadelphia, Pa., to Florida, and because they indicate the growing importance of these institutions to a constantly increasing number of people. With the exception of a few astute showmen, few know or have appreciated the opportunities presented by these associations.

Forty-six colored State, county and community fairs have come to the writers' notice. There is reason to believe that nearly as many more are scattered thru the Southern States. So far each of these organizations has led a sort of independent existence. Very often they were a kind of "Jim Crow" annex or aftermath to the regular State or county fair.

In most instances, attractions were booked from any traveling agent who may have sought the date for his show. The fair officials gave little consideration to the adaptability of the offered attraction to their particular requirements. In fact the lack of proper connections and facilities permitted little latitude in this matter.

The concession workers were such as happened along. This haphazard booking permitted many of comparatively low standard, oftentimes falling shows, to "get out of the barrel" at the expense of the colored fair visitors who, to be frank, got little for their money. The colored fair proved to be the salvation of several carnival companies during the summer and fall of 1921. Let it be understood that not all the attractions that played these fairs were in the category of derelicts. Some were of the best on the road, and they profited accordingly.

Because of the absence of expert advice, the advertising was often poorly placed, or not placed at all, except by word of mouth. What publicity was obtained was entirely too local in its distribution. Excepting Lexington, Ky., few of the associations availed themselves of the "Homeing" instinct of the native son and daughters, or of the sporting inclinations of their people. These attributes prompt a ready and profitable response to advertising in distant cities. Lexington placed its paper as far away as Chicago to excellent advantage.

Few fair officials had any knowledge of similar activities elsewhere. Virtually none knew of the attractions booked at other fairs of the kind. None had a really extensive knowledge of the many Negro exhibitors and attractions that might be secured, yet these were the very things for which their patronage clamored. Some were even unaware of the services that were at their disposal in the columns of The Billboard. Dates of nearby fairs often conflicted to the detriment of both.

In spite of themselves they succeeded. Each fair in its own handicapped manner has been slowly creating for itself a place of consequence in its community and neighborhood. Most of them have about reached the limit

of individual possibilities, while yet far short of their maximum degree of usefulness to their race, the community, or to the amusement world. This fact has become very evident to the more progressive fair executives, among them many of whom quite freely discussed their troubles with the writer.

The soldier and labor movements of nearly a million Negroes during the war has been an awakening influence. Race publications, Negro motion pictures and other channels of education have contributed to the very pronounced development of race consciousness, with the result that the visitors to these fairs are demanding that they be "Negro" in more than mere name. Then, too, these visitors are wondering why so many exhibits that were on view at the more general fairs cannot be found at theirs. They are frequently disappointed at not finding demonstrated some certain commodity of which they have read or heard, at the only fair affording them free rein to an unrestrained curiosity.

The following questions just about summarize the efforts of officials of a dozen fairs in four different States to meet these demands:

How may we increase the educational value of our fair?

How may we secure more colored amusements and attractions?

How can we obtain advertising matter portraying Negro characters?

How may we obtain a greater diversity of exhibits of Negro origin?

How may we attract exhibits of nationally advertised farm appliances and domestic equipment?

In the solution of these problems seems to rest the future usefulness of the colored fair. Usefulness will determine the degree of success and will encourage the establishment of still more of the type. They are in reality pioneers in an immense field of social and economic service.

On the whole the answer to these questions is an ASSOCIATION OF COLORED FAIR OFFICIALS, an organization that was suggested by this publication at the close of the fair season just passed. Such an organization would provide an entity of sufficient size to command the respectful attention of both exhibitors and amusement purveyors. An alliance with the National Negro Business Men's League, as a subsidiary body, would be effective in placing every fair member in direct contact with the entire business fabric of the race.

Neither the colored press nor the papers of more general circulation could afford to ignore a collection of officials representing the purchasing possibilities of two or three million people, no matter what the race may be.

Such an association could protect its members against the irresponsible promoter and to a great extent obviate conflicting dates.

In detail, the answer to the first query is continuous co-operation with the U. S. Bureau of Extension Work, in the Department of Agriculture, thru local and State representatives; careful scanning of the lyceum and chautauqua field for the better entertainers of the race; and the extending of invitations to such active educational societies as the N. A. A. C. P. and kindred bodies.

The second question has been tentatively

answered by Sherman H. Dudley, 1223 Seventh st., N. W., Washington, D. C., the wealthiest and widest-known amusement man of the race.

He has offered to produce a Carnival-Circus to cost approximately \$90,000, and include two or more rides, two free acts, at least six shows, and more than thirty concessions, provided not less than ten fairs will contract dates to the attraction he produces. He will specialize on Negro talent. That the talent is available for such a production is evident from a survey of the activities of the darker group in the outdoor amusement field as a whole.

The extent of Negro experience and activity in the show business is now being measured with some degree of accuracy. Last season Negroes owned and independently operated five different attractions under canvas. Seven more such organizations, owned by white people, were composed of Negro performers. Five colored doctors were known to have had their own shows on the road. Fifteen of the race having concession privileges with carnival companies were encountered by the writer on the road. Over fifty more were employed by concessionaires of the other race.

Negro bands have long been attractions with circus side-shows. It is a distinct pleasure to learn now that our artists have invaded the "big-top"—a much longed for achievement. Coy Herndon, the hoop-roller, once with Howe's Great London Show, and Allie Johnson, a wire-walker, will be featured with the Patterson Trained Animal Show. Thus they become to the circus world what Bert Williams and Charles Gilpin are, respectively, to musical comedy and the drama in the under-roof places of entertainment.

The writer has definite knowledge of at least twenty-eight other acts adaptable to circus and carnival use. The list includes one male and one female aviator, acrobats, aerialists, bicycle riders, callopie players, contortionists, jugglers, magicians, lepers, animal trainers and a horse exhibitor.

The lots boast of some very excellent musical organizations. The P. G. Lowery Band with the Barnum-Ringling Bros.' Show is a conceded leader, when merit alone is regarded. The late James Wolfscale, whose death is one of the regrets of the year, always had a good band under his guidance. Another of that class was the Ed. Farrel Band on the Al. Barnes Show last season. R. N. Jackson had a crackerjack band with the Hag-enback-Wallace Show, and Jerry Martin kept together a nice group of musicians with the Walter L. Main Show. The Rhoda Royal Show had the Old Kentucky Band and Minstrel.

With the Al Barnes Show last season six Negro comica shared honors with the other group of "Jerrys" in securing laughs with their antics.

A selection from among the different acts and bands mentioned, or a duplication of them, along with the abilities of such bona fide showmen as Gordon Bunch, W. A. Barclay, Alphonso, Roy Craddock, J. H. Dixon, Shell Paris and Oscar Jenkins, all trained in the big competitive field where no favors are shown, assures a bunch of material from which one of Mr. Dudley's experience may readily assemble an organization that would compare favorably with any in the game.

The concert band has been a much overlooked attraction for these fairs. In this department are some colored organizations of real merit. All of Nebraska and some citizens of adjoining States praise the Dan DesDunes Regimental Band of Omaha. It has become a standard attraction at the big State fair and at a number of other gatherings in the State.

The Fifteenth Regiment Band, of the New York Guard, once under the direction of Lieutenant Fred Simpson, but since the new year directed by Lieutenant Wm. Vodery, has

acquired an immense scrap-book of clippings from metropolitan daily papers.

Prof. J. Lewis Peters and the eighty-piece Williams Lodge Band of Richmond, Va.; Blue and his famous Shrine Band of St. Louis, Mo., and the Excelsior Band of Norfolk, Va., are all high class musical organizations.

In Louisville, Ky., there is a boys' band at the Booker T. Washington Community Center that earned a lot of highly complimentary press comment at Kentucky fairs and Missouri conventions last year. The Eighth Regiment Band of the Illinois National Guard is considered one of the standard parade and concert organizations of the country.

The Fraternity Band of Cincinnati and the Robert Odgen Band of Wanamaker's store, Philadelphia, have reputations that are real drawing values.

The question regarding advertising paper and lithographs that will enable these fairs to broadcast matter bearing pictorial characters typifying the race, has been answered by the announcement of the Donaldson Lithographing Company of two new lines of production for this specific purpose. The forehandedness of this enterprising concern in so speedily recognizing this need is deserving of the patronage that will justify the hazard.

The closing questions may both be answered with one word, PUBLICITY—publicity that begins long before each fair and continues long after, so that the dates and the commercial possibilities are both impressed upon the promotion departments of exhibitors to the end that the fair finds itself included when the season's program is under consideration, no matter when the subject is handled by those concerned.

Business houses that utilize the fairs to introduce their wares keep posted thru trade journals and amusement publications, THE BILLBOARD being the principal source of information on these matters. Many copies of this very issue will be filed for reference and subsequent issues will be carefully scanned for further information.

A number of Negro concerns are aggressively seeking such avenues as these fairs afford for the introduction of their different products to a market they quite naturally wish to cultivate—one that is very properly theirs for the cultivation. Some jobbers and manufacturers have appealed to The Billboard, and still others to the Associated Negro Press. The Defender and other race papers have been studied, at times in vain, to learn of these fairs before they occur. The Berry & Ross Doll Co. was one of the several.

A fair must be twice sold, once to exhibitors and again to the public. Straight advertising and the distribution of legitimate publicity are both essential to the accomplishment of the desired objectives.

Publicity expenditures will prove to be the most profitable investment of the whole budget when the day of reckoning comes after the year's fair is over. The improvement of the colored fair so that it is increasingly interesting to its visitors each year means much more than mere profit, and will include that. It means better understanding between the races; a knowledge of better things to the members of the race; better equipment in homes and on farms. It contributes to comfort and therefore is better citizenship.

To the community improvement means greater expenditures with local merchants, both during and after the fair.

To the exhibitor of either race it means a hitherto almost unexploited purchasing power. If encouraged, the Negro fair will, by organization, relieve itself of current handicaps and prove an asset of real value to any community fostering one.

The employment of Negro talent in these enterprises will invest them with naturalness and a completeness now lacking. It will also operate to relieve the general field of just that many artists seeking employment and to that measure leave openings elsewhere for others.

At the same time the artists will be placed where they will in all likelihood achieve both more praise and more profit for their talent.

Amazie Richardson, wire walker, is on the Southern end of the T. O. B. A.

ALL ACTS, COMPANIES AND THEATER MANAGERS COMMUNICATE WITH THE
T. O. B. A.,
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MAGIC AND MAGICIANS

EDITED AT THE CINCINNATI OFFICES OF THE BILLBOARD WHERE LETTERS AND NEWS ITEMS WILL BE GRATEFULLY RECEIVED

WHAT MAKES FOR MAGIC POPULARITY?

By WILLIAM W. DURBIN

Is magic dead? Will magic ever die? This is best answered by describing what magic is. Magic is mystery, and mystery began with the creation and will continue until time is no more. The human mind craves mystery. That is why magic is so popular. From an art that in olden times was confined to the few who were associated in the minds of the people with the Evil One, it has gradually evolved into a scientific art with thousands of followers who are interested professionally and otherwise. Its literature now runs into the hundreds of volumes upon all branches of the subject. This is natural, because all forces in nature are used in magic. We have the magic of mechanics, optics, chemistry, mathematics, electricity, magnetism, galvanism, acoustics and so forth in addition to pure sleight-of-hand. Almost every public library has some work on magic, so that the young minds are delving into its mysteries and engaging in its practice, thus stimulating interest in the art. Hundreds of magicians today first became interested in magic thru reading some book of the art. David Devant, England's greatest magician, started in this way.

In addition to this there are more publications devoted entirely to the art of magic than ever before and they circulate in every country under the sun, spreading new ideas which are elevating the art everywhere. Almost every large city has its Society of Magicians, in addition to which there are national and international societies whose combined memberships run into the thousands. There are more and better manufacturers of magical apparatus and illusions in the world now than ever. All these things boost the art. New tricks and illusions are being invented, old ones trimmed up so that you do not recognize them in their new dress, and thus the world of magic keeps pace with the times. There is no end to what magicians can and will do, because magic, like a kaleidoscope, can be turned around and around, each time making a new figure; and so magic, calling to its aid the latest discoveries in science and art, is able to accomplish most wonderful things.

Why then is the claim made that people are tired of magic? It is simply because of the mode of presentation. There are too many artists who, instead of working out an original program, copy the program of some other artist. This is wholly unnecessary, because, with a thousand and one tricks and illusions to select from, it only requires careful study to work out a pleasing and harmonious program. Too many of our artists are prone to use the other fellow's program, just like some editors use their shears and paste pot more than their brains. A magical performance to be remembered must be presented properly and here again we find many artists never coming into the audience at all, creating the impression in the minds of the audience that all properties used are "fixed." This has been brought about notably among our vaudeville artists by the fact that they are only allowed a few minutes to present their act. Personal contact with the audience is necessary for the proper effect. The use of borrowed rings, watches, gloves, handkerchiefs, coins, etc., adds greatly to the effect of an entertainment and this will never be forgotten. Then, again, a little explanation always helps an audience to see just what you are doing and what you propose to do. In a magic show where there is no explanation, but simply a bluff, bang, bang, a box opened here and another opened there, and everything done so fast that one cannot see what is being done, is it any wonder that people go away without any conception of what was done? How long will such a show be remembered? I remember the old Kellar show back in 1886, and I can recall practically every experiment he performed, from beginning to end, because it was accompanied by explanation sufficient to fix it in my mind. Alexander Herrmann always did the same, so did Hartz, Powell and many others I could name. In those days there was not the sameness of programs, for Kellar's was different from Herrmann's, and Hartz's and Powell's were different from others. One of the things that makes managers tire of magical performances is the sameness that runs thru many of the programs. You can't blame them if it is the same old billiard ball stunt, the thimbles, three white handkerchiefs thru a tube, the production of a flag, bowls of rice and water, and finally the everlasting "Sawing Thru a Woman," which most every artist is putting on now. Even if an artist has to put in something that others have, can't he have a little originality and present it in a different way? One thing magicians should study in their program is continuity so that you go naturally from one experiment to another. Like a good dinner in which the best comes last, so the best illusion should be saved for the finish, thus permitting the people to go away with a fine impression of the show. Several years ago I witnessed the performance of a chautauqua entertainer who commenced with a very good experiment and ran along to the middle, when he produced a lot of animals, which was very fine. Then he dwindled down so that at the end he performed with the thimbles. You can imagine just what such a program did. Every magician must realize that you get about as much out of magic as you put into it. If you put in nothing, you draw out nothing. In this day and age, when people are becoming wiser every day, it is necessary to keep pace with the times, and magical performances must be up to date. The tricks which our grandfathers saw will not do for the boys and girls of today, much less the older people. A program must be varied so

that it appeals to Tom, Dick and Harry. There must be something for the children, something for those who always want to see a rabbit or guinea pig produced, then something of the uncanny in mindreading, spiritualism and so on. Such a program never fails to appeal to an audience. Long ago magicians and conjurers used confederates in the audience, but this is one thing that is tabooed and no real magician will use a "plant," because the art has developed so that they are no longer needed. With so many interested and more and more taking an interest every year, it is plain that magic will not only be not dead, but can never die and will be here until the stars go down.

Emmett and Company and Prof. C. A. Henry are playing in Southwest Texas. G. W. Edington, wintering in Dallas, Tex., is building new apparatus for his motorized magic and illusion show, which will start out soon. Bae Pierre Brookhart, French-Indian seer and mystic, is being featured this week at the Lyceum Theater, Winnipeg, Can. A card from Van Horen, mailed at Calgary, Can., March 2, bears this message: "It is 32 degrees below here. Making my own ice." Another great mystery show by the Minneapolis Mystic Circle is scheduled for the night of March 19 in its club rooms, 207 South Fifth street. Hyp. and glass ball shows are scarce in Texas this season. Just a year ago there were ten such attractions there within a radius of 200 miles. Claude Eason, a nifty manipulator of billiard balls and pasteboards, recently finished a successful engagement with a stock musical company in Dallas, Tex. Prince Omwah, "Australian magician, crystal gazer and card expert," will be with Howe's Great London and Van Amberg Shows this season, according to word from him in San Bernardino, Cal., where he has been wintering, and

(Continued on page 75)

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Vol. XXXIV. MARCH 18. No. 11

Editorial Comment

A REAL breath of Springtime! A welcome harbinger of the return of the bluebirds, the awakening of Nature and the Call of the Road!

That in brief is what The Billboard Spring Special, now before you, typifies.

The artist in designing the cover has most happily caught and expressed the elusive spirit associated with spring—that indefinable something which for want of a better term we call charm. The pleasing blending of colors and the simplicity of design are at once restful and expressive of virility—"aliveness" if we may coin a word.

The promise that is expressed in the cover is carried out, we believe, in the pages that follow. Who can look upon the frontispiece and not catch something of the spirit of the great outdoors? Who can read the splendid articles and not be interested and bene-

fit by them? Along with the purely practical we need something of the inspirational as well, and it is found in abundance in the special articles. All of the regular departments are filled to overflowing with more than their usual amount of live news and announcements concerning the season just opening. The editors have tried to make this number the best Spring Special ever issued, and it is submitted in the confident belief that they have, at least to some extent, succeeded.

"WHAT has 1922 to offer us?" Every showman, outdoor and indoor, is asking himself that question. And the answers are as various and varied as the natures of those who propound the query.

What HAS 1922 to offer the showman? It will not do to say that that depends altogether upon the showman himself, altho to a certain extent that may be true. Conditions over which the theatrical and show world in general has little control have no small influence in shaping the course of events and determining whether the season will be good or bad as regards business. On the other hand, the showman himself can do quite a bit of "shaping" too. He can, even as Napoleon did, shape circumstances to his own ends if he will but put into his work the right sort of thought and energy, playing a square game, using good business judgment and not trying to "hog it all." That is the conclusion

these organizations, they intend to make a vigorous campaign for business. They are watching expenditures more closely than in other years, eliminating superfluous overhead and working out plans for the more efficient handling of their business. They are spending not niggardly, but wisely. The park and fair men, too, are laying their plans more carefully than usual, adopting measures looking to the elimination of unnecessary expense, and in general placing their affairs on a more business-like plane. All of which is a good sign and should in the end be of inestimable benefit. The consensus of opinion seems to be that the earlier part of the season will be at least fair, growing steadily better as it advances; that by the time the fall fairs are in progress there will have been a general recovery from the unsettled and unsatisfactory conditions the country has been passing thru, and business will be BIG for those who see the opportunity and prepare for it.

Reports from stock and repertoire managers indicate that the outlook in their field is exceedingly bright. Chautauqua circuits are expanding, and other lines of amusement activity extending thru the summer appear to have an excellent season before them.

A statement from Secretary of the Treasury Mellon, regarded as a conservative business man, is interesting as reflecting the optimism prevalent in Washington over the general business

A FEW SPRING SPECIAL FACTS

Readers will recall the editorial published in the Spring Number of The Billboard of 1921, dealing with the growth of the Spring Special from the very first one gotten out on St. Patrick's day, 1901. Concluding the editorial were these words:

"We promise here and now that the issue of the next Spring Special (the 1921 edition was 90,000 copies) will go over the top with an edition of 100,000 copies."

And so it has, just as promised, meaning an advance of 10,000 copies in the year's time.

This year's Special contains 260 pages (this was written on Thursday, and there may be a "slopover" of eight or more pages before the last form goes on the press Monday night), 16 pages less than the 1921 Special, but, taking into consideration the general business depression prevalent thruout the country the past twelve months or so, we think we have done wonders and believe that our readers will concur in this. In the way of paper, eighty-five (85) tons, or four (4) carloads, were required.

The first two forms (there are eight thirty-two page signatures, not figuring any "slopover") went to press on Tuesday night, March 7, with a form following each night thereafter until the following Monday—all printing done on our own presses and in one week's time. The cover, in four colors, was also printed on our own color press.

reached by those who have gone thru the mill and reached the top rung of success despite numerous obstacles. And they should know if anyone does.

A canvass of those engaged in the amusement and entertainment fields justifies the assertion that the outlook for the season of 1922 is generally regarded quite optimistically. Showmen are proceeding with confidence and a determination to win. In justification of their attitude they call attention to the encouraging reports from various branches of industry which indicate a steady improvement in conditions and a gradual progress toward "normality." The United States Employment Service, in its last monthly report, forecast a great industrial improvement for March. It says: "Reports from 231 of the principal industrial centers, with but few exceptions, show a general improvement in employment conditions, and breathe an enthusiastic spirit of hope and confidence in the future." Other authorities speak in a similar vein.

Of especial import at this time is the outlook for the outdoor show world, whose season is just starting. There has been the usual amount of reorganization among the circuses and carnivals, and a number of new enterprises coming into the field. Judging by the amount of equipment and supplies purchased or contracted for by

outlook. Mr. Mellon is reported as saying that if he were actively engaged in competition instead of being separated from such endeavor by reason of his official position he would not hesitate to "loosen up the brakes a bit." "Mr. Mellon's attitude," says Roger Bean, in The Annalist, "was based upon reports which had reached the Treasury Department from various sources, some of them within the last ten days or two weeks. He felt that they indicated something more than an improvement resulting from seasonal change, and that they were sufficient to inspire confidence."

Continuing, Mr. Bean says: "Other officials in Washington have, from time to time, expressed the belief that the 'corner was turned'—two authorities for this viewpoint being Secretary of Commerce Hoover and the Federal Reserve Board, Secretary Hoover, in fact, by his recent urging that steps be taken without delay to add to railroad equipment and betterments, suggested to some observers a belief on his part that a very decided improvement might be expected in the spring."

Madisonville, O., is soon to have a new \$90,000 picture house. Plans for the building have been submitted to the local building commissioner by Charles Weigel, who is at the head of the enterprise. It will be named the Colonial.

QUESTIONS AND ANSWERS

R. R.—"A War Baby" was a three-reel drama. It was released by Lubin January 7, 1915.

C. F. B.—Wolfe Gilbert and Anatol Friedland collaborated on "Lily of the Valley." It is believed Gilbert wrote the lyric and Friedland the melody.

A Steady Reader—The only thing an amateur song writer can do is to submit his lyrics or songs to the publishers. If he happens to have what the publishers want the latter will accept them. A regular publisher will buy anything from the bare title to the complete song, provided it strikes his fancy and he thinks it has commercial value.

Mile. M.—John Coates and Waldemar Rosing are two of the most prominent tenors in Great Britain today, while Edmund Clement continues a prime favorite in France. Of his generation, Caruso undoubtedly possessed the finest tenor voice. The latter never sang Wagnerian opera, altho he was magnificent in the standard Italian and French operas.

E. D.—"Bought and Paid For" is now being filmed. The screen version of "Turn to the Right" has been completed. Both were popular stage successes and also strong box-office attractions for leading stock companies. Some of the leading stock releases of the present time are as follows: "The Broken Wing," "The Hottentot," "Three Live Ghosts," "Come Out of the Kitchen," "Come Seven," "Smilin' Thru," "House of Glass," "Clarence," "Upstairs and Down," "Smooth as Silk," "Adam and Eva," "Pot Luck," "Lion and the Mouse," "Daddies," "Her Husband's Wife," "Experience," "Cornered," "Shavings," "Two-Fisted Love," "Stop Thief," "Cappy Bicks" and many others.

NEW THEATERS

The new million-dollar Hope Theater at Dallas, Tex., is nearing completion. It will show First National pictures exclusively.

A modern theater, to replace the Daly, recently destroyed by fire, will be built in Marshfield, Wis., at a cost of \$50,000.

April 1 is the date set by the Comerford Amusement Company for starting work on the new picture house to be built in Carbondale, Pa.

The Century Theater, Dowagiac, Mich., was opened February 27. It was built by the Larkin Theater Company at a cost of \$100,000. Lee Larkin is manager.

"OLD DAN RICE"

By W. B. LEONARD

I traveled with a circus once, we went from town to town; I played a cornet in the band and sometimes played the clown; I helped to put the canvas up and helped to take it down. The "trick" was owned by old Dan Rice, of wagon show renown.

REFRAIN

Old Dan Rice, he certainly was a wonder in the days of Amid Lang Syne. Old Dan Rice, he seldom made a blunder, and his circus it was fine. He made such funny faces that the people they would scream. He could preach a corking sermon and could warble like a dream. He'd give you wonderful advice, this circus man they called Dan Rice.

I sold the concert tickets and I helped to make the ring. I figured in the grand entree, a song I'd sometimes sing; I worked around the cookhouse, all the water I would bring. I surely was a busy man, I never missed a thing.

I went into the lion's cage, I boxed the kangaroo; I rode upon the elephant all made up like a zoo; I held the paper banners the equestriennes jumped thru. When I traveled with a circus I had a lot to do.

I drove the "sixty horses" on the "chariot of gold"; I worked the spotted ponies and the ginger-bread I sold; I gathered in the "duckets" underneath the red marquee. When I traveled with a circus it was certainly no play.

I hung around the "Kid Show" and I sometimes "worked the shells"; And I "capped" the "three-card monte" till I heard the "hev, ruhs" yell. And I never thought of "blowing" if the "ghoss" refused to hike. For with old Dan Rice's outfit there was never any strike. (All rights reserved)

THEATRICAL BRIEFS

Jack Beckner, of Newman, Ill., recently purchased the Illinois Theater there.

The Princess Theater Company has been chartered in Monroe, La., with a capital of \$5,000.

Robert J. Harmon last week leased the Knickerbocker Theater, Columbus, O., from the Knickerbocker Theater Company and the American Guaranty Company.

Margraff Brothers have purchased the site in Milwaukee, Wis., now occupied by the Magnet Theater from Oscar Brachman. The new owners plan to erect a \$100,000 office building.

While trying to extinguish a small fire in the operating booth of the Elite Theater, Washington, D. C., Frederick Klitredge was painfully burned. The accident occurred March 2.

Ideal Theater Company, DeNoys, Ok., with a capital stock of \$25,000, was recently formed. Incorporators: A. B. Momand, Shawnee; J. F. DeNoys, Ponca City, and Seth Lewis, Pawhuska, Ok.

The Star Theater, Hummelstown, Pa., operated for several years by B. F. Bomgardner, has been leased to Sollenberger & Gerth, of Hershey, who operate the Iroquois Theater at Paimyra.

Fire Chief Ira A. Hmeston, of Newark, N. Y., declared the Crescent Theater, that city, unsafe and ordered it closed. The Crescent is owned by G. W. Croucher and has been used as a picture theater for fifteen years.

At a meeting of the company recently formed to purchase the Carthage Opera House, Carthage, N. Y., the following directors were elected: E. A. Walsh, W. O. Adner, C. J. Reeder, J. Coyle and C. Chanft. The company will be known as the Carthage Holding Company.

Cowan and Rndolph, managers of the Pictorin and Vale theaters in Dennison and Uhlchsville, O., respectively, have leased the Grand Theater, Dennison, for a period of ten years with a clause in the contract giving them the privilege of purchasing the theater if they so desire.

A fire of unknown origin completely destroyed the Garden Theater and damaged several adjoining buildings, Petersburg, Va., March 1, the total loss being estimated at \$38,000. W. F. Harris, owner of the theater, has removed to another house directly opposite, alterations having just been finished.

At a recent meeting of the Marlon (O.) Grand Theater Company Joseph D. Gnthery was elected president, A. J. Sautter vice-president, and W. D. Clark secretary, treasurer and general manager. Directors are: A. J. Santter, Joseph Gnthery, W. D. Clark, George H. Foster and Charlea McMurray.

MAGIC AND MAGICIANS

(Continued from page 73)

appeared to advantage at the recent ten-day orange show.

Kara is attracting added attention at present in the western part of Pennsylvania by announcing in his newspaper ads: "I say Henry Ford will be President of the United States."

From Denison, Tex., comes word that Davis, the lyceum magician, recently pleased a large audience there with a clever performance in which old standbys were offered in new dress.

Lindop Heverly advises from his home in Sayre, Pa., that he has recovered from his recent illness and is now preparing new features for his mystery show for the coming season.

W. T. McQuade, "Texas' own magician," is working on a new book of magic at his home in Leonard, Tex., where he has been since his full evening mystery show closed shortly before Christmas.

Prince Ali C. V. Sadho, billed as "the noted Hindu astrologist, crystal gazer, life reader and wizard of the Orient," and supported by Princess

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Isis, "India's famous mind-reader," is appearing in the East under management of John J. Wilson.

Mystic F. P. Schopper, Jr., treasurer of the Cincinnati Magicians' Club, recently presented a rapid-fire Hindu turn for the Nobles of the Mystic Shrine at their ceremonial in the Music Hall, that city, which was attended by 3,000 members.

"Mahdi," the "miracle worker," communicates that he has signed to present "A Trip to Mystic Town," with the T. A. Wolfe Superior Shows for the coming season, and will be assisted by "Oliveite." Some new spiritualistic effects are promised.

So generally recognized is Houdini as the king of escape artists that his name has been put into a standard dictionary as a verb. The word "houdini," as Funk & Wagnalls explain it, means to release or extricate one's self from bonds or the like, as by wriggling out.

Herbert A. Taylor, "prince of magic and clown juggler," narrates that he has signed to appear on the Swarthmore Chautauqua Circuit this season, and states that he has been busily engaged in and around Boston the past two years. He features an old-fashioned Punch and Judy show for children.

Abdul Hamid, who is supported by Princess Iza, "India's mental marvel," advises favorably on returns of his show this winter thru Michigan and Ohio, and says he will present a Palace of Illusions with the United Amusement Company during its coming tour. The "Hindu Bloodless Surgery" illusion, he says, will be featured.

Last week was a red letter one for the Pittsburgh Association of Magicians. Houdini was holding forth at the Keith house there and more than once was his baffling demonstration viewed by the Smoky City slickers. Needless to mention, the occasion did not pass without appropriate dinner parties and entertainments being tendered in honor of the distinguished visitor.

Raffles, "the most mysterious man in the world," closed a tour of the Loew Circuit a few weeks ago in Atlanta, Ga., and is now business manager for the act of Webster, "the psychic wonder." L. G. Smith, a member of the Chattanooga (Tenn.) Conjurers' Club, also started with Webster recently as assistant. The Webster attraction is playing Southern territory.

With this special edition of The Billboard chock full of news on the plans of outdoor shows for the coming season, it will, no doubt, be interesting to the fans of this department to note that Thurston began his professional career with a circus side-show. One of Thurston's early resolutions was to keep plugging and improving his work as a magician so as to reach the top of his field, and to say he has arrived is putting it mildly. It is not impossible that a Thurston of tomorrow may make his debut this year with one of the tented attractions commented upon in these pages.

S. S. Henry, "the great magician," successfully displayed his wares to a lyceum audience in Dayton, O., last Thursday night. At the same time Arthur D. Gans, "the safety first magician," was also appearing in that city before employees of the Baltimore & Ohio Railroad. A few days earlier Gans and R. S. Sugden were entertained by W. W. Durbin at his private theater in Kenton, O. Sugden, formerly on the Keith Circuit, is an all-round magician and at present is in business that calls for travel thru Ohio and Pennsylvania. He and Gans were happy, indeed, to have enjoyed the feast of magic which Durbin offered. In this connection Gans stated: "I have traveled considerably and met many magic enthusiasts, but I have yet to see one with as large a magic theater or such a collection of photographs and apparatus as has Mr. Durbin. I saw things out of the beaten path that have done me good. The magic lover who is fortunate enough to get within 100 miles of Kenton and fails to visit Mr. Durbin will be doing himself an injustice."

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NO CIRCUS ACTS WILL BE CARRIED

Howe's Great London Show Performance Will Be Given Ex- clusively by Animals

Palo Alto, Cal., March 8.—Completely rebuilt and with five additional cars Howe's Great London Circus and Van Amburg's Wild Animals hit the road March 25 under the ownership of M. E. Golden, Charles Adams and M. B. Runkle. Mr. Golden will have general direction of the organization, with Charles T. Boulware, for several years one of the Al G. Barnes Circus standbys, as active manager. Mr. Runkle will be treasurer, while Mr. Adams will have charge of lot activities.

No circus acts will be carried. The performance will be given exclusively by animals. The big feature of the performance will be a colorful spectacle, "Cinderella in Jungleland." Every animal in the show will be introduced in the spectacle, special dens having been built for this purpose. Several soloists of ability—both male and female—will have principal roles. There will also be a chorus. Special music has been written for the extravaganza.

Mona Jules Jacot was brought over from France by Mr. Golden to take charge of the menagerie. One group of seventeen lions offers an act that is expected to create a furore. Several riding lions, two "balloon" lions and a half dozen mixed groups of jungle animals form some of the more impressive acts of the program.

One of the especially advertised features is "Mizpah," the only white sacred camel ever brought to America, according to the advertising matter. This camel is particularly intelligent and will appear in a novelty act.

The pachydermic section of the menagerie will soon be increased by the arrival of six small elephants now in Singapore on which Mr. Golden recently obtained an option.

Sixteen additional baggage horses—eight blacks and eight dapples—were recently purchased and brought the stock department up to a high standard.

"Wild Horse Mike" Brahm and his group of cowboys and cowgirls have been in winter quarters for a month with five real outlaw bronchos and as fine a collection of "spots" as ever made parade.

Bert Chipman, manager of the No. 1 advance car, got away on schedule with sixteen experienced billers, and A. Van Lubre, with a brigade of six men, followed a week later.

All the dens in the parade will be open and each will carry a fair passenger in addition to the jungle representatives. Three bands and two calliope will put lots of "pop" into the street pageant. A beautiful golden slipper, mounted on a low flat wagon and surrounded by pretty girls attractively garbed, will be a brilliant feature of the parade. Superintendent James Babcock promised to have it ready two weeks before the opening date, and he kept his word.

John Randolph Fowler, side show manager, was around quarters all winter and had no difficulty in lining up a most attractive collection of unusual attractions. His old standbys, Grace Gilbert, the famous bearded lady, and Col. Ludwig, who have been with him several seasons, are back under his wing again.

Charles Fulton has an elaborate menage act lined up with twenty-one riders. Nearly two score ponies will also be offered under his direction. C. G. Giles, for ten years with the Al G. Barnes Circus, will be in the big show ticket wagon.—JAMES FRANK (Press Representative).

SELLS-FLOTO CIRCUS

Ready for the Opening at the Coliseum, Chicago

With the stage all set for the opening of the Greater Sells-Floto Circus at the Coliseum, Chicago, April 8, for a three weeks' engagement, Messrs. Mugivan, Bowers, Ballard and Terrell have bent forward every effort to startle the circus-loving public with a number of revelations in this popular form of amusement.

The big three-ring and two-stage cirque performance will be preceded by a spectacle. It is said that the ballet-girls will total close to a hundred. Singing, led by three prima donnas seated in the swinging bodials of gorgeously decorated elephants, assisted by the same number of baritones who will act as mahouts, will predominate during the opening number and their voices will blend in with that of hundreds. Revelations in "lead stock" will be seen here which will depict the grand Dubars of old India. All wardrobe used in this number is new and of New York creation. It was purchased by "General" Terrell during his continental trip early last winter, when in quest of novelties.

The Famous Riding Hunsford Family with "Poodles" will again be featured and this well-known riding act, supported by the Hodgini, Hobson and Derrick troupe of bareback riders, will keep the equestrian number perfectly balanced. The Flying Nelsons, Todd and Beck and another big casting act will work overhead from rigging and these well-known aerialists will be in turn supported by many singles and doubles. The "Iron-Jaw" number will find many young ladies suspended by their teeth. The huge under-roof of the gigantic Coliseum will literally be speckled with "flying acts."

Two troupes of Arabs, two troupes of Japanese, a troupe of nine Chinese and a Russian wrestling act will be featured on the two stages. Herberta Beason, the Parlova of the wire, will be featured as will the Great Shubert, Belle McMahon, Beatrice Sweeney, Loftus, the great, and a group of twelve horses known as the Terrell Dancing Equines. Probably the only animal number will be the fourteen elephants and ten camels which work in "straight and combined acts."

A special musical score has been written

for the pageant and the orchestra of the Brown Palace Hotel of Denver "tried it out" a couple of weeks ago with gratifying results. The numbers were announced and each part heavily applauded.

As announced in The Billboard a few weeks past, Sells-Floto will only play the larger cities this season. The performance will remain "strictly a straight circus performance" with no leaning toward wild animal displays during its entertainment.—FRANK ARTHUR (for the Show).

LaMONT BROS.' SHOW

Doc Filley, general agent of LaMont Bros.' Circus, writes that he recently visited the winter quarters of the LaMont show at Salem, Ill., and found it a busy place. New and larger wagons have been built to replace the small ones used last season. A beautiful band wagon for a ten-piece band has been added, and a new calliope will bring up the rear of the parade. All of the old harness and trappings have been replaced with new paraphernalia. The cookhouse wagon is equipped with a sanitary refrigerator. Manager LaMont recently purchased several baggage horses and ponies. Trainers are busy breaking domestic and wild animal acts. Among the latter is a lion act which will be worked in the No. 2 ring. The baby elephant will put on some new stunts this season. A new big top and two more middle pieces for the side show have been added. Uncle Abe Arnhart is looking after the band personnel. Baker will have charge of clown alley.

Filley is now blazing the trail in new territory. The advance will consist of a general agent and two billposters, traveling by auto. The season will open May 12.

DeMARLOS WITH R.-B. SHOW

Harry DeMarlo, while playing at the Shriners' Indoor Circus in Cincinnati, week of February 27, called at The Billboard offices and informed us that he and his wife will again be with the Ringling-Barum Circus. The DeMarlos played a two weeks' engagement in Detroit for the Shriners' Circus previous to their local date. DeMarlo is an exceptional contortionist, accomplishing some very difficult feats, and received much applause at the Cincinnati Shrine Circus.

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3674-20x30 round and gable end tent, 8-oz. white drill top, 10-ft. sidewall of 6 1/2-oz. drill; used 3 weeks.

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3684-20x30 hip ends, 8-oz. white drill top, 10-ft. sidewall of 6 1/2-oz. drill, blue trimmings; used 2 weeks.

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Tent No. 4832-50x70 ft. 50-ft. round top with 1 20-ft. middle piece, 8-oz. white drill top, bale-ring style, roped every 4 widths and extra, pole holes leathered off, 10-ft. wall 6 1/2-oz. white drill; used 1 week.

Tent No. 4950-60x110 ft. 60-ft. round top with 1 30-ft. middle piece and 1 20-ft. middle piece; made out of Boyle's 8-oz. white drill, 12-in. extension eaves, bale-ring style, 10-ft. sidewall made out of 6 1/2-oz. white drill; used 1 season.

LIST CONTINUED ON PAGE 153 CARNIVAL SECTION

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By FRANK HAMILTON STOWELL



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Down in Cortland County, in the attractive little village of Homer, in the Empire State, lives Sig Sautelle, showman extraordinary, enjoying a life of retirement surrounded by all the comforts he so honestly deserves following a season of nearly half a century, devoted one might say entirely to outdoor amusements. At the age of 74 this grand old man, still hale and hearty, is as keenly interested in things theatrical as he was forty years ago, and during the present season has filled many bookings with his Humpty-Dumpty Circus. He enjoys the distinction of having been transported with his various shows by every mode of travel known to the inhabitants of North America. Late in the eighties Sig Sautelle's boat circuses was a wonder to the natives, equipped with all the luxuries of Pullman car service, while ten years later his wagon show was a revelation to so-called caravans. The sale of the Sig Sautelle Railroad Shows, one of the finest equipped twenty-two-car circuses in the country in 1904, is still fresh in the minds of many. Then came his wagon show, which was one of the first to use auto trucks, when these were proven practical, and last year while making a fair in the southern part of New York State with his Humpty-Dumpty Circus, which, by the way, Sig says he can carry in a dress suit case, he and his outfit were taken over in Pennsylvania to fill an afternoon performance by an airplane which was making exhibition flights on the fair grounds. Thus he claims to have traveled with circuses transported by boat, wagons, rails, motor trucks and airplane.

George Satterlee was born in Luzerne, N. Y., September 22, 1848, and gained his early education in the public schools of that village. In leaving school he learned the wagon maker's trade and worked for several years in factories in Saratoga, Glens Falls and Fort Edward, and in a few years was considered one of the best all-round wagon builders to be found. Having taken a keen interest in fair ground shows and circuses George, at the age of 23, decided to banish the name of George Satterlee, adopt the name of Sig Sautelle and cast his lot with the Great North American Circus, owned by A. B. Stowe and operating out of the State of Connecticut, and, as a handler of wood figures, became one of the best Punch and Judy men in the side-show line. In 1882 Sig Sautelle's Big Shows became a reality, opening in Syracuse and traveling by boat, playing the old Erie Canal route, as well as towns along the Seneca, Chemung and Champlain canals and many lake villages, establishing a reputation of being one of the best circuses to be seen. For five years this show traveled by boats, each season making improvements and enlarging the outfit, and it has often been said that with the Sautelle boat show employees enjoyed all the comforts of home. One boat was given over to the care of the company members and it was a model

of the hardships which they endured in an effort to again set foot on American soil.

In 1905 Mr. Sautelle formed a partnership with Mike and John Welsh, of Lancaster, Pa., two very popular circusmen, who had successfully conducted the Welsh Bros.' Railroad Shows, having a big following in their home State, Eastern Ohio and West Virginia as well as the Eastern shore route. This show made much money, but was finally disposed of on account of the poor health of Mrs. Sautelle. Following the sale of this circus Mr. and Mrs. Sautelle went to their beautiful winter quarters at Homer, N. Y., the former paying much attention to his farms and hotel holdings in Cortland County, where he owned a number of the best farms in that locality. During his stay in Homer he bought the David Harum Tavern, one of the landmarks of the county; the Hotel York in Cortland and the Sautelle House in De Ruyter. In 1911 he again heard the call of the sawdust arena and with Oscar Lowanda and George W. Rollins as partners the Sig Sautelle shows again took to the road as a wagon show, later adding many trucks. This outfit soon grew to Sig Sautelle's Nine Big Railroad Shows. Mrs. Sautelle's health continued poor, she finally suffering a stroke. No man ever had a more valuable working partner in the business than Mrs. Sautelle was. Possessing a keen knowledge of the circus game she had been her husband's righthand man thru all his circus career and her inability to be about and to oversee the many departments which had always had her personal attention was keenly felt by Mr. Sautelle. With a knowledge that Mrs. Sautelle could not recover Sig for the first time to the knowledge of those closest to him showed signs of becoming discouraged and near the latter part of the season of 1914 sold the show complete to Danny Robinson, also leasing the title for a period of years.

The Sautelles retired to their home in Homer and since then he has taken a couple of flings back into the game, but to quote him, "never seriously." On May 22, 1916, Mrs. Sautelle died in Homer and her remains were taken to the scenes of her childhood in Fort Edward, N. Y., for burial. Following the death of Mrs. Sautelle Sig disposed of much of his real estate holdings. He makes his home in Homer, where he takes much interest in filling dates in all parts of the East with his Humpty-Dumpty circus during seasons when he can move about in his large touring car, not because he needs the money (Sig Sautelle is rated as one of the wealthy men of Cortland County), but because he loves to entertain. He was the writer's guest for a day during the past summer, and I can't recall ever having had a more enjoyable afternoon than we spent that day going over the early days of his career, and I could not but notice what a wonderful memory this grand old man has on dates and happenings of scores of years ago. The Walter L. Main show, Pawnee Bill, Jim Goodrich's wagon show, Barnum & Bailey and Forepaugh-Sells were the bulk of the shows playing Eastern territory, and, as for opposition, it can be truthfully said that this never turned Sig Sautelle's hair gray, for so favorably was his show known that he could follow Barnum & Bailey into Bridgeport, Conn., by four or five days with a handful of lithographs and play to two capacity audiences. The circusgoing public in the large cities, as well as the hamlets, knew the Sautelle show, as in routing his wagon show Sig would play them all, the cities and tanks alike, just as they came on the map in the direction he was traveling.

It would not be right to close this little sketch without saying something about the "Governor's" hobby, for there never was a circus man born without a hobby, it is said. Sig Sautelle's hobby was to own and wear diamonds, and I can't recall any showman who ever gave him much of a hustle for the title of "diamond king" unless it was the late H. Henry, the minstrel man. Sig had one of the best collections to be had and wore them gracefully. One a monster shirt front decoration, picturing a prancing steplion standing on his hind legs, with tail and mane flowing, made up of half-karat stones, never fails to attract attention. Diamond studs as large as a hickory nut and rings of the same size go to make up this valuable collection. Even at his advanced age he threatens to again invade the circus field, and it's a hundred to one shot that if he ever does he will make good.

CHRISTY BROS.' SIDE-SHOW

The following attractions, according to Side-Show Manager Jake Friedman, will constitute the side-show with Christy Bros.' Trained Wild Animal Shows: Ajax, boniesia wonder; Jolly Ella, fat girl; DeArco and wife, midgets; Mlle. Huber, snake act; Charica Camm, magician. Punch and Judy and inside lecturer; Babe Arlington, Juneta Murray, Margie McDonald and Peggy Waddell, Hawaiian and Spanish dancers; E. D. Reed's colored band and minstrels. Ray Daley will be assistant side-show manager.

FOR CIRCUS ROSTERS SEE PAGE 247

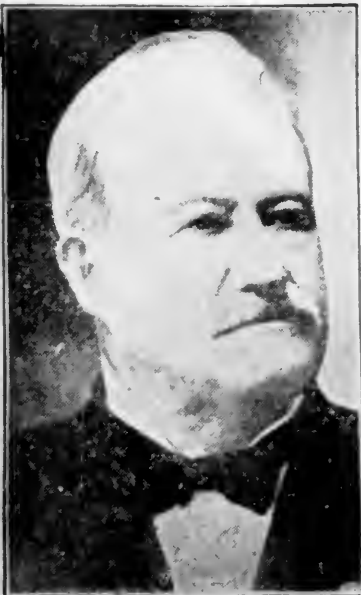
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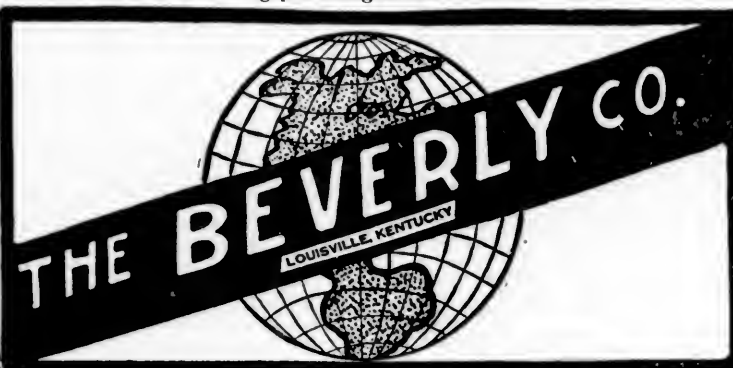
affair, with its large staterooms and ample sleeping accommodations, roomy kitchen and dining room. The second boat was arranged to carry for the live stock below deck, while canvas wagons, seats, poles and stringers, as well as the parade stuff, menagerie and cookhouse, were loaded on the top of this boat in the same manner in which flat cars are now loaded. In 1887, with the starting of the first improved roads of the East, Sautelle decided that the circus bearing his name, which had outgrown its boat territory, would become a wagon show, and it was here that his early trade of wagon maker proved a valuable asset to him, for every wagon to be made in winter quarters was built under his personal supervision and his parade wagons won the admiration of all who ever saw a Sautelle parade. Proof that these wagons were made right is proven in the following: Not far from Fort Edward, N. Y., which village, by the way, was the scene of many of Mr. Sautelle's early circus activities, there is an old canvas wagon made by him in 1887 still doing active farm duty. With his wagon show he was able to increase the length of his seasons, invading much new territory each year, which he did as well as to enlarge his outfit, and, with the close of the 1901 season, the Sautelle show was carrying 125 head of stock, 14 cages and two elephants, and the name of Sig Sautelle was a household word in all parts of the East.

Sig Sautelle was truly a showman extraordinary. While almost everybody knows a circus by the name of its owners very few persons attending that show are personally acquainted with its owners. This does not apply to the Sautelle show. The one desire in life of Mr. Sautelle seemed to be to personally know the people who made up his audiences. He could at all times be found seated in the main entrance of his show with outstretched hand greeting friends. They all called him Sig, and it was unusual indeed if he did not call them by their given names. At the close of the 1901 season Mr. Sautelle and the late Frank A. Robbins, who had been identified with the Sautelle shows for many years, spent the greater part of a month going over railroad show plans and the result was a decision by the circus owner to take to the road in 1902 as a railroad show. The success of his rail venture was instant and in 1903 he made additions, and also in 1904, during which season his outfit attracted James McCaddon of the Barnum & Bailey show, who was looking for a circus outfit to take to France. McCaddon made an offer for the outfit and it was turned over to him at the close of the 1904 season and shipped to France. It opened in that country and the disaster which befell the show in France is now a matter of circus history. Many former Sautelle employees who were induced to go to that country with the outfit still relate vivid stories

We ship to all four quarters of the earth. (That's covering a lot of territory, nevertheless we do.)

**TENTS—Large or Small—
BANNERS—SCENERY—
SEATS—POLES**

in fact, everything pertaining to the Outdoor Show World.



Do you know that we are in the best shipping center in the U. S.?

NORTH
WEST—LOUISVILLE, Ky.—EAST

SOUTH

THE BEST SHOW TENT HOUSE IN THE WORLD.

Distributors
of the Famous
"Golden Brown"
Chocolates

BANNERS

We make a specialty of painting special Show Fronts and Banners that can not be beat.

**Beverly
Tents**

are built like a "Taylor Trunk."
(For the Profession.)

100% Tent

Material, workmanship, trimmings, ropes.

Ask any one that has a

Beverly!!

MAIN HAPPENINGS

At the Walter L. Main Circus Winter Quarters

Have de Grace, March 8.—From the way the work is being turned out from every department the big circus will be all ready for the road by the first of April, when the big top will be raised and the horses brought in from the farm. The stock, by the way, is in excellent condition and with the arrival of Claude Orton will be given a workout for several weeks before the opening. All of the parade wagons have been finished and the cars are nearly ready. Car Manager George Caron has already put in several days contracting. Contracting Agent Lawrence Ledout, has left on his long journey and Special Agent Max Fletcher will be on the go shortly. General Agent Frink had a conference with the "Governor" this week.

The program of the big circus has been filled and will present a big array of feature acts. The feature from Russia has been sent contracts thru its New York agent, and the performers composing the feature are on their way to this country for their first appearance here. They give a novel and startling acrobatic and wire act, working high in the air without a net. The signing of the Wallett family of riders, including Wm. Wallett, Sr., and Miss Rose, completes the list of big show performers. Another big feature is the engagement of the Mangean family of acrobats. The performance will be given in two rings and on two stages with a steel arena for the animal acts.

Bardmaster W. B. Fowler has completed his trip from Orlando, Fla., to his home in Toledo. He says he will have a real hand.

Word reached quarters a few days ago of the serious condition of Herman Griggs, formerly equestrian director of the show and whose home was formerly here. He is confined in a hospital at Peru, Ind., where he has been operated on for cancer of the tongue.

Horse Laird dropped down from Chester, Pa., last Sunday and spent several hours at the quarters. He will be in clown alley as usual.

Bob Thatcher, who will be Mrs. Downie's assistant on the candy stands this season, has arrived at quarters, making the trip from Youngstown, O., on his motorcycle.

The new equipment for the commissary department arrived at quarters the first of the week. It included a new 12-foot steel hotel range, a steam table and an entire new outfit of dishes and table ware. W. H. "Muldoo" Hartmann will again be in charge, with "Baldy" Carmichael in his old position of steward and purchasing agent for the show.

Superintendent of Properties Ralph Snow is the latest arrival at quarters. Charles Craig, well-known showman who had a pretty show in the city hall at the time it was burned last winter, is back in this city and has formed a stock company for the erection of a theater to seat 1,000, to be built on the main street on the property adjoining Kelly's restaurant. He hopes to have it ready for business by early summer.—FLETCHER SMITH (Press Agent).

ADDITIONAL CIRCUS NEWS ON
PAGES 82, 83, 84, 85, 86 AND 87

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.
Orders shipped the day received.

THE BLOCK GAS MANTLE COMPANY
Manufacturers of Incandescent, Gasoline, Gas and Kerosene Mantles, Burners, Etc.,
J. FRANKEL, Manager 224 North Wells Street, CHICAGO, ILL.

LINDEMAN BROS.' CIRCUS

Sheboygan, Wis., March 9.—Lindeman Bros.' Circus is being enlarged for the coming season. Five new trucks are being added, bringing up the total to fourteen. Orange and blue will be the predominating colors.

Albert Sigsbee will be the general agent, and Mrs. Sigsbee will be press agent ahead. Chas. B. Paul will have charge of the side show. The candy and banner privileges have been sold to J. H. Simerson of Owosso, Mich., and Sam Levy of St. Louis, will be on with two concessions. Theo. Weber will have a hand of ten men with Art Heiler at the calliope.

The winter quarters is a busy place. Pete Nelson has put the finishing touches on the cage truck. Albert Lindeman, master mechanic, with Alvin Pantell assisting, who have been overhauling the trucks since the first of the year, have the fleet ready for the road. Capt. Wm. Gensch is the wild animal trainer.

Two shows daily will be given this season, instead of only the night performance during the past two seasons. The show opens at Sheboygan May 5.—ART YOUNG (for the Show).

SHOW AND CONCESSION TENTS

"BEST UNDER
THE SUN"
and RAIN

CANVAS GOODS of all kinds.
SEND FOR CATALOGUE

ST. LOUIS AWNING & TENT CO., 800 N. 2d St., St. Louis, Mo.

BARNES ADV. CAR NO. 2

The crew of the No. 2 advertising car of the Al G. Barnes Circus comprises the following, according to B. M. O'Brien, steward: F. D. Garrigus, manager; J. A. Holland, assistant manager; Frank Brooks, boss billposter, assisted by Harry Mansfield, L. Stone, Walter A. Jones, H. A. Taylor, M. Turner, Chas. Hozer, Wm. Wright and Gny Hubbard; R. A. Hand, boss lithographer, assisted by D. Cessna and B. M. O'Brien; Pop Terrel, programmer.

ATTERBURY OVERLAND CIRCUS

Clontarf, Minn., March 9.—The Atterbury Overland Circus will start on its twelfth annual tour April 29. The show has been overhauled, repainted and enlarged. Orange and vermilion are the predominating colors.

Higgins and Higgins, aerialists and contortionists, have signed; Wm. Loesch will have a new trick mule and Dr. Snyder, the big baboon, will be among the animal acts.—W. A. ALLEN (Press Agent).

AT LIBERTY GUY WHEELER
A-1 STEAM CALLIOPE PLAYER
All Popular Music

Address 1354 West 3rd Street, DAVENPORT, IOWA

O'CONNELL INSTEAD O'DONNELL

In the March 4 issue of The Billboard, in the Obituary Column, it was mentioned that Miss Emma O'Donnell, sister of Jimmy O'Donnell, well-known circus man, died at the home of her sister in Cleveland, February 12. This should have been Emma O'Connell, sister of Jimmie O'Connell, writes Mrs. Jimmie O'Connell.

Cage Animals Iowa Pet Farm Birds
Dogs, Cats Virginia Reptiles

Roslyn P. O.
Virginia,
Dept. B.

IN LOCAL TALENT FIELD

"Doc" Filley has been putting on local talent shows for different lodges during the winter. His old standby vehicle is "Rip Van Winkle," and it never fails to go over in good style, says Filley. Some of his mates were the Eiks at Grinnell, Ia., and the American Legion at Montpelier, O.

Chicago, March 9.—Abe Adamson, formerly a billposter with the John Robinson and Sparks circuses, is now located in Wilkes-Barre, Pa., working with the plant in that city.

New and Second-Hand Tents FOR SALE

10x12, 14x21, 20x30, 20x40, 40x60 SQUARE END HIP ROOF TENTS
60-FT. ROUND TOPS WITH MIDDLES
70-FT. ROUND TOPS WITH MIDDLES

A Tent to fit every purse. Come and look them over.

WOLF TENT & AWNING CO., - Ft. Wayne, Ind.

**FAT GIRLS-GIANTS-MIDGETS
PIT FOLKS**

COMMERCIAL PHOTOS THIS YEAR AS USUAL
\$20.00 per thousand
Commercial Photographic Co. Davenport, Ia.

IN ANSWERING AN AD BEGIN YOUR LETTER WITH "I SAW YOUR AD IN THE BILLBOARD."

TRADE SHOWS AND INDOOR EXPOSITIONS

BAZAARS, INDOOR CIRCUSES, INDUSTRIAL EXPOSITIONS, MUSEUMS, ARCADES, DEPARTMENT STORE AMUSEMENTS. STORE ROOM SHOWS

DAVIS AMUSEMENT CO. SCORES

With Excellent Program for Shrine Circus at Springfield, Ill.

Springfield, Ill., March 9.—The Arthur Davis Amusement Co. has scored another grand success. The doors of the Anns Temple Shrine Circus and Mardi Gras were officially opened at 7 p.m., March 2, with 2,000 people waiting in line. One hour and twenty-five minutes later, to the dot, the fire marshals had the doors closed, as the building was filled to capacity, and up to the present writing the show has enjoyed a turnaway each night. The engagement will close on March 11.

All of the concessions are doing a wonderful business. Mr. Davis has left for Salt Lake City, where he is staging another show, leaving his capable partner, Ed Hauck, in charge while absent. Mr. Davis deserves much credit for the wonderful program he has secured for his drawing card, as it includes some of the best talent obtainable and has made no mistake when he secured the service of Leo Hamilton as equestrian director, as he is on the job at all times. There is not a delay in the 18-act program from the time the first whistle blows until it has blown on the last act. He handles the program like a veteran and has received many compliments on the way he has arranged his bill.

Following is the program as the acts appeared: Human Trio, bicycle act; Bill Delavoy and clowns ("prize fight"); Mella and Simons, revolving pole; Pedro Jaque, slack and tightwire artist; Robert Stiekney, Sr., dog and pony circus; Dainty Ebel Marine, ironjaw, trapeze, Spanish web; the Famous Holston Family, comedy act; Sims and Sonny, comedy acrobats; Ida Deino, hand-balancing and contortionist; Miss Human and her dancing horse, Snowflake; Hamilton Sisters, human butterfly; Carroll and Chick, in "Upside Down"; O'Kura Troupe of jugglers and jugglers; clown band, Four Marvelous Mells, flying rings and trapeze; Robinson's Military Elephants, Flying Flabers, casting act; Hamido Arals, seven people, and Hobson's Indian act.—HARRY J. REIGER (Publicity).

OPPORTUNE SUGGESTION

While it is not the intention to "pre-arrange" (to use the vernacular term) any special event, firm, city or amusement company in reproducing the following, which was compiled by Edward L. Conroy, well-known publicity man and press representative for the Majestic Exposition Shows this season, and has been distributed to the merchants and manufacturers of Murphysboro, Ill., yet there is excellent logic contained in it and surely savors of the interest being taken throughout the country in the staging of industrial expositions and trade shows as a stimulus both to business and entertainment (it is captioned "Better Business Week").

"Mr. Business Man:
"With the coming of spring and Easter time, which is the customary and established dress-up time for the populace, have you given a thought of stepping out of the rut of the existing business depression and taking a fresh breath of trade expansion? Chicago, St. Louis, Indianapolis, Springfield and other cities of lesser prominence have staged the 'Pageant of Progress' weeks, Auto Shows and Industrial Expositions. The merchants and the advertising men have combined their efforts hand-in-hand for prosperity with a 'go get it' spirit. The public's response has been wonderful. New life meant new orders beyond their fondest dreams. Every merchant has ideas—good ideas—but in the average small city the chance of exploitation is limited and often lacking. Several live wire business men of Murphysboro conceived the idea of an Industrial Exposition. Their plans have matured and now become a reality. What was thought to be an utter impossibility will be a big, pulsating, throbbing convulsion of BIGGER AND BETTER BUSINESS. The germ of the exposition idea is now rounding out to a complete form, which, with the power and punch behind it, will be a veritable KNOCKOUT—a startling success. To accommodate this massing of exhibits, with not even a fair-sized hall available, arrangements have been made with the Armbruster Tent Company, of Springfield, to lease a mammoth canvas pavilion with a floor space of 100x80 feet. About forty spaces have been laid out, each 10x15. No matter what your business is, plan and arrange an exhibit, carry out your big ideas. If you cannot use a whole space, split with your neighbor. Over half of the space has been contracted; the charge is nominal. The 'coliseum' will be gaily decorated and beautifully illuminated; there will be music and pretty girls to assist. You can go as far as you desire in staging your product or show of goods. No limit to the possibilities. The event will be widely advertised; every effort will be put forth to draw a record-breaking attendance. The newspapers will co-operate. The committee will assist in every possible manner. Incidentally, Nathan Norder, owner and manager of the Majestic Exposition Shows, will open his regular season during the week and his park rides and amusement devices will afford an entertainment feature for the young folks. The bands will play and the Murphysboro Industrial Exposition and Auto Show will open Monday, April 3, and continue until Saturday, April 8."

Bazaar Workers! Sales Board Operators! Wheelmen! Write for our latest Price List on Boards, Cards and Wheels.
JEROME BECK CO., 342 East 51st, New York.

FIFTH NATIONAL FLOWER SHOW

At Indianapolis March 25 to April 1—Will Be Held in Manufacturers' Building on State Fair Grounds

Indianapolis, March 9.—With the presentation of the Fifth National Flower Show here March 25 to April 1 the people of this vicinity will have their first opportunity in sixteen years to visit a major event of this nature. It will be held in the Manufacturers' Building at the State fair grounds and on the 60,000 feet of floor space exhibits of florists from all over the United States are to be set up, and this space, it is thought, will be insufficient to accommodate the abundance of flowers to be placed on exhibition.

Clarence H. Greene, chairman of the special exhibits committee, is arranging to have one day designated as rose day. Another day will be carnation day. On these days plants and blooms will be banked in garden form along the winding pathways which are being laid out on the floor of the manufacturers' building.

DAVIS ADDS GOOD CONTRACT

Will Stage Show for Shrine at Salt Lake City, Utah

Arthur Davis, the bustling general manager of the amusement company that bears his name, has just registered another promising winner to his list of indoor promotion contracts. This time it is the Shrine Temple of Salt Lake City, Utah, that is going to take on the Davis Company's outfit and the date is for April, most likely Easter week.

Manager Davis left Chicago for the Western city March 8 and was accompanied by his chief contest promoter and publicist, Harry E. Bonnell, who is expected to remain there until the finale of the promotion. Mr. Davis is expected back in Chicago about the middle of this week and will concentrate his managerial efforts on the detail work preliminary to the opening of the Medinah Shrine Temple Society Circus and Mardi Gras on March 18.

Before his departure for Salt Lake City Manager Davis spent several active days and nights with his partner, Edward A. Heck, at their very successful Shrine Temple celebration in Springfield, Ill.

TO BE ANNUAL EVENT

Pure Food and Household Appliances Exposition at Canton, O., Proves Success

Canton, O., March 8.—Canton will have another Pure Food and Household Appliances Exposition next year, according to the decision reached by the Retail Grocers and Butchers' Association at a meeting last Saturday. The exposition, which closed Saturday night, was such a decided success that it was agreed to make it an annual event. Paul Hill and Ray Dunham, of Cleveland, promoters of the show, will again stage the show next year. Merchants of Canton co-operated with the promoters in staging a daily style show. There were many special features during the week. Exhibitors numbered forty.

RECORDS SMASHED

At Leipzig (Germany) Fair

An Associated Press dispatch from Leipzig, Germany, dated March 7, stated: "Records for attendance at the Leipzig Fair, the notable gathering where German producers and buyers from home and abroad come into contact, were broken yesterday when 180,000 persons were present. Reports indicate also that a record business is being done, transactions running into millions of marks. "The Russian trade representative in Germany with three assistants is here.

THINGS PROGRESSING NICELY

For "Big Benefit Bazaar" at Tomlinson Hall, Indianapolis

Indianapolis, Ind., March 8.—Everything is progressing nicely for the "Big Benefit Bazaar" to be staged here in Tomlinson Hall and in behalf of the National Disabled Soldiers' League—ex-service men's relief station. The event, which will start April 10 and continue until and including the 15th, is under the direction of Ray Marsh Brydon.

Tickets are being sold in advance daily and each day an average of about \$143 has been realized so far since the office, which is located at room 15 United Building, has been open. The tickets are purchased at one dollar for a book of ten and with each book ten coupons entitle the holder to drawings on a fine automobile to be given away.

A parade will be given on the opening night of the show, and Dare Devil Dougherty, the "leap-for-life" bicycle rider, of Cincinnati, has been engaged to give his performance in front of Tomlinson Hall each night. Two weeks before the event a Tanager air callope and Besnon unafon will give daily concerts on the streets, advertising the bazaar. With all this, including Dougherty's act and seven free acts indoors, besides six pay shows and about twenty concessions, it is confidently predicted that the big festivities will prove successful to all concerned. Hughie Fletcher Campbell is the directing secretary, and Georgia Carson, treasurer.—R. G. VAIL (for the Event).

STYLE SHOW ASSURED

Corporation Formed—Starts at Auditorium, St. Paul, April 20

St. Paul, Minn., March 8.—Plans have been materializing for the big annual Style Show to be held here, similar to last spring, and to begin April 20 at the Auditorium "Boulevards of Paris" will be the setting of the 1922 show.

This was assured at a recent meeting of those behind the movement and a corporation composed of St. Paul business men capitalized at \$50,000 was formed. Fifty merchants attended the meeting, which was promoted by the retail branch of the St. Paul Association. Financial statements show that \$9,000 was cleared in profits to exhibitors at last year's show and it is announced that more than half of the exhibit space for the coming event was subscribed for the day after the affair was made certain.

Harold Goodkind was elected president of the company, which will be known as the St. Paul Style Show, Inc.; A. W. Lindeke, Carl T. Schuneman and R. H. Johnston, vice-presidents; Hal Geer, secretary; R. E. Cushman, treasurer. Directors elected were Bennett Buchanan, James Neizer, William Mannheimer, A. W. Bailey and Charles Roth.

PLANS COMPLETED

For Elks' Charity Exposition at Marion, O.

Marion, O., March 8.—Plans are completed for the Marion Elks' Charity Exposition, to be held in the Elks' Home March 11 to 18. Among acts engaged for the big event are Al Nuttle, the comical musical clown; Louise Cody, who "sings to beat the band," and Katherine Ashline, the "girl with the golden voice." They will be offered as free attractions. There will also be dancing, concessions, "kangaroo court," style show, baby show and other attractions.

CONTRACT TO ELLIOTT

Holland, Mich., March 8.—The Willard G. Lenbow Post No. 6, American Legion, at its meeting tonight gave the contract for its Indoor Circus to D. T. Elliott. The event will run four days, March 29-April 1, and will be held in a large hall on Main street. Six acts and the local 25-piece American Legion Band will appear on the program. There will also be numerous concessions. It is announced that this will be the first indoor event of this nature ever held here.

"AROUND THE LOOP"

By Harry E. Bonnell

Bert Earles will not be on the midway of the Johnny J. Jones Exposition this summer, having severed his business connection there last fall. Just now he is one of the regular habitués at the Showmen's League in Chicago, but will shortly bid himself to New York City for the spring opening of the Ringling Bros. & Barnum & Bailey Combined Shows, with which he still has his midwest show. Of course, the genial and popular Bert retains his concession rights at six of the best Western fairs for next fall operation.

Tom Itankine, the ex-secretary and custodian of the Showmen's League of America, is enjoying one very pleasurable vacation, he says, following the conclusion of his activities at the League headquarters, and declares that he has no very definite plans for the summer. It is thought, however, that with the return a few weeks hence of Mrs. Rankine from a very successful far Western vaudeville tour, "Sir Thomas" may have something important and interesting to announce as regards his future.

Bert Rutherford honored Chicago with his gracious presence last week, and was a guest at the Hotel Planters. Bert is general agent of the Christy Shows this season and expresses himself as supremely confident of a successful tour for that combination.

Harry McKay of the indoor promotion duo of Convey & McKay, is reported to be meeting with much success these days in Milwaukee, Wis., where he is handling the preliminaries for a "Boulevard de Paris" fashion show, which is to be held shortly in the big Auditorium.

It may be stated with much certainty that Art Goodwin, the former promotion team-mate of General Agent George H. Coleman, will not be on the advance staff of the Nat Res Shows this season, as was prophesied. Promoter Goodwin is reported to be operating independently in the East and his efforts are said to be meeting with gratifying success. Aiding him in his contest work is "Curly" Smith, of Cleveland, who was a former Coleman & Goodwin promoter.

DENVER SHOW GOES BIG

Capacity Expected To Be Doubled for Next Event

The recent Colorado Industrial Exposition and Prosperity Carnival, staged at the Auditorium in Denver, Col., was conceded to be the most successful event of its kind ever staged in the Colorado capital city. In fact, the affair proved satisfactory to such an extent that already a movement is on foot to provide much more space for the holding of the show next year, according to news from Denver received last week.

The total attendance for the week was estimated at about 75,000, the Saturday afternoon and night attendance alone being 16,500. Prominent business men of that city are greatly enthused over the results of the show and are sponsoring a movement to double the capacity of the exhibit and patron-receiving space for the next exposition.

SMITH & TERPS' CIRCUS

Plays Howitzer Armory, Richmond, Va.

Richmond, Va., March 8.—Smith & Terps' Indoor Circus is filling a week's engagement in the large riding hall of the Howitzer Armory. A spectacular parade is being given in support of the show.

Two shows are being given daily, a matinee at 3 o'clock and nightly at 8:30. This is said to be a "real circus," with seats for everybody and the balcony for the colored people. Wild animals, clowns, barrel riders and a galaxy of other acts, with music during the performance by an excellent band, make up the program.

BRYDON IN CINCINNATI

Ray Marsh Brydon, who is promoting an indoor event at Tomlinson Hall, Indianapolis, Ind., in April, was a Cincinnati visitor March 9 on business and was a caller at The Billboard. Mr. Brydon was very optimistic regarding the success of the show and while in the city received a communication from one of his staff in Indianapolis that the promotions and ticket sale were going over admirably. He was accompanied on his visit to The Billboard by Dare-Devil Dougherty, the sensational bicycle "leap-for-life" man, who had just arranged to present his act at the show.

WORLD'S MUSEUM
Market and Eleventh Sts. Phila., Pa.
WANTED
at all times, living and mechanical curiosities and novelty platform entertainers.
Address NORMAN JEFFERIES, Real Estate Trust Bldg., Phila., Pa.

THE FROG POND, PAGE 108
Famous Pili Ball Games, Page 107

"HUMPTY-DUMPTY"
NEW FAD Fastest Selling Novelty ever made for Concessionaires. Sample \$1.50. A SENSATION
ALWAYS FIRST WITH THE NEWEST
AL. MELTZER & CO. 219 So. Dearborn St., CHICAGO



19 MONTHS OVERSEAS.

NATIONAL DISABLED SOLDIERS LEAGUE, Inc.

COMPRISED OF

American Legion Veterans of Foreign Wars
World War Veterans 38th Dis. Aux.

MEMBERS

Invite offers from CONCESSIONERS

From Gentlemen earning their living with high-class stock wheels and grind stores properly conducted with their wares elaborately displayed.



14 TRIPS ON SEAS.

The Strongest, Most Reputable EX-SERVICE MEN'S ORGANIZATION IN THE WORLD
OFFERS JUST A LIMITED AMOUNT OF SPACE

AT TOMLINSON HALL IN THE CITY OF INDIANAPOLIS
During the week of April 10th to 15th

THE EVENINGS FROM 7 P. M. TO 12 P. M. AND MATINEES WEDNESDAY AND SATURDAY FROM 1 P. M. TO 5 P. M.

On the 11th of January, 1922, a movement was perfected by the best societies of this city and fostered by this auspices, whereby the unemployed, disabled and ex-service men who are down, out and ready for the count could be provided for.

THE HONORABLE GOVERNOR WARREN T. McCRAY, MAYOR "LEW" SHANK (everybody's friend), and every civic, fraternal and social body of this city at once gave their moral support. **THE CITY COUNCIL GAVE ONE THOUSAND DOLLARS.** 84 Wholesale Produce Merchants offered unlimited supplies of foodstuffs. Eleven Meat Packers called in and asked what was needed. Coal Merchants opened their bins unsolicited. Persons who have not felt this "business depression" sent in clothing. **ALL OF THIS FOR THE BOYS "WHO HIT THE BALL" WHEN NEEDED,** but have been lost in the shuffle since Prohibition, Muscle Shoals, Disarmament Conference and **THE GERMAN INDEMNITY** have become the topics of the day. Now, boys, with all due respect to promoters and indoor bazaars you may have played this winter that have proven total blanks, bloomers or those that did not get the nut, get wise to yourself, play this date and start the season with a smile. We will permit concessioners with stock wheels, such as Candy and Teddy Bears and Grind Stores of every description operated in wonderfully constructed 10-ft. booths, artistically decorated with colonial columns and cluster lights furnished by ourselves. The fees will be seventy-five dollars for wheels, forty dollars for grind stores; one-half on reservation of space, the balance payable upon the opening of the show. **DON'T DICKER. DON'T CHEW THE RAG. DON'T WASTE OUR TIME. DON'T WRITE** if you cannot afford to sit in where you are due to hold a Royal Flush. The merchants are begging for this same space, but as the Director, Secretary and Treasurer are in the **Recognized Show Business** themselves, why naturally their associates get first chance. Correspondence from Side Show Men and Free Acts accepted, but not needed, as we have contracted with Marsh's Museum (**20 Living Human Oddities—20**), Marsh's Famous Midgets (6 small and intelligent people—6), Georgie Carson's Greenwich Village (25 Syncopating Shimmieing Sirens—25), **PRINCESS PAKALOES'** Hawaiian Echoes (8 Native Entertainers—8), Big Roma's Fat Folks Frolic (A Ton of Avoirdupois) and DeLanc—the mystery, with Pythona and Reptillia (possibly something conceived but never before presented). 7 Big Free Acts have been contracted, but we are ready to cancel ones to be replaced by others of a more sensational nature. Each evening gifts, such as floor lamps, electric washers, bedroom suits, etc., donated by Indianapolis merchants, will be given away. On Saturday night a Chevrolet Touring Car will be presented to the holder of the lucky number.

On the opening date a street parade led by the Indianapolis Mounted Police and with the Forty-Five-Piece Fort Harrison Band, Sixty-Five-Piece Boy Scout Drum Corps, Fifty-Two-Piece Indianapolis News Newsboys' Band, Indianapolis Military Band, Scotch Hilander Kilty Band, Fifteen-Piece Clown Band, Tangley Calliope and Deagan Una-Fon, with the entire personnel of the show and combined organizations who are supporting the movement, will be a feature.

General Admission, ten cents. How can it miss?

We will guarantee and prove a sixty thousand advance ticket sale or your space free gratis. Wire, write, phone **NATIONAL DISABLED SOLDIERS LEAGUE, 16 United Building. Circle 7426.**

Alex (Dad) Williamson, Frank Jackson, C. B. (Bud) Drake, Jack Miller, communicate. Positively no concessions operated by committee. Demonstrators and Floor Privilege Dealers, what have you to offer?

RAY MARSH BRYDON,
Director.

GEORGIE CARSON,
Treasurer.

H. FLETCHER CAMPBELL
Secretary.

**Additional Circus News
OLDTIME WAGON SHOWS**

By FLETCHER SMITH

With the publication in a recent issue of a brief notice regarding a wagon show of the East came an article from a Rockland (Me.) paper with several letters from the parties mentioned asking for a longer writeup regarding the wagon shows of the East and the owners who made them famous to the old days, of hay sleds, gingerbread, free fights and the ever-present shell game.

Ask any Easterner of this or days gone by to name the greatest wagon showman who ever visited their town and they will almost to a man say Sig Sautelle. Probably Sig is known to more people in New England and New York State than any other showman for the reason that it was his custom to make friends with his patrons, and he and his diamond horse shirt pla are remembered by thousands. His first act on reaching the show lot was to get out a camp stool, sit down in the shade near the front door and visit with the natives. G. A. R. veterans were preferable, but any one would do as long as they were good listeners. In many places Sig himself was as much of an attraction as his show. He made a fortune and is still alive to enjoy the income from it, despite many rumors to the contrary. He first started out with a canal boat show playing along the Erie Canal, opening at Syracuse, N. Y., where he had winter quarters in the old First Ward. Later he started out with wagons, and it was Dave Haley, his agent, who first steered him thru New England, as far north as upper Maine. Sig always carried a good show, and for years his favorite artists were Charles and Jennie Ewers, the former his partner for a short time; Billy and Lottie Lorenz, Charlie Watson and wife, Capt. Pierre, who used to do riding in the big show and a dive from a ladder as a free act; Dannie Ryan, an oldtime clown; Tom Finn, who had the side-show; Charlie Books, a press agent; Frank Stowell, on the advance, and many others whom I do not recall. Sig sold his entire show to McCadden, and it went to France, and then getting together another outfit put it on the rails, but of this more anon.

Charlie Prescott, up in Rockland, Me., aspired to become a circus magnate and in partnership with Bob Crockett, a wealthy young man of the town, and with Eddie LeBarre as manager, started out for a tour of Aroostook County. This was before the B. & A. Railroad was built and that country was wild and woolly. He had with him in the big show Ed Brown and Master Walter, Vic Mazello and partner, Dod Lovering, who afterwards became famous as a phonograph singer; Monsulia and Russell, George Irving, who had the side-show, and others. W. H. Kellher, of Gloucester, was the agent, with Billy Gallagher as assistant. The first season the show stayed out till after the Fourth of July, and the next season had but a brief existence, running into several weeks of steady rain. It finally closed in Bangor, Charlie Cook and Gus Berry are names that will never be forgotten when this show is mentioned. Bill and Robinson started out a small wagon show and played around New Hampshire, but never reached Maine. Lee Bros. had another wagon show that drove out of Pawtucket, with a nice outfit, and Jim Goodrich made his wagon show a welcome visitor in New York State and a portion of the New England territory for many years, for a time being sort of a rival of Sautelle.

Scribner & Smith toured the East in 1893 with 110 head of stock, and the show played that section for two years. Sam Scribner and Neil Smith were the owners and George Gallagher was general agent. Sam is better known today than he was then, and still has a fondness for all circuses, big or little.

In 1873 the Great North American Circus toured the East. The Perry Family of riders were with this show and Billie Andrews and Charles Foley were the clowns. Ferdinand Antonio, rider, was also with the outfit. William Meecher had the side-show.

In 1874 Ben Maginley's Circus and Menagerie also came East, as did the L. B. Lent Show. The Maginley Show toured by wagon and the Lent show by rail. Both shows played Bath, Me., the same day, across the street from each other. The Maginley Show had forty horses, four abreast, on its hand wagon, driven by James Cameron, and the Lent Show had twenty horses, two abreast, on its hand wagon. Pretty good for those days. The Maginley Show had quite a large menagerie, including two elephants and a rhinoceros. The Carroll Family and the Showles Family were the riders, William Smith, principal clown, who sang a song called "I'll Never Kiss My Love Again Behind the Kitchen Door"; Waco Antonio, the three Russian athletes; Prince De Jalma, and many others whom I cannot recall were with the show. They presented a war drama called "Putnam, the Iron Son of '76" to close the show. Ben Maginley was General Putnam. The show played to Nova Scotia and return during the season. Doc Collier had the side-show and Nick White the candy stands.

In 1875 Cameron's Oriental Circus and Egyptian Caravan came East and went as far as Halifax, N. S., where for some reason or other they closed.

In 1876 Howe's Great London Show, traveling overland, visited the East. This was really a wonderful outfit—six elephants, nice menagerie

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MICH., MAY 8th

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Fair Secretary

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WRESTLER
MEETS ALL
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WHO CAN
DUPLICATE
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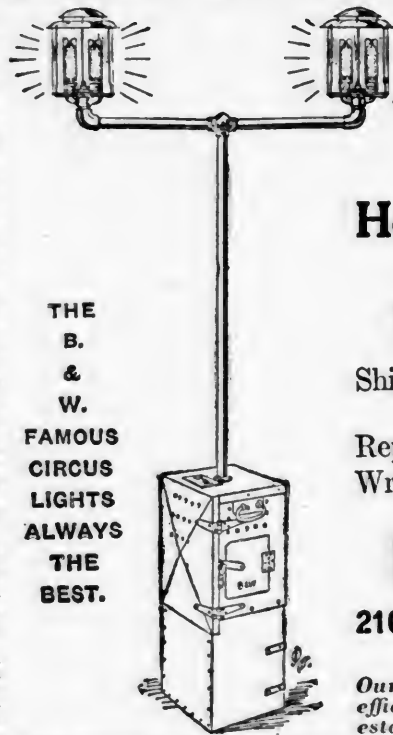
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and Carnival

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Want for long season's work, Cal-Hope and Una-Fon Player. Comedy Mule Rider that can drive Truck preferred. Useful people, write me. Want good Freak for Side-Show.

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CALL—THE SELLS-FLOTO CIRCUS COMPANY

The following people engaged report in the Coliseum, Chicago, Ill., at 10:00 a. m., April 4th:

- Performers—To W. E. Wells.
- Musicians—To Don Montgomery.
- Property Men—To Chas. Luckey.
- Ring Stock Men—To Frank Wingate.
- Cook House Men—To Fred Seymour.

The following people report at Indianapolis, Ind., April 20th, or Denver, Col., April 15th:

- Drivers—To Henry Brown.
- Train Men—To Jack Bigger.
- Dining Car Men and Porters—To Chas. Conover.
- Canvasmen, Seat Men and Riggers—To John Eberle.
- All Side Show People—To Doc Ogden.

First Section leaves Denver for Chicago, 8:30 a. m., April 1st.
Second Section leaves Denver for Indianapolis, Ind., April 17th.

All persons acknowledge call to 236 Symes Bldg., Denver, Col.

In 1885 Walter L. Main invaded the East with one of the best little shows ever in Maine (so the natives say), and as no show had been there in the rural towns for ten years it was a legal holiday in every town visited, and Mr. Main to this day says it was the most prosperous season, for the money invested, and the pleasantest, that he ever experienced. Giles Pullman was general agent; George S. Cole, special manager; Sam Scribner and George Irving had the side-show; "Diamond" Smith, the candy stands; Curly Platner, boss canvasman, and George Castor was equestrian director. Among performers were Joe Berries, performing dogs and ponies; Patterson Brothers, bars; three La Rue Brothers, acrobats; "Boots," contortionist; Marrietta and Oscar Lowanda, riders; George Bickle, Bill La Rue and Eddie Evans, clowns; Main's Talking Horse, "Dan Rice;" Castor and Correa, perch act, etc. Frank Flowers led the band. He is now in Eureka, Cal. This show closed its season in Boston October 8.

In 1892 Charles Lee's London Shows opened their season at Canton, Pa., early in April and went as far East as Calais, Me. It was a seventy-horse wagon show, with Charles Lee, sole owner; Harry Mann, general agent; Joseph Hewett, treasurer; Lal Eggleston, equestrian director, and the following performers: Seamon and Burke, Joe La Fleur, William Lee, Louis Bauvais, Bill Clifton, Jessie Clifton, Lee Howard, Mrs. Lee Howard, Mrs. Charles Lee, Mrs. George Irving, Tiny Clifton, Alice Howard, Willie Jones, Serpentina, Tullis Wright, Harry Rogers and John Mack. George Irving was manager of the Annex.

In 1893 Sparks & Cole's Overland Circus opened the season at Chateaugay, N. Y., first of May, and went as far East as Kennebunk, Me., and never stopped for four years, going from wagons to rail. John H. Sparks was owner, George S. Cole special manager. Charles Sparks, then only a boy, was equestrian director; James Chattaway band leader, Theo. Long general agent. George H. Irving had the side-show.

In 1894 Cole & Lockwood's United Shows opened at Potsdam, N. Y., May 6. George S. Cole and A. L. Lockwood were the owners. George S. Cole manager, Frank Burns general agent, James Chattaway leader of the band, Charles Gregory equestrian director, Bert Cole treasurer, Charles Evans boss hostler, James Caskey boss of canvas, George Irving owner and manager of side-show. This was a real on-airing circus and first class in every respect, the following people being with the show: Willie Lowanda and wife, riders; Leavitt and Nevello, jugglers, leapers and tumblers; Gregory Brothers and Fritz, bars, traps and leaps; Archie Royer and John Lancaster, clowns; Mrs. Boyer, wire; Albert Sylvester, aerial contortionist; Alex Wilson and wife, Mrs. George Irving, Mile. Nina, Harry Blonddell, strong man; William Meehan's Dog Circus, and others. The season closed October 10.

Witherell & Doud had a wagon circus up in Northern New York for several seasons and then turned it into a "Tom" show. Both made fortunes and made the Witherell & Doud name famous from Chateaugay to Fort Kent, Me., and back.

In 1895 Tucker's Giant Shows opened at Springfield, Mass., in May with a sixty-horse outfit, all new, and gave a good performance. Tucker, Shea and Russell were the owners. George Irving general agent, Harry Home contracting agent. Guy Bros.' Minstrel Band was with this show. Lew Foster was boss canvasman, Pat Casey lot superintendent, Alex Wilson manager side-show, Robert Stickney, Jr., equestrian director. John Russell had charge of stock. No menagerie was carried, just a circus performance and side-show.

In 1897 Ward's London Shows (formerly Lee's) opened at Plymouth, Mass. Ira Ward

(Continued on page 189)

BILL POSTER WANTED

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WATERLOO POSTER ADV. CO., Waterloo, Iowa

and a first-class outfit from stake to hair-ring. They did a big business, nice parade and left the Howe trade-mark to this day. Howe & Cushing's Shows followed later, Col. Joe Cushing being a native of Dover, N. H., which was

also the home of George and Geraldine Leopold, two of the finest aerial performers of their day. They also had a side-show and exhibited as a feature Tom and Hattie, the Australian children.



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UNDER THE MARQUEE

By CIRCUS SOLLY

J. W. Dahm, lithographer, has signed with the Sells-Floto Circus.

Loos and Loos, Iron-jaw and black-wire artists, have returned to the States after a two-year tour of South America with the Shipp & Felts Circus.

Madam Aurora and trained lions are meeting with success on the Poll Time and will play vaudeville until the act joins the Walter L. Main Circus in April.

Mel Burtis, for many seasons connected with Sells-Floto, Ringling Bros. and other big ones, has been engaged to manage the candy stands with Gollmar Bros.' Circus.

Ray Lavell (he of many carnivals and bazars) is blazing the trail for Hartigan Bros. Orchestra, and landing some swell "pitches," reports Dr. J. W. Hartigan, Jr. Incidentally, Lavell is grabbing free front-page notices.

Tommy Mullen and wife will again be with the Sparks Circus. Mrs. Mullen will have her bag punching act in the side show, and Tommy will meet all comers, boxing and wrestling. He will be assisted by his old partner, Sam (Kid) Hamilton.

Mr. and Mrs. Edward P. Neuman and a party of friends visited the Eastern Star Lodge at Elgin, Ill., March 4, motoring out from Oak Park. The Neumanns were honored guests of the evening.

While the Atkinson Dog & Pony Show played St. Augustus, Pa., Bertha, the mule rider, was kicked by Atkinson's bucking mule, but recovered in a few days and is back in the show.

Joe Short, midget clown, formerly of Ringling Bros.' Circus, is doing street advertising for the Wm. Fox Theater in Detroit. Joe has the part of a silly kid, and he has a big fellow with him. Short will not be with the white tops, but will have his own midget theater.

W. H. Murphy, stopped off in Cincinnati and paid The Billboard a call last Tuesday, en route from his home in Indianapolis to Memphis to visit the quarters of the Great Sanger Circus. It is likely that he will be the legal adjuster for the show, says Murphy.

Joe M. Coear's Mexican Circus opened March 9 with thirty-five Mexican acts, a fourteen-piece Mexican band and a troupe of trained dogs, according to W. M. Anderson. The show will tour Mexico, Arizona, Colorado and Old Mexico.

Roy Elwood, ventriloquist, will return to the white tops this season in the Side-Show department. He was with Capt. Emerson's Golden Rod Show Boat last year. After sixteen months' trotting Elwood recently took a day's vacation at his home in Richwood, O.

Jerry D. Martin and wife, aerialists and contortionists, last season with the Sells-Floto Circus, and who had signed with the Ringling-Barnum Circus for this season, will not be with it on account of Mr. Martin undergoing an operation. It will be about eight weeks before he is able to resume work.

Dr. A. T. Schofield, a British scientist, declares that there is no such thing as a "Miss-Ing Link." "Life can only produce life after its own kind," declared Dr. Schofield. "Grass cannot produce a tree and it would be impossible for one human being to produce a human being of another type."

Merle Evans, the Ringling-Barnum bandmaster, returned to New York from London recently, following his engagement at the Olympia, London. Among fellow passengers were Mr. and Mrs. Clyde Incalls and John D. Tipton.

New York is full of circus folks now awaiting the call for rehearsals for the Ringling-Barnum Circus.

Circus people playing the Indoor Circus at Reading, Pa., week of February 27, were given a treat at the home of Clarence Barber. The following, who were present, voiced the opinion that Mrs. Barber is a wonderful cook: Bill Hart, Kid Kennard, Spader Johnson, Paul Jerome, Eddie Nemo, Orrin Davenport, Everett Hart, Tom Hart and Eddie Cummings. The boys heard that Al Nelman was a busy man assisting Mrs. Barber before they arrived.

Who remembers when W. H. Kemp, famous clown, and Madame Camilla Gardner, equestrienne, were with Crane & Co.'s Great Oriental Circus in the year 1849? Jud W. King, of Belding, Mich., sends The Billboard a copy of The Pontiac (Mich.) Jacksonian, dated May 23, 1849, which gives the following program of the show: "Crane & Co.'s Circus, consisting of 240 men and horses, children and ponies, requiring 40 carriages to convey the performers, musicians, etc.; the establishment on entering town will be preceded by the monster Dragon

ANIMALS WILL ARRIVE SOON

A LARGE CONSIGNMENT OF

Elephants, Leopards, Tigers, Monkeys, Large Snakes and Large Birds Direct From Our Quarters in India

Let me know your wants now. On hand, one fine INDIAN TUSKER and one Female, performing together, 7 1/2 ft. high, gentle.

One large FEMALE INDIAN ELEPHANT, does single act; gentle.

WANTED—SNAKE CHARMER. Must be able to handle large SNAKES. Also have position for ACTIVE DWARF that has had some experience with Animals.

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Chariot, drawn by ten camels, followed by the Fairy Chariot, devoted to the conveyance of the Juvenile Corps, and drawn by 12 diminutive ponies, driven by Master Wm. Nixon; the New York Sax Horn Band, under direction of P. Fobs; W. H. Kemp, universally acknowledged as the best clown in America; Madame Camilla Gardner, the first female equestrienne of America; Dan Gardner, the great clown and comic singer; Equestrian Master William Nixon will appear in his wonderful feats of horsemanship; Samuel Lee, the Aides of America, will appear in his extraordinary feats with real cannon balls; the various performances of James Nixon and his talented pupils, George and Albert; Miss L. Wells, the beautiful danseuse; Z. J. Lyman, the great Scene Rider; W. Smith, the celebrated two-horse rider; Mesdames Gardner, Johnson, Nixon, Lipman, Wells; Messrs. Biles, Murray, Reed, Reynolds, Nagles and Miller will be introduced in each exhibition. The whole will conclude with the Burlesque Sporting Scene, entitled the Pony Races. Price of admission to the whole, 25 cents, without distinction of age, excepting children under two years of age, who will be admitted free.

Frank E. Hubin, circus trouper of the old wagon show days, later with all the big ones, and who also had out, for several seasons, his own wagon and then a railroad show, has settled down in Pleasantville, N. J., which by hard work and boosting on the part of Hubin, is now a chartered city of more than 10,000 population, and is still growing. Twenty manufacturing industries are located in Pleasantville and everyone is working, says Hubin. Three hundred houses will be built there this summer. Frank says that it will be a real spot for a good circus to play this season.

Oscar B. Steel writes that he recently gave his Humpty Dumpty Circus Minikins' performance at the Rogers Park Masonic Temple, Chicago, to a capacity house of school children, and while there met an old friend, Prof. Fastella, whom he had not seen for some time. The two worked on the same bill at Harry Booth's Varieties and 7th Street Opera House, Philadelphia, in the early seventies. Fastella is 81 years old, according to Steel, and does an occasional Punch and Judy.

A LIBATION TO THE GODDESS OF LIGHT

Barnes Circus Spends Large Sum for New Illumination

Is there a Goddess of Light? If there is she ought to bestow her most radiant smiles on the Al G. Barnes Circus Company of Palms, Cal. Every showman knows the value of light. Light draws the moth, and it also draws Mr.

Human Being right up to the box-office with his shekels in his hand. The Al G. Barnes Company knows that better light means better business. It is starting its 1932 season with a lighting capacity just two and one-half times greater than it had last year. The big top and the side shows will be fairly flooded with light.

The two plants which supply the electric current have a capacity of 1,000 lights each. They were manufactured by the Matthews Engineering Company—the Sandusky, O., firm, which furnished emergency light and power in the United States Navy during the war—whose lighting plants accompanied our doughboys into battle on the Western front, and which are in use today in the United States lighthouse service. The Al G. Barnes Company is certain that lighting plants which stood up under such strenuous service as this will also answer the exacting requirements of the show business.

These two Matthews plants cost \$10,000, and the express charges alone from Sandusky to Palms amounted to \$970. The total cost of the new lighting system, including wiring and fixtures, amounts to nearly \$25,000.

GOLLMAR BROS.' CIRCUS

Montgomery, Ala., March 8.—The management is in receipt of a book of poems from Legal Adjuster George W. Ryan, of Hot Springs, and judging from his ability as a poet, it is doubtful if George will be with the white tops many more seasons.

"Whitie" Asal, assistant manager, who is a member of Alcazar Temple, A. A. O. N. M. S. of Montgomery, has been very busy since the birth of the baby camel, having his picture taken with the new addition to the menagerie.

Tom Tucker, superintendent, is practically thru with his work in the wagon shop. He has built several new cages and baggage wagons this winter and the equipment this season will be the equal of any circus on the road.

Ed Snow, boss hostler, can be seen daily with his veteran drivers, breaking new six and eight-horse teams, which were recently purchased from William P. Hall.

Joe Smith, boss painter, has his crew of painters busily engaged redecorating and painting all of the equipment. No expense has been spared to make this show elaborately decorated. All of the new canvas has arrived from the United States Tent and Awning Co., which includes everything from the front door to the cookhouse, also dressing and stable tops and in a short time Vandiver Park will behold the erection of a mammoth "White City."

Crawford Blackwood, the show's downtown ticket seller, is sojourning in the city awaiting the time when the bluebirds start singing. He is a daily visitor at winter quarters.—CHAS. BARRY (Equestrian Director).

JOHN ROBINSON CIRCUS

Peru (Ind.) Quarters a Scene of Activity

The circus headquarters of the John Robinson Circus at Peru, Ind., is a scene of activity these days in preparation for the 1932 season, with Jerry Mugavin looking after all the details.

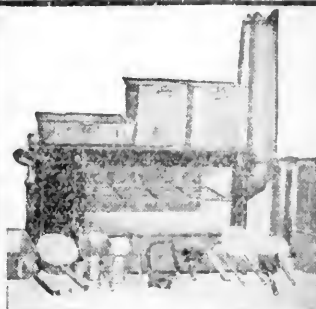
The Indianapolis Sunday Star, February 26, carried a lengthy story by Vance Prather, together with a layout of cuts treating of the work at the quarters, the training of animals, etc. Quoting Mr. Prather, in part: "The Mugavin staff is at work now, day and night, getting ready for the coming season. It doesn't seem humanly possible to get everything ready by April 25, but the staff says it will. There one will find Jerry Mugavin, himself, looking the part of the quiet, dignified, Napoleonic man of business. There one will find Sam B. Dill, the general office man, now 6 1/2 years with the John Robinson Circus; J. A. B. Hossack, general auditor of all the Mugavin, Bowers & Ballard Shows, and John B. Schlier, Peru auditor, who has been with the show for the last sixteen years. There also I found the affable and inquisitive Garvin—Frank A. Garvin, chief purchasing agent for the circus and right-hand man for Mr. Mugavin—who took me around the quarters.

"The Robinson Circus has more old employees, perhaps, than any one industry in Indiana, and they're just one family". There's "Silvers" Holland, the assistant boss canvasser in summer. In the winter he works in the carpenter shop on wagons. There's Charles Prentice of Peru, the "sea-going master mechanic", who works all the year 'round in the shops. Then there's Joe Fish, of Baraboo, Wis.—long the winter quarters of other noted circuses—the boss hostler, Joe, doctors and feeds the horses, ponies and mules. He has been with the circus for 22 years. There's the boss canvasser, Charles Young of Peru, who has been 36 years with circuses, most of the time with John Robinson.

"Thirty years in the circus business, Fred Ledgett, equestrian director for the John Robinson Circus, says his work is never done. This in his fourth season with this show. He is now schooling nearly every day in the big 42-foot ring barn, bareback, trick and high-school horses."

THE DONAVIN CAMP RANGE

20 Years' Service in Army, Marine Corps and National Guard.

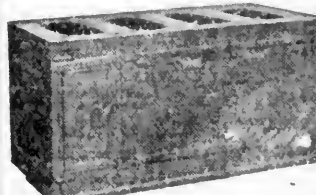


RANGE IN USE BY

- Ringling-Barnum Shows, 8.
- John Robinson Shows, 2.
- Howe's London Shows, 2.
- Hagg Shows, 2.
- Geary Bros.' Shows, 1.
- Johnny Jones Shows, 1.
- Sheets' Shows, 2.
- Rhoda Royal Shows, 1.
- World at Home Shows, 2.
- Spracks Bros' Shows, 2.
- And more than 50 other Shows.



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LOCKED. READY FOR WAGON.

Made of wear-resistant iron and steel. Everything nests and packs in own and the box—and doors to lock.

Write for Circular and Prices—S. S. Smith, THE QUAD STOVE MFG. CO., Columbus, Ohio.

O, THE POOR CIRCUS PRESS AGENT!

By FRANK BRADEN

Last season, as I was kicking up the dust of village street, viciously hurling mounted cuts a pack of particularly sarcastic mongrel dogs...

Get set! Let's troupe! The plan is: The Press Agents' Uplift Association!!! It's been talked of, I know, but here's practicality, working lines, bed-rock stuff...

Have it understood what constitutes standard libelity. Let us agree on a scale. For instance, let us plant a one-column shot on Tuesday, a two-column on Thursday and a column of the boss in the Saturday and Sunday issues...

ing if— Say! It's off! It's all off! God bless the circus—any old circus—so long as it has a press agent! Circuses, all circuses, are glorious, and all circus folk are still more glorious...

THE PENN TACK CO. NORRISTOWN, PA.

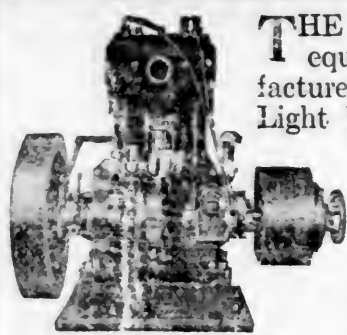
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BILL POSTERS' TACKS Write us for Prices.

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THE engine that is used as standard equipment by all leading manufacturers of riding devices because of Light Weight, absolute dependability and complete equipment.

Standard Equipment includes Friction Clutch Pulley, Sensitive Throttling Governor, Schebler Carburetor, Gear-driven Water Circulating Pump and High Tension Magneto.

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Write for complete information and prices, stating the purpose for which you wish an Engine or Light Plant.

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A BRIEF HISTORY Of the Original Nelson Family

Following the death of C. O. Nelson, the Original Nelson Family... When he grew into boyhood... The founder of the original Nelson Family was born in London, England... After the above act had played several engagements in America, it was taken to Europe...

CALL CALL SOLL'S BROTHERS Circus & Wild West All persons engaged for the above shows report at Metropolis, Ill., on March 15th. SHOW OPENS AT Metropolis, March 25th CALL CALL

From way up in Eau Claire, Wis., Harry Willis, the world-famous callopie artist, writes that he is getting ready to leave for Macon, Ga., to again manipulate the keyboard on the Sparks callopie.

CIRCUS PICKUPS

By FLETCHER SMITH

Owing to the closing of the Lassie White Minstrels Bobby Gossana is going to take a flier in vaudeville till the opening of the John Robinson Show, when he will again join clown alley and keep the crowds in good humor.

That oldtime circus musician, Henry Blank, who could surely make everyone take notice when he started jazzing on his slip horn, is now a member of the orchestra at the Liberty Theater, Benton Harbor, Mich., and will be away from the white tops this summer, he writes.

Many of the oldtimers who trouped with Sig Santelle will remember Billy Aymar. Billy has dropped out of sight these many years, but is alive and well and living at Los Angeles, where he is doing well, but says he can still ride a bit. Billy hopes to make one more trip East before he gives up circus life for good.

Billy and Eunice DeMott, after a pleasant winter in Baltimore, have signed up with the Gollmar Bros. Show and will practice up at Montgomery, Ala. Bill is another rider who never seems to grow old.

Advance Press Agent Charles Bernard, of the Walter L. Main Circus, is grieved over the serious damage to his foliage by the recent hailstorm which hit his home town, Savannah. He states that the storm destroyed all the beautiful drapings of moss that adorned his trees at his suburban park and did much other damage to his property, but Charles will have no time to think of his misfortune when he gets busy fighting opposition up North this spring.

Frank B. Hub'n says that the proudest day in his life since he quit the circus business was recently at Atlantic City, when he headed the big parade of the Moose at the laying of the cornerstone of their new home and had for a partner James Davis, politician and head of Mooseheart. Now when Frank gets the free delivery for Pleasantville his cup of happiness will be full to overflowing.

Louie Mabel, of the Main Show last season, is spending a pleasant winter at the several Florida resorts and writes from the Elks' Club at Miami that there are a lot of boys down there taking life easy.

Tom Aiton is still getting the kale with his "Girl From Broadway" show, and no wonder, as his weekly program includes amateur night on Tuesday, when a real live baby is given away. Tom doesn't say whether it is a pig or a chicken. Wednesday is country store night. Thursday he gives away a real live breathing Norman wife. That's a hard one to guess. Friday is potato night, when every person who brings a potato receives 15c toward the price of the ticket and five prizes are given for the largest potatoes received. The Salvation Army gets the Rebellies. By that time he has 'em coming and Saturday night takes care of itself.

GOLLMAR CAMEL CHRISTENED

Montgomery, Ala., March 9.—With all of the uniformed bodies of Alcazar Temple participating in the event, headed by Lieutenant David W. Crossland, of the Imperial Guard of Shrine, the baby camel born February 22 at Vandiver Park, winter quarters of Gollmar Bros' Shows, was christened "Alcazar" last Sunday afternoon before a crowd estimated at 10,000.

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PATTERSON'S ANIMAL CIRCUS

Heavy snows and the extreme cold wave that lately swept the West have engulfed Paola, Kan., and brought a cessation of the outdoor work that up to now, has not met with any interference or interruption. As soon as the cold moderates the painting and construction will go on as before. However, it is a cold wind that doesn't blow somebody some good. Johnnie Meyers, engaged in the breaking of animal acts, was the lucky participant in this case. Two baby lions were borne recently, and it has been decided to christen them Paola and Kansas. It is wholly at the suggestion of Johnnie Meyers that there be a celebration to welcome the two newcomers, as Johnnie spent one long and weary night helping the youngsters into the world, and now feels that he should be recompensed in some manner. Hence a christening celebration. The water sprinkled will—this is only hinted, and not verified—come from the pressed juice of the cornflower.

There has been a shift in the opening date, but no one seems to know whether it has been moved up or back in the matter of days.—GARDNER WILSON (Press Agent).

LaROY'S AUTO CIRCUS

Fosterla, O., March 9.—H. LaRoy is busy building the LaRoy Two-Ring Auto Circus, which will be transported by fifteen autos. New canvas has been received from Driver Bros.—a three-pole top for the big show, with two rings and elevated stage; a forty by sixty side-show top and a twenty-five round top for the dressing room. LaRoy will have his own electric light outfit—a new Cushman.

The following have been engaged by LaRoy: Merton Craig, assistant manager, and wife; Jack Watson, in charge of ten-piece band; Arnold's Dogs, Ponies and Mule; Bert Guyer, hand balancer, and troupe of dogs and monkeys; Aerial Kolbs, Higgins and Higgins, aerial ar-

A COUPLE OF OLDTIMERS



The accompanying picture was taken on New Year's Day at the Old Folks' Home, Brierworth, England, and shows the late Jimmie Tate, president of the Variety Artists' Benevolent Fund, and two of the old inmates of the Home. The lady is Mrs. Batty, aged 86. Years ago she was the proprietress of Astley's Circus, which she sold to one of the Saegers in 1872. She was afterwards a member of Batty's Circus, was a famous equestrienne, and the mother of "Footit." The Anglo-French clown, who died some time ago. The old gentleman is Syd Urma, father of the Sisters Urma. In his time he was a well-known flying trapeze artist and used to work with Taff Volta.

and only the intimate family members will attend. Mr. Patterson has purchased from an Eastern animal dealer a trained group of pumas and leopards. Winter quarters have been advised that the shipment is en route, and should arrive any day. There are twelve animals in the group, six pumas and six leopards.

"Pat" Lemon, the trainmaster, arrived in winter quarters a bit ahead of the storm, accompanied by his assistants, who are all busy putting the finishing touches to the planking of the flats. Mr. Patterson, too, was fortunate in that he arrived with his elephants from the Shriners' winter circus engagement in Wichita before the excessive cold and snow demoralized train service. He has sized for a number of additional acts, as well as the elephant act, for next year's celebration that the Shriners will give about the same date in 1931.

The Jackson Hotel of Paola has become the favorite rendezvous in the evenings of the personnel. Prominent at the hostelry are Henry Apples' Welsh, George Johnson, Josh Billings, "Pat" Lemon and, when he is in Paola, Al Clarkson.

Visitors and buyers of show property that have been seen so often about the winter quarters of Patterson Trained Wild Animal Circus have been forced to suspend their trips to Paola on account of the lack of train service, that will in all probability be fully restored by the time this appears in print.

tists; Harry Allen and wife, clown, menage horse act and statutory act; Joe Sawyer, principal clown, also featuring high kicking act (Sawyer will also have charge of all uptown "stuff"); Dave Zarrell, aerialist; Jack Winters will have charge of the canvas; Waid Zels and wife, the concessions; Bobby Walters, the advance, with two billposters.

The show will open here May 13 and then go into Pennsylvania and later into New York.—H. LAROY.

HONEST & LUCKY BILL SHOWS

Both the Honest and Lucky Bill Shows are busy at the fair grounds, Ada, Ok., putting on the finishing touches for the opening at Ada, March 24. Both shows will be under the same canvas, or big top, consisting of three rings.

New animals which recently arrived at quarters were two black leopards, two Bengal tigers and a spotted leopard. Six lions and two camels were born at the quarters this winter. A. M. Gregg recently returned from Kansas with four carloads of work stock for the show. Panhandle Slim will be back again, producing a concert with his Wild West show, consisting of bucking horses and steers, trick riding, roping, etc.

New wagons and six new cages are undergoing the last coat of circus blue.—B. C. BRYAN (for the Show).

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HAGENBECK-WALLACE CIRCUS

Work Aplenty Going on at the West Baden Quarters

West Baden, Ind., March 9.—The winter quarters of the Hazenbeck-Wallace Circus here has been a busy place since the close of last season. When this show takes to the road it will be in better shape than ever before. Wm. H. Curtis, general superintendent, with the assistance of Charles Brady and forty-five mechanics and helpers, have been building new wagons—six for this show, two light wagons for the John Robinson Circus, and three heavy baggage wagons for the Sells-Floto Circus. Mr. Curtis has also built a complete new grand stand for the Floto Show. The finishing or painting department is in charge of Charles Thomas, who has nine assistants, and the parade wagons this season will be superior to those of last year.

Charles Krick and his assistants have been repairing the Knox tractors, electric light plants and six gasoline engines that are used at different places around the show. Mr. Krick has assembled two new complete electric light plants that will be used on the John Robinson Circus. Teamster George Brown has been repairing the flat cars and making minor changes in the stock cars. He has just received two new Coaches from Hotchkiss, Blue & Co.

The wardrobe department is in charge of Mrs. W. H. Curtis, who has nine assistants. DeMoulin Bros. and company are making the special wardrobe for the tournament, head uniforms, camel blankets, horse blankets, object coats, hunting suits, etc. George Stumpf and Charles Olsen have been working out new ideas in the line of harness for the "Noble Six Hundred" as the horses of this show are dily named. Stumpf is making daily trips to the Georgia Farm, which contains eleven hundred acres where the baggage horses are wintered.

The menage and principal horses have been under the direction of George Conners, Captain Sharp and Cecil Lowande. The wild animals have had their share of attention. The first week the show was in quarters, a shipment of seven male lions was received, and John Hellott has them ready to open at any time. Bert Noyes made a trip to Havana, Cuba, and brought back two elephants and two tigers. He also made a trip to New York to bring home an African elephant. A few weeks ago the show received twelve crates of wild animals from Germany thru John T. Benson, of New York. Two new tigers and six kangaroos should arrive at quarters in the next few weeks. Danny Ryan is breaking seven snow-white pigs to do an act. While all this work has been going on it was necessary to have a cookhouse. W. Barlow, with the assistance of John Eli and some waiters, is having some good meals for the employees.

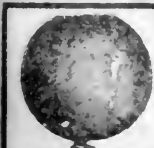
The show will open at Louisville, Ky., April 22, with Bert Bowers, manager; Louis Chase, assistant manager, the same staff as last year and the same horses as were with the show at the close of the 1921 season.—WARD (Press Agent).

MONTANA BELLE SHOW

Adge Dell, general agent of the Montana Belle Show, writes that the show is still in Louisiana and that business is very good, also that Manager Ballantyne will place an order for new side-show, cookhouse and snake show tops, and a new banner front for the side-show. Red O'Day has the snake show and Joe Webb the side-show. Montana Belle is not with the show at present, having met with an accident while riding the bucking horse, Old Sassy Dog.

The program consists of the following: Song by Mrs. Kinard, accompanied by Prof. Ernest Atterberry's Jazz Band; pickups by Tex, Jack and Ocky; wire act, Bert Deoro; trick and fancy riding, Tex Jack; flying perch, Mr. Ruth; ten-jaw, McGinley Trapeze; hand-balancing and contortion, Bert Deoro; trick and fancy roping, Joe Webb and Kid Carson; double trapeze, McGinley Trapeze; pony express, Ocky; Tuff; single trapeze, Mr. Ruth and Bert Deoro; Spanish rings, McGinley Trapeze; talking clown, Scott Ruth; perch, Mrs. McGinley; riding bucking horse, Joe Webb, and comedy acrobatic act, Bert Deoro, Shorty Silveston, Kid Sawers and Cotton Ellis. The concert consists of six vaudeville acts.

Staff of the show: C. G. Ballantyne, manager; Joe Webb, assistant manager, secretary and treasurer; Jack, boss horse; Kid Curry, boss canvasman; F. Sowers, props; Cotton Ellis, announcer and tickets; Mrs. Ruth, reserved seats and concert.



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JOHN G. ROBINSON

To Stage Indoor Circus at Columbus, O., Week of April 3

John G. Robinson, who made such a success, both artistically and financially, of the Shriners Indoor Circus at Music Hall, Cincinnati, the week of February 27, is now devoting his efforts to a similar event, also under Shrine auspices, to be held at Columbus, O., the week of April 3. L. Ewing Jones, Potentate of Aladdin Temple, Columbus, made a special trip to Cincinnati to see the indoor circus, and so impressed was he with the performance that he immediately arranged with Mr. Robinson to stage the Columbus event. The Columbus Committee is headed by Mr. Jones as chairman. Mr. Robinson aims to use as many of the acts that he had in Cincinnati as possible, in addition to a number of others. At The Billboard office in Cincinnati last week he and he was determined to make the Columbus show even better than the one in Cincinnati, which will be "going some".

Incidentally, at the close of the last performance of the Shrine Circus in Cincinnati, Syrian Temple presented Mr. Robinson with a magnificent jeweled emblem (over all, 3 3/4 inches in length and 2 1/2 inches in width and containing ten pretty "stones") bearing his name engraved on the supporting bar and on the reverse side, this token: "Director of the Shrine Circus, March 4-11, 1922." The presentation was made on the Music Hall stage by Past-Potentate William J. Howard, and the gift signified the appreciation of the Shriners for their lodge brother (Mr. Robinson has been a member of this Temple for 23 years), for the important part he played and his energy toward the gratifying success of their first big show of this nature. The proud recipient of the gift displayed his prize at The Billboard office, and its beauty almost beggars description.

HORNE'S ZOOLOGICAL ARENA

Receives Shipment of Animals

Horne's Zoological Arena Company of Kansas City, Mo., has received a very splendid shipment of animals at its "plant," situated just east of the city limits. Included were lions, tigers, pumas, kangaroos, cassowaries, zebras, European wild boars, storks, cranes, monkeys, llamas, elephants, camels, zebra, animals, birds and reptiles of all kinds. A feature is a giant "wart hog," which is said to be the finest specimen ever imported, with enormous tusks, mane fourteen inches long, and perfectly developed head.

I. S. Horne, general manager of this concern, has returned to Kansas City after a three-weeks trip to Canada and the Northwest and personally inspected the exportation of these animals to the zoo. The farm of Horne's Zoological Arena Company in Kansas City is located on the edge of the city limits, while the offices are maintained in the Keith & Perry Building. The plant or "gardens" is very extensive and there are quarters enough and room for every variety in the animal kingdom and practically every known animal, bird and reptile can be found there. Horne's Zoological Arena Company supplies nearly all of the shows on the road with animals, birds, cars, etc., and is one of the leaders in this line of business.

MORGAN'S NICKEL-PLATE SHOW

The W. E. Morgan Nickel-Plate Show, now at winter quarters, Knoxville, Tenn., will open the last week of this month with a week's stay in Knoxville and then play one-day stands the rest of the season, two shows a day. The outfit will be transported by trucks and wagons. All of the people will eat and sleep on the lot. Hasto Daily, blind musician, will be a feature in the side-show. Bert Art, in his slide-for-life on a high wire, will be the free attraction.

W. E. Morgan, the owner, has returned from a business trip thru the East. Dad Whittle is still making stake rings in the blacksmith shop. Blackie Morgan will have charge of the advance, while Mrs. Morgan will have an important position with the show.—BILLY LEDANZAL (for the Show).

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THE CORRAL

By ROWDY WADDY

What has become of Arizona Harry and Lone Star May?

Speaking of oldtime shooters, Vic Cody is one of them.

Johnny Baker—Let's hear from you and your Colorado resort.

Stack Lee used to do a shooting act with Wild West shows. Where are you now, Stack?

Corda Hogland—where are you these days? Just had a request for your whereabouts.

J. J.—The wedding you speak of took place in Monroe, La., with the 101 Ranch Show, in 1908.

Where is Harry Vivian, the shooter, who has been in vaudeville for some years, and was with the Luella Forepaugh-Fish Show?

Barney Damerest—Let us know about your proposed Wild West show at Hillside Park, Newark, N. J., the coming season.

G. H.—The man you mean is called Duke R. Lee. He was with the 101 Ranch Show. He is now in the movies out in Los Angeles.

R. Y.—Charlie Aldridge is in New York or was at last accounts. A letter care New York office of The Billboard will no doubt reach him.

Cap Hardy used to do a good outside shooting act. Then, there are the McIntyres and Savages.

We do not agree with some people that committees should furnish saddles for contestants to ride bronks in. Can't a contestant be trusted any more to follow the rules and have a "saddle of his own" that will pass muster at various contests?

Joe Pickett, better known to Wild West folks as "Bill" Pickett, and well known thru-out the Southwest as the colored bulldogger, who started this brand of thrills going strong, again urges his friends to write the Board of Gardens, Springfield, Ill., in his behalf, as was mentioned in a recent issue of The Billboard. Pickett is in prison on a charge of robbery, of which he emphatically states he is innocent. He can be addressed as follows: Joe Pickett, No. 5629, Menard P. O., Ill.

"A Real Showman" (letter from Waco, Tex.)—Since you make a direct charge against the policy of the show and the horse you refer to (yes, we think we know the show you have in mind—from the name of the horse), why not sign your name to the "kick" registered—especially after naming the horse in question? Anyway, there is no such thing as "fixing", when an announcement is made, so if you or any of your buddies think you can straddle the "beast" and stick, and cop the announced prize, go to it, and claim the right to do so. (The writer notes that you state you are a "real showman.")

From the letters we receive on the subject it would seem that the only way that the frontier contest game can keep progressing is for some kind of an association to be formed. It is claimed by many, owing to the petty jealousies of some committees, promoters and contestants, that it is well nigh impossible to form such an association. If this is true, it will no doubt be only a short time until the business will be all over—over to such an extent that no one can make it a go. Are there not enough fascinated men, who are devoid of petty jealousies, who have enough interest in the future of Wild West business, to get together and create an organization

CHEYENNE FRONTIER DAYS

JULY 25, 26, 27 AND 28

Contestants, Riders, Ropers and Clowns—Your letters of inquiry will be answered by the chairman because he knows you personally. Truly yours, B. F. DAVIS, Chairman, 1922.

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that will eliminate all the things that are NOW "queering" the Wild West business? Some of the things such an organization should weed out: Fourth-ers, both as to committees, promoters and contestants, and organizers in the contestants' ranks, who are constantly kicking on rules, etc., and who insist on exorbitant pay for mediocre performances, that should be listed as a competitive event instead of a cash contract payment. Have we no such men in the business, who are honest to the cause, upright and fearless enough to rise up and call a spade a spade? Silence on the part of those who have been acknowledged as leaders in frontier business would indicate they are afraid to come out in the open with their honest opinions. Let's have them. Remember, this year we're going to expose every attempt at phoney promotion and contests that will not bear the closest scrutiny, that comes to our notice. So be prepared to advertise your doings as you intend to do it. Those who are honest and sincere need never fear the light of publicity on their operations.

Rube Dalroy, the circus and Wild West clown, and during winter seasons street advertiser for special indoor events, was still in Cincinnati last week and was a visitor to The Billboard. Rube has had several offers for his services with big circuses for the coming season, but has not yet signed up. He displayed a letter from his old friend, Bill Brown, who is making Columbus, Neb., headquarters and who, it appears, will put on several contests in that neck of the woods this year. Rube, by the way, has some interesting stories to tell of the old 101 Ranch show days, and with other of the frontier troupes.

Dear Rowdy: I see where "Kid" Stacy, of Bartlesville, Ok., wrote you from Springfield, Ill., saying that the folks East of the Mississippi don't seem to want a "cowhand" to look natural, and wouldn't believe a real one if he showed 'em. Says he knows, 'cause he tried to show 'em fer two days by workin' in the street in front of a movie pitcher house there. I ain't certain the "Kid" don't mean well—

but he'll have to explain to me what in h— kind of an example he wuz tryin' to set 'em out in the street for two days, in front of a pitcher house which I suppose wuz showin' one of the "dime" depic'tin' sum of them "movie" heroes that wears long "pomps" and hez their eyebrows arched, the way he says, that would lead the folks to think he wuz the real thing. It's bad enough to have 'em see the would-be "cuttin' up" didoes on the screen, but the "Kid" will have to cum clean with what he'er any of them fellers do in front of pitcher houses, that's goin' to teach the public what the real thing is like.

I see in last week's Billboard where old man Hyer, the cowboy bootmaker, of Olathe, Kan., is back agin' with an advertisement about his make of boots. That's why that feller sells so many boots all over the country—besides turnin' out a good boot, he steps out an' ain't afraid to tell the world where he's located, an' asks them to send for his catalog so they kin see what he's sellin' an' what he charges for his goods. Them low railroad rates the Fat Stock Show at Ft. Worth got, ought to sure help them git lots of contestants an' folks to see their Redco. Tell Hugh Strickland I read where he says saloon business wuz wilder than the contest bizness. Right yer are, Hugh. As a matter of fact, I've seen more excitement 'round sum soda water fountains, than sum of them frontier "contests" (?) create. If sum of the birds that's been mixed up in the contest bizness keep on, they'll make it the safest, an' surest, "thrillin'" event that kin be pulled off. You know what I mean? Here's hope, they git stopped with the foolishness before they queer it fer everybody. I think that G. H. K. feller, in Cheyenne, offered a way for the regular committees that's acknowledged as holdin' an annual contest, to cum to the front an' fix things right if they're SINCERE. If they are, you'll get their opinions, Rowdy. If they ain't, or don't care, you won't git a line from 'em. Anyhow, here's hope, they all do somethin' worth while and also hope, "Kid" Stacy don't have any trouble on the streets in front of pitcher houses, tryin' to prove sumthin', whatever it is. Adios, SOBBER SAM.

Guy Wedick writes from St. Louis: "In your column, issue of February 25, F. J., from Ft. Worth, Tex., asks if I will advise who were the announcers at some of my contests. Some of them were Doc Pardee, Tod Brown, Fog Horn Clancy, Dan Dix and Slim Allen. Regarding the Pendleton Cowboy Band, would say I engaged their mounted band, horses, etc., and they played for me in conjunction with other hands at the Stampedee in Calgary, in 1912. He also asks what prize Goldie St. Clair won in the ladies' bronk riding at my 1913 contest. Miss St. Clair did not attend the 1913 contest, as she had quit contesting. She won second money in the ladies' bronk riding contest at Calgary in 1912. The amount of the even purse she won was \$500 cash. Please tell G. H. K., of Cheyenne, who so kindly refers to me promoting another contest that the coming season does not look to me as tho the general public has any too much money to spend. However, I will do as he asks—whatever I have any contest dope, I will certainly announce it thru the Corral column. Replying to Sober Sam's letter in same issue, wherein he says someone asked him if I would state who I think is the best cowboy trick rider in the country, I will say candidly, that, according to the acknowledged contest rules which I believe read, 'decisions shall be awarded to the rider displaying the most ease, grace and skill, and the greatest variety of tricks.' I think the best rider is Tommy Kernan. That is my opinion and I don't mean by that there are not other good trick riders. Regarding whom I think is the best trick roper in the country, I hardly think that anyone will dispute that Chester Byers is the leader. Altho I would like to see Chet and Will Rogers each 'turn on' in earnest. I'll wager both these fellows would spring some surprisingly new tricks. The other question, as to which I think is the best bucking horse, is one that I am not qualified to answer. For several reasons: First of all, there are hundreds of good bucking horses scattered all over the continent that I have never seen perform. However, I have seen a great number of those that have appeared at most of the contests for some years and I am of the opinion—with the horse given an even break with the rider—that the horse called Fox, that we had at Calgary, in 1919, and sold to the Pendleton Round-up Committee, together with two others of lesser importance, for \$2,000, was the most consistent bucking horse I ever saw. I mean that would buck off more good riders and do it fair and square. These are my opinions, of course, and I do not mean that everyone will agree with me. However, I have answered the questions asked and hope they satisfy."

"Bellefourche, S. D. "Rowdy Waddy: Replying to inquiry by our mutual and somewhat quizzical friend, Sober Sam, in the February 25 issue of the Billboard, thru your interesting columns of the Corral, with relation to questions put to me; namely: Who I think is the best man, in my acquaintance to put on a successful contest; who are, in my opinion, the three best and squarest judges, and who, in my opinion, are the two best exhibition Wild West performers, both men and women.

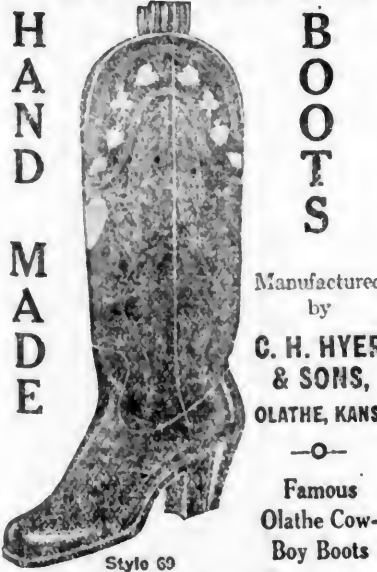
"In this connection, I will say that in answering the first question, I am frank to say that I am somewhat reluctant to make a positive statement, owing to the fact that there are so many elements that blend into the making of a successful and favorably-talked-of contest, that it would be almost impossible to choose from the vast field of able men, but I will go on record as saying that the essential ingredients of a successful show, from both the managerial and contestants' standpoint, as well as the people who lay their money at the gate, is: First, ample financial backing, a backing that will inspire confidence in the hearts of the boys that all purses will be paid, regardless of any adverse conditions that may arise. A backing that will insure the presence of the very best bucking stock, cattle and everything that goes to make a cowboy get out and 'go' to get the money. Second: A competent arena director, one who thoroughly understands the contest game and has executive ability sufficient to cope with any emergency that will arise, and will 'put the show' over with proper pep, in spite of any difficulty. Third: A board of judges that are reputable, and are fair and square, and thoroughly competent to judge the different events in an absolutely impartial manner. Of course, to use the expression of the street, this is 'old stuff,' but, owing to the fact that there are so many contests over the country that will measure up to this standard as a whole, I do not feel that I am competent to choose the best, without working an injustice on several different organizations that I have come in contact with.

"Answering the inquiry as to the judges, I would pick Billy Wiley, Wheatland, Wyo.; Johnny Mullins, and, if you and all concerned will bear with me, would choose myself, from the viewpoint of one who has had the experience which is necessary to fairly judge a contest.

"With all due respect to the hundreds of 'top' hands thru-out the country in the contest game, for all-around ability as exhibition performers in the Wild West game today, I would pick Lorena Trickey and Mabel Strickland for the ladies and Leonard Stroud and Tommy Kirnan for the men.

"The above is my best judgment and getting behind the fact that all humans are susceptible to mistakes, I submit the same as my answer to the questions put to me."

(Signed) SAM BROWNELL.



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No. 137X, the best contest saddle made. 12-inch seat, 14-inch swell. Kane tree, flesh out, \$68.50; without skirts and ganders, \$54.00. Send for catalogue. O. J. Snyder, 1535 Larimer St., Denver, Col.

CONTEST PHOTOS. Photo Riding, Bulldogging, Trick Riding, etc. 12 different, \$1.00. G. D. OSTROM, 733 Freeman Kansas City, Mo.

FAIRS AND EXPOSITIONS

THEIR MUSICAL AND AMUSEMENT END IN CONJUNCTION WITH THEIR PRIVILEGES AND CONCESSIONS

THE NIGHT FAIR

Becoming More and More Popular—Michigan Fair Man Gives Vivid Word Picture

By PERRY F. POWERS.

"The night fair is great, isn't it, Edna? Now aren't you glad you came with us?" This enthusiastic question came from a buoyant young girl who was one of an auto party that had motored from Big Rapids, fifty miles away, to enjoy the night program at the Northern District Fair at Cadillac. But the enthusiasm was typical and might have been repeated on any one of many night fairs that were being held during that week in Michigan and elsewhere.

It was a novel and most attractive picture that had created the unusual degree of gladness to which the girl gave expression. The group of which she was a member was standing near the western terminal of the Fair Midway. The electrically lighted way displayed a usual attractions before them. Everywhere there was light and more light. Red, white and blue electric bulbs and the circles of blazes on the Ferris wheel and the merry-go-round gave variation to the color scheme, while the illumination around the "Whip" provided something different.

All of the exhibit buildings were lighted to the brightness of noonday and lighted walk ways led to the live stock display sections. Beyond the end of the midway a brilliant display of fireworks was in progress and in the grandstand a thirty-piece cornet band was adding the musical fervor of a popular composition to the other allurements of a most unique experience.

Little wonder is it that the enthusiastic girl called to her companions. "The night fair is great." And this picture will well apply to many night fairs and to more of them where good lighting is generously provided. No other feature adds so much to the attractions and enjoyments of the night fair as generous illumination.

It must be admitted, of course, that the automobile brought the night fair into existence and will compel its permanency. There are hundreds of working men and working girls and boys near enough to every fair grounds to attend at night without the use of the automobile and in cases there are entire families who can go to the fair at night and will go who could not attend in the day time; but even those share in the spirit of the adventure that brings the distant visitor and gives to the evening an added tang of experience never quite obtained by the afternoon programs.

Night fairs provide extra patrons for the shows and concessions that greatly help to make them profitable. Fair managers who are properly caught the spirit of the night air will be as generous as their funds will permit in providing special night attractions. Experience has shown that the night fair does not lessen the day attendance nor cause any loss to the grandstand or to the day receipts of concessionaires. With a little added expenditure they add many miles to the area of country from which the fair can attract its patrons and in themselves they provide the novelty and the zest of expectation that always form the larger part of every human attraction.

Wherever good lighting is possible; wherever there are enterprising concessionaires, and here the buildings and grounds are at all suitable for fairly good day fair purposes, a night fair can be better. Fireworks should be a staple feature of the attractions at the night fairs; night airplane ascensions and moon trips with fireworks appendages may be added, but they are by no means necessary. The exhibit buildings should all be open and it is possible there should be ways and means of showing some of the best advertised prize herds and animals, even at the smaller fairs.

But the lights and the crowd and the contagious spirit of enjoyment will be the greatest factor in favor of the occasion, and the gleeful shout of the girl from Big Rapids will everywhere be justified: "The night fair is great, isn't it, Edna? Now aren't you glad you came with us?"

HARNESS HORSE RACING TO BOOM IN NORTHWEST

Harness events at the agricultural fairs in Washington and Oregon this coming season are expected to include some of the best speedway attractions in the West, it is promised. The season will open at Gresham, Ore., and then will flow Burlington, Wash.; Vancouver, B. C.; Wenatchee, Wash.; Walla Walla, Yakima, Astoria, and Salem, Eugene, Albany and Moro, Oregon. It is said that one of the fastest tracks in the Northwest this season will be on the Gray's Harbor fair grounds at Elma, Wash. This track was built early last year, but was not fairly used because heavy rains before and during the week of the fair made it a sea of mud.

NEW RACING CIRCUIT

Formed in Five New York Counties—Will Conduct Trotting and Pacing Races

A new racing circuit, which will conduct races of trotters and pacers at the fairs in Columbia, Dutchess, Greene, Rensselaer and Albany counties, New York, has been formed. The organization was completed at a meeting in Hudson, N. Y., recently, after Lewis K. Rockefeller, president of the Columbia County Agricultural Society, had explained the plan. It is believed that the arrangement will result in increased entries and therefore better races. The Capital District Agricultural Fair Racing Circuit is the name given to the new association. John B. Sinclair, of Chatham, a member of the race committee of the Columbia County Agricultural Society, is chairman, and William A. Burgess of Chatham, secretary of the Columbia County Society, is secretary. Fairs in the new circuit are those held in the counties mentioned above, with a strong probability that Schoharie County will also be included.

The dates of the fairs are as follows: Greene County at Cairo, August 22 to 25; Dutchess County at Rhinebeck, August 30 to September 2; Columbia County at Chatham, September 4 to 8; Rensselaer County at Nassau, tentative dates September 13-16; Albany-Schenectady Counties at Altamont, September 19 to 22, inclusive. All these fairs, with the exception of Cairo, were represented at the meeting here. The Cairo Board of Managers, however, sent word that they are heartily in accord with the idea. A like message was received from the management of the Schoharie County Fair at Cobleskill.

A Theatre-Duffield Fireworks Company spectacle has been engaged for the Nobles County Fair, Worthington, Minn. Horse racing will be a feature of the fair.

MONEE DISTRICT FAIR

September 27, 28 and 29 are the dates set for the eighteenth annual Monee District Fair at Monee, Will County, Ill., and Secretary Harry J. Conrad asserts that it will be the best ever held.

Last year the fair topped all previous records, both for attendance and gate receipts, as well as in the size and number of exhibits. Several improvements were made in 1921, including a \$10,000 auditorium, large grandstand, race horse barn and restaurant, and the purchase of an additional 26 acres of ground.

Harry J. Conrad has been secretary of the association for ten years, and has worked hard to make the fair a success, in which he has admirably succeeded.

Officers of the association, in addition to Mr. Conrad, are: President, George A. Miller; vice-president, Ernst Knopp; treasurer, John H. Freese; general superintendent, Hy. Wallije; assistant superintendent, John Becker; ladies' general superintendent, Mrs. Hy Wallije.

The attendance last year was around the 20,000 mark for the three days.

PLANNING JULY 4 CELEBRATION

Jefferson City, Mo., March 7.—The Roscoe Enloe Post of the American Legion of this city is planning to hold a monster Fourth of July celebration at Michung Park and committees have been appointed to secure attractions. It is to be one of the biggest affairs of the kind ever pulled off in this section of the State.

SPRINGFIELD (MO.) RACE MEET

Springfield, Mo., March 8.—The race meet of the Springfield Driving Club on the 1922 program of the Short-Ship Racing Circuit will be held at the club's tracks, southeast of this city, August 29. The club plans to have an earlier meet on July 4.

VICTOR ROSEWATER

Is Made Publicity Director of the Sesqui-Centennial Exhibition at Philadelphia

Philadelphia, March 8.—The selection of Victor Rosewater, former editor and publisher of a newspaper at Omaha, Neb., for the position of publicity director of the Sesqui-Centennial Exhibition, has been announced by Mayor Moore. In making the announcement Mayor Moore stated that Mr. Rosewater had been selected by Col. John Gribbel, chairman of the publicity committee of the Sesqui-Centennial Exposition Association, and that his appointment in all probability would be confirmed by the members of the association at a later date.

Mr. Rosewater last week made a tour of inspection about the city with a number of officials. It is their intention to visit all of the suggested sites, after which a recommendation will be made. After his first trip Mr. Rosewater said: "All I can say at the present time is that I am here to take up the work. Naturally I will have first to study out the manifold features of the sesqui-centennial, which has such vast possibilities and is so well started."

"I am sure we will command the attention of the people everywhere thru the various publicity channels as we impress upon them the unique character of this celebration of the 150th anniversary of American Independence and the wonderful opportunity it presents to show by a great world exposition the progress that has been achieved in every field of human endeavor."

Mr. Rosewater, who is 51 years old, had much to do with the publicity work of the Trans-Mississippi Exposition held in Omaha in 1898 and was director of publicity in twenty-six Western States and territories in the campaign that elected William H. Taft to the Presidency. He has been an active newspaper man for thirty years.

OWENSBORO FAIR

Owensboro, Ky., March 8.—The fair, exposition and home-coming celebration for Owensboro this year will be given under the auspices of the Daviess County Fair and Exposition, of which James M. Pendleton is secretary. Mr. Pendleton was at the head of the Daviess County Fair and Exposition in 1919 and 1920, when two of the most successful fairs in the history of Owensboro, in point of attendance and attractions, were given. He was not connected with the fair that was held last year, but he has been induced to manage the fair this year, the dates of which are Sept. 4-8, starting on Labor Day and running six days and six nights. An effort will be made to get some of the best attractions in the country for the fair, and the racing program promises to be one of exceptional merit. Every day of the fair will be a feature day.

CENTRAL LA. FAIR LAUNCHED

Alexandria, La., March 8.—The Central Louisiana Fair Association, Inc., was formally launched at Alexandria a few days ago, when the Chamber of Commerce and the Rotary Club entertained farmers from all sections of Central Louisiana at a banquet and business meeting. For the first year the fair will be staged in city park in this city.

George A. Botiche was elected president of the fair, with A. T. Felt as secretary, and operations are to begin at once toward the construction of buildings. The fair will be held about October 10 to 14, inclusive, just preceding the State Fair. A. A. Ormsby, fair and exhibit specialist of Louisiana State Fair from Baton Rouge, addressed the meeting on the value of the fair and assisted in the organization plans.

MOUND (MINN.) FAIR

R. E. Welch, secretary of the Mound (Minn.) Fair, advises that the county fair boosters, officers and directors met recently and perfected village and township organization in preparation for one of the best fairs they have ever held. Emphasis is being placed upon the children's work in the schools and the clubs, and it is planned to admit all school children free this year.

Daily payments are to be presented by pupils of the rural schools under the direction of Mrs. May H. Bills, and a monster field athletic meet will be staged on Friday, the second day of the fair, by the high, semi-graded and rural schools, under the leadership of Henry Palmer of Excelsior.

George Kingsley, superintendent of the annual horse show, plans to put on one of the best shows this part of the country has ever seen.

MINNESOTA SECRETARIES MEETING THIS WEEK

The members of the Minnesota Federation of County Fairs will meet at the St. Francis Hotel, St. Paul, Minn., on Wednesday and Thursday, March 15 and 16, the first day to be taken up exclusively by the secretaries in the discussion and working out of a standard form of accounting for Minnesota, and otherwise standardizing the county fairs, and the second to be entirely given up to the concession men.



FAIR SECRETARIES AND MANAGERS, NOTE !!

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WALTER STANTON'S

3—UNIQUE COMEDY FREE ATTRACTIONS—3

Giant Rooster—Old Mother Goose—Rabbit Pantomime

MR. WM. B. BURRIS, Mgr. Jackson County Fair, Michigan. WROTE

"We were much pleased with your Acts and it will be a pleasure for me to recommend you as putting on the most attractive acts at our Fair. They were not only good, but different, and gave our people wonderful satisfaction; being mentioned to me many times by our patrons as being in keeping with the idea of a Fair."

THE FOLLOWING APPEARED IN BILLBOARD OF NOV. 5, 1921—

"The Walter Stanton Co. furnished us their three very fine and up-to-date vaudeville free acts. This was their return engagement and we feel we were indeed lucky to secure them again. Signed, E. L. Wettleship, Fair, Fayetteville, Arkansas."

Permanent Address, BILLBOARD, Chicago, Illinois

Concession Charts Open—Space Being Contracted

KANSAS FREE FAIR

Topeka, Sept. 11 to 16, 1922

Contract your space now while you have the pick of choice locations.

PHIL. EASTMAN, Secretary, Topeka, Kansas

SOMETHING NEW

For Fair Midways Is Promised by C. A. Wortham

Pictures of the permanent rides established in the State Fair of Texas Park at Dallas by Clarence A. Wortham were published in The Billboard in a recent issue. The show world had heard much about these rides, but until they were shown in picture the widely spread comment was taken "cum grano salis."

For some time it has been known that "The Little Giant" was more than casually interested in permanent rides, and that he has installed many in different parks and fair grounds throughout the country. Just to what extent he has gone in that direction is more or less a problem. But from sources that are dependable it is learned that Mr. Wortham's set, or permanent interests, are located at fourteen different points.

Wortham is a man who says little about things in embryo, and he is even prone to speak lightly of them when they are realities. The writer can truthfully state that in twenty-seven years' experience in getting interviews from men in all stations of life he has never run across one who is harder to make talk about himself than Clarence A. Wortham.

But in this, like in everything else Mr. Wortham does, there must be a method. For reaching out, for prospecting, for experimenting, for progression, the palm must be given to him.

He now has in process of development a thing that will startle the open-air show world. What it is cannot be divulged without a breach of confidence. But when it does appear on the midway the balance of the show world will sit up to take notice. It will ask itself why the plan was never before thought of. And it will prove quite as much an attraction as any other on the midway. It will attract and hold the attention of the patron, and it will give him cause for thought and eventual admiration for the progress marked by its introduction.

Its use will spread beyond the field of amusements. That indicates it is not something purely of a commercial value for a time in the show business, but it is a thing that will become general because of its standard and staple commercial value, and when it is produced it will be pounced upon by the rest of the show world.—BEVERLY WHITE.

RACING DATES SET

By South Carolina Circuit—Better Class of Horses Promised

Columbia, S. C., March 7.—Meeting in this city last Wednesday, the South Carolina Circuit of Fairs arranged for the races to be given at the State and county fairs next fall.

It was announced that great improvement was made in the class and number of horses entered on the circuit last year, and indications are for an ever better year in 1922. The organization has been of much benefit in improving racing conditions.

Arrangement of dates for the coming fall follows: October 17-20, Pee Dee Fair, Florence; October 24-27, State Fair, Columbia; October 31-November 3, Spartanburg Fair, Spartanburg; November 7-10, open (being considered by Greenville County Fair); November 14-17, Orangeburg Fair, Orangeburg; November 28-December 1, Lee County Fair, Baskerville.

After the racing program was arranged there was general discussion of midway attractions and other fair features. It was decided, owing to the small attendance, that another meeting would be called by the president at an early date.

Officers were elected as follows: P. V. Moore, Spartanburg, president; E. O. Frierson, Spartanburg, secretary and treasurer. The fairmen and showmen present were: P. A. Moore, Spartanburg; Jerry M. Hines, Orangeburg; D. F. Eard, Columbia; Ois P. Mills, Greenville; James D. Lee, Columbia. Several carnival organizations were represented at the meeting: Walter B. Fox for Zelman & Polle Exposition Shows; Jack V. Lykes, for West Bright Lights Shows; Harry Remish for the J. P. Murphy Shows; R. A. Josselyn, for the Riley Shows; and Louis Dufour and E. H. Stanley, for the Dufour Shows.

MANCHESTER (VT.) FAIR

The Manchester Fair, Manchester Center, Vt., will be a three-day event this year, and three days of fast racing. All purses have been increased, the total purse money being \$3,000. It is announced that the midway space is to be enlarged and there will be an unusually fine program of entertainment.

Exhibits of boys' and girls' clubs of the county will be a special feature to which much attention is being given, and it is promised that every department will be full of interest.

DANBURY FAIR

OCTOBER 2nd to 7th, 1922

For Concessions address N. T. BULKLEY, Superintendent Booths and Stands, Danbury, Conn.

BEST COUNTY FAIR IN IOWA FOR CONCESSIONS

Strength in paid admissions, sixth in profits, fifth in concessions. The only big fair at 5¢ admission. Would like to correspond with Street Dramatic Co. for week of August 21-25. H. M. STAFFORD, Secretary, West Union, Iowa.

AL. NUTTLE

THE COMICAL MUSICAL CLOWN. Booking Indoor Exhibitions, Bazaars, Fairs, Parks and Laboratories. Write care Billboard, Cincinnati, Ohio.

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Delicious and Thrilling Platform Free Attraction for your Fair. Address ASSOCIATED FREE ATTRACTIONS, Mass. City, Ia.

\$9,000
- 27
\$8,973

lost on account of rain

In 1919 a large County Fair in New York State took in over \$9,000 gate receipts on "the big day." The corresponding day in 1920 it rained. Gate receipts totaled exactly twenty-seven dollars.

A Hartford Rain Insurance Policy would have made up the deficiency by contracting to pay the difference between the amount insured and actual receipts each day from the sources of income covered. There is another contract which insures fairs over the entire period against a total amount of rainfall occurring between certain hours that the policyholder may choose. This amount is so small that very complete protection is given. A third contract, insuring each day separately, pays the full amount of insurance in case the specified amount of rain falls between the hours stated in the policy.

This third policy form is especially adapted to the needs of the concessionaire.

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Your Hartford agent or broker will sell you Hartford Rain Insurance.



The Seal of Certainty on a Rain Insurance Policy

You will be interested in reading this Hartford Rain Insurance booklet. Mail this memorandum.

RAIN INSURANCE DEPARTMENT, HARTFORD FIRE INSURANCE CO., Write the nearest address.

Hartford, Conn., 39 So. La Salle St., Chicago, Ill., Trust Co. of Georgia Bldg., Atlanta, Ga., Hartford Bldg., San Francisco, Cal., 24 Wellington St., E., Toronto, Canada.

Please send me the booklet describing Hartford Rain Insurance and tell how this form of protection may be applied to Fairs and Concessions. I understand that this request places me under no obligation.

Name
Address
Town State.....
Name and Date of Fair.....

SOCIAL SIDE OF THE FAIR

By MARTHA CANDLER

In former years the residents of Kent County, Michigan, went home from the fair every night "fairly ready to drop in their tracks", utterly weary, and with the day's accumulation of dust on their faces. But last year it was different. They found how comfortable and pleasant a day at the fair might be, and what a delightful social reunion and "get together" occasion. People of other Michigan counties made the same discovery.

The difference lay in the fact that last year Kent County had an information booth and rest tent where the luncheon and the children's wraps could be checked. They could come back and bathe their faces and lie down for a little rest before spreading out the luncheon on the tables especially provided for that purpose. Pleasant people in charge not only gave any desired information about the fair and exhibits, but about train, trolley and boat connections, theaters, restaurants and rooms in the city. There was a telephone especially for use of the visitors.

But best of all there was especial provision made for the children. The awful panic at the bottom of every mother's heart that her child would get lost in the dense crowds became a thing of the past. No longer were tots taken home sobbing with fatigue from being dragged around all day with their elders. For there was a big playground back of the rest tent. The recreation expert in charge put on so many interesting games that the children could seldom be got further into the grounds until they were over. There was always a line of grown-ups several deep, among them parents and teachers, bent on familiarizing themselves with the "stunts" so that they might put them on themselves when they got back home.

The people of Kent County liked the idea of the socialized fair so well that it may become a permanent institution. So did those who attended the State and other county fairs in Michigan, to which, it was said, more old persons and little children went last year than ever before. In Jackson, a community tent seating at least 500 persons was erected, and there were daily recreational programs and community singing. In Washtenaw County there was also singing and daily recreation for everybody, with a big "quilting tournament" at the end.

Community Service, with State headquarters in Grand Rapids, was responsible for the fact that so many county fairs now have places to write postcards and letters, brush up, meet friends, or leave the baby asleep. It was thru the county community councils that the plan was put into operation. It is a plan worth trying in any county.

HARRY C. ROBERT

Out of the Fair Game.

Harry C. Robert, for many years secretary and general manager of the Georgia State Fair at Macon, has forsaken the fair game for commercial pursuits, and is now manager of the marketing department of the American Cone & Pretzel Company, Macon, Ga. The company has purchased property at Franklinton, Ga., seven miles from Macon, and will operate what they say will be the largest canning plant east of California, canning all kinds of fresh fruits and vegetables.

Mr. Robert was one of the best known and liked fair secretaries in the country and thru his long association with the Georgia State Fair has formed a wide circle of acquaintances among outdoor showmen. Thru The Billboard he sends his regards to all those in the fair game.

KIRKSVILLE FAIR DOUBTFUL

A committee has been appointed to investigate and report upon the advisability of holding a fair at Kirksville, Mo., this year. The city was without a fair for several years until Herbert S. Swaney put one on last summer virtually unassisted. Mr. Swaney has since died, and it is doubtful if a fair will be held. Mr. Swaney had made plans for a string of fairs this year.

E. F. EDWARDS



Mr. Edwards is secretary of the Rochester Exposition, Rochester, N. Y., and to his untiring efforts is due much of the success the exposition has attained.

SEE THE RILEYS RIDE THE CLOUDS



Special Terms to Parks for One-Week Stands.

IN THEIR FEAT STUPENDOUS THAT COMBINES AND EXCEEDS IN IMMENSITY ANY AND ALL AERONAUTICAL PRODUCTIONS OF THE PAST OR PRESENT, THE TRIPLE-TORPEDO PARACHUTE DESCENT

JUST ONE OF THE SENSATIONS OF **AMERICA'S FOREMOST AERONAUTS**

PRESENTING A PROGRAM THAT HAS NO EQUAL FOR DARING FEATS, GENUINE THRILLS AND INTENSE EXCITEMENT
LITHOS, FOLDERS, MOVIE-FILM AND SLIDES FURNISHED INCREASE GATE RECEIPTS AT LEAST ONE-THIRD

SEASON RAPIDLY FILLING—ACT NOW NOW CLOSING SOUTHERN BOOKINGS FOR FALL

DEAL DIRECT—SAVE BOOKING FEE. **RILEY BALLOON CO.,** P. O. BOX 230, FLINT, MICH.

BLUE GRASS FAIR

LEXINGTON, KY.

Aug. 21-26

CONCESSIONS FOR SALE

KEN WALKER, Sec'y.

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BLOW BALL RACE

A Proven Success Sold on Trial. You Take No Chances

A NEW, EXCITING, ABSOLUTE GAME OF SKILL

For Parks, Carnivals, Portable. Quick action and then some. Attractive. Big drawing and exciting power. Great sport. Fun for all. Legitimate everywhere. Low price. Write before you buy any game device. E. E. BEHR, Mfr., 4015 Pabst Avenue, Milwaukee, Wisconsin.

Great Allentown Fair

Sept. 18-23, 1922

SIX DAYS - FOUR NIGHTS

Good Clean Concessions Wanted

Write For Diagram and Conditions to

A. S. WEIBEL, Treasurer ALLENTOWN, PA.

LORAIN COUNTY FAIR, SEPT. 4, 5, 6

Northern Ohio's largest Fair. Wants to hear from good Shows, Games of Skill. Flashers preferred. Concession Men who mean business can get contracts now. No exclusives. BOX 187, Elyria, Ohio.

SHORT HAUL.

BIG MONEY.

AUGUST 29 - SEPTEMBER 1

E-V-E-R G-R-E-A-T-E-R L-E-B-A-N-O-N F-A-I-R

DAY AND NIGHT.

Member Central Pennsylvania Fair Circuit.

Concessionists, write. CLARENCE D. BECKER, Boger Bldg., Lebanon, Pa.

WOMEN DO SPLENDID WORK AT OHIO FAIR

By MRS. CHARLES F. SHEERWOOD.

Few undertakings or activities progress very far these days without the support and help of the women folks, and so county fair managements have realized for several years that the women were a vital and necessary part of their work and to the success of the fair.

Some counties have made them members of their local fair boards, serving as directors with men, but Lake County, Ohio, has inaugurated a very good plan by making the women superintendents of the various departments that are of special interest to women and children, thus forming what is known as an associate board. They make their recommendations to the secretary, who presents them at the regular meetings of whole board of men. Since this plan has been in operation the entries in their various departments have not only increased but in some cases more than doubled—as they did in 1921—showing conclusively that the women were responsible for this great improvement.

Special attention was given to the sanitary condition of fair grounds, also to an educational health program. As a result their greatest success was the Better Babies' Conference in place of the "Baby Show" of previous years, which really meant nothing, and it is now the special attraction of the Lake County Fair. A fine old farm house that had formerly been rented for a very nominal sum was given to the women for this work. About a thousand dollars was spent the first year, 1920, when the board had the house thoroughly cleaned and put in first-class condition, installing electric lights, sanitary toilets and an electric pump. There are rest rooms for the mothers; a kitchen where various foods are prepared for the babies; sleeping rooms with about twenty-five white cribs, and the reception rooms where the babies are weighed and measured, and where the records are kept. All this is under the supervision of the health league, but the work itself is all done by the county and city health commissioners, assisted by the county nurses.

On the second floor of the hospital and Red Cross equipment occupy two rooms, prepared for all emergency cases. At "Rest Awhile Cottage," as it is known, mothers leave their children in charge of competent help, knowing that everything will be done for the child, and they go forth to really enjoy the fair. At the same time real education is reaching thousands in a few days' time that would otherwise take months.

Only children up to school age are admitted and during the 1921 fair about 600 mothers and babies were cared for. This year plans are under way to build screened porches on the cottage, making additional resting quarters. A furnace has been installed this winter by the County Health League so that the cottage may be used at any time as an emergency hospital in case of an epidemic of contagious disease. So well did the Red Cross think of this work that it had printed in its national bulletin a full account and pictures of this splendid work, and mailed them all over the world.

We recommend to the women interested in county fairs that they induce every fair board in the country to secure a "Rest Awhile Cottage," even if a new building has to be put up. But first of all get a good live board that is not afraid to spend the money—such a board as Lake County has—and just as good work or better than has been done here can be done.

FINE PROGRAM FOR BENTON (ILL.) FAIR

The fair at Benton, Ill., this year is slated for September 5 to 8, inclusive (Labor Day week). Last year this fair was rained out on Friday, much to the disappointment of the concessioners, but at that they all got away with a little money.

"This year," says Secretary E. B. Nolen, "we expect to come back stronger than ever with a crowd-drawing race program and a string of free acts that can't help but bring them in at the gate. We will also have a night fair with a free gate."

The State of Washington is to spend \$6,000,000 this year in the construction of highways. Michigan, too, has mapped out an elaborate road building program that will call for the expenditure of many millions. Other States are following along the same line, all of which is very encouraging. Every mile of highway constructed is a boost for the county fair.

The De Witt County Fair & Agriculture Association

WILL HOLD THEIR SEVENTH ANNUAL MEETING AUGUST 8, 9, 10 AND 11, 1922.

Concessionaires write to the secretary for reservations. Our terms are 25% when reservations are made and all cash on arrival. Free Attractions don't write. NOAH STIVERS, Sec'y, Clinton, Illinois.

THE ELKADER FAIR

SEPT. 5-6-7-8, 1922

In the heart of the section of IOWA least affected by the financial flurry, can place meritorious SHOWS, RIDES, CONCESSIONS, PRIVILEGES. If you have something good, clean and attractive and pleasing to our crowds, write, C. A. BENSON, Sec'y, Elkader, Ia.

Wanted at Galena Fair

Galena, Ill.

AUGUST 1-4

Concessions and Shows.

GEO. C. BLISH, Secretary.

HURRY HURRY HURRY County Fair, Wahoo, Nebraska

SEPT. 19, 20, 21 and 22

We are going to contract AT ONCE with those having Amusements and those desiring Concessions. Let's get down to business. See GUY E. JOHNSON, Sec'y.

5--FLYING O'DELLS--5

Greatest Flying Act. Largest and Flashiest Apparatus on earth. A sensation for your Fair. GROTH BROTHERS, two big acts. Flying Traps and Comedy Revolving Ladder. Now booking. Address GATE CITY THEATRICAL EXCH., Omaha, Neb.

EIGHTEENTH ANNUAL MONEE DISTRICT FAIR

MONEE, WILL CO., ILL., SEPT. 27, 28, 29, 1922. Legitimate Concessions of all kinds wanted. Also Bides of all kinds and Shows. Carnival Companies write. On Ill. Central R. R. One-half-mile Race Track. HARRY J. CONRAD, Sec'y, Monee, Illinois.

THIRTEENTH ANNUAL FAIR of The Southwest Louisiana Fair Assn. Inc.

LA FAYETTE, LA., OCT. 11, 12, 13, 14, 15, 1922. Attendance in 1921 was over 10,000. OFFICERS—J. P. Colomb, Pres.; Dr. F. E. Girard, First V.-Pres.; Sen. J. B. Domeneaux, Second V.-Pres.; Frank E. Davis, Treas.; F. V. Mouton, Sec'y; V. A. Guidroz, Asst. Sec'y.

Rides and Concessions WANTED

ONE OF THE BEST AND BIGGEST FAIRS IN IOWA, August 1, 2, 3, 4, 5, 1922. Day and Night Shows. SID P. WEBB, Supt. of Concessions, Bedford, Iowa.

WILL COUNTY FAIR

HELD AT PEOTONE, ILL. SEPT. 19, 20, 21, 22, 1922. Four big days and nights. Open for outdoor Amusements, Attractions and Concessions. FRED CARSTENS, Secretary.

BOONVILLE FAIR

SEPTEMBER 4, 5, 6, 7 AND 8, 1922. AT BOONVILLE, NEW YORK. Reservation for space on Midway now open. F. A. WHITE, Secretary.

GREAT PREPARATIONS ARE BEING MADE TO MAKE THE ROGERS COUNTY FREE FAIR

To Be Held Sept. 19, 20, 21, 22, 1922. The Biggest and Best Fair ever held in Rogers County. No means are being spared to promote the Fair. A good Carnival Co. wanted. If not a good one, don't write. D. A. Willhoit, Sec'y, Claremore, Oklahoma.



Prevent **Loss** of Expenses and Profits **RAIN**

INSURANCE
REASONABLE PREMIUMS
QUICK ADJUSTMENTS

ORIGINATORS OF
RAIN INSURANCE IN AMERICA

Write today for full information.
Eagle Star & British Dominions Insurance Co., Ltd.
FRED S. JAMES & CO.
U. S. MANAGERS,
133 William Street, NEW YORK

WANTED
Amusement Company
Day and Night Free Street Agricultural Fair
Week Sept. 11 (subject to change).
Must be high-class.
IRA VERNON, Sec'y, Union City, Ind.

"DON'T FORGET"
There Will Be a Big Day and Night Fair at Celina, Mercer Co., O., on August 15-18, 1922.
WM. WILEY, Sec'y.

COLUMBUS JUNCTION, IOWA, DISTRICT FAIR
AUGUST 8, 9, 10, 11.
One Fair preceding and six following.
No skip over 50 miles.
H. L. DUNCAN, Secretary.

WANTED RIDES
For the **KNYX COUNTY FAIR**, Bloomfield, Neb., September 12 to 15. **W. H. WEBER, Secretary, Bloomfield, Nebraska.**

PERRY COUNTY FAIR, NEWPORT, PA.
DATES, AUG. 29, 30, 31, SEPT. 1, 1922.
Purses, \$100.00. Concession business good on this Midway. **M. L. RITTEB, Secretary.**

MARION COUNTY FAIR, Knoxville, Ia., Aug. 7-11. Now booking Shows and Concessions. Operators, what have you? Will buy outfit. **M. W. OONWELL, Concession Man.**

CARNIVAL WANTED—By the Commercial Co-Operative State Fair Association for not later than September 25-30. Write **C. E. NELSON** for particulars. 1915 East Clinch St., Knoxville, Tennessee.

CENTRAL STATES FAIR

is Rapidly Taking Shape—Work Progressing on Buildings—Outlook Bright

The Central States Fair and Exposition grounds, comprising 133 acres located two miles north of the city of Aurora, Ill., is rapidly beginning to look like a modern fair grounds. The entire property is level and affords excellent building locations for the stock barns, exhibition buildings, grandstand and race track.

The open weather has enabled contractors to rush construction work and as a result all of the race horse barns and shed stalls, which will accommodate over 200 head of horses, are completed. Work is progressing nicely on the swine pavilion, cattle pavilion, show horse barns, woman's, agricultural, horticultural, fine arts and educational buildings, and June 15 will see the entire plant completed.

The swine pavilion is 200 feet square and will accommodate over 1,500 head of hogs. There are also sleeping quarters for the herdsmen. The cattle pavilion is 217 feet square and will house 936 head of dairy and beef cattle. The stalls and other equipment throughout are most modern.

The show horse barns will accommodate between 250 and 300 head of show horses. The other exhibition buildings have over 20,000 square feet each of exhibit space.

The half-mile race track is all completed and over sixty head of race horses are wintering at the new plant. Reservations have been made for over sixty additional stalls, horses and trainers to arrive between March 15 and April 15. It is expected that close to 150 head of harness horses will train at Aurora this spring.

The concrete and steel grandstand, 90 feet wide and 400 feet long, will accommodate 10,000 persons. Additional bleacher seats at each end of the grandstand will seat another 5,000, giving a total seating capacity of 15,000. Over three miles of sanitary sewer and water mains have been laid. Two deep wells provide 400 gallons of water per minute. Thousands of feet of cinder walks, 20 to 50 feet in width, extend to the entrances and connect all the main buildings and points of interest on the grounds. The permanent plan for trees, shrubs and flowering plants has enhanced the beauty of the buildings and grounds.

The first annual exposition will be held August 18 to 26, inclusive, day and night. Situated as it is, less than an hour's ride from the city of Chicago (50 miles), it is expected that thousands of people will visit the fair by auto, electric cars and steam roads.

Over \$125,000 will be offered in premiums. Purses and attractions are on a par with those being made by other big fairs in America. As a result the exposition is expected to draw from the finest display sources in the country.

The Johnny J. Jones Exposition will be the main midway attraction, coming to Aurora direct from the big Western Canada fairs.

There will be six days of harness and running races, two days of professional auto races. Indications are this will be one of the biggest fairs and expositions to be held in the Middle West this year.

TO HOLD NIGHT FAIR

Carthage, Mo., March 8.—The Board of Directors of the Southwest Missouri District Fair, which will be held in this city August 1 to 4, have decided to hold night sessions for the first time in the history of the organization. The grounds and buildings will be well lighted with electricity, so that all of the regular attractions of the fair will be available for entertainment of fair visitors the same as in the daytime. There will be free entertainment in the way of extensive fireworks and other attractions. The evening admission will be 25 cents. Those who remain on the grounds after the day performances and who have not paid any evening admission fee will be charged 15 cents for admission to the grandstand.

JOE CURTIS ON VACATION

Joseph R. Curtis, the popular and efficient secretary of the Chattanooga Interstate Fair, Chattanooga, Tenn., is vacationing in New York City.

While attending the spring meeting of the fair secretaries in Chicago February 22 and 23 Joe received a telegram from Judge Conner, president of the Chattanooga Fair, telling him to hie himself off to the big city and forget all fair worries and cares for a month—and Joe smilingly complied with the suggestion. The latter part of this month will see him back in Chattanooga full of pep and enthusiasm and working like a beaver to put the fair over to big success.

NIGHT FAIRS POPULAR

The inclination of Michigan fairs to have special night programs has now become almost universal. It is probable that more than eight out of ten Michigan fairs now have night shows with special displays of fireworks or some other definite attractions. A few years ago there were only a few fairs in the State that opened their gates at night and required special admission payments, but the use of the automobile and the evident wish of patrons for night attractions caused most of the fairs to adopt a change.

LEW ROSENTHAL'S NEW CATALOG

Chicago, March 8.—Lew Rosenthal has mailed The Billboard his catalog in which his amusement enterprises are tastefully and effectively exploited. The book, which is in two colors, has forty-four pages and is an excellent specimen of what competent printers can do. Thirty-four of Mr. Rosenthal's big acts are attractively displayed in the catalog and there are many most excellent ones in the list. Mr. Rosenthal's offices are in the Majestic Theater Building, Dubuque, Ia.

"Everything will be on a larger scale than in former years," says Secretary W. L. Ott regarding the Bluefield (W. Va.) Fair. "Our grounds are in better condition than ever before and everything looks good for a successful fair."



THE ILLINOIS FIREWORKS DISPLAY CO., Inc.,

Danville, Illinois.

FIREWORKS

HIGH AS THE SKY IN QUALITY,
AT ROCK-BOTTOM PRICES

IF YOUR FIREWORKS WERE NOT A SUCCESS LAST YEAR YOU SHOULD HAVE ONE OF OUR DISPLAYS THIS YEAR

Just ask anybody who ever displayed our fireworks if they are not the best fireworks in the world.

We are the originators of all the newest designs and features produced in fireworks.

If you have tried the rest, now try the best.

WE PUT THE PEP IN FIREWORKS

Write for Special Programs if you want Extra Large Displays. Write for our catalogues in which you will find Supreme Assortments of Fireworks Displays from \$25.00 up. It will pay you to deal with us.

Now hooking for celebrations of all kinds at all times.

Ionia Free Fair

1922 AUGUST 15-16-17-18 1922

DAY AND NIGHT PERFORMANCES

Concessionaires Desiring To Play Our Dates Should Make Arrangements Early

ONLY CLEAN AND UP-TO-DATE CONCESSIONS ALLOWED

The Free Fair with Seven Years of success, featuring Free Attractions, Michigan Short Ship Races, T. A. Wolfe's Superior Shows for the Midway and a mammoth production of fireworks featuring "Montezuma" or "The Last Days of the Aztecs" every night.

FRED A. CHAPMAN, Secy., Ionia, Michigan.

Fair Advertisers

from Coast to Coast recognize Tolman Show Cards, Outdoor Signs, Letterheads, etc., as PROFITABLE PUBLICITY OF THE BETTER CLASS.

Scores of designs in colors always in stock, ready for imprinting name and dates of your Fair, Horse Show or Race Meet. Immediate shipment if desired. A postal brings 1922 illustrated sample sheet and price list. MAIL IT NOW.



"A FAIR TREAT"

Leading Specialists in High Grade Fair Advertising

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Established 1875

WISCONSIN STATE FAIR MILWAUKEE

AUGUST 29—SEPTEMBER 2, Incl. Six Days—Six Nights

WHERE EVERYBODY MAKES MONEY

OLIVER E. REMEY
Secretary State Fair Milwaukee

CHARLES W. HARTE
Supintendent of Concessions Watertown

Fair Secretaries, let us furnish your Free Attraction and Paid Show.

THE COLORADO WILD WEST SHOW CO.

(Incorporated)

All kind Wild West events. Address **BILL PENNY**, Contracting Agent, care Grand Central Hotel, Denver, Colo.

OGLE COUNTY FAIR, Oregon, Ill.

AUGUST 8, 9, 10, 11, 1922. The First Fair and Race Meeting in Northern Illinois. WANTS Clean Concessions and Independent Free Acts of high class. **S. O. GARARD, Gen. Supt., Oregon, Ill.**

LARGE STOCK NOW READY FOR DELIVERY AT YOUR DESTINATION. BOOK NOW FOR THE FOURTH OF JULY AT RETAIL PRICE.

FIREWORKS



SURPRISE BOXES From \$1 Up to \$25—The Surprise Boxes contain 20 pieces of assorted fireworks, including noisy bombs, bengals, sky rockets, dago bombs, red fire, Niagara Falls, decoration bombs in assorted colors; safety first, harmless fireworks for children and adults.

BIG FIREWORKS DISPLAYS for Celebrations, including Fourth July displays, expositions and fairs, such as water carnival, day and night displays. Nothing like them can positively be obtained elsewhere. Our hundreds and hundreds of successes prove that we have the most beautiful fireworks displays produced and manufactured in America. Diplomas and medals and best recommendations. Letters from all parts of the world.

OUR SPECIAL PIECES FOR 1922—Such as Uncle Sam, American Flag, George Washington, Lady of Liberty, White House, Volcano, Mountains, Brooklyn Bridge, Marconi Wireless, Abraham Lincoln, American Army in Action. Nothing like them.

Information of any kind will be furnished upon request. Now booking for Parks, Fairs, Fourth of July Celebrations, etc. If you wish to show your patrons something entirely new, get in touch with us. Do not delay, but write to us today.

THE ANTONELLI FIREWORKS CO., 392 Lyell Ave., Rochester, N. Y.

AIRPLANE FAIRS

Are They Coming?—Idea of Traveling Fair Is Growing

Some interesting facts in regard to commercial fairs and exhibitions are set forth in recent bulletin issued by the Washington, D. C., headquarters of the National Geographic Society.

"From Winnipeg to Rio de Janeiro," says the bulletin, "and from Christiania and Algiers to Singapore and Tokio, commercial fairs and exhibitions are springing to life after the discouragement of war years, and are playing an increasingly important part in making nations acquainted with each other and with the kinds of lives each leads.

"Fairs have been important factors in the lives of nations and the evolution of society itself. But in order to survive they have had to go thru some vital changes. They probably started in the dim days of prehistoric Asia as bits of irregular markets held at relatively long intervals; and during the middle ages when transportation was difficult they were the chief agencies of European trade.

"Samples of almost every conceivable manufactured product and machine are sent to modern world fairs, duty free, and orders are solicited from the buyers who gather from various countries. Among the fairs of this sort which have become established institutions are those held at London, Birmingham, Bordeaux, Lyons, Brussels, Dresden, Leipzig, Prague, Barcelona and Milan; and in dozens of other cities it is planned to hold such exhibits annually.

"In meeting modern conditions not only have fairs been placed on a simple basis and confined largely to specialties, machines and manufactured articles, but they are seeking out still more efficient methods of reaching larger numbers of potential buyers. Italian manufacturers have adopted the floating fair, fitting out a special exhibit ship which anchors for a time in the various ports around the rim of the Mediterranean from Port Said to Marseilles, French distributors carried the idea of a traveling fair still further last year, sending an exhibit train across Canada, and a Czechoslovak train of similar sort has just finished two months' tour thru the Balkans and Poland.

"Perhaps it is not too extravagant a vision to see the fair which had its humble beginning some far off Asiatic oasis, established in an age of progress and foreign culture to be a very little center of industry and life."

DON V. MOORE



Who is the fair world doesn't know Don V. Moore, the big wire man here, secretary of the Interstate Fair at St. Louis City, and secretary of the International Association of Fairs and Expositions. At the spring meeting of the International in Chicago, February 22 and 23, Don was the "life of the party," as well as an important factor in the business sessions. Every year the Iowa "bunch" has a row of sons with which to entertain the convention. This year was no exception, and whenever Don and his companions in crime—beg pardon, north—started in on "There's Where the Tall Corn Grows," "My Name is Yon Yonson," or "We Don't Give a D— for Illinois," they had a large and appreciative audience.

NEW ENGLAND FAIR WORCESTER, MASS.

SEPT. 2-4 (LABOR DAY) 5-6, 1922
ATTENDANCE 80,000

WANTED—Independent Riding Devices, Up-to-Date Shows and Concessions. All Concession space open. Apply early to secure choice locations.

A. H. EVANS, SUPT. GROUND RENTALS ROOM 12, 311 MAIN ST. WORCESTER, MASS.

U. S. GOOD ROADS SHOW

Expected To Attract Thousands to Phoenix, Ariz.—Railroads Grant Special Rates

Every letter now leaving the post-office at Phoenix, Ariz., bears the official government stamp: "Visit Phoenix, Ariz., April 24-29, U. S. Good Roads Week." This stamp was authorized by a special act of congress and marks the first federal recognition of the kind ever accorded a road convention. This is only one phase of a national publicity campaign, which, coupled with unusually attractive features on an elaborate program, is expected to draw thousands of people from all parts of the United States and Mexico.

Good Roads week in Phoenix will combine conventions of the Bankhead National Highway Association and the U. S. Good Roads Association, the U. S. Good Roads Show and a western rodeo, in which hundreds of cowboys will participate.

Answers from letters sent to governors of 48 States indicate that representatives from all sections of the country will be present for this event. Officers, delegates and members have been offered railroad rates of one and one-half fares round trip by the Transcontinental Passenger Association, the Western Passenger Association and the Southeastern Passenger Association. The Santa Fe Railroad has offered a reduction of 25 per cent of the regular fare from any point on its lines.

Arrangements for the big show and convention are being made by J. A. Rountree, director-general of the Bankhead National Highway. He successfully promoted a similar affair at Greensboro, N. C. last year, and has been largely instrumental in bringing the Bankhead highway to its present high point of development.

Secretary of the Interior A. B. Fall, several United States senators and federal road officials and other speakers of national prominence will be on the program. There will be practical exhibits of road making and maintenance machinery, tractors and automobiles.

Among important matters which will be taken up and probably settled will be marking of the Bankhead highway from Washington, D. C. to San Diego, Cal., and constructing a branch of the highway from Laredo, Tex., to Mexico City, Mex. These two points will bring large delegations from the territory represented. Several representatives of the Government of Mexico have already signified their intention of being present and about 2,500 official delegates will be here in the interests of the cities along the highway.

A special train will be run direct from Washington, D. C. to Phoenix, carrying convention delegates. This train will be joined at New Orleans by another special bringing representatives from Alabama, Georgia and Oklahoma.

DETAILS OF BRAZILIAN WORLD'S FAIR ANNOUNCED

A statement of the details of the international exhibition which will be held in Rio de Janeiro from September 7 to December 31 next as a celebration of the 100th anniversary of the independence of Brazil, has been issued from the offices of Helio Lobo, Brazilian Consul General at New York City.

Mr. Lobo says in his statement: "That exposition is to be an expression of economic and social life of Brazil during the period of a century, and will comprise the following sections: Agricultural, cattle raising, industries, commerce, general economic, social, economics, statistics, education, transportation and communication, public service, history and geography, trees, sports, military science and fine arts. There will be the unveiling of statues of illustrious Brazilians, a congress of instruction and international congress of American history, a congress of South American railways and the twentieth international congress of Americanists; the gratuitous exhibition of films relating to the history, geography, nature and civilization of Brazil; landscape customs of the country, principal features of the economic life and urban life, military parades, the celebration of Olympic games and other functions.

"An important feature will be the representation of the principal nations of Europe and the United States. The United States has appropriated \$1,000,000, and a special commissioner has started for Brazil to take charge of the American representation. Together with the United States, France, Great Britain, Belgium and Italy have already started the erection of their palaces. The foreign buildings will be constructed along the Avenida Wilson, facing an avenue thirty meters wide.

"There will be exemption of Custom House duties and charges for all articles sent in connection with the exposition.

"The exhibitors whom the judges consider to be worthy of special commendation on account of their exhibits shall have conferred upon them the grand prize diploma, the honor diploma, the gold medal diploma or the bronze medal diploma."

THE 4 MARVELOUS MELLS

America's Foremost Athletes

in

Original "Aerial Classics" 1 Lady Apparatus 3 Gentlemen

"Pirates Beware" Address CHARLES HUBERT MELLS, care of Billboard Pub. Co., Cincinnati, O.

WANTED WANTED

Independent Shows and Concessions for BARTHOLOMEW COUNTY FAIR

COLUMBUS, IND., AUGUST 15-16-17-18, 1922
F. M. OVERSTREET, Secretary. ALBERT MILLER, Supt. Privileges.

The Tri-State Fair ABERDEEN, SOUTH DAKOTA SEASON OF 1922

Mid-Summer Celebration and Race Meeting. Second Annual Fair, JULY 3-4-5-6-7-8 SEPTEMBER 4-5-6-7-8
P. T. SPAULDING, Pres. GEO. C. MANTOR, Sec.

THE GREAT CHESTER COUNTY FAIR

HELD AT WEST CHESTER, PA., AUGUST 29, 30, 31 AND SEPTEMBER 1.
A real big County Fair. WANTED—A first-class Carnival. CHARLES C. TOWNSEND, Secretary Concessions; NORRIS G. TEMPLE, Secretary, West Chester, Pennsylvania.

THE HENRY COUNTY FAIR ASSOCIATION

Will hold its regular meet SEPTEMBER 6, 7, 8, 9, 1922, AT PARIS, TENN. Biggest and best ever. JOHN RICHARDSON, Secretary.

Shawano County Fair, Held at Shawano, Wis., SEPTEMBER 5, 6, 7, 8, 1922
WANTED—Riding Devices, first-class Attractions and Shows. AUG. BEVERSOORF, President; DAVID H. WINTER, Secretary.

AMERICA'S BEST ADVERTISED ATTRACTION

World Famous Captain Bray

My Greatest and Grandest Water Circus, "HIGG" COMEDY WATER ACT, draws the crowds. The only real WATER CIRCUS that does all it ADVERTISES and PLEASES. Eastern managers address my agent, W. S. CLEVELAND, 116 Market Street, Newark, New Jersey.

IN ANSWERING AN AD BEGIN YOUR LETTER WITH "I SAW YOUR AD IN THE BILLBOARD."

FRONTIER ATHLETIC CONTESTS

—PRESENTED BY—

The Six World's Champions

TOM KIRNAN, World's Champion Trick and Fancy Rider

BEA KIRNAN, Cow Girl Trick and Bronc Rider

BRYAN ROACH, Champion Bronc Rider

RUTH ROACH, Cow Girl Champion Bronc Rider

CHESTER A. BYERS, World's Champion Fancy Roper

SLIM CASKEY, World's Champion Steer Bulldogger

Carload of Stock, Bucking Horses, Wild Mexican Steers, Real Cow Girls, Real Cow Boys in Real Contests. Roman Standing Races

UNDER EXCLUSIVE BOOKING MANAGEMENT WITH THE

UNITED FAIRS BOOKING ASSOCIATION

402-3-4-5-6 GARRICK BUILDING, CHICAGO

ATTENTION, FAIR MANAGERS—CONTRACT THIS BIG GATE PULLER. WE HAVE JUST A FEW OPEN DATES.

THE BIG ADAMS COUNTY FAIR

SEPT. 12, 13, 14 and 15, 1922.
Aeroplane Landing and Starting Field,
Big Racing Program,
Modern Midway,
Shows, Attractions and Rides Wanted.
G. W. BINGHAM, Secy.,
Friendship, Wis.

Ready To Contract With Carnival Co.

for Blair County Fair.
C. G. BRENNEMAN, Secretary,
1416 11th Ave., Altoona, Pa.

MR. FAIR SECRETARY BOOK REAL FREE ACTS THIS SEASON. GROTH BROS.

Two entirely different High Bigging Acts. Booked exclusively by HARVEY HOBART, 325 Neville Block, Omaha, Nebraska.

Jennings County Fair

NORTH VERNON, IND., AUG. 1, 2, 3, 4, 1922.
Wants good, clean Shows and Concessions. W. G. Norris, Secy., North Vernon, Indiana.

THE WESTERN NORTH CAROLINA DISTRICT AGRICULTURAL FAIR, Old Folks' Home Jubilee, Muster Parade, Universal Conclave, Annual Meeting Farmers' Commercial Association, Six days and nights, October 2, 3, 4, 5, 6, 7, Asheville, N. C. Big Attractions wanted. E. W. Pearson, Secy., Box 261.

WANTED TO CORRESPOND WITH GOOD CARNIVAL CO. for purpose of arranging Carnival at County Fair, Kimball, Nebraska, September 13-15, inclusive. W. S. RODMAN, Kimball, Nebraska.

THE NEW BELFAST FAIR

August 15, 16, 17, 18. WANTED—Concessions and Merry Go-Round. ED WHITE, Supt., The New Belfast Fair, Belfast, Maine.

KILPATRICK WRITES RAIN AND LIABILITY INSURANCE COUNTY AND STATE FAIRS ROOKERY BLDG., CHICAGO, ILL.

Colored Piedmont Fair Ass'n. at Winston-Salem, N. C., will hold its Fair October 10, 11 and 12. Clean Shows and Concessions wanted.

TEXAS CAPITOL FAIR CIRCUIT (Five Counties) WANTS three Amusements—Merry-go-Round, Whip and Ferris Wheel. Address J. W. GANTT, San Marcos, Texas.

BRILLIANT CELEBRATION

To Mark Golden Jubilee of Portland (Ore.) Elks—Geo. L. Hutchin in Charge of Big Event

Plans are under way for one of the biggest celebrations the Pacific Coast has ever seen aside from the greater exposition events. Portland (Ore.) Lodge 142, Benevolent and Protective Order of Elks, has set a week, beginning May 15, in which to celebrate its golden jubilee and lay the cornerstone of its new million-dollar temple.
The monster celebration is to be under the management of George L. Hutchin, of "Rose Festival" fame, with William A. Mullen and Frederick O'Farrell as his chief assistant managers. Every member of the Portland Lodge of Elks is a member of the general committee, and all are working to put the event over. The lodge has a uniformed drill team, a drum corps and a band of sixty-seven pieces.

Among the many features of the celebration will be an indoor circus maximus with elaborate society frills, a pre-exposition industrial show and fashion revue, Oriental gardens, revels from the Carnival of Venice, the Mardi Gras of New Orleans, a gymkhana and a tournament of prosperity.

"The Elks are going to wake up Portland and the Northwest and make an earnest endeavor to bring back the good old times of former days when everybody enjoyed splendid business," says General Manager Hutchin. Every Elks' lodge in the Northwest has been invited to participate in the brilliant "pageant of peace, progress and prosperity" and has been requested to choose a queen to represent it symbolically in the pageant and masque.

Representatives of the terminal railway lines at Portland have expressed a desire to cooperate in making the Elks' Prosperity Week a gigantic celebration, and promise to give a low and tempting excursion rate. A letter also has been received by the Portland lodge from President Harding commending the Elks for their spirit of optimism and wishing them success.

GREAT LOSS SUFFERED BY COLORADO STATE FAIR

The Colorado State Fair had its city offices in the Grand Opera House Building, which was destroyed by fire on the morning of March 1, and lost all of its records for the past two years, including quite a little preliminary work already done on the 1922 State Fair. While the loss is quite a little in the way of records, Manager Deaman states that it will in no way affect the 1922 show, which will be held September 25-30, as originally intended.

With the two new buildings, live stock and poultry pavilions built last year, and an armory building to be built on the grounds by the National Guard, the State Fair Commission will be better equipped than ever for taking care of the exhibitors.

REMEMBER THE DATES SEPT. 4-5-6-7-8-9 (SIX DAYS—SIX NIGHTS)

The Greater NORFOLK, Va., FAIR

WANT Carnival of the better kind, FREE ACTS of all kinds. Death-defying, sensational turns. **FUN PLACE** big Rides etc. CONCESSIONS of all kinds to let. NOTE—"Saps" stay off. Want only wide-awake Concessionaires, as this is one of the biggest FAIRS in the Southeast. Big money here. Address J. N. MONTGOMERY, Manager, Norfolk Agricultural & Industrial Fair Assn., Inc., Brokers Exchange Bldg., - Norfolk, Virginia.

CUMBERLAND COUNTY FAIR ASSOCIATION GREENUP, ILLINOIS

The Greatest Fair in Southern Illinois. Good, clean Concessions of all kinds wanted. All Gambling Devices and Girl Shows Barred.

DATES: AUGUST 29-30-31-SEPTEMBER 1-2, 1922
Would be pleased to meet all my old Concession people again. Address ELIAS JOBE, Supt. Permits and Privileges, Greenup Ill. Box 1.

SUMMIT COUNTY FAIR, AKRON, OHIO, SEPTEMBER 12, 13, 14, 15, 16, 1922

WANTED—Riding Devices, good, moral, up-to-date Shows; also high-class, clean Concessionists. No gambling. No Wheels. M. H. WARNER, Secretary, R. D. 22, Box 116, East Akron, Ohio.

LOUDONVILLE FAIR, SEPT. 26, 27, 28

BIGGEST INDEPENDENT FAIR IN THE STATE. WANTED—Four Shows, Dolls, Fish Pond, Eats, Gallery, Candy, Soft Drinks, Ball Games, etc. No Wheels. Rides sold. NED. L. RUTH, Secretary, Loudonville, Ohio.

WYOMING COUNTY FAIR

WARSAW, N. Y., AUGUST 22, 23, 24, 25, 1922. 4 BIG DAYS—4 BIG NIGHTS. WANTED—Shows and Rides. No Carnival. W. J. DAVIDSON, Secretary, Warsaw, N. Y.

BANGOR, MAINE, FAIR 2000 FOOT MIDWAY

AUGUST 21 TO 26, 1922

ACKLEY'S BOOKING SERVICE

BOX 143, SAGINAW, MICHIGAN

SECRETARIES-PARK MANAGERS—We Have Some Open Time With the Following Headline Acts:

SIX FLYING MELZERS—Aerialists-Acrobat. A Spectacular Flying Act, plus a Wonderful Tumbling Act. Brilliant Wardrobe—Largest, Most Elaborate Rigging. A Real Thrill With Every Performance—A Feature to Advertise.

BURNS' FLYING CIRCUS—Spectacular Day and Night Exhibitions With Pain's Special Fireworks. Daredevil Performers Doing the Swing of Death, Wing Acrobatics, Parachute Drops and Other Thrillers. Programs Arranged and Priced To Meet Your Requirements.

BAKER-ARNOLD AUTO POLO—A Combination of Old, Experienced Performers Under Their Own Names. Thrills and Action Guaranteed. Plenty of Extra Cars. PRICED RIGHT—PERFORMANCE SURE. WE WILL ARRANGE AUTO RACES FOR YOUR FAIR.

We Have a Wonderful COMEDY BAR ACT and a Really Famous CLOWN TROUPE With a Few Open Dates.

CANADIAN NATIONAL

In Prosperous Condition, Annual Report Shows

The annual meeting of the Canadian National Exhibition, held recently at Toronto, was a pleasant "family" reunion and its report presented was of a most satisfactory character. President Robert F. Osborn struck a keynote of justifiable optimism in his brief address, pointing out that, while industry in general had been suffering from the wave of depression that had swept the whole world, the exhibition has continued to prosper.

The financial statement showed gross receipts of \$788,711.87 and gross disbursements of \$653,755.48, leaving a balance of \$135,016.39. To the latter was added the balance of \$35,705 brought forward from the previous year, making a total of \$170,721.39, of this amount \$143,916.13 was paid over to the city, the balance being carried forward to meet various liabilities and to provide the statutory operating fund.

All the directors were elected by acclamation. At the close of the business meeting the usual luncheon was held at the Prince George Hotel, when Hon. F. C. Biggs, Minister of Public Works, gave a review of the good roads work being carried out by the Provincial Government.

Other speakers included Sidney E. Francis, general manager of the Sherbrooke (Que.) Fair Association; President Wm. Hyden, of the Royal Winter Fair Association, and Controllers Hiltz and Gibbons. Ex-Controller McBride voiced the appreciation of the directors to General Manager J. G. Kent, Treasurer Frank Brentnall, Cully Ross, Joe Hay and the other members of the staff for their excellent work.

The annual report forecasts the use of the new arena and pure food building at next year's fair. The space in the latter has already been contracted for at 60 cents per foot for ten years, before the building is even finished. Machinery manufacturers are also taking steps to secure a new building. Equipped in the most modern way with huge cranes and other devices to facilitate the handling of heavy machinery, it will contain from 75,000 to 100,000 feet of exhibit space. Work may start at the conclusion of this year's exhibition.

The lower floor of the arena's east wing will likely be used this year for certain agricultural machinery exhibits. Poultry will occupy the top floor. Motor trucks will have the lower floor of the west annex, with a restaurant and exhibits on the second floor. All judging of live stock will be done, as far as possible, in the arena proper, leaving the grandstand ring free for other purposes. Plans are under way for a horse show and other attractions in the arena each evening after the completion of the daily judging program. Dairy and similar products are to be transferred from the dairy building and the vacancy filled by phonograph exhibits, which have been housed in the horticultural building. The amphitheater is to be given over to singing competitions and other special features.

All food and kindred displays in the manufacturers' building and annex are to be transferred to the pure food building.

BOOSTING BOYS' BAND

The Cardinal Boys' Band, of Maysville, Ky., has hundreds of enthusiastic boosters who never miss an opportunity to sound the praises of the band. And because of this word-of-mouth praise and the high class of music dispensed by the band it has become widely known and very popular.

Last year the band made a big hit at the Blue Grass Fair, Lexington, Ky., and also at the Ohio State Fair, Columbus. Now its legions of friends in the Blue Grass say it would make quite as big a hit and prove a strong drawing card at the Kentucky State Fair, Louisville, so they are raising the band and it would not be surprising if Colonel Russell and his scarlet-clad youngsters appear at Louisville next fall as one of the feature attractions.

STATE WILL CONSTRUCT MICH. STATE FAIR COLISEUM

The State of Michigan is to construct the coliseum at the State Fair grounds, Detroit, and thereby hopes to save several thousand dollars.

The contract for the construction was recently awarded to a Lansing (Mich.) firm at its bid of \$236,000, but later it withdrew the bid. The work will now be done by the F. R. Patterson Construction Co. under the direction of the State. The work is to be completed by August 29 of this year.

JOE GREER COMMENDED

Joe Greer, manager of Greer's Society Circus, one of the features of the entertainment program at the South Florida Fair, Tampa, Fla., was highly commended by P. T. Stroeder, manager of the fair, for the efficient manner in which he handled his portion of the free act program. Mr. Greer's acts included high-school and high-jumping horses, bucking and comedy mules, trick riding and rope spinning, lucking horses and relay races, and Greer's "Over the Top" who came near breaking the American record for broad jump by jumping 31 feet, 2 inches.

Dutchess County Fair

RHINEBECK, N. Y.

AUGUST 30-31, SEPTEMBER 1-2, 1922

50,000 People attended this fair last year.

For Concessions or Spaces apply to

FRANK E. CHASE, Superintendent of Concessions
PINE PLAINS, N. Y.

Western Canada Fairs

NOVELTIES, DOLLS, WHEELS, INDIAN BLANKETS, DOLL LAMPS
Everything for the Concessioner. Only real novelty house in Western Canada. Catalogue and List of Fairs ready last of April.

UNIVERSAL NOVELTY COMPANY

10170 103D STREET, EDMONTON, ALBERTA.

Reading's \$1,000,000.00 Fair

Reading, Pa., September 12, 13, 14, 15, 16, 1922
5 DAYS - - - - 4 NIGHTS

Still some desirable inside and outside space for sale for Concession purposes at reasonable rates. Apply to

CHAS. W. SWOYER, Chairman Concession Department.

PICKENS COUNTY FAIR

(RE-ESTABLISHED)

ALICEVILLE, ALABAMA

Attendance Largest in WEST ALABAMA.

Ready to close contract with CLEAN ATTRACTION.

The last Fair held was played by the Greater Patterson Shows.

Act Quick! BEN. I. RAPPORT, Secretary.

TWO BIG KANSAS DATES!

WATERVILLE, KANSAS, July 25-26. | DOWNS, KANSAS, July 27-28-29.
O. H. Rommel, Secy. | D. B. McKay, Secy.

AN EASY JUMP AND A POCKETFUL OF COIN AWAITS YOU HERE,
(Positively No Exclusives.)

KENTUCKY'S BIGGEST AND BEST FAIR

MT. STERLING—A BIG DAYS—JULY 19, 20, 21, 22—DAY AND NIGHT
WANTED—The Biggest and Best Carnival traveling. Little ones save your stamps. FOR SALE—Every known legitimate Concession on Fair Grounds. Midway Grounds separate from Fair Grounds. Would like to hear from first-class Bands and Free Attractions. Address all communications to N. A. WILKERSON, Secretary, Mt. Sterling, Ky.

The Great Leighton Fair

LEIGHTON, PA.

SEPT. 26 - 27 - 28 - 29 - 30

Good Clean Concessions Wanted.

William J. Zahn, Secy.

WE ARE OPEN FOR RIDING DEVICES AND GOOD SHOWS
THE BIG LAKE CO. FAIR, CROWN POINT, INDIANA
September 19 to 23, 1922. Five Days and Nights.

FRED A. RUF, Secretary, Crown Point, Ind.

THE BIG FAIR—AT MT. PLEASANT, IA.

AUGUST 14th to 18th

will be a hummer this year. Write C. H. TRIBBY, Secy., for Concession Privileges. Can place some good, clean Pay Shows. We have no carnival. No gambling.

Collingsworth County Fair, Wellington Texas.

FAIR DATES, SEPTEMBER 6, 7, 8, 9, 1922.

C. C. SMALL, Pres. A. L. NOWLIN, Secy. and Mgr.
This Fair will be open for clean, individual Concessions, Riding Devices and Shows. For information address MANAGER.

ON NEW GROUNDS

Golden Belt Fair Will Be Located This Year—Bigger Fair Is Planned

Henderson, N. C., March 8.—Directors of the Golden Belt Fair intend to get an early start in their plans for the 1922 fair, which will be put on at the new grounds, a short distance from the present site.

The readiness with which citizens of the county and city responded to the appeal for additional stock to carry out the extensions and improvements contemplated has infused a new and genuine enthusiasm into the fire men charged with making the fair a success from year to year, and with this backing they propose to present a fair in October, 1922, that will outshine all of their previous efforts.

The fair in 1921 did a little better than break even, but no dividend was declared, it having been decided to use all surplus funds in developing the project into something bigger and better than ever before.

All premiums for the 1921 fair, amounting to several thousands of dollars in cash, have been paid, as usual, the fair association never yet having failed to meet all of its obligations in this and other respects.

The new grounds will permit of considerably more expansion than has ever been possible before, and the outlay will provide what it is hoped will be the biggest annual fall event of its kind in this part of the State, with the exception of the State Fair at Raleigh.

The race track is to be greatly enlarged, and inside the circuit will be provided a baseball field, ground for football games, and a landing for airplanes. The midway will exceed anything that has been possible on the old site, it is said, and exhibit halls will be enlarged to take care of demands which hitherto have been impossible of meeting.

OREGON (ILL.) FAIR

Oregon, Ill., March 7.—The annual fair and race meeting of the Ogles County Agricultural Board will be held August 8, 9, 10 and 11, a month earlier than in previous years. The date claimed by Oregon this year puts it in the long list of fairs to be held in Northern Illinois.

The Oregon Fair has made a wonderful showing the past three years, during which time it has paid off a huge indebtedness and expended thousands of dollars in permanent improvements. It offers a racing program second to none, and has a stock show that compares favorably with many of the big ones. At the 1921 fair over 600 head of pure-bred swine were on exhibit.

Located as it is, in the heart of one of the richest dairy and agricultural sections of the State, the fair never lacks for large attendance. This year it will be under supervision of S. O. Garard, newly elected general superintendent, and plans are already under way to make it the biggest yet held. John Eckard is president and E. D. Landers secretary of the 1922 fair.

PREPARE FOR LARGER FAIR

Kenla, O., March 8.—A bigger and better fair than ever before is promised by the Greene County Fair Board, which has laid plans for enlarging some of the fair's departments and voted financial support to several new features. The board is quite optimistic over the outlook for the fair, which will be held August 14. Horses in the speed department will be \$500 each, with entrance money added and no deductions from the winners, the purses being divided into five moneys. Milo Anderson is president of the fair, C. M. Austin vice-president, B. U. Bell treasurer and Robert Bryson secretary.

GEORGE GIVES HIS VIEWS

In the Outdoor Forum in this issue is a letter from A. H. George, secretary-manager of the Mississippi-Alabama Fair, Meridian, Miss., in which he comments upon the article entitled "From the Viewpoint of the Concessioner," and it is pleasing to note the fairness with which he views the question. If all secretaries followed a plan similar to that in force at the Mississippi-Alabama Fair there doubtless would be few complaints from concessioners. The fair editor would be pleased to have the views of other secretaries and concessioners.

FAIR REORGANIZED

Aliceville, Ala., March 9.—A meeting of the stockholders of the Pickens County Fair Association was held here recently, and it was decided to re-establish the fair, which has not been held during the past two years.

A. S. Murphy was re-elected president, B. J. Kirksey first vice-president, J. N. Morrow second vice-president, Dr. Ben I. Rapport manager and secretary.

Dates of the 1922 fair have not been announced.

PURSES ANNOUNCED FOR GREAT WESTERN CIRCUIT

The Great Western Circuit of the American Trotting Association has announced the following dates and purses for races this year:

Davenport, Ia., August 15 to 18, \$10,000; Aurora, Ill., August 21 to 25, \$15,000; Milwaukee, Wis., August 28 to Sept. 1, \$22,000; Hamline, Minn., September 4 to 8, \$23,000; Omaha, Neb., September 12 to 15, \$17,500; Springfield, Ill., September 18 to 22, \$22,500.

CERVONE'S ALL AMERICAN BAND

IZZY CERVONE-CONDUCTOR

A FEW MORE OPEN DATES. IF YOU WANT A REAL CLASSY BAND AT YOUR FAIR OR PARK, Communicate with FRANK CERVONE, 310 Savoy Bldg., Pittsburg, Pa.

SECRETARIES SQUARE

Declares Concessioner, Who Says It's the Crafters Who Make the Biggest Holler

A well-known concessioner, whose name is withheld for obvious reasons, writes The Billboard as follows in regard to an article appearing in the March 4 issue:

With reference to your article, "From the point of view of the concessioner," in the current issue of The Billboard, I will say that I have been in the concession business for the past seven seasons and have worked in as many States, and I have come to the conclusion that with but a very few exceptions the secretaries and concession superintendents are a very fine lot of men, but that most of the complaints from the concessioner are the result of his own personal wrongdoing.

I have seen many a concession man who tells the secretary of a fair that he has a "legitimate game of skill and then frames a gambling joint, and when he is closed up he hollers his head off about it. And I have also seen the same, or a similar deal, worked with a "set spindle" or many other games that are controllable. These games never ought to be allowed to work, but where the secretary is not wise to all these crooked games he ought to require every concessioner to sign a contract which will give the fair management a square deal, and on the other hand where there are crooked secretaries they ought to be included in a "shake down" just the same as a proprietor of a gambling house who will allow gambling and receive money for permitting it to go on. If some secretaries were to be included in some of the arrests for taking money from a concession man, allowing him to set up a joint when the secretary knows that it is a crooked game, and then have the sheriff or a State man close the joint and fine the operator, I think that this same secretary would be more particular what kind of a game he allowed on the fair grounds to take the money from an unsuspecting public.

At a small county fair in a certain State last season I was selling popcorn right adjoining a set spindle, where they employed two outside men and finally landed a "mark" (as the easy marks are called by the crafters), who stuck to the game until he had all his money on the table, and lost about \$30, at which time his two small daughters approached him and wanted to buy some popcorn, but the crafters, who had eluded their game was a game of skill and that there were no blanks, win something every turn of the wheel, and had paid only about one-half the price to work that I had to pay on account of the size of space required, had taken \$50 from this man and a legitimate concession could not get 10 cents.

The sooner the secretaries begin to realize that it is not necessary to fill their midways

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

- ANTHONY, KAN., O. F. Morrison, Secretary,
 - WINFIELD, KAN., Ed. L. Hepler, 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.
 - MUSKOGEE, OKLA., Ethel Murray Simonds, Secretary.
- For Information and Contracts write Local Secretary of each Fair.
Dr. F. S. BEATTIE, CIRCUIT SECRETARY.

WANTED: Rides, Shows and Concessions.

Grounds electrically lighted.
Day and night Fair with fireworks.

LIVINGSTON COUNTY FAIR ASSOCIATION,
HOWELL, MICHIGAN---Aug. 29-30-31-Sept. 1.

Write Don W. Van Winkle, Sec'y.,
Howell, Michigan.

HARRISON COUNTY FAIR. MISSOURI VALLEY, IOWA.

SEPTEMBER 12, 13, 14 AND 15th.
3 big days running races. Purses from \$50.00 to \$200.00. Stall rent and entrance free.
J. J. OWEN, Secretary.

with games of this sort, the sooner the real legitimate concessioners can afford to pay a higher price and give the public something worth while for its money.

We must admit that there are some few concession superintendents who are crooked, and I have seen a person of this type who asked me to get all the "set" shows to make his fair that I could, as it was that type of show that added spice to the fair and that he could use about six such shows. But as there were but two of these shows they were both closed by the sheriff after the concession man had collected in full for their spot, and before they were torn down and had the lot cleared there was a gambling device ready to set up, and soon after he had paid his privilege, he, too, was closed up and a third party moved in which made three prices for one location, and as the space was small, it was the policy of this party to see people in that he knew could not work and in that way he got a nice amount of money from the concessioners.

Where there is one such secretary or privilege man there are a great many crooked concession men who will misrepresent their game for the sake of getting in and then as soon as they think that no one is looking they will open up strong and get all they can before they are closed, but will complain because they are not getting a square deal.

I have read The Billboard for the past several years, and have always welcomed a chance to improve the conditions on the midway of our fairs.

MOBILE'S MARDI GRAS IS BEST IN YEARS

Mobile, Ala., March 7.—Mobile's Carnival season closed after five days of hilarious fun, the consensus of opinion being that 1922 was the best carnival for years. Hotels were crowded and railroads reported heavy passenger traffic.

The season opened with the street pageant of the Krewe of Columbus, a new mystic organization, depicting the life and achievement of Christopher Columbus. Other mystic organizations putting on street parades were the Infant Mystics, the Knights of Rosvilly and the Order of Myths, while the Comic Cowboys, Davi Levi, boss cowboy, put on a laughable burlesque of local happenings since the last carnival.

A feature of the festivities was the playing of the brass band sent by the William H. Todd Shipbuilding Corporation of Brooklyn, N. Y. Todd has recently acquired a shipbuilding site on Mobile Bay and gave the band an estimated expense of \$15,000. The New Yorkers also brought with them a float from Coney Island's Mardi Gras.

Masking was general on the streets Tuesday and beautiful lighting and decorative effects, band concerts, a municipal ball on the docks and boat races entertained the big crowds.

Spectacles Displays Illuminations

PAIN'S FIREWORKS

For All Occasions

Manhattan Beach, N. Y., for 35 Years.

PAIN'S FIREWORKS INC.

18 Park Place NEW YORK 111 West Monroe St. CHICAGO

MISSISSIPPI VALLEY FAIR and EXPOSITION DAVENPORT IOWA

THIRD ANNUAL FAIR & EXPOSITION
AUGUST 14, 15, 16, 17, 18, 19, 1922.
82,000 Paid Admissions Year 1921.

We have space for sale for all kinds of Concessions. Only Legitimate Concessions go. They must conform to Art of Skill and Science. Your correspondence solicited. Address correspondence to M. E. BACON, Secy. and Manager, 919 Kahl Bldg.

THE HALL COUNTY DISTRICT FAIR ASSOCIATION MEMPHIS, TEXAS.

FAIR DATES, SEPTEMBER 19, 20, 21, 22, 1922.

D. H. ARNOLD, Pres. T. C. DELANEY, Secy. G. A. SAGER, Mgr.
This Fair will be open for clean, individual Concessions, Riding Devices and Shows. For information address MANAGER.

NORTH DAKOTA STATE FAIR

FARGO, N. DAK., JULY 17 TO 22, 1922

Can use few first-class Cookhouses and Legitimate Concessions. Carnival Company and Amusements all contracted.
F. W. McROBERTS, Secretary, Fargo, N. Dak.

FOR A BIG FLASH

Cotton and Wool Display Flag Sets, consisting of 46 flags, 23 Rectangular flags and 23 Pennants all different styles, jute heading, knitted hemp distance lines, with bronze snap hooks and rings ready for use. Guaranteed fast color, well made, durable for outside use, in three sizes.

Rectangular Flags	Pennants	Prices
No. 6—3 x 5 ft.	2x 5 ft.,	at \$25.00 net per set, F. O. B. New York
No. 4—4½x 7 ft.	3x 5 ft.,	at 35.00 " " " "
No. 3—7¼x11½ ft.	5x15 ft.,	at 45.00 " " " "

We manufacture a complete line of flags and pennants.
½ Cash With Order — Balance C. O. D.

American Flag Company

73-77 Mercer St., NEW YORK CITY 54-56 W. Lake St., CHICAGO, ILL.

Southeast Missouri District Fair

SIKESTON, MISSOURI

SEPTEMBER 13, 14, 15 and 16, 1922

Correspondence solicited with carnivals, concessions, free attractions, exhibitors, race horse campaigners.

C. L. BLANTON, Jr., Secretary.

IN ANSWERING AN AD BEGIN YOUR LETTER WITH "I SAW YOUR AD IN THE BILLBOARD."

FAIR NOTES

Ann Arbor (Mich.) Fair will be held on the new grounds this year, it is announced by Manager E. W. Martin.

It has been definitely decided that Ozark, Ala., will have a county fair this fall. Dates have not yet been announced.

A day and night fair is to be held at Chatham, N. Y. Secretary W. A. Dardas announces. The dates are September 4-8, inclusive.

A new grandstand 50x250 feet will be built at the Caldwell (O.) fair grounds this year, the old stand being too small to accommodate the crowds.

Both harness and running races are included in the program of the Licking County Fair, Newark, O. There also will be three evenings of fireworks.

The first county fair by the Adams County Fair Association, Hastings, Neb., will be held the third week in August, and a big racing program has been decided upon.

The Banner Fair, Celina, O., of which Wm. Wiley is secretary, will have among its features the junior contests, a splendid agricultural display, and a big night fair with fireworks spectacle.

The fair at San Angelo, Tex., will be held October 17-21, instead of October 21-25, the dates first set, the South Plains Fair at Lubbock, Tex., having relinquished its dates to San Angelo.

The Pennycroft Fair, Hopkinsville, Ky., has elected the following officers: President, Holland Garrett; vice-president, J. J. Robertson; secretary, John W. Richards; treasurer, R. H. Holland.

Frank G. Jones, secretary of the Huron County Agricultural Fair, Norwalk, O., says this year's fair is going to be the biggest in Northern Ohio. About \$20,000 is to be spent on buildings this year.

The mid-winter fair held at Caledonia, N. Y., recently by the Tri-County Fair Association proved quite a success, despite the fact that the weather was unfavorable. Attendance was excellent, and more than \$2,700 was realized.

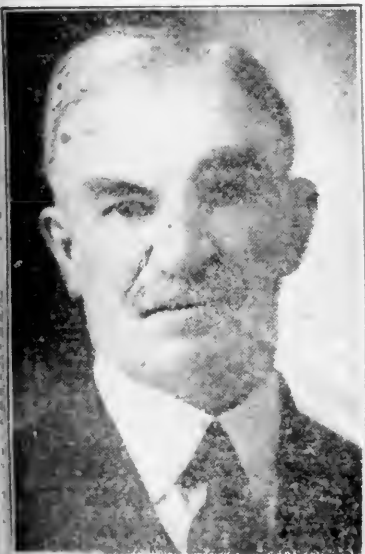
Auto polo, trained lions and a soloist are among the attractions already arranged for the Crawford County Fair, Marengo, Ind. Secretary J. M. Terry states. The fair is a member of the Ohio Valley Circuit.

"Since the cut of our grandstand appeared in your paper a few weeks ago," says E. B. Blosser, assistant secretary of the Genesee County Fair, Batavia, N. Y., "we have inquiries from all over the State regarding same."

The Young Men's Business League of Orange, Tex., has gone on record as favoring a fair to be staged in Orange in October, to be known as the Y. M. B. L. County Fair. Cliff Douglas and O. H. Campbell have been appointed a committee to formulate plans.

"I believe ours is the only county fair in the State holding a five-day fair," says H. H. Larvey, secretary of the Clay County Fair, Clay Center, Neb. "We also have four nights of entertainment. We have our grounds nicely lighted. In planning our entertainment we do not specialize on any one day for a big day but aim to have a good attendance every day."

PERRY F. POWERS



Mr. Powers is a native of Ohio, who has done much for the upbuilding of the State of Michigan. He is manager of the Northern District Fair, Cadillac, Mich. Mr. Powers is an interesting article in this issue dealing with night fairs.

Concessions Wanted

For The North-Eastern Pennsylvania Fairs Association and Race Circuit.

Towanda, Pa., Aug. 29 to Sept. 1, inclusive, Wm. Rosenfield Sec'y., Towanda, Pa. Lackawanna County Fair, Sept. 4 to 9, inclusive, E. D. Morse, Sec'y., Clark's Summit, Pa. Troy, Pa., Sept. 5 to 9, inclusive, W. S. Montgomery, Sec'y., Troy, Pa. Dallas, Pa., Sept. 12 to 16, inclusive, J. H. Anderson, Sec'y., Dallas, Pa. Athens, Pa., Sept. 12 to 16, inclusive, Chas. E. Mills, Sec'y., Athens, Pa. Tunkhannock, Pa., Sept. 19 to 23, inclusive, O. D. Stark, Sec'y., Tunkhannock, Pa. Binghamton, N. Y., Sept. 25 to 29, inclusive, Henry S. Martin, Sec'y., Binghamton, N. Y. Honesdale, Pa., Oct. 3 to 6, inclusive, E. W. Gam-mell, Sec'y., Honesdale, Pa.

Follow Our Circuit.

WANTED FOR NINE BIG FAIRS

Shows and Concessions

HENDERSON, KY.	July 25-29	BOONVILLE, IND.	Aug. 29-Sept. 2
McLEANSBORO, ILL.	Aug. 1-5	PRINCETON, IND.	Sept. 4-9
UNIONTOWN, KY.	Aug. 8-12	ALBION, ILL.	Sept. 12-16
NEW HARMONY, IND.	Aug. 15-19	MT. CARMEL, ILL.	Sept. 19-23
ROCKPORT, IND.	Aug. 22-26		

BIG CROWDS EACH YEAR

No grift or immoral Shows. If you want to book, write quick to each Secretary.

South Dakota Corn Palace

SEPTEMBER 25 TO 30, 1922

South Dakota's Biggest Fall Festival. Attended by thousands. Attractions wanted, street acts, inside acts. Side-show, animal circus, colored comedians under canvas, wheels and other concessions now being booked.

W. H. KING, Chairman, Mitchell, South Dakota
"The Corn Palace City of The World."

MAINE STATE FAIR

SEPT. 4, 5, 6, 7, 8, 1922. LEWISTON, MAINE.

"Bigger and Better Than Ever."

Exclusive on Shows, Rides, Toy Balloons and Whips ALREADY SOLD.
Plenty of space for Concession Men and fair treatment to all.

J. S. BUTLER, Secy.

OSGOOD, IND., JULY 25th TO 28th

RIPLEY COUNTY FAIR AND RACES

Can use Good Free Act. We need Good Shows and Clean Amusements and Concessions.
O. R. JENKINS, Secretary, Osgood, Indiana.

We always figure that it takes all kinds of entertainment along with out stock, agricultural and live art exhibits to make a good fair.

Horse racing, free acts and fireworks are among the features planned for the Titusville (Fla.) Fair September 12-15. Officers of the fair are: President, J. B. Pastorius; secretary, J. L. Ackerman; treasurer, John Sharpe; "Dick" Fowler, secretary of the Stoneyboro (Pa.) Fair, will have full charge of the racing program.

The Windsor County Fair, Woodstock, Vt., makes two claims to distinction, according to its secretary, H. B. Chapman: The fair holds the track record of the State, Earl Patchen having raced a full mile in 2:06, and Secretary Chapman claims it is the cleanest fair in the State.

New rest rooms and other conveniences are to be built at the grounds of the Cabboun County Fair, Marshall, Mich. It is slated by W. A. Crane, president. This will be the association's twenty-fourth annual fair and plans are going forward to make it the biggest ever held in Marshall.

Beralara H. Kelly, secretary of the Greater Lynn Fair, Lynn, Mass., predicts that the attendance this year will reach 75,000. "We are to have a bigger and better fair in every way," she writes, "and every department is working hard to reach the 75,000 mark in attendance."

Arrangements are going forward to hold the Cedar Valley District Fair and Exposition, Cedar Falls, Ia., again this year, Secretary J. L. Bailey announces. It has been necessary to re-organize the fair to some extent. The Cedar Falls Commercial Club has taken hold to help do this and the officers feel assured that everything will work out all right.

All of the old officers were re-elected by the Keith County Fair, Ogallala, Neb. D. A. Lawler is president, A. L. Searle vice-president, C. C. Worden treasurer and R. D. Blair secretary. "The grand success of the 1921 fair is having its effects on this year's fair already," says the secretary, "and prospects are bright for a big fair."

The Williams & Lee Attractions, a company of five people doing four acts, will be among the free acts at the St. Charles, Minn.; Waconia, Minn., and Jefferson, Wis., fairs this year. They are looking independent and report that the coming season looks better than any previous year. In the company are: Gladys Lee, Berneta Lilletta, Bill Williams, Lester Lilletta and Dwight Hansford.

At a recent meeting of the Watertown Inter-County Fair Association, Watertown, Wis., the following officers were elected: President, Herman Wertheimer, mayor of Watertown; vice-president, H. J. Grell; treasurer, Charles E. Frey; secretary, C. W. Harte. In addition to the fair to be held in September the association plans a big celebration for July 4.

Iola, Kan., has one of the largest county fairs in the State; in fact, Secretary F. S. Beattie says it is the largest. Last year there was an attendance of 18,000 on Thursday and 643 entries in the live stock classes. This fair always puts on an entertaining amusement program, and plans are being made to keep this year's fair up to the high standard that has been established.

Robert J. Bushell, secretary, treasurer and manager of the Kingston (Can.) Industrial Exhibition, writes that their 1921 exhibition eclipsed anything of the kind ever before held in Kingston. "For 1921," says Mr. Bushell, "we are looking onward and upward to greater developments. Already provisions have been made for a greater attendance than ever, and as the season advances greater possibilities are assured."

The fiftieth anniversary of the Hutchinson (Minn.) Fair will be celebrated this year with a big county home coming. "Our celebration has held forty-nine consecutive fairs," writes Secretary C. G. Engstrom, "during which time we have paid all prize, purse and premium awards in full, a record of which we are proud." There will be a night show this year, with fireworks two nights, racing, free acts midway and all the "trimmings."

Better exhibitions are to be sought and all gambling, fakes and fortune telling are to be banned at fairs in the Northern Ohio, Michigan and Indiana Fair Circuit, according to the action of delegates at the annual meeting of the circuit at Hecksville, O. Strong objection was made to running races and representatives of some fairs expressed their intention to eliminate this feature altogether. The 1923 circuit meeting will be held in Napoleon, O.

C. H. Tribby, secretary of the Mt. Pleasant, Ia., Fair, is a real booster, and he is coming out with the claim that Mt. Pleasant has the largest and best county fair in the State of Iowa. "There are three or four district and tri-State fairs that equal ours," says Mr. Tribby, "but we lead the county fairs, of which there are about 80." Secretary Tribby says the fair is going to be a record breaker this year. Some fine free attractions and music have been contracted for.

The Allegan County Fair, Allegan, Mich., has enjoyed a period of great success during the past few years. Nearly \$50,000 has been spent on grounds and new buildings. At the last annual meeting an additional tract was bought for building and parking purposes. Premiums, exhibits and attendances have more than doubled in the past five years. S. M.

(Continued on page 97)

WANTED, CARNIVAL COMPANIES

To Know That New Castle Fair Association

Will accept best percentage bid on FIVE RIDES for coming Fair,

OCTOBER 4, 5, 6 and 7

In 1920, our first Fair, we showed to 75,000. Have well plotted Midway.

Wire offer E. J. CONNERY, Fair Manager, NEW CASTLE, PA.

FIVE BIG WISCONSIN FAIRS

CHIPPEWA VALLEY CIRCUIT

August, Sept. 5-8; M. J. Wagner, Secy., Neillsville, Sept. 12-15; M. E. Wilding, Secy., Menomonee, Pt. 19-22; J. D. Miller, Secy., Durand, Sept. 26-29; C. A. Ingram, Secy-Mgr., Mondovi, Oct. 3-6; Dr. U. Luetscher, Secy., Independent. For circuit contracts, CHARLES A. INGRAM, Durand, Wis.

RIDES AND SHOWS WANTED

FOR THE BIG HANCOCK COUNTY FAIR

Carthage, Ill., Aug. 29th to Sept. 1st. ELLIS E. COX, Secretary.

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, care The Billboard, or 252 Fulton St., New York.

MERRY-GO-ROUND (TWO-ABREAST)

Brand new Spillman Machine. Plenty up-to-date Music. Open for engagements for Old Home Weeks, Celebrations, Fairs, etc. in New England, New Jersey, Eastern Pennsylvania, during June, July, October and November. ARTHUR WILBUR, Cambridge, N. Y.

BUSINESS OPPORTUNITY

When you see the big crowds around some stand this summer it is a CREMO PIE STAND. Then you will be sorry you did not accept our offer on page 160.

RINKS & SKATERS

What the Skating Game Needs

What DOES the skating game need? If there is anything wrong with it, what is it? And what is the remedy? From the discussion aroused by a recent item in these columns there evidently is something wrong with the game somewhere—either in the rink managers or the skaters themselves. It is not within the skating editor's province to say what he thinks the trouble is, but to record the opinions and ideas of the readers of these columns, hence anything appearing in this department is the expression of those sending in the material published, unless otherwise stated.

From a number of letters received in the past week or two several have been selected as being representative of the sentiment among speed skaters in regard to conditions in the game, and excerpts from them are presented herewith: Rollie Birckhimer, manager of Smith's Rink, Columbus, O., writes: "I have before me the note about the condition of the skating game and what can be done to bring about co-operation of the rink managers, etc. Now, I may be a little critical on this subject, but I have been in the skating game since 1905 and have managed Smith's Rink, with the exception of a couple of years, ever since that time, and on three different occasions I endeavored to organize a rink owners and managers' association, but it just seems that about 85 per cent of the managers and owners are content to let the business go along as it is. The attitude seems to be, if they get the business, all right, and if they don't they will close. So how in the world can a person get warmed up to an association with men who are not sufficiently interested to take a minute's time to answer one's letters.

"Several years ago we held an Ohio championship race and at that time I made up an entry blank and a letter and sent them out to rink managers of Ohio requesting a reply whether they intended to send any men to the meet or not. I suggested that the rink men throughout the State hold a week's elimination contest or a three-day elimination contest at their rink to decide the fastest man, and as a reward for his services defray his expenses to the meet, which I assure you would be a pretty cheap proposition as far as they were concerned and would give them a lot of publicity. But out of all the letters I wrote I received only about four replies. Again, on Feb. 1 of this year I sent 93 letters to rink managers in various sections of the country explaining that I was endeavoring to hook into their territory and would be glad to have a reply from them as to whether they could hook me. For all my efforts I received just fifteen replies, altho I stated in the letter that it would be a personal favor to me if they would give me a reply regardless of whether they could use me or not.

"What the skating game needs at this time, in my estimation, is a roller skating body affiliated with the A. A. U., so that it would be official, and this association could govern both racing and attractions, such as fancy skating, etc., and would be successful if the rink managers, or say 75 per cent of them, became members at a fee of from \$3 to \$5 a year, fees to be used for defraying postage, booking attractions, etc. The man elected president should be bonded and then use the funds as occasion requires, and for his services receive a reasonable commission, say five per cent, from every skater that he may book. Every act could list with the president and book thru him only, and all of the rink managers could look to the booking agent for their attractions instead of here, there and everywhere, as they do at the present time."

From Harry Henry, of the Palace Rink, Newark, N. J., the following: "I myself think something ought to be done in regard to sanctioned races. A set of rules should be drawn up each year and sent broadcast throughout the world. If this were done races would have to be run according to the rules. I have noticed that nearly every manager of a rink has his own rules for races and that nearly all races run off are 'championship' races. Now my opinion is that each year the names, photos, time of races, where record was made and who officiated should be published in this rule book. This seems to me to be the solution of the problem."

And this from E. S. Fries, formerly manager of the Stratford Rink, Rochester, N. Y.: "I have been reading with interest the letter

CARDBOARD ORGANS

FOR MERRY-GO-ROUNDS AND SKATING RINKS

Cylinder Organs transformed into Cardboard, with the Keyless System. In order to obtain the best results in workmanship, Now is the time to have your Organ overhauled. Cardboard Music for Key and Keyless Organs.

B. A. B. ORGAN CO.

340 WATER STREET, NEW YORK CITY

THERE IS BIG MONEY IN A ROLLER RINK. Properly managed and equipped with the BEST RINK SKATES. ASK US. Write us for booklet No. 6 on successful rink management. Chicago Roller Skate Company 4458 W. Lake St., CHICAGO, ILL.

WILL LEASE SKATING RINK AT LUNA PARK CHARLESTON, W. VA. No competition. Receipts 1921, summer season, \$12,000.00. Biggest and best rink in the State. Will also lease SWIMMING POOL, new and complete, with Bath House, Attractive proposition. Receipts 1921 around \$10,000.00. LUNA PARK AMUSEMENT CO., Charleston, West Virginia.

of W. A. Grace, in regard to the co-operation of the rink managers. Mr. Grace has the right idea. The rink men should be affiliated in a strong union, all working with the one object, that of benefiting the skating game. Until this time arrives the skating game will be as it long has been, merely breaking even and paying expenses in most cases. "I have talked with some of the biggest rink men in this country and they all, with a few exceptions, came to the same conclusion, the need of a body of men that can be relied upon to lay out plans, make rules, give ideas, and in fact, act as general managers of the skating rinks. This would put the rink business on the same basis as other legitimate businesses. With all the rinks joining in on this project, every manager being a member with a voice in the electing of the officers, an idea here and a suggestion there, everyone would derive some benefit from the organization. "My suggestion at this time would be for some large city rink, centrally located, to call a meeting of rink managers throughout the country. Let them spend a week together, discuss the management of rinks, the best way out of the ruts, what are the cheapest sets of the most profitable attractions, and other problems that confront the rink men. Let them nominate and elect officers, draw up rules and by-laws for the members, enroll all the rink managers and owners and stick together. The ex-

pense would be a mere trifle alongside of the benefit that would be forthcoming. "Just for the simple reason that others have tried this and failed is no reason for dropping the idea forever. Someone is bound to make a success of the idea some day." NEW RINK FOR ELGIN, ILL. Elgin, Ill., has a new roller skating rink under the management of the Ottawa Rink Co. R. M. Knittle is the local manager in charge. The rink opened several weeks ago at Armory Hall and is reported to be doing a good business. It is equipped with Richardson ball-bearing skates. There has been no rink in Elgin for several years and there seems to be a genuine revival of interest in the game. Mr. Knittle says he expects to remain at the rink until April 1, when he will move to Rex Pavilion on the outskirts of Elgin, to remain all summer. RIVERVIEW BIDS \$500 FOR MEET The following communication was received from Rocky Wolfe, secretary-treasurer of the National League of Roller Skaters, Chicago, too late to include in the skating news of the March 11 issue: "I, M. Seitz, manager of the Riverview Roller Rink, Chicago, has turned in a bid for a six-day championship roller meet to be held at his rink. His bid for same is \$500 and dates for the races are April 3 to 9, inclusive. The (Continued on page 163)

THIRD SEASON FOR HARRELL

Flying Circus To Open Soon

A real surprise is promised in Sam Harrell's Flying Circus which will soon open its third year of exhibition work. Last season alone thirty-three plane-to-plane changes and seventy-two auto-to-plane changes were made by this circus on circular tracks. Night flying with illuminated planes and the introduction of several novelties in nocturnal flights, introducing the acrobatic work of Grantland Irving in connection with the flying of Sam Harrell and Orville Maron as well as the demure little Evelyn Glenn, promise to give the necessary thrills to the fair crowds. From the introduction of the personnel to those in the grand stand to the alighting on terra firma of the parachute jumpers, the program is said to be snappy and full of breath-catching thrills. Sam Harrell has completely reorganized the circus, complete new equipment has been purchased, the pilots have had two months' of hard acrobatic rehearsal with their acrobats and special work has been done on night flying. F. E. Young (Not Inc.), of Memphis, Tenn., will again handle the "circus" bookings.

AERIAL PROGRAM POSTPONED

Washington, March 8.—The airplane races, parachute exhibitions, a chase of balloons by pursuit planes and a forced landing will be part of the exercises in connection with an inspection of the aviation station by the commanding general of the local district on Friday. First on the program will be the forced landing exhibition. A ten-foot hurdle will be placed at one end of the field, plainly marked off on the flying field, its dimensions being 100x500 feet, representing a small field with obstacles hindering approach. Planes will land over the hurdle with dead engine, using as little of the field as possible in landing. The race will be for De Havilland 4-B planes with liberty motors. They will take off on signal of starter and circle the course to be marked by navy yard wireless tower and the Washington steel and ordnance plant stacks. The race will include five turns of the course. The planes will finish in a line to be opposite the spectators' stand. At the finish the planes will land singly and pilots will endeavor to bring the planes to a stop in a previously marked circle. The exhibition of the standard air service parachute will be held at 3 o'clock when a dummy will be thrown from a plane at 2,000 feet altitude with the parachute attached. The balloon chase will start when three small meteorological balloons are released at one-minute intervals. At 3:10 o'clock pilots in three pursuit planes flying in exhibition formation destroy them. The final number on the program will be a pursuit formation and acrobatics with three S. B.-3 pursuit planes flying in exhibition formation, illustrating methods of diving at the enemy without losing formation, maneuvering by leader's signal, recovery of formation after "dog fight" and other battle moves. The program was postponed from last Friday on account of the inclement weather. The circus is a part of the monthly "aerial review" series being given at the aviation station and the forthcoming one will be the second of the series. Spectators at the last review witnessed the bombing of a village and other aerial stunts, but the show Friday is expected to surpass even the previous exhibition.

FAIR NOTES (Continued from page 96) Sequist, secretary, states that the best attractions will be engaged this year and purses will be increased. That rain insurance is of general interest is being attested by the letters from secretaries who read in a recent issue of the experience of J. W. Fleming, manager of the Savannah Tri-State Fair, Savannah, Ga. Would it not seem the part of wisdom for the insurance companies which are looking for the business of the fairs to endeavor to prevent controversies arising over policies? Contracts, it would seem, could be made out in terms that could not be misconstrued or given a doubtful meaning. UPPER SANDUSKY FAIR Secretary Ira T. Matteson writes that the Wyandot County Fair, Upper Sandusky, O., this year will be the biggest and best ever held. There is a new race track, new grandstand and six other new buildings, and it is the plan of the management to build three more large buildings this year. This will give them one of the best fair plants in the State. Look thru the Letter List in this issue.

EXHIBITIONAL AVIATION BALLOON ASCENSIONS AND PARACHUTE DROPS

MARK M. CAMPBELL Building New Equipment for 1922—Gladys Roy Engaged for Stunt Work

Mark M. Campbell is putting in strenuous hours at the Crawford Airplane Company in Venice, Cal., building some new equipment for the coming season, which he anticipates will be even more successful than preceding ones. Daredevil Campbell is a well-trained set of aerial artists and pilots, and in submitting his program, of which space will not permit a detailed description, he says without hesitation that the stunts have never been performed any place in the United States by anyone but himself. Campbell has engaged Gladys Roy, of Minneapolis, Minn., and when it comes to nerve this feminine air trickster has no equal, he says. Miss Roy, whose age is given as 17 years, made her first parachute jump in August, 1921. Campbell is said to be able to walk like a cat all over the wings of the airplane, balance himself on the top, hang by his knees from the undercarriage and similar gaspish evolutions. J. Alex Sloan is booking the "circus."

LILLIAN BOYER Booked as Leading Feature of Minnesota State Fair

Lillian Boyer has been booked as the leading free attraction of the coming Minnesota State Fair, to be held in Hamline, Minn., September 2 to 9. Miss Boyer will pass from a speeding automobile to a low-flying plane each afternoon in front of the grand stand. She also will hang by one foot from the rope ladder clinging from the plane and throw herself into midair from the top of the ship hanging to a rope by her teeth. A dozen big circus acts were engaged for the afternoon and evening program. Al Sweet's singing band will play the entire week. The Warham Shows, presenting an entirely new combination of attractions, will play the midway. The entire entertainment program will cost the fair more than \$50,000. An invitation is to be tendered to Vice-President Calvin Coolidge to come to the fair to spend some day of the fair to be selected by himself.

CLAIRE LaBELLE SIGNS WITH FLYING CIRCUS

Detroit, March 9.—Claire LaBelle, aviatrix of this city, is sold on The Billboard as an advertising medium. Desiring to connect with a flying circus for the coming season, she announced the fact thru "Old Billyboy" in the issue of February 11, under the classified section of "Fairs and Fairs," advising that she was an experienced wing walker, could loop-the-loop from the top wing, hang from a rope ladder and do all sorts of aerial thrills. After the issue was out the letters began to pour in from all parts of the United States, with the result that she secured a fine contract with an aggregation of flyers that opens April 1 for an engagement playing Southern cities along the gulf prior to the regular fair season. Quoting Miss LaBelle: "Advertising in The Billboard pulls like a porous plaster."

RICHARDSON SKATES THE FIRST BEST SKATE, THE BEST SKATE TODAY. In any business it is superior equipment which ensures profits and in the rink business it is Richardson Skates which earn real profits. WRITE FOR CATALOG TODAY. Richardson Ball Bearing Skate Co. 1809 Belmont Ave., CHICAGO

TENTS KATS KAT HOODS KAT TABLES PARACHUTES-BALLOONS NEW 70-FT. BALLOON—3 USED PARACHUTES. Price Right—Quick Sale. NORTHWESTERN BALLOON & TENT CO. W. F. McGUIRE, Manager. Phone: Diversey 3880. 1635 Fullerton Avenue, Chicago. PARACHUTES for aviators and exhibition jumpers, all sizes in stock; Established in 1903. also full line of Balloons, Rope Ladders, Inflators, etc. THOMPSON BROS. BALLOON CO., Aurora, Ill.

PARKS, PIERS AND BEACHES

THEIR AMUSEMENTS AND PRIVILEGES WITH ITEMS OF INTEREST TO MUSICIANS

HOW THE WHIRLIGIGS FOLLOWED THE FOOTPRINTS

In Public Parks—Old "Keep Off the Grass" Idea Has Been Superseded by the Gospel of Wholesome Amusement

By ELWOOD SALSBUURY

"Keep off the grass!" For 50 years that ominous warning shut out all that was good in the public park with terrific finality.

And then one day the discovery of footprints beyond the deadline on the grassy green upset all tradition and opened the way for the invasion of the amusement park device.

Almost actually a high collared park commissioner espied the imprint of the proletariat brogan on the forbidden side of the "keep off" sign and while he figuratively stood in speechless amazement it happened—the promoter and device builder pressed into the hallowed ground with banners of victory flying from their whirligigs.

And it's quite a story because there has been more or less here and for betimes as to just what the public park was all about anyway.

The Green was pretty well defined in the olden days as a place for meeting, or gossip, or dancing 'round about as the spirit moved the community. But in the mid-Victorian period of American life it had become the city park, or the public park. If you please, landscaped and shut off in solitary grandeur like the ghostly old parlors with their waxes wreaths, horse-hair sofas and faded ancestral pictures in the shadows of the darkened interiors.

Landscaping was always the main idea. Walks and drives, trees, shrubs, flowers and artificial lakes were so disposed about the place that the meandering publican was forever trying to get into the picture and eternally being

kept his distance. Really to actually trespass was too bold and fantastic an idea for even the most hair-brained visionary, and if it should have happened he would have been run ragged into oblivion by the park cops. Thus the complete unapproachableness of the oldtime public park.

And yet, no matter what its magnificence or magnitude, towering above and beyond the city park and its tremendous landscape tradition was its governing body—the Park Board.

There may have been some historical controversies regarding the gentleness of kings and the powers of the Throne, but never in all time did a native dare question the wisdom or judgment of the old type park commissioner. He may have been an individual or again he may have been a board. All the same. His job was oftentimes hereditary, sometimes a concession to the social elite, or perhaps arose from a family gift of surplus acreage to the community, but always the job was an absolute monarchy. His metier was to keep in a low visibility, add a few more acres of landscape gardening to what they already had, and keep the hot polloi out until he was ready to pass the job on to his successor and so on ad infinitum.

And then one day came the good old Scotch pastime of golf. And there was no lot big enough to set up this ancient and honorable old diversion other than the city parks, and none but those that had toured about a bit knew how to manipulate the game, y'know, and they

slipped the golf courses into the public parks, musing up the green grass n'everything. And then footprints showed up and more footprints. The kids from the back yards set up a bowl for equal rights and baseball diamonds, and got them. And right there began the humanizing of the parks. The mothers with the kids and sweet daddy with the lunch basket began to walk right boldly on the grassy lawns and throw tin cans, catsup bottles and Sunday editions all over the scenery. This was too much for the ancient park commissioner, individually and collectively, and with his hands above his head in a pose of holy horror he faded from the picture. The younger, newer commissioner of modern tendencies appeared and dominates the scene today.

Community life needs amusement, good wholesome recreation. It is the claim of the modern—and the modern controls. There are many pastimes which have more or less of a general appeal. The most important thing in the private amusement park business today is what might at first be considered a side issue—provide parking space for automobiles. The automobile as a pastime thus ties itself into the general amusement park scheme. And newly important is the Tourist Camp for automobile parties traveling thru the country. It's a place to park the car, pitch the tent and cook the evening meal. They dance and do the amusements and sometimes stay about a couple of days. A dozen of the big park fellows about the country are already on the job with these camps.

Dancing is probably our most extensive park pastime. It is staple in practically all communities and amusement parks. Broadly speaking, have had a monopoly of this business during the summer season. During the past few years, however, numerous American cities have introduced the municipal dance hall in the public park. Prices are a bit lower than the average amusement park pavilion.

Cleveland was the pioneer with its three-cent-per-dance pavilion an incident of the Mayor Tom L. Johnson period, and it still thrives in the various parks in that city. Hartford, Conn., offered the open-air dance floor in Colt's Park at a nominal price per dance. It is an exceedingly popular institution which has attracted wide-spread attention. And the invasion has moved steadily forward. Pittsburg followed New York City and Brooklyn with carousels in the public parks. Chicago, Minneapolis, Ft. Wayne and a number of other cities fell into line with amusement devices in parks and on city piers. The most con-

siderable example in this advancing movement is Pleasure Beach, Bridgeport, Conn. This is an island park containing about 40 acres, lying in the harbor, directly in front of the business portion of the city, and owned by the city. It was leased from the park board by a private corporation for a term of years. A modern amusement park costing nearly one million dollars was erected thereon. The action of the park board was enthusiastically endorsed by the citizens.

And now comes Toronto with its Sunnyside Park. This beautiful area stretches along the water front in the finest section of the city. Millions have been spent in improving its natural advantages. It has bathing beach, pavilions, restaurants, yacht club, concrete drives and right smack in with the high-brow stuff comes the amusement park devices—old mill, carousels and the like. Good, wholesome amusements in an appropriate setting. Of course it is the Advancing Movement, but at that it took some courage to pioneer the thing and luckily the boss up there is a young fellow who has both vision and nerve—a rare combination.

The modern amusement park is distinctively an American institution. Some persons profess to find traces of the modern devices in primitive pastimes. In any event there has been a slow evolution in the production of devices, and likewise there have been periods of changes in the parks. Most of the older parks have natural locations, settling down like cities and towns on the map, in strategic spots—waterfronts, lakes, picnic groves and on the four corners of the holiday drift. Most of these parks have hung on and grown stronger and there are a lot of millionaires with their families riding along with them.

After the Pan-American Exposition the exposition type park sprung up with a lot of theaters and a few rides. Some of these parks made a live of it when they cut out their theaters and built more rides. Those that stuck to the theaters were sunk. There still may be controversial angles about the "free" park and the "pay" gate, the "pay-as-you-enter" and the "pay-as-you-leave," but everyone is agreed on the "ride" park. In it is the circus, the sermon, and the object lesson of successful amusement park operation. The carousel is the same old story, somewhat elaborated at times. The old mill is a bit more attractive and a little more exciting. The aeroplane cars have revived the circle swing. The scrambler and whirlpool are growing into staple attractions. Mangel gave the business a genuine novelty and a consistent earner in the whip. The dog'em is regarded as one of the best of the newer rides and a device with a future. But for maximum earning capacity and entertainment the roller coaster leads, and the modern coaster is the creation of one man—John A. Miller, of Homewood, Ill.

Miller spent twenty years of close application in developing the present-day ride. He crossbred the old scenic railway with the figure eight, and has kept the family of shallow dips and deep dips, almsuosity and versatility, winding and climbing in creations of greater magnitude each succeeding year. Today none other even approaches Miller's virtuosity in the roller coaster art, and indeed this might be extended to the practical setting and operation of most

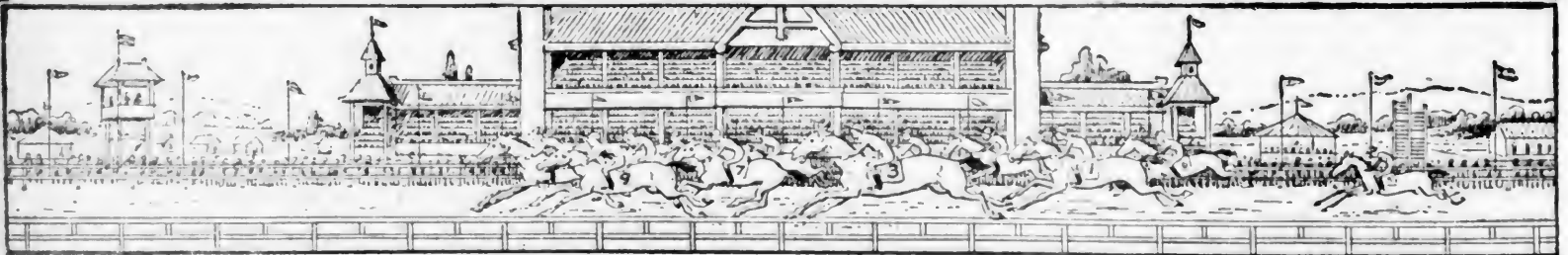
(Continued on page 99)

KENTUCKY DERBY

INTERNATIONAL YACHT RACE

MOVIE CONTEST

Beware of Infringements and Imitators



TO OUR OLD CUSTOMERS

We have perfected a mechanical arrangement whereby we can convert your Derby or Yacht Race into a "Movie Contest" for a nominal price. With this mechanism installed in your machine you will have two machines in one, and can within a short time change the "Movie Contest" into a Derby or Yacht Race, or vice versa.

1922 PRICES

Kentucky Derby, 12 Units, complete.....	\$1,900.00
International Yacht Race, 12 Units, complete.....	1,800.00
Movie Contest, 12 Units, complete.....	1,700.00

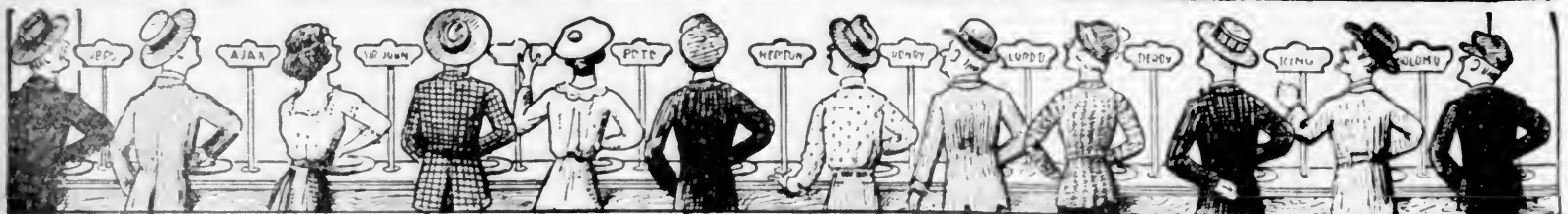
Terms to Responsible Parties.

NOTICE TO SHOWMEN

Each and every one of our devices are counter controlled and fully protected and covered by our exclusive "make and break" mechanism, therefore,

"DO NOT BE BLUFFED"
by our competitors.

Our machines are the only devices on the market having a decision from the Appellate Division of the Supreme Court of the State of New York, holding same to be games of skill, which decision has been respected in every State in the Union.



KENTUCKY DERBY CO., Inc.

108 JOHN STREET,

NEW YORK CITY

PEREY TURNSTILES

FASTER THAN A TICKET SELLER—IT REGISTERS EVERY ADMISSION



A FEW PROMINENT PARKS OPERATING OUR MACHINES:

RIVERVIEW PARK, Chicago.	LUNA PARK, Coney Island, N. Y.
KRUG PARK, Omaha, Neb.	STEEPLECHASE PARK, Coney Island, N. Y.
RAMONA PARK, Grand Rapids, Mich.	PLEASURE BEACH PARK, Bridgeport, Conn.
LIBERTY HEIGHTS PARK, Baltimore, Md.	DOMINION PARK, Montreal, Canada.

PEREY TURNSTILES CONFORM IN EVERY WAY WITH GOVERNMENT REGULATIONS
Send for Pamphlet "AN APPEAL FOR SITUATION"



Every Dollar Reaches Your Safe

PEREY MANUFACTURING CO., 30 CHURCH ST. Hudson Terminal Bldg. N.Y. City

THE VALUE

of dependable power is most appreciated when the old engine breaks down under the strain of capacity business. Let us tell you about

The Eli Power Unit

a reliable engine for any riding device.

Eli Bridge Company

Builders of BIG ELI Wheels for 22 Consecutive Years.

800 CASE AVE. JACKSONVILLE, ILL.

GALVESTON'S PARKS

Beginning To Liven Up for the 1922 Season

There will be no lack of amusement and entertainment in Galveston during the season of 1922. Already the outdoor resorts are showing signs of activity and soon they will be in full swing.

Galveston's chief summer amusement enterprises will be under the following managements for the 1922 season:

Joyland Park, J. E. Stratford, manager; Crystal Palace, G. K. Jorgensen, manager; Arcade, C. E. Barfield, manager; Crystal Park and Mountain Speedway, Orderly Ingersoll, manager; Galveston Beach Association, Willott L. Roe, manager.

Len Jones, secretary and treasurer of the company owning Joyland Park, reports that everything in the park did exceedingly well last year. The \$50,000 Kentucky Derby owned by C. E. Barfield had a very good season, and the other rides—Dodgem, Ferris wheel, merry-go-round, etc.; also got their fair share of business. The dance hall, known as the "Garden of Tokio," is one of the park's biggest features. During the winter it is open three nights a week, but beginning April 1 it will open nightly, continuing until Labor Day. There is considerable bathing at the beach now, and the number of bathers is increasing daily. Everything points to a very satisfactory season in 1922.

GAME MEN!

Dull Times Demand a Good Game at a Low Price—so good that it will get whatever money is going—so low-priced that it will pay for itself in the dulllest year.

AT LAST! A GAME OF SCIENCE AND SKILL FOR 12 PLAYERS,

into which have been worked most of the good points which have made the Old Chance Wheel such a success. Just think of it—

- One person can play alone, permitting play during all the dull hours when other skill games are idle.
- One person can play 1, 2 or 3 numbers at a time, as on the old wheel. A great help in filling up your counter.
- Prizes of different values can be given for a full game, as on the wheel—enabling display of splendid prizes for a single game instead of for two or three games.
- A person without skill can win frequently, so that strangers, beginners and duffers have a real chance against the "shark."

Did you ever before hear of any one of those four great advantages in any game of skill for 12 players? Yet we have combined them all into one game, with all the interest and beauty of a game of skill.

All game men know that the "shark" is killing the game of skill. The unskilled players do not get enough of the prizes. The novelty has passed, and the crowd sees no fun in losing all the time. This serious defect has now been overcome, and almost as wide a distribution of prizes obtained as on the old wheel. Let us tell you how.

And the Game Costs But One-Half to Two-Thirds as Much as Other Skill Games.

Have you located yet? We can help you. Have letters from parks all over country offering Concessions.

CAHILL BROTHERS

517-519 West 45th St., New York City

The Ansterburg

Park High Striker No. 3 is over 30 feet high. One-Piece Track Machine. Price \$65.00. The No. 4, 25 feet, 4 sections standard one-piece track, \$35.00. No. 2, 25 feet high, two sections standard, \$45.00.

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

SOUVENIR GOODS

For Summer and Winter Resorts

Burnt Leather Goods, Indian Novelties, Aluminum Novelties, Sweet Grass Baskets, Glass Novelties, Genuine Alligator Goods for Florida resorts.

ROSENTHAL & STARK,

12 East 12th Street, NEW YORK CITY.

BERGER AND BUCKLEN

LEASE BONNIE BRAE PARK

Louis J. Berger advises that he and Oliver V. Bucklen have leased Bonnie Brae Park at Phoenixville, Pa., near Philadelphia, and will endeavor to make it one of the finest picnic and amusement resorts in the East.

HOW THE WHIRLIGIGS FOLLOWED THE FOOTPRINTS

(Continued from page 98)

of the devices comprehended in the customary park layout.

Some fifteen years ago it was thought that the country was pretty well built up with amusement parks. Since that time the capital investment in amusement resorts must have doubled or tripled. And new ones are being built every year. The operating end has developed into a merchandizing proposition pure and simple. Amusements are cleaner and better and operated in the main by high-class men. There is no reason why a proper selection of devices should not rapidly be introduced into the public park, and the interesting thing about it all is that it is being done. Let fun follow the footprints.

HANOVER PARK

THE BEAUTY SPOT OF CONNECTICUT

Has a few Concessions to let. Address HENRY ROSENTHAL, Mgr. Hanover Park, Meriden, Conn.

WANTED CAROLINA BEACH

Wilmington, North Carolina.

Rides, Park Amusements, Devices, all kinds. No gambling devices allowed. Liberal Terms. Long Leases. For full information, write MANAGER, Box 1188, Wilmington, N. C.

TWO OF THE BEST MONEY GETTERS IN THE ARCADE.

Happy Home and Future Date of Your Marriage Fortune Machine and Wizard Home Fortune Machine. Both machines have lenses at windows, which makes the readings and interior very attractive. As there is no stock to buy it is all profit. Price, \$30 each; \$10 with order, balance C. O. D. A. KARST & SONS, 3422 N. Front St., Philadelphia, Pa.

A GOOD DRINK

Make it yourself in a minute with Geiger's Orange-ola. Delicious, refreshing and healthful. Just the thing for parties, entertainments, bazaars, fairs, picnics, etc. Over four cents profit on every glass if you sell it. Send dime for package which makes a gallon. 12 packages, postpaid, \$1. Money back if not pleased. GEIGER CO., 1338 S. Troy E. St., Chicago, Illinois.

BAND ORGAN FOR SALE

PRICE \$100.00

A-1 condition. Write B. E. MILLER, Mgr. Shady Grove Park, Conneville, Pa.

SAY "I SAW IT IN THE BILLBOARD."



ELWOOD SALSURY

MILLER & BAKER

Amusement Park Engineers, Designers and Builders of Amusement Parks

High-Grade Mechanical Devices and MILLER Patented Roller Coasters, Old Mills, Old Mill Chutes and Fun Houses, etc.

719 LIBERTY BUILDING, BRIDGEPORT, CONN.

GOLDEN CITY AMUSEMENT PARK

CANARSIE SHORE (BROOKLYN, N. Y.)

FORTY MINUTES FROM TIMES SQUARE, AND ONLY 5c FARE.

R. R. T. Railroad Reports show that there were from 50 to 70 thousand people in our park every Sunday last season. Our prospects are for much greater increase for this season. HAVE CHOICE LOCATION for first-class SHOOTING GALLERY. Will create suitable space for Virginia Reel and Dance Hall. It will be open the third Sunday in March, and every Sunday thereafter until our regular season, which opens May 15 for seven days a week. Address all mail to GOLDEN CITY PARK, Brooklyn, New York.

1922—HIGH STRIKERS—1922—Order Early

Our VERY LATEST THREE-IN-ONE for 1922. Nearly ALL STEEL, a very heavy "HI STRIKER," about 700 lbs. Six Mauls in this outfit. Orders taken until March 15 at \$325.00. 25% with order. Other Strikers at \$35, \$48.50, \$95, and our Famous DOUBLE HI STRIKER at \$120.00. Our Catalogue also tells about the following new Games we will have out for 1922. Send stamp for Catalogue NOW and GET ready EARLY. Tap "String Games," Single and Double Deck, Novelty Base Ball Games, MooreMade 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, Novelties, Whips.

Get all ready now for 1922. Address MOORE BROS., Manufacturers, Lapeer, Michigan.

THIS WILL BE THE BIG MONEY YEAR

PEORIA PARK PLANNED

Amusement Resort To Be Built on Grounds of National Implement and Vehicle Show

Peoria, Ill., is to have a large amusement park, including various riding devices, a riding academy and a swimming pool, to cost between \$30,000 and \$35,000 and to be erected on the National Implement and Vehicle show grounds. A contract for the use of the fair grounds and some of the exhibition buildings has been signed by L. C. Beckwith, amusement park promoter; R. A. Schoenfeld, president, and George Emory, secretary, of the board of directors of the fair association.

The first move in the enterprise will be the formation of an operating company, to be composed of Peoria business and professional men. With the election of a board of directors work will be started immediately so that the park will be ready for opening about May 1. The amusement park will be operated throughout the summer and will be closed on Labor Day, just before the National Implement and Vehicle Show association fair begins, so there will be no conflict of arrangements.

SIXTH SEASON LUNA FROLIC

The living quality of the money-making power of the Frolic, the 24-passenger, 45-foot diameter riding device made by the R. S. USSell Corporation, is getting more and more appreciated. Carnival midways and parks are learning this as season follows season and the Frolic piles up its annual big league hitting averages.

Mr. USSell points with justifiable pride to the record of the Frolic at Luna Park, Coney Island, which will soon be doing 1922 service at this New York park. It was installed in May, 1917, under a three-year concession contract. It delivered the bacon in 1917, 1918 and 1919. Luna wanted it to remain when the lease expired, just because of its excellent earning record. So it operated on a one-year lease through the season of 1920. Last year Luna, after checking up its steady earnings, awarded it a 1921 contract. Before Christmas, last, Luna again renewed the lease for the coming 1922 season. This record has been achieved in only a medium location.

On top of all this it must be noted that this is the second time a Frolic has been in Luna Park. A 36-passenger Frolic had prospered there during 1911, 1912 and 1913, until it had to be removed when the lake, over which it was erected on a platform, was changed to make some underground work for the Honeymoon Express possible, and with which the foundations would have interfered.

TRAVER BUYS PATENTS ON "JOYPLANE" RIDE

Beaver Falls, Pa., March 7.—The Traver Engineering Co. announces that it has just purchased all the patents on the "Joyplane" ride operated last year at Riverview Park, Chicago and Cedar Point, Sandusky, O., from the patentee, John A. Fisher. This ride consists of a circular track, with deep dips and cars which revolve around the center over the dips at high speed. The ride was first built at Cedar Point three years ago, and the receipts have averaged more than \$12,000 a year for the three seasons. The "Joyplane" at Riverview Park was built last season and while not completed until June it grossed over \$16,000 in twelve weeks.

The Traver Engineering Co. intends to build the ride both stationary and portable. It will be redesigned by Harry G. Traver, with all-steel construction, and promises to become one of the leading thrillers for next season. Only a few "Joyplanes" will be built for the coming season. One of these will be on the Johnny J. Jones Exposition and another on the Wortham World's Greatest Shows. Two will also be operated in important parks.

CONEY SPRUCING UP

A visit to Coney Island, New York, just now shows that popular resort very much alive and quite busy sprucing up for the season soon to open. Many of the stands are running and there is much traffic on the main streets. During the past two Sundays something like 50,000 people visited Coney.

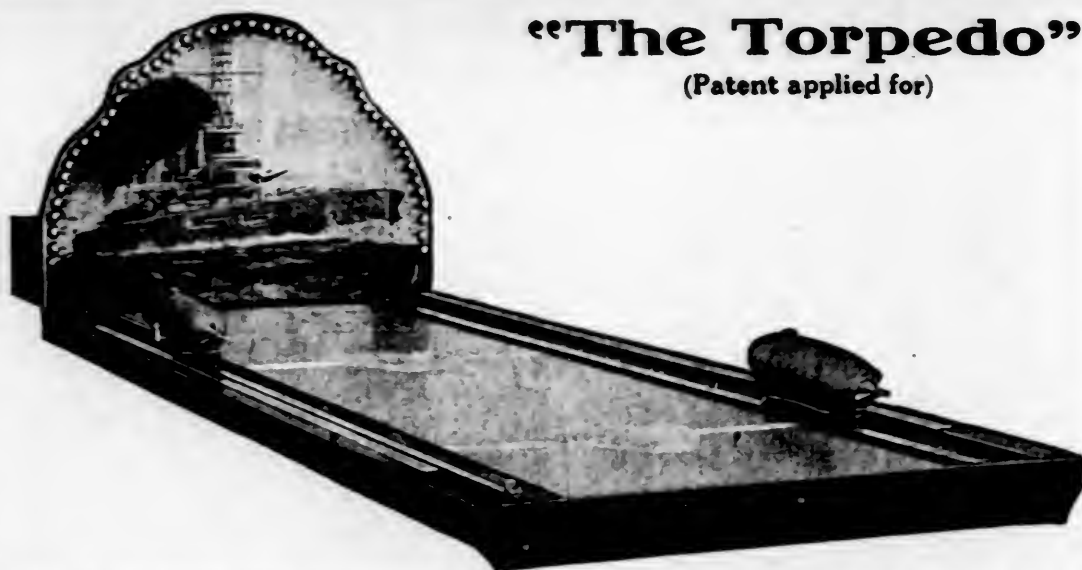
All of the skee-ball alleys are open, both on Surf avenue and the Bowery. Great headway is being made on the boardwalk, also the new extension of the municipal baths. Every attraction and concession on the island is being improved. Steeplechase Pier is open to the public and has been attracting hundreds of fishermen.

THE CONY RACE

Last season a new game was introduced at Rockaway Beach by the Faber Bros. It showed remarkable money-making possibilities and was christened the Cony Race. Since last season it has developed so rapidly that the Faber Bros. have located in the Chester-Pollard Company's demonstrating room at 1416 Broadway, New York.

Nat L. Faber is enthusiastic over the possibilities of the game and says he can show figures as to the gross receipts at Coney Island and Rockaway Beach last season that will be very interesting to concessioners.

The Faber Bros. are operating this season three Cony Racers, two Chester-Pollard jazz band balloon racers and two auto speedways, and they are very optimistic over the outlook.



"The Torpedo"

(Patent applied for)

ONE of the fastest, most attractive and finely finished devices on the market, suitable for all places and occasions. A game of skill that can be worked in hundreds of different ways. It is equipped with two torpedoes, traveling on track with electric contact on 40 electric lights, 20 on each side—really two games in one. The contacts are graduated to make any percentage desired. Carriages and metal parts nickel-plated and highly polished. The game has an excellent appearance and without doubt is one of the most appealing games on the market. The workmanship and finish is thorough in every detail.

Will Take the Place of Wheel in Closed Territory

IT is 7 ft. long, 2 1/4 ft. wide, and weighs 70 lbs. If necessary, percentage can easily be changed to meet your particular problem. Manufactured and sold by the Advance Whip and Novelty Co., under license from Charles Glinger of Riverside Park, the inventor.

ADVANCE WHIP & NOVELTY CO.

Manufacturers of

Wheels, Games, Toy Whips, Etc.

287 Elm Street,

Westfield, Mass.

Game can be seen at

FAIR TRADING CO.

FAIR & CARNIVAL SUPPLY CO.

M. L. KAHN & CO.

133 Fifth Ave., New York, N. Y.

126 Fifth Ave., New York, N. Y.

1014 Arch St., Philadelphia, Pa.

CONCESSIONS OPEN AT EXPOSITION PARK

EVANSVILLE, IND.

SIX MONTHS' SEASON. PARK LOCATED IN HEART OF CITY. CAR LINES PASS ENTRANCE. DRAWING POPULATION, 200,000. 40,000 WITHIN WALKING DISTANCE.

Only amusement resort within distance over a hundred miles. Legitimate Concessions, Shows and Rides. Want to hear from Concessionaires with new game ideas, and up-to-date Rides and Shows, especially builders having something novel, unique. Let us know what you have.

Riverview Park, Elyria, Ohio

A few choice locations open for high class concession men. Also up-to-date Rides and Games wanted.

MANAGER, BOX 187, ELYRIA, OHIO

AMUSEMENT DEVICES

DREAMLAND SWINGS Best Swings embracing the latest ideas in construction, including Roller Bearings.
MINIATURE RAILWAYS Gasoline Locomotive and Roller-Bearing Cars will bring back the old popularity.
MONKEY-LAND Electrically operated with Climbing Monkeys. The last word in skill games.
AMUSEMENT DEVICE COMPANY, 434 E. Court St., Cincinnati, Ohio

FOR SALE A RIDE CALLED "THE FLIRT"

located at Savin Rock, West Haven, Conn. Absolutely new on the market. It has a revolving floor, with eight (8) round cars, seating from 4 to 6 persons a car. The latest seasonal ride built. The best repeating ride of all. It's all set up, with a fine looking building, all ready to run. Cost me \$12,000. I will sell it at \$7,000. The reason for selling it is that it is out of my line of business and I have other business to attend to. Write at once if you are interested to A. N. HYDER, 377 Hampshire St., Lawrence, Mass.

NEW PARK

To Be Established at Muncie, Ind.

Muncie, Ind., the third largest traction center in the world, is to have a \$200,000 amusement park, it is announced. The project has been launched by the Lane Gardens Co., and it is stated that the good-will of the Chamber of Commerce and the street railway has been secured.

The park will be located a mile and a quarter from the heart of the city on a 107-acre tract of the highest land around Muncie. Street car lines will be run into the grounds, and excellent service is promised. The Muncie Baseball Club is planning to locate their grounds at the park.

It is announced that the buildings will be of white stucco, trimmed in green. There will be a dance hall 100x80 feet, and fifteen other buildings. Work is expected to be well under way by April 1, and will be completed about the middle of May.

NORTH TERRE HAUTE TO HAVE AMUSEMENT PARK

Terre Haute, Ind., March 7.—The Elm Grove Amusement Co. will operate an amusement park in North Terre Haute, according to articles of incorporation filed in the recorder's office here. Picnic grounds, bathing beaches and amusements will be included. The company, with a capital stock of \$10,000, was formed by Louis and Kate Schaumburger and Harold E. Claybaugh, all of North Terre Haute.

ROCKVILLE AMUSEMENT PARK, Rockville, Conn.

ANNOUNCES OPENING DATE, APRIL 23, 1922

Less than TEN Minutes' walk from all Trolley Connections. Now contracting for Pony Track, Frolic, Miniature Railway, Rifle Range, Stock Show and all High-Grade Amusements. Several choice concessions still open—those contracting have first option to add to their holdings of similar kind and character. A garden spot in the valley of the Connecticut, within short ride of Hartford, Stafford Springs and other cities close by. A ten-mile radius drawing to a population of over 500,000. Free Gate. Seven Days. Address all applications to COMMUNITY AMUSEMENTS, Wm. Bremerman, General Director. Suite No. 2, New York Theatre Building, 44th-45th Streets, Broadway, Phone Bryant 1425, New York City.

THE BALLOON RACER

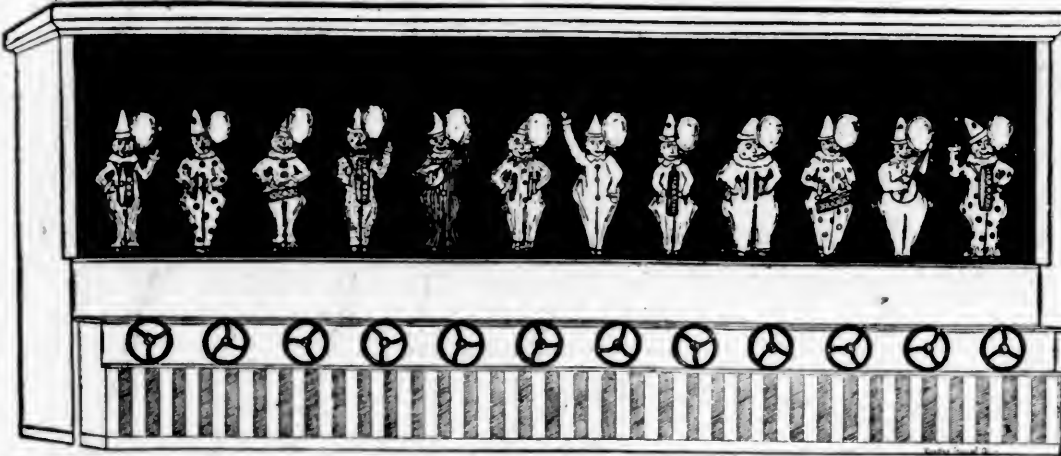
PATENTED

We are the only Company or Individual that can advertise PATENTED or show you PATENTS covering all Balloon Breaking Games.

THIS SEASON'S ORDERS and INQUIRIES so far have proved that our estimate of

ONE HUNDRED

BALLOON RACERS will be in operation this season. **SOLD**—Luna Park and four at Coney Island, N. Y.; four at Rockaway, N. Y.; Starlight Park, N. Y. City; South Beach, N. Y.; Canarsie, N. Y.; Long Beach, L. I.; Syracuse, N. Y.; Buffalo, N. Y.; two at Baltimore, Md.; two at Detroit, Mich.; Springfield, Mass.; Worcester, Mass.; Rocky Point, R. I.; Oakland Beach, R. I.; Savin Rock, Conn.; Salem, N. H.; three at Asbury Park, N. J.; two at Atlantic City, N. J.; three at Wildwood, N. J.; Trenton, N. J.; Keansburg, N. J.; Columbus, O.; Chester Park, Cincinnati, O.; New Orleans, La.; Philadelphia, Pa.; Reading, Pa.; Allentown, Pa.; Mahanoy City, Pa.; Los Angeles, Cal.; Ocean Beach, Cal.; Sacramento, Cal.; two at Toronto, Ont.; Crystal Beach, Ont.; Erie Beach, Ont.; Burlington Beach, Ont.; Wabasso, Ont., etc., etc.



The 1922 Model Balloon Racer combines all the "money-getting" capabilities of our last season's game plus the JAZZ BAND. It's a scream and a wonderful BALLY-HOO.

THE RIGHT PUNCH

IT PROVED A "LIFE SAVER" FOR 42 CONCESSIONAIRES LAST SEASON. EIGHT GAMES GROSSED OVER \$20,000.00 EACH LAST SEASON. RECORD, F. C. MOKE, ROCKAWAY, N. Y., GROSSED \$28,270.00. GAME O. K. 100%.

AT THE RIGHT PRICE

\$350.00 Cheaper than any advertised twelve-wheel game-of-skill on the market. MECHANICALLY PERFECT. ABSOLUTELY NOTHING TO GET OUT OF ORDER. CAN BE INSTALLED IN A FEW HOURS AT VERY LITTLE EXPENSE. PRICE O. K. \$1,650.00 F. O. B. New York.

SEND FOR CATALOGUE — IRON PIRATE AIRPLANE GAME — NICKEL FLASHER BASE BALL GAME — SEE DEMONSTRATING GAMES AT SALES OFFICE

CHESTER-POLLARD AMUSEMENT CO., Inc., 1416 Broadway, Cor. 39th St., New York City. BRYANT 850

AGENCIES — CANADA: INTERNATIONAL AMUS. CO., 189 George St., Toronto, Ont. ENGLISH: G. V. TONNER, Pleasure Beach, Blackpool, England.

MENAGERIE FOR RENDEZVOUS

Park at Atlantic City Will Reopen With Many Added Attractions

Rendezvous Park, at Atlantic City, N. J., will reopen this spring despite the many conflicting rumors that have been going around. It was announced by Bernard November, one of the leading spirits in the enterprise. Mr. November stated that the park not only would reopen, but it will be run on a much larger scale than formerly and will have a greater public appeal by reason of added attractions. According to present plans, there will be a complete metamorphosis on the big reservation. The opening date has not been announced, but it is probable that the gates will be opened on or about Memorial Day. Mr. November announces that, among other things, Rendezvous is to have a menagerie. There will be lions, hyenas, monkeys, birds of paradise and various other denizens of the jungles for the edification of pleasure seekers. It also is stated that the park will have the largest carousel ever seen in Atlantic City and that there will be a number of other features, announcement of which is promised at an early date.

MAHONING AMUSEMENT PARK

Warren, O., March 8.—Mahoning Amusement Park is to have a number of improvements this year, it is announced by J. L. Herbold, proprietor and manager. Plans are now being shaped and work will start early in the spring. Facilities for handling the auto traffic will receive special attention, and a loop and shelter station will be built. The lagoon is to be considerably enlarged to give the children more space to swim. Novelty equipment will be installed at the bathing beach, and more swings and slides will be added to the rustic playgrounds. Mr. Herbold states that he has placed an order for more new canoes, to be added to the more than 1,000 now in use. The river is wide and backs up for ten miles, making an ideal place for canoeing. Since the first of the year the mills and factories have been working practically full force, Mr. Herbold states, and the management of the park looks forward to a most successful season.

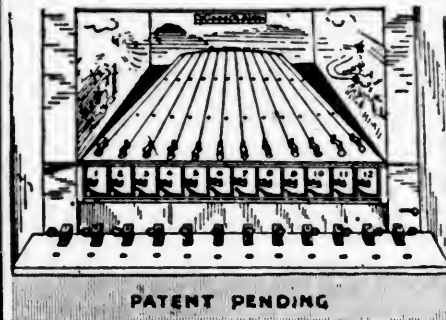
LAKEMONT PARK

Making Ready for the 1922 Season

Altoona, Pa., March 8.—Preparations are under way for the 1922 season at Lakemont Park, the amusement resort owned by the Altoona & Logan Valley Electric Railway Company. As in past years the park theater will be one of the main features, and it is promised that excellent stock productions will be given. The theater will be conducted along the same lines as in past seasons, with a well-known stock company giving weekly bills during the entire season. An excellent orchestra will hold forth at the Casino.

Park Managers and Concessionaires

Don't miss the latest success, the greatest hit of the year—



"THE CONY RACE"

M. HIGUCHI, Inventor & Mfr.

A game of science and skill. There's so much to see and yet so plain to all, just your skill. The rabbits jump up the hill as the balls are thrown into the pockets. Everything right before the eye. There is no secret. The Cony Race proved a winner at Rockaway Beach and Coney Island last season where the game was put on trial. Write at once for further details about this fascinating game.

FABER BROS., Sole Distributors, Room 602, 1416 Broadway, New York City

REAL AMUSEMENT PARK

Is Promised Kalamazoo by A. J. Mulholland

Kalamazoo, Mich., March 7.—A lease has been closed by which A. J. Mulholland secured from the Barmid estate for fifteen years the property known as Oakwood Park. All buildings, etc., go with the lease. Mr. Mulholland announces that the park will be remodeled, new buildings and walks will be built and everything will be provided that goes to make up a first-class park. Mr. Mulholland has had extensive park experience, having operated a park at Muskegon, Mich., for ten years with gratifying success. Kalamazoo is a city of 50,000 people and the park is located three miles from the center of the city, with good car service. Tom Groven will have charge of the park this season under the direction of Mr. Mulholland, who will operate his ten-car show on the road. Wm. Brill, of Chicago, has all the wheels, it is announced.

NEW LUNA PARK

To Be Built in Rio de Janeiro by Richard Pitrot

Richard Pitrot, well-known international amusement man, announces that he will soon arrange to build a new Luna Park in Rio de Janeiro, Brazil. Peter Meyer is the architect selected to build the park. He has had charge of the construction of similar parks in Paris and Berlin. Mr. Pitrot also states that Carlos Segnin is to open a park in Paris, France, this summer, under the management of Roger Tolomel, who was representative for Mr. Segnin in New York a few years ago. Mr. Pitrot states that he will be in Paris for the opening of the new park.

WHITE CITY BUYS SEAPLANE

Chicago, March 8.—Herbert A. Byfield, president of White City, has just ordered a Seaplane of the largest size and latest type built by the Traver Engineering Company, of Beaver Falls, Pa. Several old buildings and attractions opposite the electric tower are being removed to make room for the big Seaplane which is to be shipped April 1. Mr. Traver says this is the thirty-eighth order received for this season. No indication of hard times in that!

MANDEVILLE EXPANDING

New Orleans, March 7.—Mandeville, across the lake, is rapidly coming to the front as a summer resort, and with its sweeping beach great possibilities are in store. A new summer hotel, the Marigny, will be erected in addition to two motion picture houses which are now in process of construction.

CONCESSIONS WANTED

On the New Wildwood Excursion Pier, 12,000 sq. ft. of floor space to let for the coming season of 1922. Wildwood is situated on the Atlantic Coast, 90 miles below Philadelphia, and has 70,000 inhabitants to cater to (daily). This does not include daily excursions coming from Philadelphia and surrounding cities. For spaces apply to F. H. LUFF, Palisade P. O., Palisade, N. J., or MR. JOHN T. BYRNES, Agent, 147 E. Oak Ave., Wildwood, N. J.

PARK-OAKWOOD AMUSEMENT-PARK WANTED KALAMAZOO, MICH. WANTED

Will lease to good, first-class Concessioners, for one to three years, General Stand, including Peanuts and Popcorn, Shooting Gallery and Penny Arcade, Ice Cream Parlor, Jap Bowling Alley, Ball Game Privilege. Would consider a first-class Rink Man, with good outfit, to operate Roller Rink. Wheels all sold X. Can use some good Rides. What have you? Merry-Go-Round, Seaplane, etc. Address all mail to A. J. MULHOLLAND, Mgr., 204 Allen Blvd., Kalamazoo, Mich.

CARDBOARD MUSIC FOR YOUR BAND ORGANS

You can obtain from us Books of the very latest Cardboard Music, made by our new machines absolutely correct. Special Music made to order promptly. Send us the name of your organ and number of keys, and we will quote you special price.

BOSTON CARDBOARD MUSIC CO.,
WM. E. NICHOLAS Treasurer. ROLAND C. WHEELER, Pres.
Rear 218 Summer St., Boston, Mass.

V - E - N - I - C - E

THE PIER OF THEM ALL

**OPEN EVERY DAY
IN THE YEAR**

THE SAFEST BEACH

**ABBOT KINNEY
COMPANY**

GLEN ECHO PARK

**To Go After Picnic Business—Manager
L. B. Schloss Lauds National As-
sociation of Amusement
Parks**

The only amusement park in the vicinity of the National Capital is Glen Echo, located in the State of Maryland, a short distance from Washington, D. C., and announcement is made by General Manager L. B. Schloss that the 1922 opening is scheduled for Saturday, May 13. In an interview granted The Billboard Washington correspondent last week Mr. Schloss stated that owing to the general financial conditions prevailing throughout the country, he was not making any extensive improvements this year, merely confining his activities to the ordinary repairs the various amusement devices required and entering into the usual yearly "clean up and paint up" campaign. He stated: "Please do not get the impression that I look for a bad season, for I do not. I believe business will be quite satisfactory, but this is a time for conservatism and curtailment in expenditures for me, particularly in view of the fact that last year new features and devices were installed at Glen Echo at a total cost slightly in excess of \$85,000, and with such new features as were installed last year added to the older attractions, sufficient amusement is provided for patrons.

"My same high-grade policy of operation will prevail and I can but refer you for proof of this to the statement contained in the pamphlet I am sending out to ministers and Sunday School superintendents through the city of Washington and nearby points in Maryland and Virginia in my campaign now under way for securing picnic business. It is astonishing the interest being taken by park men in general to the necessity of 'working up' the excursion business and the amount of business that can be secured. Even at this early date I have more picnics booked for 1922 than I had the entire season of 1921. The National Association of Amusement Parks at their convention 'go strong' on ways and means to secure excursion business and I learned much from that most master and 'business getter,' President McSwigan, of the association. He and the membership of the N. A. A. P. gave me many ideas of value and if the N. A. A. P. is worth no more than this, the membership fee is well spent. In fact, it is not spent—it is an investment for knowledge. But that association is now covering every detail of park operation and to my mind is to the park business what the American Electric Railway Association is to the public utility industry. No railway man, no electric light man, no engineer can afford to remain out of the electric light or railway association, and no park man, device operator or concession man can afford to remain out of the N. A. A. P. It is a real bureau of information and thru my membership therein, permitting me to come in contact with the real brains of the park business, I have learned much. In fact, I have been stirred to better work and I am sure that every member of the association is a better man and park operator as well thru having the privilege of signing after his name on all business letters, 'member of the National Association of Amusement Parks.'"

RAMONA CO. ELECTS OFFICERS

Grand Rapids, Mich., March 7.—The Ramona Amusement Company, which controls all concessions at Ramona Park, has elected officers as follows: President, Charles H. Seaman; vice-president, Louis J. DeLamar; secretary, Elmer L. Kinsey; treasurer, John McElwee; directors, the officers and L. A. Cornelius, Clay H. Hoister, A. H. Brandt, R. M. Schornstein and C. M. Hurd.

WANTED

SHOWS - RIDES - CONCESSIONS

RIVER VIEW PARK

BALTIMORE MARYLAND

FOR SALE—KENTUCKY DERBY

Can be made into "MOVIE CONTEST"

\$500.00 CASH

Address NIGEL FINLAY, 142 West 46th Street, NEW YORK

CONCESSIONERS WANTED

On the New Wildwood Excursion Pier, 12,000 sq. ft. of floor space to let for the coming season of 1922. Wildwood is situated on the Atlantic Coast, 90 miles below Philadelphia, and has 70,000 inhabitants to cater to (daily). This does not include daily excursions coming from Philadelphia and surrounding cities. For spaces apply to F. W. LUFF, Palisade P. O., Palisade, N. J., or MR. JOHN T. BYRNES, Agent, 147 E. Oak Ave., Wildwood, N. J.

CAPTAIN JACK PAYNE SENSATIONAL HIGH DIVER

100 feet, into 5 feet of water, featuring great spectacular flaming fire set at night performance. 100,000 candle power illuminated fireworks display from top of ladder while diving into tank covered with blazing gasoline. Sole representative for Fair bookings, J. W. MERCELLES, Sioux City, Iowa. Managers that can offer consecutive booking for May, June and July address P. O. Box 504, Minneapolis, Minn.

OVER THE FALLS

(THAT GREAT LAUGHING RIDE)

The greatest money earner of modern times—Sold outright and FREE from royalty.

OVER THE FALLS CO., Inc., Lytton Bldg., Chicago, Ill.

A NEW INVENTION—Patented November 15, 1921.

"GAME OF THE ACES"

BOMB DROPPING AEROPLANES. SINKING SUBMARINES. The classiest, flashiest and positively the fastest and biggest money-making device ever known. A thrilling, far-reaching and all-absorbing game of SKILL. Write for illustrated circular today. THE J. G. MALOUF MFG. CO., Niagara Falls, N. Y. Phone 2959-J. WANTED—Canadian associate and manufacturer.

WHITE CITY, BOISE, IDAHO

White City Park, Boise, Id., of which G. W. Hull is manager, will have a number of improvements and changes for the coming season. The dance pavilion will be remodeled and enlarged, more thrilling dips will be put in the roller coaster and perhaps one new ride added. "Our park here is a beautiful spot with plenty of nice shade trees, green lawns, etc., says Manager Hull. "We have a large number of amusement features, the principal ones being the roller coaster and dance pavilion. There is also a large natatorium with natural flowing hot mineral water. The swimming pool is 65x125 feet, water from three to sixteen feet in depth, also steam and tub baths, and we have the largest bath house in the Northwest. We have ideal weather here. It very seldom rains during the summer season. John A. Gardet, Robert B. Luce, J. Y. Ishiguri and others of our old concessioners will be with us again this coming season. We all look forward to a good year. Your valuable paper keeps us posted on what others are doing in our line and we anxiously await its arrival each week. Idaho is a land of opportunity. Pay us a visit." White City Park opens May 30.

CONEY ISLAND ATLANTICS

New York, March 6.—Paul Bergfeld, sales agent of The Billboard at Coney Island, also steward of the Atlantic Club of Coney Island, communicates that the club at a recent meeting elected John Grew president, Neal McAvoy vice-president, Barney Wolf treasurer, Richard Sanders recording secretary, Moe Singer assistant recording secretary, Rocco Salvia financial secretary, Joseph Williams sergeant-at-arms and Sammel Lowenthal assistant sergeant-at-arms. He says that there has been a large increase in showmen membership and the club is now preparing for its annual St. Patrick's Night ball and minstrel show with home talent, and it promises to be the biggest that they have ever pulled off.

The entertainment committee is Joseph Benvenuto, chairman, assisted by Fred Schaller, Hugh Kiernan, Alfred Cavola, Edward O'Rourke, Capt. Thomas Gavin, William Ferris, Edward Sladin and Frank Cappuccio.

EXCURSIONS ASSURED FOR ROCK SPRINGS PARK

East Liverpool, O., March 9.—Oldtime picnic season will be inaugurated this year at Rock Springs Park, Chester, W. Va., across the river from here, the Pennsylvania Railroad company announcing officially that excursion rates would be operative during 1922.

The park will open May 20 and out-of-town excursions will be booked to the resort on that day, according to Manager C. A. Smith, Jr., who already is listing picnics for this season. Between \$25,000 and \$50,000 will be spent this spring by the park management on improving the grounds. New amusement features will be provided. All present buildings will be renovated and repainted.

OUT AT CANARISIE

H. J. Sinken, publicity man for the Rosenthal Bros. park at Canarsie, on Sand Bay, near New York City, reports that many people are visiting the park and the stands have been doing a land-office business on Sundays.

The Rosenthal Bros. will open some of their rides this month, on Saturdays and Sundays, if the weather is favorable. Gus Baker is doing well with his hotel and shell food parlor, and Mr. Casey's fishing smacks are in constant demand.



Add CLASS and REVENUE To Your PARK!

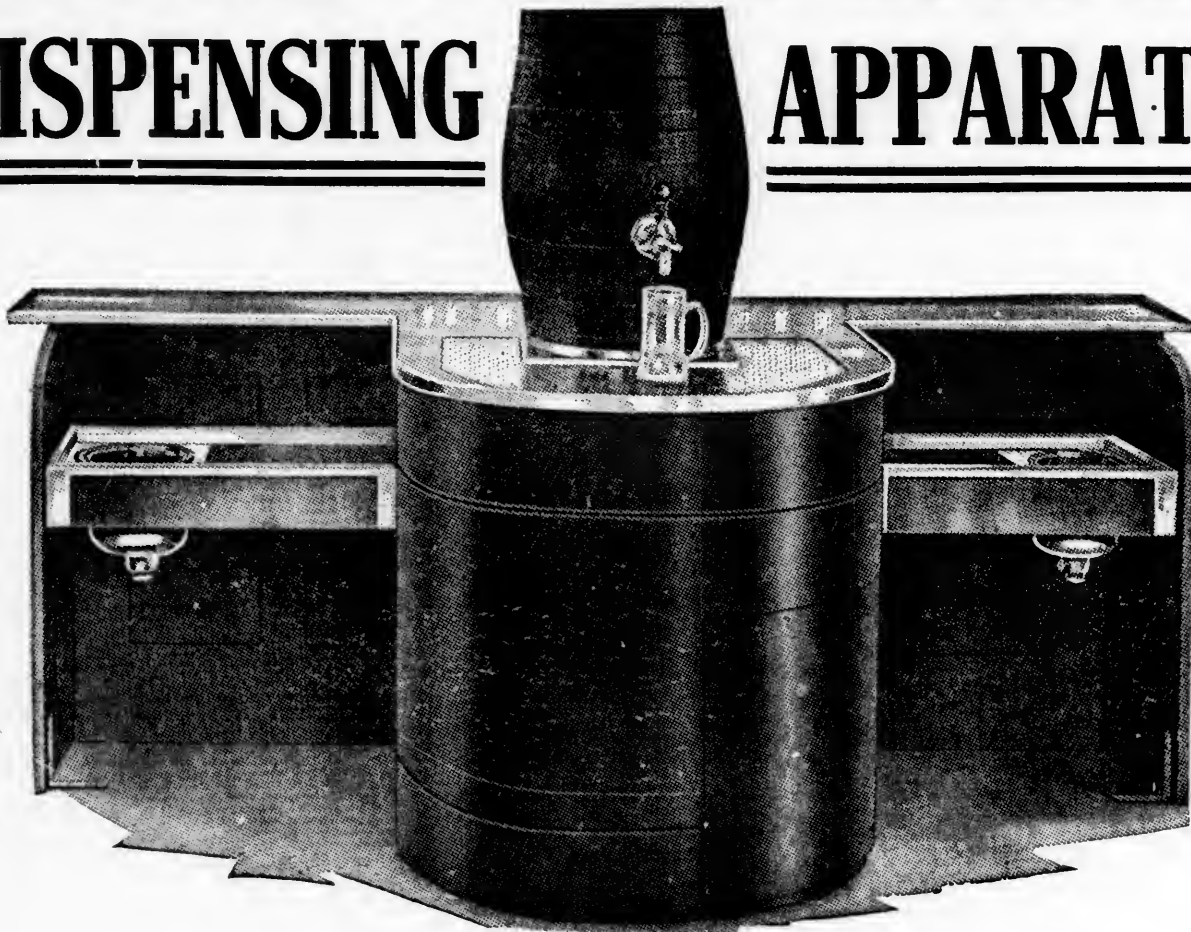
Install the Finest, Best and Safest
PARK EQUIPMENT

Philadelphia Toboggan Co.

(GERMANTOWN, PHIL., PA.)

COASTERS, CARROUSELS WATER RIDES, PARK ENGINEERING

PATENTED CREAMY ROOT BEER DISPENSING APPARATUS



PATENTED—MARCH 9, 1920
DESIGN PATENT—NOVEMBER 15, 1921
(OTHER PATENTS PENDING)

We unhesitatingly offer you the "Steel Monarch" as the last word in dispensing apparatus. The "Steel Monarch" is not the result of a hurried demand for a dispensing device of the "CREAMY TYPE," but the result of three years of careful thought and study as applied to Carbonation, Refrigeration and Service—the three essential principles in a beverage dispensing outfit.

A FEW REASONS WHY YOU WILL WANT TO KNOW MORE ABOUT THIS
SIMPLE, PRACTICAL DEVICE:

- 1—All mixing and carbonating is done under iced water—insuring a cold drink at all times.
- 2—The syrup tank permits the large user to dispense 4000 (four thousand) drinks without refilling.
- 3—Our special constructed syrup and water pump is positive in its functions, and is quickly changed by a slight adjustment in the event the dispenser desires to change the amount of solids in his beverage.
- 4—We have eliminated all spur gears and pinions.
- 5—Our pump is WORM driven, electrically operated.
- 6—The outfit is compact—making transportation easy.
- 7—Simple in construction—therefore, easily installed.

BEAR IN MIND—The "Steel Monarch" dispenses a SOLID, CREAMY DRINK

ASK FOR DESCRIPTIVE CIRCULAR

HOLDERLE BROTHERS

Manufacturers Beverage Dispensing Specialties

339-341 Exchange St., Corner Adams, ROCHESTER, N. Y.

The five weeks' season of the Great International Circus and Xmas Fair, at Olympia, London, England, has now terminated, and among their 160 Concessions were all the latest American and European Games of Skill, and if prizes had been awarded for the most novel, most attractive, biggest and fastest money-making game, the awards would have been distributed as follows:

"THE SHIMMIE GOOSE"

1st Prize

"THE LUCKY DUCK"

2nd Prize

"THE DUCK FLASHER"

3rd Prize

The three most successful games at Olympia, London, England. The 1922 sensation in Skilled Race Games. Absolutely the talk of London and the biggest money making games of the present day.

At busy moments they could be seen operating as fast as the attendants could take the money. There are no suppositions about this, they are actual facts. Above games have stood the acid test. During a record unemployment and the greatest money slump on record above games (15 players each) started off at 12 cents per player and taking \$1.50 each game. Five weeks later and on the same spot they worked at 18 cents per player, taking \$2.70 each game, and played three games in two minutes.

They are sure-fire games, arranged to work by turning a hand wheel or hand lever, as fast as they like, in either direction. They are real exciting races. You are not bothered telling people not to turn too fast or telling them to change wheels. You can let them handle the same wheel or lever as fast as they like and all day as long as they pay.

Above games work to perfection and are record repeaters. Business is immense right from the start and it keeps on improving from day to day. You will find people who do not miss playing one day, and half of them play for the fun of the game alone. The more they play the better they like it. A good tonic for both young and old. People over 80 years old play, win and rejuvenate. The games give the greatest satisfaction to the players and big money to the owners, because there is no unnecessary machinery, such as governors, chains, weights, strings, etc., to get out of working order and delay the game.

So amusing are the games that they get more laughs in one day than all other games combined in one season.

The following will give a good idea of what these games have actually done during the greatest slump yet heard of: The owner imported every one of his prizes from America, even at the extraordinary high rate of exchange, and with all this the games made more money than any other game at Olympia. A game that is able to do this is a sure thing and will make money anywhere, any time.

Success is assured, and, merely as a test, I am willing to operate either "The Lucky Duck" or "The Shimmie Goose" anywhere alongside of any game existing, and if I don't take more money in one week and give the players more satisfaction than any other game, I will gladly give my takings to charity.

The inventor of these games is Sam Elton, the only man who made the Shah laugh, and if you won't believe what he says, perhaps you will believe what "The Billboard," the greatest authority on amusement games in America, says:

Wildwood, July 28th.—Elton's Lucky Duck Balloon Bursting Game, in its first appearance in Wildwood, and first time in the United States, is a riot hit here with the children as well as adults. The novelty of 15 men, women and children pumping a lever to burst the balloons held in the beaks of the ducks, and the sudden exploding of the winning "First Husted" balloon, makes the crowd scream with laughter.

It is predicted that this game soon will be adopted in all amusement places all over the country. Sam Elton, a well-known showman, is the inventor, and has every part of this wonderful, novel, new game patented in this and all European countries. It is expected to prove a big attraction at the coming fairs. The ballyhoo of life-like movements of a dozen necks protruding from cages attracts the eye of the passer-by, and makes a novel, attractive invitation to "Come play the game." It is one of the most honest and cleanest games on the market and will bear any investigation.

Or, perhaps, you will believe what Bertram W. Mills, Esq., Proprietor of The Great International Circus and Xmas Fair, Olympia, London, England, says:

MR. SAM ELTON, 167, Lowther Mansions, Barnes, S. W.:

Dear Sir—As the run of the Circus and Xmas Fair finishes on the 21st of this month, I want to express to you my entire satisfaction and pleasure in the way in which the three games for which you took space here have been run.

The "Duck Electric Flasher," the "Shimmie Goose" and the "Lucky Duck" have all been very attractive games, and I am glad to know that you have done good business with them. I must say that for attractiveness and amusement they have not been beaten by any of the 160 side-shows that we have in the Xmas Fair. One thing that has been particularly pleasing to me is the absolute honesty, as far as I and my managers could see, with which the games have been run, and your desire to not only make the public pay for their amusement, but to give them good value for their money, has been most gratifying to me, and I can say that during the whole run we have not had one word of complaint with reference to your shows.

Yours faithfully,
(Signed) BERTRAM W. MILLS.

Olympia, London, W. 14, 10th January, 1922.

These sensational games are now being installed at all the leading resorts and parks throughout England and the Continent of Europe, and the European demand for them is so great that I am not able to supply any games for America before next May. So those requiring games for America should order immediately, or you will be too late for this summer. First come, first served.

BEWARE—These games are covered in seven different ways and patents are pending in all countries big enough to support them.

Correspondence in all leading languages. Full particulars on application to

SAM ELTON, 167 Lowther Mansions, Barnes, London, England.

NEW MODEL TURNSTILE

New York, March 8.—The Damon-Chapman Company, well-known manufacturers of turnstiles, with office and factory at Rochester, N. Y., is this season putting out a new model No. 50 turnstile, especially adapted for amusement parveyors. D. Baldwin Sanneman, general sales manager, in charge of sales office at 29 Broadway, this city, states that this new model turnstile is meeting with instantaneous success and that many of the largest and most representative parks throughout the country are installing this money-saving device.

PARK TO REOPEN

Chippewa Falls, Wis., March 8.—Wissota Park, which was sold at Sheriff's sale some time ago, is to be reopened this spring by its new owners. The park has been taken over by local business men who are planning numerous improvements with a view to making this one-time popular park one of the beauty spots and popular playgrounds of the country.

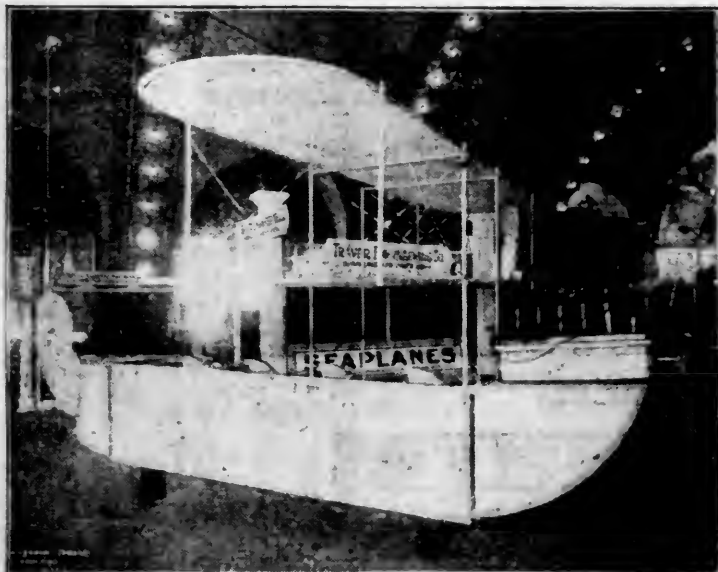
GEORGE SINCLAIR BUSY BUILDING PARK RIDES

Canton, O., March 7.—George Sinclair, well-known builder of amusement park rides, is home after a sojourn in the West, where he went for his health. His condition is much improved. With his son, Carl Sinclair, he has begun erection of a large chutes at Coney Island, Cincinnati. Work also is in progress on a new big ride at Waldameer Park, Erie, Pa. The latter will be the biggest ride built by Sinclair since he has been engaged in the business, he told a Billboard representative. He also announced that he will begin immediately to make needed improvements to his bathing beach, bath house and different amusement rides at Meyers Lake Park here.

BUILDING SCENIC RAILWAY

New Castle, Pa., March 8.—A scenic railway to cost approximately \$50,000 will be constructed at Cascade Park here this summer, according to Park Manager McKibben, who announced this week that preliminary work had been started.

TRAVER SEAPLANE



This popular ride was prominently displayed at the park men's convention in Chicago and attracted much notice.

LUNA PARK AMUSEMENT COMPANY CHARLESTON, W. VA.

Opening Ninth Successful Season

ALWAYS OPEN FOR

First-Class Attractions, Sensational Acts, Singers, Musical Acts, FREE ACTS.

Advise open dates, sending full description and salary. BE SURE YOUR PRICE IS RIGHT.

WANTS

Whip, Ferris Wheel, Seaplane, Crazy House, Over the Falls, Honeymoon Trail, etc.

HAS

Roller Coaster, Merry-Go-Round, Dance Hall, Skating Rink, Swimming Pool, Rifle Range, Dolls and Candy, taken. Some Concessions open.

WHAT HAVE YOU?

Concessions To Let on Put in Bay Island

LARGEST SUMMER RESORT ON LAKE ERIE, FOR SEASON 1922

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. Prospects for season are good. You can do business seven days a week. When writing for Concessions mention size of space, with building or without building. Prices for same are \$8.00 per foot frontage, without buildings, and \$10.00 per foot frontage, with buildings. Above prices are for the whole season. Season opens June 17th, closes after Labor Day. Above premises are located between the Park and Bathing Beach, abreast of Perry's Monument. D. ROSENFELD, Put in Bay, Ohio.

FOR SALE OR TRADE

Complete Mechanical Parts for Roller Coaster or Figure Eight. Twenty-horse power motor, all gear and sprocket wheels, chain; also six Six-Passenger Cars, all in good shape. Cash or trade for Animals.

RIVERSIDE PARK, Hutchinson, Kansas.

A-1 Live Manager Wanted For Luna Park

CHARLESTON W. VA.

Must have had extensive experience and be able to get results, give satisfactory references as to character and ability. Write fully, giving references, when at liberty, age, experience and what you think you are worth. This is a man's job, and we want a MAN.

LUNA PARK AMUSEMENT CO., Charleston, W. Va.

MUST SELL! "THRU THE FALLS"

Complete Mechanical Show, 20-ft. Wagon, opens 50 ft. front by 20 ft. high; Cushman Engine. Any reasonable offer gets it. A-No. 1 condition. Stored at Bloomington, Indiana. FRANK REYMANN, 3673 Olive St., St. Louis, Missouri.

FOR SALE

PORTABLE RINK

USED 8 MONTHS FOR DANCING AND SKATING FLOOR. 50x100. THREE-POLE TENT. 250 PAIRS SKATES. WURLITZER BAND ORGAN. TICKET OFFICE. ELECTRIC FIXTURES. FLOOR SURFACING MACHINE. ORIGINAL COST, \$3,500.00. WILL SELL FOR \$1,600.00.

ADDRESS EDDIE WIRTH, 725 Nat'l Bank of Commerce Bldg., Milwaukee, Wis.

Dayton's Amusement Park

NOW BOOKING CONCESSIONS FOR 1922.

Whip and Scenic Railway especially wanted. A. L. DAYTON, Nevada, Iowa.

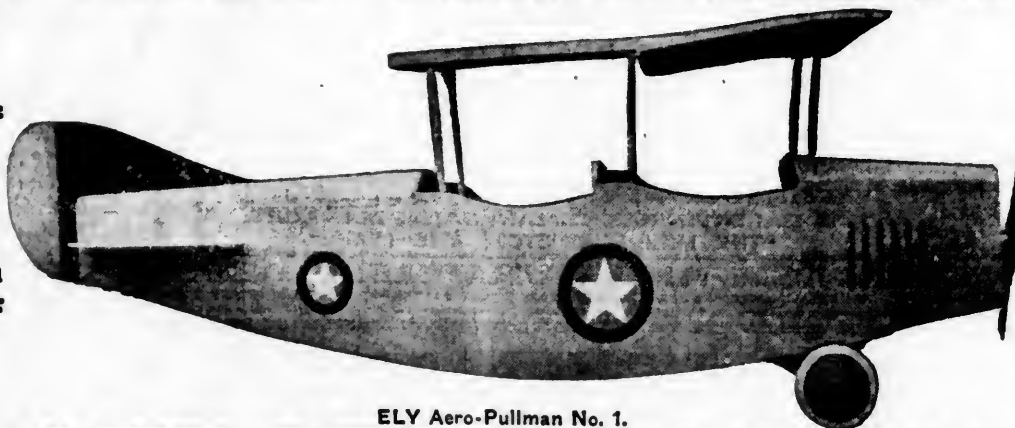
IN ANSWERING AN AD BEGIN YOUR LETTER WITH "I SAW YOUR AD IN THE BILLBOARD."

AEROPLANE SWINGS

4 MODELS — 1922 — 4 MODELS

36-PASSENGER HEAVY — 24-PASSENGER HEAVY — 24-PASSENGER LIGHT — 24-PASSENGER PARK AND PORTABLE COMBINED

Catalogs
Specifications
Price Lists
on application



ELY Aero-Pullman No. 1.

J. W. ELY
COMPANY, Inc.
White Plains, N. Y.
Telephone 2598

AEROPLANE CARS

3 MODELS — 1922 — 3 MODELS

ELY AERO-PULLMAN No. 1 (illustrated above) — ELY MONOPLANE FLYER — ELY BIPLANE PORTABLE (Folding)

TOLEDO BEACH

Finest Bathing Beach on the Lakes. Direct car service and good roads.

OPENS DECORATION DAY

We have room on our Park for Circle Swing, Ferris Wheel, Whip, Aerial Swing, Photo Gallery. (Merry-Go-Round, Roller Coaster, Bowling Alleys, Dance Hall and Bath House taken.) Will lease Restaurant and Chop Suey privilege (buildings up).

THE TOLEDO BEACH
AMUSEMENT CO.,
Interurban Sta., Toledo, O.

PARK FOR SALE

6½ acres land, buildings, two springs, good water. On boulevard, in city limits. WM. G. KAPPEN, Owner, Eureka Springs, Arkansas. Health and Pleasure Resort.

FIREWORKS

FOR PARKS, FAIRS AND CELEBRATIONS. Service and satisfaction guaranteed. Write for prices.
ANTONELLI FIREWORKS CO.
392 Lyell Ave., Rochester, N. Y.

WANTED TO BUY

One Camel, good condition, for Park Zoo. State all first letter. W. A. SCOTT, Mayor, Jackson, Miss.

If you see it in The Billboard, tell them so.

"HUMPTY-DUMPTY"

THE SENSATION OF 1922 NEW FAD FOR CONCESSIONAIRES SAMPLE SENT FOR \$1.50
AL. MELTZER & CO. ALWAYS FIRST WITH THE NEWEST 219 So. Dearborn St., CHICAGO

SPRINGFIELD LAKE PARK

Akron, O., March 8.—Springfield Lake Park will open about the middle of May, according to announcement of Frank Crawford, manager. It has not yet been definitely determined just what will be done in the way of improvements at the resort, but it is understood that steps are under way to replace the roller coaster, which is obsolete. The new dance pavilion will again be the mecca for thousands of amusement seekers of Eastern Ohio and Sunday dancing will again be featured. The Norwood orchestra of Canton will again be featured at the pavilion. The steamer Fanatta will again ply the lake and there will be a new bathing beach with the best of facilities, according to Crawford. Many picnics have been booked for the coming season. Band concerts and fireworks displays will be featured during the year.

DENTZEL WITH BERNI ORGAN COMPANY

New York, March 8.—C. F. Shellenberger (Shelly) stated to a Billboard representative he had received numerous letters from showmen and parkmen throughout the country congratulating him upon his recent partnership formed with Wm. H. Dentzel, the well-known carousel builder of Philadelphia, in the reorganization of the Berni Organ Company. This concern is now owned and controlled by Mr. Dentzel and Mr. Shellenberger, and will continue business at their present location, 216 West Twentieth street, New York City. They are the selling agents for the Wurlitzer Band Organa and Music.

BEAUTIFYING CEDAR POINT

Cedar-Point-on-Lake-Erie will be more beautiful than ever this season, according to a correspondent, who writes that several thousand trees are being planted, new flower beds are being laid out and along the auto road many new summer homes are being erected. An addition also will be made to the famous hotel, The Breakers.

WILL PAY CASH FOR NEW OR USED RIDES and GAMES

PARK-EQUIPMENT AND SUPPLIES WANTED.

Makers and owners of money getters send all information now. We need good Rides. Also complete equipment for new Pier Pavilion at Port Stanley Park, on Lake Erie. Fireworks and sensational Free Outdoor Acts wanted.

LONDON AND PORT STANLEY RAILWAY,
J. E. Richards, Manager. London, Ontario.

FOR SALE—FERRIS WHEEL

Big Eli No. 12 and new 8-h. p. Foos Gasoline Engine on Eli Trucks. Used four seasons of three months each in park. No road abuse. Boxes and crates never used. Price, \$3,000.00 cash. New cash price now \$4,300.00. Immediate shipment. Rare bargain. Exceptionally good condition. Ready to work. Write or wire C. H. STEFFENS, 430 Wash. St., Portland, Oregon. As to responsibility, see Bradstreet's.

Wanted for the Livest Amusement Park in the Central West

Concessions of all kinds, Riding Devices, etc. Fifteen years under one management. One hundred and fifty thousand drawing population close in. Seven days a week; everything runs on Sunday. Live ones, address RIVERSIDE PARK, Hutchinson, Kansas.

LEMON, ORANGE AND PINEAPPLE DRINKS.

Hundreds have been converted to the HI-POWER line. Write for circulars. FRED HUNT, 236 French St., New Brunswick, N. J.

LOOK! LISTEN!

PARK MEN!

LOOK! LISTEN!

LAKESIDE PARK, FLINT, MICH.

OPENING IN MAY

CLOSING IN SEPTEMBER

HAVE 5 RIDES, DANCING, SKATING, BOATING AND CANOES, RIDING ACADEMY, CHILDREN'S RIDING ACADEMY, BASE BALL.

WE ARE BUILDING TWO NEW RIDES AND FUN HOUSE. CAN PLACE DODGEM OR GAD-A-BOUT.

WANTED LIVE RESTAURANT MAN, PENNY ARCADE. WE HAVE A FEW CHOICE LOCATIONS FOR STORES, ALL 20 FOOT FRONTS. WE PLAY BANDS, VAUDEVILLE, SPECTACULAR AND SENSATION ACTS.

LAKESIDE PARK AMUSEMENT CO.

FLINT, MICH.

Dr. J. D. STUART, Proprietor and Manager

THERE ARE TURNSTILES AND TURNSTILES

BUT THE
DAMON-CHAPMAN NEW MODEL 50 TURNSTILE GETS ALL THE MONEY
 AT LESS COST OF INSTALLATION AND PAYS FOR ITSELF IN LESS THAN A SEASON.
WRITE US—WE WILL TELL YOU HOW.

MAIN OFFICE AND FACTORY:
 234 MILL STREET
 ROCHESTER, - - - N. Y.

Damon-Chapman Company
 D. BALDWIN SANNEMAN, SALES MANAGER
 "THE MAN WHO STOPS THE LEAKS"

SALES OFFICE:
 29 BROADWAY, ROOM 1003
 N. Y. CITY, - - - N. Y.

STRENGTH, MECHANISM AND DURABILITY DEFIES DUPLICATION.

WOODLAWN PARK

Has Shown Rapid Development—Management To Make It "Million-Dollar Park"

Trenton, N. J., March 8.—Rapid strides have been made during the winter in the development of the new Woodlawn Park here. Under the management of Bishop & Hildinger, well-known amusement promoters, the park was opened last season after converting eighty acres of woodland into a beautiful park in Central New Jersey, being on the main road leading to the Atlantic Coast resorts and between New York and Philadelphia.

It is the intention of the management to make this a "million-dollar park" more than a half million having already been invested in its development. The Philadelphia Toboggan Company has completed a gigantic scenic railway, a dance pavilion, which will accommodate more than 1,500 people, and various riding devices.

Negotiations are now under way for the appearance of America's best concert hands.

A cyclone fence will encircle the entire resort and thousands of electric lights will add splendor and attractiveness to the place. Vaudeville and sensational aerial acts will also be big features during the season.

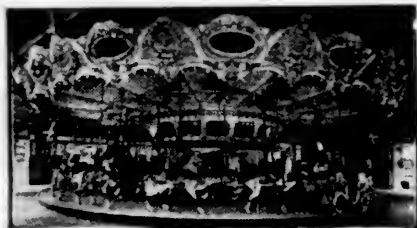
Messrs. Hildinger and Bishop, in addition to operating Woodlawn Park, conduct five theaters in Trenton and several at Belmar and Long Branch, N. J., seacoast resorts.

The Heights Rustic Amusement Park, Houston, Tex., will open its season this week, it is announced.

ROBERT J. EUSTACE



During the past season Mr. Eustace most successfully managed "Roseland," the big dance hall at Lakewood Park, Waterbury, Connecticut.



OVER FIFTY YEARS OF EXCLUSIVE CARROUSELL BUILDING

(Established 1867)

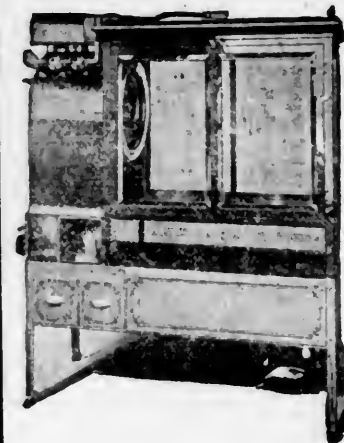
DENTZEL CARROUSELLS

Mechanically and Artistically Perfect.

WM. H. DENTZEL,

3641 Germantown Ave.,

Philadelphia, Pa.



POP CORN

Get the most practical popper for all purposes. A popper that will produce. IT'S A DUNBAR.

Many Styles, including Automobile

CATALOG FREE

DUNBAR & CO.

2654 W. Lake St., CHICAGO

OAKLAND BEACH AMUSEMENT PARK

OAKLAND BEACH, R. I.

A Few Concessions Open—Rides, Games of Skill, Etc.

Apply **OAKLAND BEACH AMUSEMENT ASSOCIATION**

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

TOLEDO BEACH

Under New Management—Several Improvements Planned

Toledo Beach, Toledo, O., will be under new management beginning this year. Lease of ten years, with option to buy, was made February 25 by the beach company to the Toledo Beach Amusement Co. for the operation of the entire park. The Toledo Beach Amusement Co. consists of John C. Reid, president; Harry T. Irwin, secretary and treasurer, and Edw. A. Halloran, who also operates the Toledo Catering Co., which conducts the interurban stands and stores.

John C. Reid, who is also president of the Toledo Catering Co., of Toledo, and the Michigan Catering Co., of Jackson, Mich., has been identified with Toledo Beach activities since its opening twelve years ago. During that time he has also been in charge of amusement parks at Peoria, Ill.; Joplin, Mo.; Pine Lake, Lansing, Mich., and Orion Lake, Mich. He was also interested in the old Casino of Toledo at the height of its popularity.

The Toledo Beach Amusement Co. has secured a material reduction in the fare between Toledo and the beach, and with the efforts it will put forth in the rearrangement and erection of buildings and in securing new attractions expect it to be one of the most popular resorts on Lake Erie, appealing to churches, schools, lodges and families for picnics and outings.

The bathing facilities will be improved and reduction made in price for bath house accommodations where patrons furnish their own suits. There will be no charge made for children occupying bath house rooms with adults. Many conveniences will be provided for the mothers and children.

Work will be started on April 3, the island will be cleared, rustic bridges will be constructed over the lagoons, additional shelter houses erected and general improvements made, so that the beach park will be inviting and attractive and will appeal to all those who seek healthy recreation and amusement.

Improved conditions will be inaugurated for the automobile traffic. Negotiations will soon be started with the Michigan highway department to provide for stone road from the Dixie Highway to the Beach loop, from which point the road to the beach will be put in fine condition.

John C. Reid left recently for an extended trip thru the East and South to line up attractions to be added to the beach. Edw. A. Halloran will be the park manager.

The resort will open on Decoration Day, with bath house, figure eight, merry-go-round, shooting gallery, dance hall and all amusements and concessions in full swing.

WHITE'S LAKE PARK

White's Lake Park and Bathing Beach, located only two and one-half miles out of Kalamazoo, Mich., connected by auto bus transportation, boasts of having one of the safest and most elaborately equipped bathing beaches in Southern Michigan.

They have twenty-seven acres of picnic grove, a large dancing pavilion and accommodations for over 500 persons in the bath house at one time.

Improvements this season include doubling the electric light plant capacity, another half acre of beach improved and the addition of more slides, swings and playground devices. Prospects for the coming season look most encouraging, according to Chas. M. Sumption, who is in charge.



World's Champion Batter

"STRIKE 'EM OUT"
BASE BALL AMUSEMENT GAME

For Carnivals, Parks, Cigar Stores, Y. M. C. A., etc. The most wonderful, nearest to real Base Ball Game even invented for all public places. Strikes, Foul Strikes, Balls and Fouls being registered same as a real game of Ball. This Champion Batter challenges the young and old, amateur and professional. All have an equal chance at showing their skill in trying to strike out the champion with three thrown balls and win a prize.

This complete outfit, as illustrated, is built for service, both batter and catcher indestructible. Back stop made of heavy khaki canvas, built by U. S. Tent Co. Chest large enough to hold all canvas, stakes, ropes and figures.

We are now including this complete back-stop with our Strike 'Em Out outfit, ready for business, in a space 10x25 feet, for only \$168.00; \$50.00 cash with order, balance C. O. D. Send for circular and testimonials.

AVENUE AMUSEMENT MFG CO.,

POTTSVILLE, PA.

NEWARK STADIUM AND DREAMLAND PARK

NEWARK, NEW JERSEY

**UNQUESTIONABLY THE LARGEST AMUSEMENT PARK IN THE EAST
OPENS MAY 20th, 1922**

Located on Lincoln Highway (Freylinghuysen Ave.), 2½ miles from Market and Broad Street, Newark. Center of 2,000,000 population in a radius of six miles. Positively the best location in the East. All traffic going North and South from Atlantic City, Trenton, Philadelphia, New York and surrounding towns MUST pass DREAMLAND PARK. Transportation facilities are unexcelled, as trolley cars, busses, etc., take the public right to the gate. Pennsylvania Railroad Station two blocks from Park. When Park is completed, the estimated cost will be \$5,000,000.00. Transportation Manager is already booking outings, and will use every possible method of drawing big crowds to Dreamland every day of the week. THIS WILL NOT BE A TWO-DAY PARK, BUT A SEVEN-DAY-DAY AND NIGHT PROPOSITION. The NEWARK STADIUM, already built, with a seating capacity of 25,000, will book the largest circuses and shows on the road. Bicycle Races, Motorcycle Races, Boxing Bouts and Wrestling Matches, etc., will be held here during the season and winter months.

HAVE A FEW MORE OPENINGS FOR RIDES, SHOWS AND CONCESSIONS! What have you? Responsible parties, write for Dance Hall proposition. Will book "Over the Falls," "Scenic Railway" and any other good Rides. Splendid opening for good Illusion Show. Write or call for full particulars. **OREST DEVANY, Manager,**

NEWARK STADIUM CO., Inc., 34 Park Place, Newark, N. J.



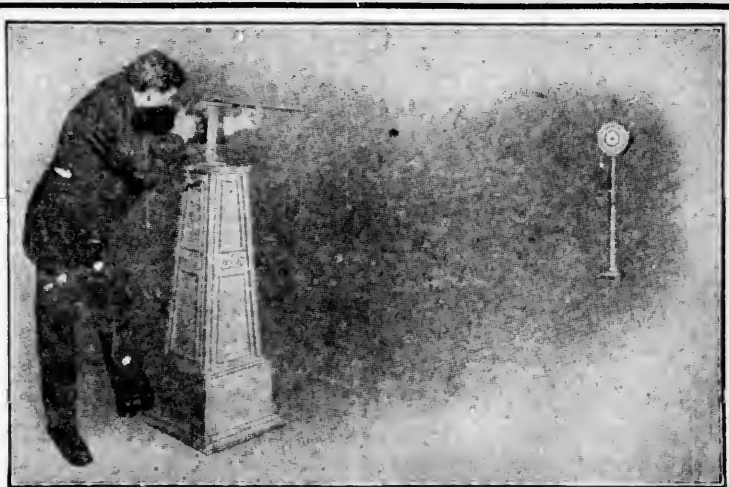
"KIDDIES' DELIGHT" Merry-Go-Round

For school playgrounds, parks and private playgrounds, seats 12 children and is hand-propelled by six-year-old child as they ride.

SPECIAL SIZE POWER DRIVEN FOR CARNIVALS

Gives pleasure and makes money. Write for prices, specifications and delivery to

**The Johns Company
Lumberton, N. C.
U. S. A.**



THE AUTOMATIC TARGET MACHINE COMPANY

Offers for sale the remainder of its used Machines at less than cost. Operators of coin-controlled machines know the popularity and earning capacity of

ELECTRIC RIFLES

and are aware of the profitable experience they have always enjoyed. They are

AUTOMATIC SHOOTING GALLERIES

No bullets. No danger. No expense—once installed. Penny Arcades, Trolley Parks and Summer and Winter Resorts are not really equipped without Electric Rifle Machines, and owners and operators should be interested in the bargains now to be had. Prices, \$150.00 up, according to style of Machine. All are in perfect condition and carry our guarantee.

Automatic Target Machine Company, 201 Fulton Street, New York City

CREATORE AND HIS BAND

Management **ARTHUR SPIZZI**, - 1482 Broadway, NEW YORK

"THE DOUBLE WHIRL"

The latest Riding Device out, is now about ready. Takes 50 ft. space; seats 66 people. Two men can operate. Write for information. **FOR SALE**—Four-Abreast, Three-Abreast and Two-Abreast Caroussel, one Portable and one Stationary Whip. **T. L. STINE, Trego, Md.**

Public Liability and Workmen's Compensation on Amusements
CLARK T. BROWN, 55 John St., New York.

THOMAS SACCO AND HIS BAND AT LIBERTY

For Parks, Fairs and Conventions. 16 men, with Singers and Specialties. Write for terms, etc. All letters answered. **GEM THEATRE BLDG., CAIRO, ILL.**

MENTION US, PLEASE—THE BILLBOARD.

THE FAMOUS PILL BALL GAMES

The Modern Aristocrat Roll-down

PILL BALL operated during 1921 at Luna Park, Steeplechase Park, Surf Ave., Coney Island, N. Y.; Steeplechase, Seaside, Avenel, Rockaway Beach, N. Y.; Starlight Park, N. Y.; Atlantic Highlands, N. J.; Midland Beach, South Beach, S. I., N. Y.; Canarsie Shore, N. Y.; North Beach, Rye Beach, N. Y.; White City Park, Midway Park, Beach St., Savin Rock, Conn.

Can not be equaled for small Concessions. 5½ to 17 ft. Games have drop light attachment for any current. Four-color electrical illuminating feature produces the flash, excitement and amusement to attract and hold the crowds. Ready for immediate delivery. Price, \$200 each, complete. These Games are used at Carnivals, Fairs, Church Bazaars, etc. An all-year-round proposition. Recently featured at Biltmore Hotel Benefit, New York City, with great success.

Paramount Amusement Device Corp.,

Mfrs. of the Frog Pond, Pill Ball Racer, Pill Poker, and Other Devices.
17-19 Dean Street, Phone Main 0785. **BROOKLYN, N. Y.**

**A SUCCESSFUL YEAR TO THE AMUSEMENT WORLD
IS THE WISH OF
FAIRMOUNT PARK, RED LION, PA.**

York County's Only Amusement Park.
R. M. SPANGLER, Lessee and Manager.

THE FROG POND

The Greatest Mechanical - Competitive Game on the Market

This new BIG GAME of skill has won the admiration and respect of the Amusement World, and conceded top money wherever installed. Modern equipment makes game fast, reliable and fool proof; nothing to replace or get out of order; no strings, wires, pumps or bellows. Clever realistic reproduction of a typical FROG POND, including 20-ft. scene, cast-alls, moss, grass, etc. THE BULL FROGS are 22 inches in height, with continual blinking eyes and illuminated mouths, creating a magnificent, irresist-

ible flash. The FROGS assume lifelike jumping movements and inflate to a great size. The first FROG to croak or sing wins the prize. The only Game with natural hallyhoo—the singing FROGS call in the players. 12 units require 20-ft. front, 10-ft. depth. Made portable. Price, \$2,200, complete. Terms to responsible parties.

PARAMOUNT AMUSEMENT DEVICE CORP., Manufacturers of the Famous Pill Ball Games, Etc., 17-19 Dean St., Phone Main 0785, BROOKLYN, N. Y.

LICK'S NEW DOME PIER

(A NEW AND DIFFERENT PIER)
OCEAN PARK AT VENICE

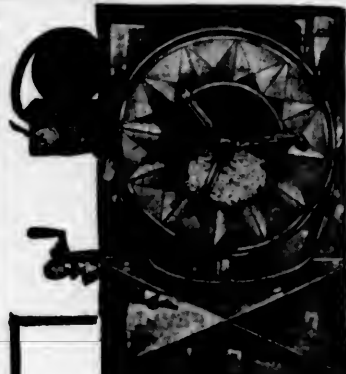
AUSTIN McFADDEN'S LATEST MODEL
ROLLER COASTER
LARGEST EVER BUILT

OPENS
MAY 30, 1922

THE NEW
DANCE HALL DE LUXE
27,000 SQUARE FEET FLOOR SPACE,
PART OF THE WEST COAST CIRCUIT.

Ready at All Times to Entertain Anything New and Novel in Riding Features
NO CONCESSIONS TO LET

LICK PIER COMPANY, Ocean Park, Calif.



According to data received from Dodgem Operators for the season of 1921 (the first year for Dodgems), approximately

4,000,000

Persons in the U. S. rode and paid on the

DODGEM RIDE

With more than double the number of these rides operating this season, this figure will multiply quickly.

Are you going to get a share of this business?

FOR FULL PARTICULARS WRITE

DODGEM CORPORATION

706 BAY STATE BLDG., LAWRENCE, MASS.

MEYERS LAKE PARK

To Undergo Improvements—Opens
May 14

Canton, O., March 8.—Announcement was made this week by Ed R. Booth, manager, that Meyers Lake Park would open the 1922 season Sunday, May 14. The Casino Lake Theater will not open until two weeks later. The policy of the house has not yet been fully determined. Preliminaries prior to the opening of the season will be started April 1.

Tom Walker, of Cleveland, who a year ago secured a five-year lease on the Lakeview Hotel, announced he will spend several thousand dollars this spring on modernizing the building. He already has begun work on the improvements. George Sinclair will make improvements to the bathing beach, Blue Streak and other concessions. The park company plans to spend several thousand dollars beautifying the grounds, walks and surroundings. Fireworks displays will again be featured together with band concerts on Sundays and holidays.

PARK NOTES

George Lauerman, of Riverview Park, Chicago, was a recent caller at the Kansas City office of The Billboard, stopping off in K. C. on his way home from the West, where he has been wintering. Mr. Lauerman also stopped off at Leavenworth, Kan., to visit his old friend, C. W. Parker, the big ride manufacturer.

Lakeside Park, Marinette, Wis., located on the shore of Green Bay, will be under the management of Edward Bezialon for the season of 1922. Mr. Bezialon states that he had a very good season last year and that prospects for this year are very good.

W. F. Mangels Company, of Coney Island, N. Y., is sending out an attractive booklet setting forth the merits of the whip, the popular amusement ride. The booklet is illustrated with half-tone engravings showing the whip in operation at parks in both the United States and foreign countries.

C. C. Shetterly, well-known amusement park man, has been spending the winter in Florida.

E. Crandle and T. W. Cowley advise that they have purchased a tract of land near Cambridge, Md., where they propose to establish an amusement park with salt-water bathing, boating, fishing, etc. As soon as the weather permits work will be started on a dance pavilion, bath houses, children's playground, etc.

THE WHIP

Thrilling Amusement Ride. Famous the World Over. Every Park should have a Whip. New Booklet free.

W. F. MANGELS CO., Sole Manufacturer
CONEY ISLAND - - NEW YORK

WANTED WANTED CONCESSIONS

Sunnyside Park, Detroit, Mich. Located in Amusement Park Section, East Jefferson Avenue, at Belle Isle Bridge Approach. Excellent space for a high-class Tent Show, Carnival, Feature Exhibition, portable devices and any number of smaller amusement features, Japanese Ball Games, etc. Address

SUNNYSIDE PARK, P. O. Box 1031, Detroit, Mich.

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

BOYS

We have a new Game for \$15.00, complete, including Motor and Track. Game with Electric Motor, \$25.00. This is the best little Game on the market today and is as cheap as a Wheel.

We have 50 Style "BB" Roll-O-Pool Games that sold for \$45.00 each, a little shopworn, will close out at three Games for \$50.00.

Get your Games now. Oilcloth at 10c per ft., numbered up to 30. Spanish Leather, 15c per ft. Last a lifetime.

ROLL-O-POOL CO. Inc.,
933 MAIN ST.,
STAMFORD, CONN.

FOR SALE, PENNY ARCADE

Consists 60 Machines, Long Range Gallery, Photo Post Card Gallery, complete. Established three years. A year's lease to go. Rent, \$225.00. Two blocks from Loop. Any reasonable offer. Need money for other business. ARCADE, 634 South State St., Chicago, Illinois.



Pop Corn Poppers and Peanut Roasters

CONCESSIONAIRES!

The Circus and Outdoor Season Is Here!

Make MORE profit with KINGERY Pop Corn Poppers and Peanut Roasters at new 1922 prices.

Pop Corn and Peanuts sell all year 'round

Two indispensables for the American public: Pop Corn and Peanuts. You see 'em everywhere. Sell 'em to everybody, young or old. The man equipped with a KINGERY is prepared to do MORE business every day in the year. We have a machine for any location or any business.

KINGERY'S No. 49 Nickel Front Pop Corn Popper makes a big flash. It leads you right into a profitable business without a large investment, with a small operating expense and with the minimum of attention and space. It works for you day in and day out—night time, too. Gas or gasoline fuel. Hand or motor power. Motor attached to side of machine. Easy to move to any location. Weighs but 88 pounds with motor and gears. Hand-power machine weighs 53 pounds. Capacity: 4 bushels of popped corn an hour. Other models popping 4 to 12 bushels an hour. Peanut Roasters roasting 12 quarts to 5 bushels at a roast.

FREE The KINGERY Book describes over a hundred styles of our line of Pop Corn Poppers, Peanut Roasters, Combination Machines, and the wonderful KINGERY Pop Corn Fritter Press. Catalog sent FREE without obligation. Write TODAY.

KINGERY MFG. CO.
Dept. 332, Cincinnati, O.

Established 1876.

DO YOU MENTION THE BILLBOARD WHEN YOU ANSWER OUR ADS?

BILLBOARD CALLERS

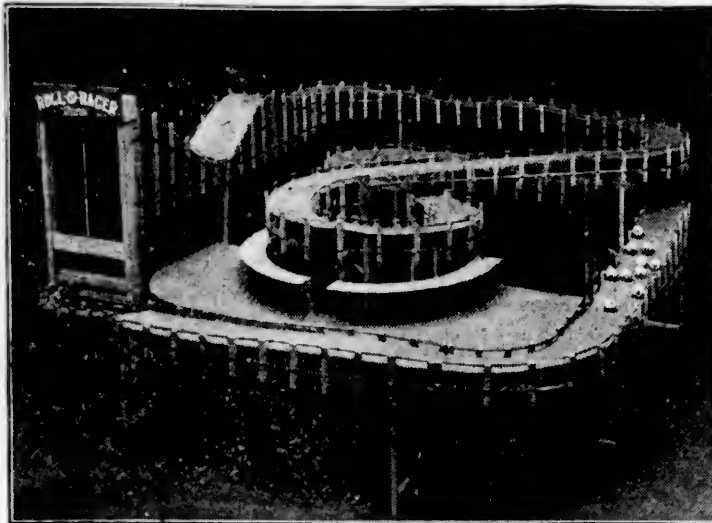
(NEW YORK OFFICE)

Walter S. Donaldson, president Car Owning Managers' Association, St. Louis.
 Thomas S. Moore, general agent Ruppel Greater Shows.
 Matthew J. Riley, will open his winter quarters in Hanover, Pa., March 15.
 George M. Burns, Harry Jansen.
 Thomas Gorman, manager of vaudeville theaters in New York.
 Charles Rafsky and C. J. Fitzpatrick of the Bronx, New York. Plan to enter the riding device business.
 George H. Cramer, representing the Spillman Engineering Company, of North Tonawanda, N. Y.
 Frank H. Prescott, advance of Kibble's "Uncle Tom" show, accompanied by Roy W. Sampson, advance agent of Richards the Wizard.
 William Dauphin, concessioner, says he played three bazaars promoted by Henry Meyerhoff that were among the most successful he has yet seen.
 William R. Meyers and George Felix, representing the "Strike Out King Company," New York, which firm is putting out a new baseball game.
 Irving Narder, secretary Majestic Exposition Shows.
 Harry Fasan, general agent De Blaker & Fasan Shows.
 W. H. Dentzel, amusement park man, and riding device builder and operator, Philadelphia and Atlantic City, returned to Philadelphia. He has plenty of orders for carousels.
 J. R. Fremont, concessioner.
 Dan Bill Kelley, concessioner.
 "Alfonso," manager Circus Side Show with World's Standard Shows.
 Ralph Finney. Will play around Greater New York the coming season with rides and concessions.
 Lee Schafer, owner and manager Lee Bros.' Shows. Came in to book shows and concessions. Left for Frederick, Md., his winter quarters.
 W. H. Godfrey, manager Bunte Brothers' New York office. Says he will not be with any circuses or carnivals this season.
 E. F. Morton, F. C. Thompson, Tony Nasco, Mr. and Mrs. L. J. Beck.
 James Connolly, attorney at law.
 H. A. Greene, formerly of Bockus & Greene Shows, now concession manager. Home in Brooklyn.
 Mr. and Mrs. Frank J. Murphy, just before leaving for their winter quarters in Norwich, Conn.
 Ira Taxier, of the James F. Murphy Shows, in town from Greenville, S. C., to engage help for Theodore Taxier's riding devices on those shows. He returned South.
 Thomas Egan, Edward Le Roy Rice, Harry Ennis.
 John T. Benson, American representative for the Carl Hegebeck animal farm, with offices in New York.
 J. J. McCarthy, selling riding devices for Pinto Brothers, Coney Island.
 George L. Dohyrs. Said his staff will be of the highest type of showmen for the George L. Dohyrs Shows.
 Harry E. Tudor, to report that Mrs. Tudor is very ill at their home in Brooklyn.
 A. G. Means, manufacturer of buckets for ball games, New York.
 Felix Herrmann, magician and illusionist, just finished a tour of combination houses in New England.
 F. C. Thompson. Is promoting a circuit of soda fountains for motion picture theaters.
 Philip Esposito, bandmaster. Lives in Brooklyn.
 Charles Needleman, of the United Concession Supply Company, New York.
 Harry Germain, of the George L. Dohyrs Shows.
 Philip A. Birnbach, manager Ipeco Sales Company, New York, dealer in electrical supplies.
 H. P. O'Connor, trade show and bazaar promoter, with offices in New York.
 Charles Gerard, Thomas Brady, James Hebron, A. K. Greenland, Edward LeRoy Rice.
 Bernard Bellman, of the National Premium Company, New York. Back after a long tour. Just in from Washington, D. C. Left for Buffalo.
 Ted Steinberg, carnival showman. Bought a new automobile.
 Ike Friedman, concessioner.
 James Madison, vaudeville author.
 Benjamin Williams. Announced the opening of the Williams Brothers' Shows as at Maspeth, L. I., Saturday, April 1.
 W. J. Corcoran, lawyer. Has a proposition of interest to showmen.
 Lucile Anderson, aquatic performer.
 Gus Thaler, playing his animal act on the Proctor Vaudeville Circuit.
 Jerry Barnett, concessioner. Wintering at his Coney Island home.
 H. C. Moore, carnival showman.
 Samuel Kitz, representing the World's Standard Shows, with offices in New York.
 David Jackson, of the 20th Century Attractions, Gloversville, N. Y.
 Mrs. J. Moore, professionally known as Madam Wonder, mentalist. Booked with the Gerard Greater Shows for this, the second season.
 Jack Weinberg, directing bazaars for the Jewish Center of the East Side, February 26 to March 6, and one for the Hebrew School, of Williamsburg, March 19 to 26, all in New York.
 H. Hainert, of the Chester Pollard Amusement Company, New York.
 J. Beck and Harry E. Tudor. Greeted each other after several years. Both were with Frank O. Bostock.
 Alfred Hamilton, circulation manager "Marines and Indian" and "Business Progress" magazines. He was formerly in the outdoor show business.
 H. N. Endy, owner and manager Endy Shows, with headquarters in Pottstown, Pa.
 J. Walker Stone, magician.
 John D. Tippet, just before sailing for England.
 Philip Bernheim, amusement promoter, New York.
 H. G. Traver, of the Traver Engineering Company, Beaver Falls, Pa.
 Thomas Brady, of Thomas Brady, Inc., amusement enterprises, New York.
 Mart McCormack. Back from Santo Domingo, where he played with Freeman Bernstein's

(Continued on page 100)

Roll-O-Racer

(Patented in United States and Foreign Countries)



INFRINGEMENTS, BEWARE!

The courts have sustained our patents in every case for infringement.

The Roll-O-Racer is very fascinating. The biggest repeater of any game on the market. Over fifty were operated in parks last season. Dimensions of Roll-O-Racer, 12x15 feet. Write for descriptive folder. **You will be interested!**

Roll-O-Racer Co., Inc.

225 Fifth Avenue, - - - New York

WANTED WANTED FOREST AMUSEMENT PARK

IN
HIGHLAND PARK, NEW BRUNSWICK, N. J.

Park opens under new management this season and wants any kind of grind stores that can operate for a dime. Roll Down, Fish Pond, Walking Charlie, Hoop-La, Dart Game, Rifle and Cigarette Shooting Gallery, Venetian Swings, Ferris Wheel, Roll-O-Racer, Fortune Teller, Photo Gallery, Restaurant, Ice Cream Parlor and Candy Stand. Vaudeville and Band Daily. No park within a radius of twenty-five miles.

GEORGE H. MOLYNEUX, Prop. and General Manager,
 Highland Park, New Brunswick, N. J.

Dominion Park - Montreal, Canada

Can place a good Park Attraction for the coming season. Would like to hear from party competent to assume full charge and operate same on percentage basis.

A GOOD LOCATION FOR A RIDE

The Only Amusement Park Between Youngstown and Akron, O.

Mahoning Park, Warren, O.

Address J. L. HERBOLD, Prop. - - - LEAVITTSBURG, O.
 CAN PLACE PHOTO GALLERY AND SEVERAL GOOD GAMES

MOREY'S RUBE BAND

6-PEOPLE-6

Comedians, Singers, Dancers and Musicians. Some open time in June and July for Fairs, Parks and Celebrations. Address **MOREY SCHAYER, 321 East 44th St., Chicago, Ill.**

BOSTON

EDWARD A. COADY
 Box 1848

Loew's new State Theater, located on Massachusetts avenue, opened Monday with a strong bill and many stars present in person. The news story will be found in another part of The Billboard.

Dick Richards, publicity man for The Bohemians, Inc., has placed some fine advance notices here for the "Greenwich Village Follies," which opened at the Shubert Theater Monday night. The show followed McIntyre and Heath in "Red Pepper" who drew very well, and no doubt the "Follies" will continue to keep up the good patronage the house has been enjoying.

Fred Dempsey, business agent of Boston Local I. A. T. S. E., is again back at his office after an absence of several weeks, due to an attack of influenza.

"Dulcy" with Lynn Fontanne in the leading role, has been booked into the Loilla Street Theater beginning March 20.

Sir Harry Lauder had two very good weeks at the Boston Opera House and is now on the road in other New England territory. Wallace Munroe, in advance of Sir Harry, placed considerable publicity in the local newspapers for the popular star which went a long way in drawing the fine patronage to the out-of-the-way playhouse.

Will Gornau is in Boston ahead of "The Broadway Whirl" on the way here.

"My Greenwich Village Girl," a new play by Edward H. Crosby, dramatic editor of The Boston Post, is being presented this week by the Somerville Playw. A professional matinee will be given Friday.

"Welcome Stranger" is booked into Tremont Theater beginning March 20.

The new Arlington Stock Company, now on its fourth week, has been drawing very good business since opening. This week (March 13) Belasco's famous melodrama, "The Heart of Maryland" is the attraction.

The world premiere of William Fox's new film, "Monte Cristo," will be given at Tremont Temple Monday evening, March 13.

Bert Sullivan, who was long associated with the Shuberts in their downtown ticket office, is now treasurer of the St. James Theater.

The Boston Stock Company now has a new stage manager in the person of David Munroe who comes here from New York.

The managers are opening up a new field here in the form of a prolog presented by from two to six people, who are put on just before the opening of the feature film. Last week Manager Somerby, of the Bowden Square Theater, engaged Geoffrey L. Whalen and a cast of four people for the prolog of "The Sheik." Week after next another manager in an out-of-town house will use six players for the prolog of another feature, booked thru a local booking office. The patrons here like these prologs as it makes a change from sitting thru a straight picture show.

J. Arthur Nelson, author of "The New Discipline," is in Boston looking over the film of the same name which is being presented at the Globe Theater.

Katherine Lyons, the only woman dramatic editor of Boston and connected with The Boston Traveler, has designated Tuesday as "Agents' Day." This is her real busy day of the week, for on that day she makes up her stuff for the theatrical section Saturday. She is always pleased to meet the advance men and is never too busy to talk "show" with all. She has one complaint, however. These publicity men are ever ready to tell her all about their attractions, but are very shy when it comes to telling her something about themselves for her "Here and There" column devoted to doings of the publicity men. This is the only newspaper in Boston that gives space as to who is with and in advance of an attraction and the publicity promoters should help her keep the column going. If you don't know Miss Lyons, call on her the next time you hit Boston and see if you don't agree with us that she is one of the most agreeable girls one would care to meet.

The second annual Home Beautiful Exposition will be held here at Mechanics Building beginning April 10, under the direction of Chester I. Campbell.

Sir Harry Lauder, who is here at the Boston Opera House, believes in having his immediate business associates as nearly all Scotch as possible. James Cowan, the company manager, hails from Glasgow. Wallace Munroe, his representative, comes from Inverness, and Tom Valiance, his stage manager, is a native of Edinburgh.

Hotels with the professional atmosphere are what you want. The Hotel Directory in this issue may serve you.

FOR SALE WHIP AND SKEE BALL

New York Fast Growing Park.
A. KLEINMAN,
 601 Sixth Ave., New York City.

WANTED BALLOONIST THIS SEASON

who has own Balloon and all necessary equipment. Also good Concessions wanted, those that do not conflict. Park opens May 30. Address **WHITE CITY PARK, G. W. Hull, Mgr., Boise, Idaho.**

Free

TO DEALERS ONLY

BRIMFUL OF "SINGER VALUES."



A MONEY-SAVING GUIDE FOR SHREWD BUYERS

WHAT TO BUY! HOW TO BUY! WHERE TO BUY! PRICE TO PAY!

"SINGER VALUES"
BIG NUMBERS
 —FOR—
 Streetmen
 Concessionaires
 Salesboard Operators
LOOK THEM OVER

- B 112—CHINESE GOOD LUCK RING. \$10.50
- B 113—CHINESE GOOD LUCK RING. \$13.50
- B 114—CHINESE GOOD LUCK RING. \$8.25
- B 106—FIVE-IN-ONE IMP. TOOL KIT. \$2.25
- B 107—WEST POCKET SAFETY RAZOR. \$3.00
- B 108—RELIANCE SAFETY RAZOR. \$2.25
- B 111—IMP. RAZOR BLADES. \$2.25
- B 101—GOLD-FILLED PEN AND GLUTCH PENCIL SET. \$1.60
- B 102—IMP. INDESTRUCTIBLE PEARL NECKLACE. \$1.55
- B 103—MANICURE SET. \$8.00
- B 116—MANICURE SET. \$15.00
- B 104—GOLD-PLATED GLUTCH PENCIL. \$10.50
- B 105—VICTORY CANARY BIRD. \$2.00
- B 117—IMP. OPERA GLASSES. \$4.50
- B 118—PERFUME. \$10.50
- B 119—KNIVES OF ALL KINDS FOR KNIFE BOARD WORKERS. \$5.25
- B 120—7-IN-1 COMBINATION OPERA GLASS. \$30.00
- B 121—RUBBER BALLOONS. \$1.25
- B 122—PAPER HATS. \$1.85
- B 123—CARNIVAL DOLLS. \$4.00
- B 124—IMP. HOLLOW-GROUND, STRAIGHT RAZORS. \$2.00
- B 125—NEEDLE BOOKS. \$4.75, \$8.50, \$9.00
- B 126—NEEDLE THREADERS. \$2.75
- B 127—IMP. NICKEL WATCH. \$1.75
- B 128—IMP. BELL ALARM CLOCKS. \$1.75
- B 129—IMP. DICE CLOCKS. \$1.95
- B 130—IMP. DESK CLOCKS. \$1.95
- B 131—OCTAGON, JEWELRY WATCH AND BRACELET SET. \$3.25

All first-class standard goods.
 HUNDREDS MORE IN OUR
 SINGER'S MONTHLY.

See That You Get It.

25 per cent deposit must accompany all C. O. D. orders.

SINGER BROTHERS
 596-598 Bldg. NEW YORK CITY

PIPES

By GASOLINE BILL BAKER.

On March 211
 (Yes, it's about to happen.)
 What do you mean, you saw a sure-enough robin?
 It's been a damn hard winter for business? Well, then—
 Now, all together (and loudly, too) "Spring, you're mighty welcome!"

Since there's all sorts of "put and take" propositions these days, how about the boys "putting" more pep into their work and "taking" in more mazzuma?

Report had it that Doc W. J. Luttrell and J. J. (Slim) Smith, of the med. frat., were in Spartanburg, S. C. some time ago, and pronounced their business good in those diggings.
 Jake Wood—The dandy pipe you sent from Pittsburg in January in some manner became misplaced and did not show up until last week. Please kick in again and tell us if the boys you mention are still in town.

"Bill" is swamped with pipes for this edition, fellows, and it will be impossible to publish some of them, especially the long ones. However, all will be used in issues to follow. Thanks to the writers of all of them.

'Tis said that nearly every native male in this issue, but one of them—that of G. A. Wilder (while he was in the tropics)—unfortunately became scratched and a new cut will have to be made before we can use it. It will appear later.

Schnler Hagan postcards: "I have been working shopping bags in Lincoln, Ill. (my home town), and find business just fair. Conditions are far from being the best here and my advice is, for the time being, for canvassers to dodge Lincoln."

We had two cuts of the boys to appear in this issue, but one of them—that of G. A. Wilder (while he was in the tropics)—unfortunately became scratched and a new cut will have to be made before we can use it. It will appear later.

Chas. Jarvis, of the paper frat., off the road—selling stock—for about a year, says to "bet your socks" he will be back with the boys soon and with the old receipt in his hand. His brother, A. C., has settled in Knoxville, Tenn., and is circulation manager for one of the Scripps-McRae papers.

Recent news had it that Capt. Jorce had been very ill in bed for about two months at Baltimore, Md. "Brother" Sennett also stated that Dr. Solomon had discarded the tripe and gone into the real estate field; furthermore, Dr. Steele was getting ready to put out his "Mexican oil" after being laid up since last August.

Rudolph Jacobs & Co., 225-227 West 4th street, Cincinnati, one of the oldest concerns in the Middle West, have been enlarging their stock in trade and are now handling what their representatives claim to be a complete line of the cheaper-priced jewelry in connection with its extensive line of beaded necklaces and handbags.

Two Eastern writers of the sheet have combined—Russell Chipman, who pushes no slow diamond-point, and R. A. (Sunshine) Rowell, one of America's 14-karat optimists. The outskirts of Boston are said to have spared no pains to be liberal. An open winter favored the circulation coxvers, altho the territory had been worked by "57 varieties."

A. Payne, one of the leaf frat., shoots that he met F. W. Stires and partner in Marshall, Tex., and they reported a fine year. Stires left Pennsylvania last summer and since has traveled over much Southern territory in the "big

WHO IS IT?



The above is a reproduction of a photo taken a good many years ago. One of the "old timers" of the medicine show men. Let's have your opinion as to whom it represents.

RAINCOATS
 ARE THE
LIVE SELLER OF TODAY


FOR EVERY DEALER.
 WHEN YOU BUY FROM US YOU BUY DIRECT FROM THE MANUFACTURER.
 BIG STOCK ALWAYS ON HAND.
 OUR COATS ARE FULL LENGTH.
 Price on Men's Coats, \$2.50 Each, in quantity lots.
 UMBRELLAS
 Men's or Ladies', \$1.00 Each, in quantity lots.

AGENTS WANTED
 25c With Order, Balance C. O. D.
 PLACE YOUR ORDER AT ONCE.

EASTERN RAINCOAT CO.,
 917 W. Roosevelt Rd. (Formerly 12th St.), CHICAGO.




YOU ALL KNOW THE BUTTON PACKAGE THAT IS GETTING THE MONEY




This razor comes in a little nickel case, vest pocket edition. A big seller. Get my price.
 KELLEY, The Specialty King, 21 Ann Street, NEW YORK CITY.

Make \$100 Week
 SELLING
3-in-1 BAGS
\$4.00 doz.



Greatest Seller on Earth.
 Highest Quality Guaranteed.
 Workmanship Unexcelled.
 Sample Prepaid, 50c.
ACT QUICK
 20 Hottest Sellers.
 Send for List.
SPANGLER MFG. CO., Desk 4.
 160 N. Wells St., Chicago.

YES I HAVE



some imitators, but they do not bother me. Offer me for sale side by side, and I know the public will choose me.
SNUGFIT BUTTON CO., - Youngstown, Ohio.

QUICK SALES
100% Profit




SPENGLER COOKER
 Makes one burner do work of three. Cooks better than direct heat. Endorsed by thousands of satisfied housewives.
 Agents Clearing \$35-\$100 Weekly.
SPENGLER-LOOMIS MFG. CO.,
 1307 Garland Bldg., Chicago.

MEDICINE MEN, NOTICE!

We have one of the best and most attractive Herb Packages on the market. Formula and Bank Draft attached, which is a strong talking point. We have also a real Liniment, put up in parcel bottles, handsome carton. Our Nerve Tablets are strong sellers. We furnish a large flashy poster free with each gross of our remedies and ship day order is received. Established 1890. **BECKER CHEMICAL CO.,** 235 Main Street, Cincinnati, Ohio.

HAND THEM OUT ONE AT A TIME



A cigarette with one hand. A move of the thumb and a fresh smoke is ready. Sample, 50c.
Sex Detector
 Big practical novelty. Amusing and instructive. Tells sex of human beings or animals. Sample, 25c.
MAKE BIG MONEY SELLING OUR NOVELTIES.
 Quantity prices on request.
ROYHELE MFG. CO., 165 Mercer St., New York.

Fastest Selling Household Necessity
 on the market. 100% profit. Send 35c for sample and full particulars. **AMERICAN NOVELTY COMPANY,** Lancaster, Ohio.

SPRING AND FAIR MONEY GETTERS



Self-Filling Pens, all kinds, especially Austrian Pens, at \$12.00 Per Gross, in boxes.
 Emblem Pencil, nickel finish, 3 leads, ring on end fits chains. Twice the size of cut illustrated.

Watches



Neat nickel box. Lined with velvet, can be retailed for 89c with 1/2 dozen Gillette Blades and almost double your money. Get price.
ALSO NEW
 Imagine Waltham or Elgin 16 ligne, O. F., 7 jewel in new 5-year case, for \$6.00! Get my other prices.
 Guaranteed Running
 Mica. Tremendous stock on hand. All orders shipped same day. Best mouse on the market. Price very low.

Watus Teeth
 can't be told from "Elks" as low as \$1.00 Per Pair.
CHAS. McNALLY
 21 Ann St., NEW YORK CITY

BOOSTERS



I have almost four million boosters in the United States, many in Canada and European countries. Once worn, always worn, and every wearer a booster.
SNUGFIT BUTTON CO., - Youngstown, Ohio.
PAPERMEN WANTED
 who can sell a square proposition to farmers. If you know how to be on the square with subscriber and publisher, I have a money-maker for you. Write S. E. FERRY, 6832 East 82nd Ave., Chicago.



CIGARETTE CASES WITH Assorted Pictures

These Cigarette Cases are silver finish with gold finish inside. They hold twenty cigarettes and have spring holders inside to hold cigarettes in position. They come in assorted pictures, as shown in illustration.

SPECIAL SAMPLE OFFER

Send us Post Office Money Order for twenty-five (25c) cents and we will send you a sample, postage paid, with our special low prices in dozen lots. Act quick.

OUR BIG SPECIAL Chinese Lucky Rings

Advertisement for Chinese Lucky Rings, featuring Gentlemen's Size and Ladies' Ring, priced at \$12.50 per gross and \$1.25 per dozen. Includes images of the rings and the Krauth and Reed logo.

Advertisement for Snuggit Button Co. featuring 'I AM NOT' buttons with various designs.

...six." (He is the boy who says he can work anywhere, as he has a sheet for the dicks and legal argument reciters.)

Some of the St. Louis gang some time ago wanted to know where Mills went so often and what he got that made him, on returning, unable to find his joint because of "so many" working. Dame rumor has it, however, that Mills was not daunted, as he opened the first one that wasn't working and made a real pitch on one that he never saw before. "Versatility" thou art divine!

One of the old heads of the game says he observed on his travels over the country that women folks nowadays are both walking and running more like the men—not so loose-limbed as formerly credited to 'em, as it were—and he wonders at the cause of it all. Well, now let's see—equal suffrage is vogue, you know, for one thing, and again—short skirts might require practice along such lines. But whatchu mean "observed?"

Hear that Seventh and Market, St. Louis, on a recent Saturday, truly looked like the old days, with a number of the fraternity on the job. Among the bunch were Bill Brown, shly paste; James Britt, buttons; Doc Durms, oil; Mills, sharpeners; Wm. Mitchell, belts; Doc Killeite, corn punk; J. Horn, garters; Fred Casey, steam remover for gisms; Willie Zeir, thimble tricks, etc.; Tom Williams, bird whistlers, and Harry (Mack) Mahon, pens.

Irvin Brody, one of A. D. Mattfeldt's "hired boys," who is pushing "Frozen Sweets" and "Smiles and Kisses" (the Universal Theaters Concession Co.'s confections) at the Garrick Theater, St. Louis, writes that he received during the week ending February 25 two postcards from Sidney C. Ansell, head of the firm mentioned, from Europe, one from Berlin and the other from Leipzig, Germany. And listen: Brody intimates that wedding bells will soon ring and that the future Mrs. Brody "is at present known as"—but he changed his mind and wouldn't tell.

The following was recently received from Toledo from one of the "bunch": "Talk about a bunch of med. people, well there are a few around Toledo and they all meet every Sunday at the Navarre Hotel. There are Fred A. Stock and wife, Bill Gardner, Guy Barker, Chick Varnel, Mildred and Bill Layton, all of the stock show; Ed Weise and wife, Jack Branigan, the Harlins, of the Weise show; Billy and Eva Merriam and their family and also company; Bird's Simms and bunch, also Elwood, the mindreader, and Grace Bennett."

Gene O. Evans unlimbered from Chicago that he has often stood in the tip while Chas. A. Stahl pulled live rabbits out of his sleeve, also watched the wine and water deteriorate, but adds: "I can't for the life of me account for the dogs and seed. Must be that Charlie is going back into the cat and rat business, where the cats skin themselves. By the way, wonder if George Durkins remembers the night down by the river, not far from Cambridge, Md.? How are the boys on the East Coast progressing? It's about time for some spark intensifiers out that way, 'pears to me."

Doc Harry Herbert pipes: "Say, Bill, Dr. Harry De Forrest pipes back to ye olden times, before the Kickapoo days—the writer was on earth at that time and in the game. Who remembers a real medicine show that worked Ohio, Indiana and Illinois, selling 'Opri-dl-dock,' in the latter '60s? Altho I was quite young, I was with the show. Now old-timers, if there are any who remember us in those days, I would be glad to pipe further reminiscences. Dr. De Forrest is a real dved-in-the-wood old scout—a gentleman, every inch of him, and a clean worker. I met him last in Vicksburg, Miss."

Chick Evans pipes from Haynesville, La., that the fraternity has been pretty well represented there and at Eldorado, among the representatives at the time (February 23) being DeWitt Shanks, with pens, scopes and buttons; Tully, pens and leaf; Jack Kelley and Missus, sheet; Dr. Ramsey, oil—working in a large building, with now and then a show out in front; Dr. Tom Dean, with two performers—Joe Reese and "Curly" Berry, clever blackface entertainers, using guitars and hand-saws, with Doc using the saxophone. "However," says Chick, "the streets here in Haynesville are closed and the doorways are all taken. Eldorado is wide open for work."

O. H. Sinnett recently piped from Baltimore that he had several friend knights visiting him and there was much "territory" taken in—from coast to coast—in the pipefests. Mr. and Mrs. Al Danaher, needles, and Morris Kanner, razor strap worker, and Sinnett, working rug cleaner, about comprised the happy gathering, and the boys were cutting up old times while the ladies were "dix'n" up to go to the

Advertisement for Demonstrators, Sales Board, and Premiums, featuring Fountain Pens and other writing instruments.

AGENTS--MEDICINE MEN ELECTRIC BELTS

Nature's Vitalizer, for Rheumatism, Liver, Kidneys, Lame Back, Poor Circulation, Stomach and Nervous Troubles. Sample, \$1.00. Dozen, \$9.00. Retail \$2.50. HANEBERG & CO., 20 East Liberty Street, Cincinnati, Ohio

Advertisement for American Monogram Co. featuring car monograms, with 'COSTS \$2.50 PROFIT \$27.50' and 'EVERYBODY BUYS'.

Advertisement for The Harris Key Case, featuring a key case with multiple keys and the Harris & Co. logo.

A LIVE WINNER



Each guaranteed to run \$5.00 Per Gross. Manufactured by NOVELTY TIN TOY CO. N. KORLER & SON, 230 N. 5th St., Phila., Pa.

We Pay \$7 a Day

Taking Orders for Reversible Raincoat. Two coats in one. One side black raincoat—other side fine dress coat. Guaranteed waterproof. Latest style. \$45.00 a Week Guaranteed for 3 average orders a day.

Advertisement for Auctioneers, Pitchmen, and Canvassers, featuring Sideman and contact information for Kansas City, Mo.

Advertisement for CO-AG POWDER, featuring Sannia and contact information for New Rochelle, N. Y.

Advertisement for Demonstrators, featuring Snuggit Button Co. and contact information for Youngstown, Ohio.

Advertisement for Agents, featuring Snuggit Button Co. and contact information for Youngstown, Ohio.

Advertisement for MASCOT key locks, featuring 'EVERYBODY BUYS' and 'SOMETHING REALLY NEW'.

Advertisement for PAPERMEN, featuring 'We have an Automobile Magazine' and 'PUBLISHERS FIELD SERVICE'.

Advertisement for AGENTS, featuring 'Desirable opening for crew managers' and 'THE SOLDIER'.

Advertisement for GERMAN KEY CHECKS, featuring 'YOU can be your own boss' and 'PEASE DIE WORKS'.

Advertisement for MEDICINE MEN, featuring 'Write at once for the 1922 Price List' and 'OREGON INDIAN MEDICINE CO.'.

Advertisement for A GLAD HAND, featuring 'always greets the demonstrator' and 'SNUGFIT BUTTON CO.'.

Advertisement for GET INTO THE SOFT DRINK BUSINESS FOR YOURSELF, featuring 'Make both the manufacturer's and salesman's profit' and 'American Fruit Products Co.'.

Advertisement for Get This Book, featuring 'It will clearly show you how you can make \$25 to \$50 week' and 'GEORGE G. CLOWS CO.'.

Advertisement for Medicine Men—Street Men—Agents, featuring 'Do you want quality? Do you want service?' and 'THE DeVORE MFG. CO.'.

SAY "I SAW IT IN THE BILLBOARD."

EVERY ADVERTISER WANTS TO KNOW WHERE YOU SAW HIS AD.

BEST BUY IN THE COUNTRY FROM MANUFACTURER TO YOU

PERFECT GOODS RUBBER BELTS FIRSTS—NOT SECONDS

ONE INCH BLACK AND BROWN NICKEL BUCKLE \$16.50 PER GROSS
 One-Third Deposit on All Orders. Balance C. O. D. Sample 25c.

PITT BELT MFG. CO. PITTSBURG, PA.
 705 Fifth Ave.

SENSATIONAL
 Price Reduction in all lines of
MERCHANDISE

—FOR—
STREETMEN
SPECIALTY SALESMEN
PITCHMEN

Write for New Price List—NOW.

BERK BROTHERS
 543 Broadway, New York City.

"Copy." Later Mills, of needles fame, and Underwood, of razor paste renown, were callers. Can you, imagine the pipe-shooting—in that four-room flat—with all those "merchants of fame" talking over both small and big days and humorous reminiscences? That's the life, eh? And yet "sassy" folk think they really enjoy themselves—wonder where they get the idea?

Scotty Castle is still looking for news of his brother, John, according to a recent letter from Scotty, who continues working about around New Jersey. He requests anyone knowing of John's whereabouts to write him (Scotty), care of the New York office of The Billboard.

Her, wait a minute, here's a postcard from Dr. Robt. M. Smith, down Florida way, and he wants to know a few things: "I wonder if Doc A. C. Robinson ever got back where he was better known? If Doc Bill Miller ever got a 'look in' on Broadway? If George Gossage bought all the ice picks in Atlanta, Ga.? I also wonder if all the boys will buy a Billboard and read this?"

"Rambler" Jack St. Clair recently kicked in from Durant, Okla., that he had been there since November 3, and worked every town of 500 population that he could reach with his car, first with strop dressing, back over with gummy and again with shampoo soap and oil. Was hampered with bronchitis and intended soon to hit for Arizona—he and the Missus. Quite a few boys have been there during the winter—only one had to pay a reader (he cut up too many big days on the corner, so they made him come scrool). Says he met an old-timer at Ft. Townsend, Okla., and wonders if the boys can guess who he is—he's lived there for several years. Adds that he had a letter from Dr. Frank Beach, of Columbia, S. C., who reported conditions far from the best in those diggings.

W. H. Spencer, who celebrated his 63d birthday on February 22, was formerly (about 35 years ago) in the med. game, but of late years has been working fountain pens (and he's never before kicked in—same on him), piped that he was getting ready to start out with a self-inking pencil which he expects to put on the market soon. At present he is laying off in Washington, D. C. Says he read in "Pipes" that Dr. Geo. M. Reed had purchased a nice home in Columbia, O., of which he is glad, as Reed is one of his esteemed friends. W. H. info's that Dr. Otto Hunter and the Missus had "camped" in the nation's metropolis from Philly, and expected to make Washington their home town. Knights of the stripes in the city, he says, have been getting a little jack.

From Frank H. Carr: "Recently glancing over the 'Pipes' brought me on my toes again. I always had an idea that Dr. Harry DeForest was a trifle younger man than myself, but I see he beats me to it. He certainly must be older, when he remembers seeing the late Dr. Job's Healy selling belts for Dr. Flagg, altho Harry is right in one or two respects. Bigelow did sell glass cutters and Healy did manage a wagon for Flagg, but they sold 'Flagg's Instant Relief.' Neither of them sold belts, but here we have it, Harry: Flagg invented a liver pad and Healy joined him as a partner in 1879. Bigelow, Tom Woods, Ned Oliver and Billy Hunt had one party selling pads and Doc Howard, Frank H. Carr, Joe Patterson and Willard had another party, both parties working North Carolina that year. Healy never sold belts, but pads. By the way, do you or any of our present-day high workers know who sold the first electric belts in the open air? It was F. G. Williams, of Brooklyn (the 'Millionaire Manager'). He had a number of parties on the road at one time. I sold belts for Williams and pads for Healy and Flagg. DeForest had the idea all right, but they were pads, not belts."

A. B. (Zip) Hibler, the veteran corn dope man, has rambled over to Pittsburg. He had scarcely hit town, however, when he became a victim of "Old Man Flu" and to such an extent that he almost had to give up, but he showed his early training by "sticking to it" and at last reports he was coming out o. k. The circumstance, nevertheless, inspired in him the following: "If one is full of persistency and is determined not to be downed, it's surprising how things will come his way and how nicely all ends will meet. To lament and brood and to wait for 'Old Lady Luck' to help him out is the biggest mistake one can make. If we have confidence in ourselves, if we cultivate courage and learn to depend wholly on ourselves, there's no reason we should not succeed in any line of business. Providence never endowed me with any 'extra' amount of business acumen, but I'm 'holding on' and yet expect to win out—and to almost my complete satisfaction. There are others of the same caliber. What is needed most of all is the ability and determination to refuse to be pushed aside by anyone, no matter what station in life or anything, and adopt this theory: 'Lay on, McDuff, and damned be him who first cries "Enough!"'"

Dr. James Fardon (spending the off season at his home, 1817 Whitley avenue, Hollywood, Cal.) has been one of the tarty gang in the way of notes to publish, but he "redeems" himself with the fellows by sending this nifty effusion for the Spring Special: "I was visited by Drs. Deor and Wayman when they were out here and entertained them by showing California scenery, etc. I think the majority of the medicine men today are more successful and prosperous than in the past, as they have learned the law of abundance and prosperity and systems by following in the footsteps of the old-

(Continued on page 114)

OUR BIG RING BARGAIN

Ladies' Basket Top Setting, with Lead-Denscraft's Famous Egyptian Im. Diamonds, the world's greatest white stone. The ring is gold-filled and set on slight. It's a world beater. Hurry up and get your share of this big seller.

\$7.00 per gross **\$7.00 per gross**



No. 90901.

70c per dozen OR **\$7.00 per gross**

Each ring is set with a 1/4-Kt. Egyptian Im. Diamond, and every stone guaranteed perfect.

KRAUTH and REED
 Importers—Manufacturers—Wholesalers.
 1119-20-21 Masonic Temple, CHICAGO.
 America's Largest White Stone Dealers.

MONEY MAKERS FOR YOU

No. B100—Ladies' Gold Filled Stone Set Rings, assorted, one, two and three stones. One gross, assorted to package. Excellent value.
Per Gross, \$8.75

No. B200—Men's Gold Filled Rings, set with White, Sapphire, Ruby and Emerald Stones. Assorted to gross.
Per Gross, \$8.50

No. B300—Ladies' Gold Filled Rings, each ring set with Ruby and White Stone. One dozen in velvet tray. Sells on slight.
Price Per Dozen, \$1.45

25% Deposit with Order. Balance C. O. D.

RUDOLF JACOBS & CO.
 225-227 W. 4th St., CINCINNATI, O.

SEND NO MONEY

\$2.63 **\$3.25**

If You Can Tell It From a GENUINE DIAMOND Send It Back

To prove our fine-white MEXICAN DIAMOND closely resembles a genuine diamond with same DAZZLING RAINBOW FIRE, we will send a selected 1 carat gem to Ladies' "Solitaire" Ring (Cat. price, \$4.98) for Half Price to Intruders, \$2.63, or in Gents' Healy Tooth Belcher Ring (Cat. price \$6.26) for \$3.25. Our finest 12k Gold Filled mountings. GUARANTEED 20 YEARS. SEND NO MONEY. Just mail postcard or this ad. State size. We will mail at once C. O. D. If not pleased return in 2 days for money back less handling charges. Write for Free Catalog. Agents Wanted. MEXICAN DIAMOND IMPORTING CO., Dept. NB, Los Cruces, N. Mex. (Exclusive controllers Mexican Diamonds)

O BOY! HOW THEY SELL!

"THE DANCING TEDDY BEAR IN OVERALLS." Sells on sight! Get your share of this easy money. Big fish for Carnival, Concessions, Bazaars, Picnics, etc. Thousands will be sold. Get it while it's new. 14 inches high. Complete with Overall and Chain. Sample, \$1.50, postpaid; \$12.00 per Dozen; \$128.00 per Gross. Send for catalog. LAWRENCE PRODUCTS COMPANY, Beaver Dam, Wisconsin.

If you see it in The Billboard, tell them so.

\$25.00 Reward

The Genuine "Comfort" Collar Clip is patented as to style and shape, with all manufacturing rights owned and controlled by The Comfort Collar Clip Company of Chicago.

We are authorized to pay the above amount to the first person who will advise us of any infringement on their patent.

BEWARE OF CHEAP IMITATIONS

Comfort Clips lie flat. No bulging or pressure on the neck. Once worn, never discarded.

S. B. LAVICK & CO., Inc., 404-406 So. Wells St., CHICAGO, ILL.

Attention! Picturemen!

The new management of the KEYSTONE FERROTYPE CO., of Philadelphia, wishes to announce that all matters have been adjusted, rearranged and perfected, so that we are now in a position to take care of our trade, with goods second to none on quality, at prices that are positively the lowest and service that speaks for itself.

Our stock for the season is in every way complete. Plates, mounts, folders, developing cups, plate holders, lenses, tripods, etc. The best of everything and anything in the minute-photo line at a saving. We can furnish any extra part for cameras at rock-bottom prices.

We ask only for a trial order—no matter how small—and will demonstrate and convince that we mean even more than we say.

KEYSTONE FERROTYPE CO.,
 610 So. Eighth Street, Philadelphia, Pa.

DEVIL-HEAD Is the sensation of 1922. Something altogether new that has never been sold before. Sells on sight. This snappy novelty is in a class by itself. Especially produced horns and the clean cut of the proverbial DEVIL-FACE make it the most attractive and fastest selling novelty on the market. \$11.00 per Gross, or \$10.00 in Ten-Gross Lots. They come with monster Squawker attached.

BE FIRST ONE TO HANDLE IT AND MAKE BIG MONEY. Send 25c for sample.

50% deposit, balance C. O. D.

CENTURY NOVELTY MFG. CO.
 BARBERTON, OHIO.



LISTEN, MEN! Here Are Specialties That Sell! Can You Match These Prices?



Potato Peeler and Vegetable Parer Guard
No. 1170-B **Per Gross, \$2.50**

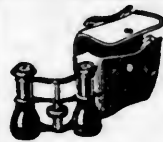


Imported Inkless Pen
No. 1305-B **Per Gross, \$4.00**
1150-B—Star Ink Tablets, Per Box, 20c.



Wire Brushes

No. 1245-B
Per Gross, \$16.00



OPERA GLASSES
(WITH CASE)

No. 1300-B
Per Doz., \$7.50

Razor Blade Sharpener



No. 1210-B
Per Gross, \$24.00

3-in-1 Manicure Set



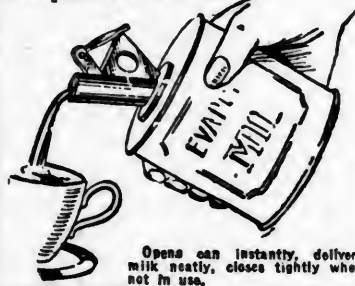
No. 1225-B
Per Dozen, \$4.50

Potato Peeler, Corer and Fish Scaler



No. 1160-B
Per Gross, \$3.00

MILK SPOUT
No. 1285-B
Per Gross, \$8.50



Opens can instantly, delivers milk neatly, closes tightly when not in use.

3-in-1 Key Rings

No. 1400-B
Per Gross, \$3.50

JUMPING FIGURES
(ASSORTED)



No. 1250-B
Per Gross, \$3.00

Corn Cutter



No. 1215-B
Per Gross, \$6.50

FOLDING COAT HANGER



No. 1280-B
Per Gross, \$7.50

New Top Read-em-n-Weep



No. 1175-B
Per Gross, \$3.00

10-IN-1 TOOL KIT



No. 1200-B
Per Dozen, \$4.80
1195-B—5-in-1 Kit, Per dozen, \$4.00.

Fine Steel Razor



No. 1240-B
Per Dozen, \$4.50

Chenco Spring Top



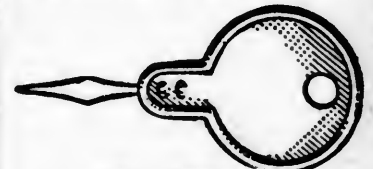
No. 1180-B
Per Hundred, \$2.50

Running Mice



No. 1190-B
Per Gross, \$2.75

Needle Threader



No. 1275-B
Per Gross, \$1.75

SAFETY RAZOR
(IN NICKEL PLATED CASE)



No. 1126-B
PER DOZEN, \$3.50
1315-B—Niisco Razor Blades, Per Gr., \$3.00

Check Protector



No. 1138-B
Per Gross, \$8.50

KEYLESS LOCK



No. 1295-B
PER DOZEN, \$3.00

Chester Novelty Co. Inc.
"SPECIALTIES THAT SELL"

1 Daniel St. **ALBANY, N.Y.** Dept. B.
25% deposit required on all C. O. D. orders.

Are You A Shifter?

IF NOT, WHY NOT?



The biggest craze in years. Street Men, Carnival Men, Jobbers, get busy on this at once.

PRICES ON SHIFTER EMBLEM

Per Dozen, 75c Per Gross, \$3.50 10 Gross, \$3.00 Per Gross

PRICES ON SHIFTER BY-LAWS—THE BOOK OF FUN

Per Dozen, 75c Per Gross, \$3.50 Per 1,000, \$20.00

Samples of each, 20c. None FREE. Send money order or cash with order.

S. W. W. HOLDEN

309 Jackson Building, PROVIDENCE, R. I.

SUN and RAIN

LADIES' FANCY TRIMMED COLORED UMBRELLAS

THE BIG WINNERS FOR 1922 SEASON



Write to us—will show you how. Visit our Display and Show Rooms.

FRANKFORD MFG. CO.

906 Filbert Street, Philadelphia, Pa. Philadelphia's Largest Umbrella House

Ford Autos Given Away



Join this great Auto Club and win Grand Prizes including Ford Sedan, complete with electric starter and sliding plate glass windows. The deal car for all-year use.

Can you make out the two words spelled by the numbers in the picture? The alphabet is numbered, A is 1, B is 2, etc. What are the two words? 10,000 Sedan votes given for your answer. Many other valuable prizes and hundreds of dollars in cash given. Everybody wins! So easy you will be surprised.

Send Your Answer Today. We have already given away many Autos. Somebody gets this new Sedan free—freight and tax paid. It can be yours! Send answer today, and you can share in the prizes.

FORD WILLSON, Mgr. 141 W. Ohio St. Dept. 1731, Chicago, Ill.

EARN 200% PROFIT MEN'S GAS-MASK RAINCOATS \$2.00 Each

INDIA RUBBER LINED MADE IN TAN AND DIAGONAL SHADES FOR DOZEN TO GROSS ORDERS

Biggest quick seller everywhere. Sample Coat, any size, \$2.25. One-third deposit, balance C. O. D. Express collect or postage added. Silk Gas Mask, same style, \$4.75. Get into this business NOW.

CHESTER WATERPROOF CO., Inc., 128 E. 23rd St., NEW YORK

DEMONSTRATORS—AGENTS—STREETMEN

ART EMBROIDERY NEEDLE, with stitch adjustment. Does French Knot and Raised Embroidery equal a high priced needle. \$9.00 per Gross. Why pay more? 400% to 500% profit. Here is the only money maker. Sells on sight. \$2.00 for agent's complete selling outfit. Sample Needle, 25c. DEMO MFG. CO., Mfgs., 5317 Vina St., West Philadelphia, Pennsylvania.

PITCHMEN—JUST RECEIVED FRESH SHIPMENT—STREETMEN CHINESE HORN NUTS

Most wonderful Novelty ever imported from the Orient. Odd appearance alone creates sales aside from its selling power as a plant that grows under water. 15c for sample and gross prices. THE CANTON, Lakeside Park, Dayton, Ohio.

AGENTS The only safety Gas Lighters on the Market: 300% Profit to you. Sample 15c

IGNITION PRODUCTS CO., 12 Union Sq., N. Y.

AGENTS, STREETMEN, DEMONSTRATORS!

Deal Direct With Manufacturer. Two fast-selling kitchen articles—Gas Lighter and Hot Pot Lifter. 25c sellers. FULLER MFG. CO., 3 West Green St., Cincinnati, Ohio.

900% PROFIT TO AGENTS AND DEMONSTRATORS

Our selling scheme does the work for you. Offer articles at 500, 300 and 200% profit. Write us immediately for free sample and particulars. EARL BARNARD, 3010 West Van Buren St., Chicago, Ill.

PAPERMEN

We have it! A brand new Sheet that can be sold anyone, anywhere. Big flash. Sure money getter. Paid-in-full receipts. All territory open to producers. Write or wire. R. H. RUSH, Circulation Manager, Pacific Block, Seattle, Washington.

AGENTS—FREE SAMPLE

New patented Curtain Rod. Necessity in every home. Big profit. Four to ten sales at every house. Write for free sample. HOME URTAIN ROD CO., Providence, Rhode Island.

MOVING EYES—SCARF PIN

Marvelous effect produced by continual motion of the sparkling gems. Gold plated. Style: Bulldog Skull and Owl Head. Price, 35c. postpaid. ORIOLE NOVELTY CO., 1422 Neptune Ave., Coney Island, Brooklyn, New York.

PIPES

(Continued from page 112)

timers—using the best they had and eliminating the worst in habits, etc. Success attracts success, and it amounts to concentrated energy. Most have learned to think and thinking is the thing in any business. The brain doesn't run wild with booze among the mad men like in the days of old. They have discovered that the brain is like a plant—if they nourish it and cultivate it it will grow. Med. men should possess four kinds of capital—character, mentality, physical power and energy. Character represents honesty, etc., and is powerful. Physical power can lift or move just so much. But, mind, mental capital is unlimited. It's hard to retire from the med. business, as I have tried it—I believe all the dead ones are in the graveyard. So keep busy and die in the harness instead of fading away. Life has no beauty for the man who retires from his work, and working to accumulate a lot of money is not really success, as we all die and leave it. But sufficient money and RICH in HEALTH and HAPPINESS should be our greatest object in life. This year will be big for the real medicine man who WILL WORK, as there are no hard times in the medicine business with the right system. The public will have time to come and see and hear you. And remember—

It's the man with the plan
And the man with the "go"
Who will finish this season
With plenty of "dough".

Dwight Wilcox has been in Texas and Oklahoma all winter (headquarters at Enid). Says he has found conditions there about half normal. He met Dr. H. C. Laird at Altus (Mrs. Laird is East with their daughter, who is with one of the big theatrical productions). He also met Al Linder and McKenzie and worked a couple of towns with them. Matt George, he adds, has been around Oklahoma City and he thinks Matt and Huff have some new racket to spring. Harry (Soapy) Williams was also there, as were some others of the frat. "Daddy" Jackson is still in Shawnee. Claude (Banty) Brown has a nice home in Shawnee. G. Studdard was in Western Oklahoma, but Dwight thinks he has departed eastward. He heard from Doc Hazlett, who was wintering at Corpus Christi (and the men card sent by Doc and the Mrs., Dwight adds, needed no additions). Tom Yarnell and wife have been living in Enid and driving that section of the country to a successful proposition. Wilcox says he was glad to read that Claude Melnotte was doing well in Michigan with two companies, his son, Fred, managing one of them, and he comments: "I have not seen Fred since he was a toddler, but he must be all right if Claude taught him what he himself knew about a banjo." Dwight wants to read more pipes from Eddie Brennan, as he likes his writings. And now comes a little reminiscence: "I recently made a lot of towns in the southwest corner of Oklahoma that I showed under canvas eighteen years ago. It brought back memories of one of the best medicine shows I ever organized. Lew Vanburen and his wife, musical people, were with me. They are now on their own farm in Colorado. I hear Mrs. Van is Postmistress at the town of Pat. I'll bet Van is playing for dances. He sure is a 'magician' with a fid. Al St. Pierre and Eddie Wright, the trick shooter, and Tommy Barret, blackface and acrobatic dancer, were also with me. It was a merry crew and a capable one. Have lost track of most of them. This town (Lawton, Ok.) stood out as one of the fastest of the Southwest in days gone by. A very famous show house and beer hall was here and many of the best actors of the country played engagements here. Billy Snyder, for many years with floating theaters and other show companies, has been here several years. He has a substantial business and a fine home."

With the late "Prince" Schaefer at the time of his death at Miami, Fla., on February 24, were Walter Haywood, John Morris, Henry

(Continued on page 116)

BALLOONS DIRECT FROM THE MANUFACTURER

90 Heavy Gas Nursery Pictures, Best Grade, Per Gross...\$4.50
Big Dying Pig Balloons, Per Gr., \$8.00
Big Dying Duck Balloons, Per Gross...\$8.50
wonderful seller. Imitation Bird Whistle, long bill, real feathers. Gross...\$15.00

350—MONSTER GAS BALLOONS—

Largest Toy Balloon on the market. Immense. Per Gross...\$10.00
60 Balloons, with 15 different pictures. Par Gross...\$2.50
70 Heavy Patriotic, 2-color. Per Gross...\$4.50
65 Large Airship, 25 inches long. Per Gross...\$3.00
Large Mammoth Squawkers Per Gross...\$8.50
50 Squawkers. Par Gross...\$2.25
Sausage Squawkers. Par Gross...\$2.25
70 Squawkers, long mouthpiece. Par Gross...\$4.50
Balloon Sticks, select stock. Par Gross...\$4.00
33-in. Beauty White. Per Gross...\$7.50
40-in. Beauty White. Per Gross...\$7.50

Catalog free. 25% deposit with order, balance C. O. D.

YALE RUBBER CO., 282 Broome Street, NEW YORK CITY.

\$15 A DAY EASY RED HOT SELLER. "Simplex" ironing board covers. Some thing new—sells on sight. Write quick. W. J. LYNCH, Box 718, Springfield, Illinois.

AGENTS—We Have the Finest Needle Case You can clear \$50.00 to \$200.00 weekly. Send 10c for sample. Sells 25c. EMPIRE SPECIALTIES CO., 1549 North Wells St., Dept. 305, Chicago, Illinois.

Balloons AND Novelties

Send for Our Latest Catalog. 25% Deposit on All C. O. D. Orders.

No. 50—Air Balloons (assorted colors). Gr. only...\$1.75
No. 60—Heavy Air Balloons (assorted colors). Gr. only...2.50
No. 65—Extra Heavy Trans. Gas Balloons (assorted colors). Gr. only...3.00
No. 60—Air Balloons (with printed pictures). Gr. only...2.75
No. 70—Heavy Trans. Gas Balloons (assorted colors), made of best grade rubber. Gr. only...4.00
No. 110—Very Big Gas Balloons (extra heavy, assorted colors). Gr. only...6.75
No. 65—Heavy Trans. Airship Gas Balloon (blows very big). Gr. only...3.75
Large Squawkers (extra big). Gr. only...7.50
Beed Sticks. Gross only...3.00

BIG DYING BROADWAY CHICKEN

Water Guns, with large rubber bulb. Best made. 5 1/2 in. long. Only \$6.50 Per Gross.
Big Giant Joker—looks like a real gun. Highly nickel-plated, with black butt. All features of a real revolver. Big seller. Only \$4.00 Per Dozen.
Will send you box of assorted samples upon receipt of \$1.00.

M. FRUCHT 322 CANAL ST., NEW YORK CITY

Large Flying Birds with long decorated sticks \$7.00 GROSS

No. 60 Fantless Transparent Gas Balloons. Gross...\$2.85
Balloon Sticks. Gross...\$.40
30-inch Whips, double decorated handles. Gross...5.25
2 1/2-inch Squawking Tongue and Eye Balls. Gross...9.00
Dying Roosters, large size, domestic. Gross...13.00
Belgian Squawkers, large size, round and long. Fresh stock. Gross...2.50
Send for catalog. No goods C. O. D. without deposit.

NADEL & SHIMMEL 132 Park Row, New York

BEFORE AFTER

SALES PEOPLE

SELL STAR CLEAR-SHIELD PADS

400% profit. Marvelous chemical keeps glass clear 24 hours. \$14.40 per Gross. 25% deposit, balance C. O. D. Sample 25c. No catalog. HERRICK & HAYCOCK, S. 7th, Cambridge, Ohio.

AGENTS CANVASSERS, DEMONSTRATORS BIG PROFITS—EASY SALES

Selling Nationally Advertised. Matchless Self-Lighting Devices. LIGHTERS THAT LIGHT. Both Natural and Artificial Gas. Benzine, Gasoline, Alcohol, Acetylene, Welding Torches, Plumbers' Torches, Canned Heats, etc. (Absolutely Safe.) Sells only gases and inflammable liquids. Write for particulars. Samples (2 leaders), 25c. URWIN SPECIALTY CO., 32 Union Sq., New York.

Elie S. Levy & Company 218 W. 34th St., New York

Importers and Jobbers of Toys, Automatic Fans, Tumbling Dogs, Tricks, Jokes, Games, French Chess, Kards and General Novelties.

WANTED—AGENTS OR STATE MANAGER to appoint and handle Agents for latest invention for Ford. MARTIN'S SAFETY ANTI-RATTLE MFG. CO., Brook Park, Minnesota.

The Eureka A. W. DAY, Box 249, Atlanta, Georgia.

STOP! Look! Read! Double Flash—Money for You

Sell the Best, Then You are Sure You are Right **Nu-Art and Daisy Needles** **Stamped Goods and Cottons**

From Manufacturer

Stamped Goods

Pillow Tops, Scarfs and Center Pieces created and manufactured in our own plant; tinted in colors on extra good quality tan embroidery crash. Real merchandise.

Pillow Tops in following designs: Rose, Poinsettia, Butterfly, Bluebird, Pond Lily, Indian Head, Grape, Knights of Columbus, Masonic,

Elks, K. P., Oddfellows, Peacock and many other designs. Price **\$2.50** per dozen.

Scarfs or Runners to match Pillow Tops on same quality good material. **\$3.75** per dozen.

Center Pieces, 36x36 in.—Rose, Bluebird, Butterfly, Conventional, Peacock, Pond Lily; also other designs, **\$4.50** per dozen.

Our stamped goods beat them all because we manufacture them ourselves. **Send for circular or catalog.**



Nu-Art Needle

Nu-Art Needle the best of all. Absolutely a winner. Perfect gauge—does real work—French knots, chenille, also all other stitches with fine or coarse threads. The Nu-Art is guaranteed silvered and chased like jewelry. Lasts a life time. Directions with every needle.

Prices to Agents on Nu-Art Needles:

- Sample **\$0.50**
- Per dozen . . . **3.00**
- Per 100 **25.00**
- Per gross . . . **36.00**

Extra fine points for Nu-Art Needles **10c** each.

Agents Nu-Art Outfit No. 1

- One Pillow Top, partly embroidered
 - One Nu-Art Needle
 - One Instruction Sheet
 - Six balls, size 3, O. N. T. Cotton, to complete pillow
- All for.....**\$1.50**

Agents Daisy Outfit No. 2

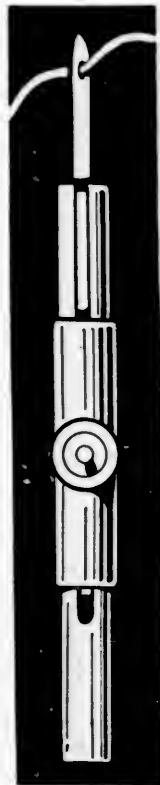
- One Pillow Top, partly embroidered
 - One Daisy Needle
 - One Instruction Sheet
 - One box, twelve balls, size 3, O. N. T. Cotton
- All for.....**\$1.50**

Daisy Needle

The Daisy French knot and chenille needle is the best **50c** needle ever produced. Compare it—you be the judge—satisfy yourself. Perfect point—adjustable gauge—easy to thread—feeds uniformly. Agents, men or ladies, can not go wrong on our needles. Come back over the same territory and find the demand growing. People are satisfied when you sell them our needles.

Prices to Agents on Daisy Needles.

- Sample **\$0.30**
- Per dozen . . . **1.25**
- Per gross . . . **14.00**



Agents and Demonstrators: Remember, we will furnish you with Pillow Tops completely embroidered in French knots, trimmed with fringe to be used as a display or flash at **\$4.00** each. We recommend Design No. 1526. This particular design makes a wonderful flash.

O. N. T., the world's standard Perle cotton, known to every woman in the country, in sizes three and five, all colors; big stocks on hand; cheapest because it is the best. Has more yardage, and twelve balls in a box. Always specify size and colors. Per box of twelve balls.....**90c**

Our agents work the year round with the Nu-Art and Daisy Needles. Pitch, street, house-to-house, stores, concessions of any kind.

MR. ED. TRANTOW, one of the best known agents, claims the Nu-Art is "the most perfect needle ever produced. Would not handle any other."

MR. M. E. HUTCHINSON writes: "The Nu-Art is a winner when compared with any other needle."

MRS. K. LEON says: "The Nu-Art and Daisy Needles are world beaters." Now has several sub-agents working for her.

Agents, now is the time to prepare for the biggest year ever known in the needle business, especially if you are selling the Nu-Art and Daisy Needles. Get your flashes ready; order plenty of needles and cottons; keep a good supply. Business is great and will be even better when the season opens. Get with the live ones and make real money. Your opportunity is here if you handle the Nu-Art and Daisy Needles.

Orders under **\$5.00** must have money order or cash enclosed for full amount. Orders over **\$5.00** must have money order or cash enclosed for half amount of order. We ship the same day orders are received.

366 W. Monroe St. Molter-Reinhard Co., Inc. Chicago, Illinois
Manufacturers of Nu-Art and Daisy French Knot Needles
Nu-Art Stamped Goods

NEXT TIME YOU SEE A SUCCESSFUL MEDICINE SHOW-MAN, PITCHMAN OR DEMONSTRATOR, EDGE TO THE FRONT, ASK HIM WHERE HE GETS HIS GOODS. IT'S DOLLARS TO DOUGHNUTS HE WILL COME BACK LIKE THIS:

"DeVore's"

Our organization is large and our buying power great, and we challenge anyone, quality considered, to undersell us. Our reliability is unquestioned, and when you make arrangements with us you are sure of your source of supply.

A few reasons why we are holding three-fourths of the boys as our regular customers:

- FIRST:** Quality of the best, with quick service and reasonable prices.
- SECOND:** Our packages are neat, yet flashy, and we can supply you either under our name or your own name. We specialize in goods under your own brand and name.
- THIRD:** Shipments go out promptly and you lose no days on account of "no stock."
- FOURTH:** The repeat business that the boys get from the goods under their own name means many dollars to them, and will to you.
- FIFTH:** Our medicine has real merit, and you can rest assured that when you work a town with our goods you will make many fast friends and you can work the same towns over and over again.
- SIXTH:** Our line of preparations is large, and we can offer you many articles that no other medicine house can supply.



YES; WE OCCUPY THE WHOLE BUILDING.

SEVENTH: We believe in the application of the Golden Rule. Mistakes will occur, but we are always ready to make any adjustments necessary.

OFFICE WORKERS: Here are a few preparations that make a fine line for office work: Beef, Wine and Iron, Milk Magnesia, Kidney Remedy, Special Rheumatic Remedy, Haarlem Oil Capsules, Herb Tonic and Tablets of several different kinds can be supplied in bulk. Bottled goods can be supplied with a blank label, on which you can write the directions.

IF YOU SELL

Tonics, Liniments, Tablets, Dry Herbs, Salves, Powders, Ointments, Corn Remedies, Toilet Preparations, Soaps, Cleaners, Polishes, Household Specialties, Cements, Glues, or anything in the drug line, you need our service.

We have the largest and best equipped plant in the U. S. catering to the medicine show profession, and only ask a chance to prove this assertion. **WRITE NOW** for our catalog. It will mean many dollars to you.

The DeVore Mfg. Co.

185-195 E. NAGHTEN STREET
Columbus, Ohio

IMPORTED ALUMINUM KITCHEN SET



(as illustrated).
CONSISTING OF
1—10-in. Basting Spoon.
1—10-in. Egg Whip.
1—10-in. Slotted Cake Spoon.
1—12-in. Soup Ladle.
1—13-in. Vegetable Spoon (with Notch).

The Five Aluminum Pieces to the Set. High-grade Quality. Money Back Guarantee.

\$10.50 Per Dozen Sets
SAMPLE SET \$1.00

Think this over before buying elsewhere, but act quick, as these are a \$3 value and will go fast.

SPECIAL
A New Imported Aluminum **ORANGE PEELER**
Clean-up proposition for Agents.
\$9.00 Per Gross, 85c Per Dozen
Sample, 25c.

One-third deposit with order, balance C. O. D.

CHANDLER JEWELRY CO.

36 W. RANDOLPH ST. Dept. 32 CHICAGO

PIPES

(Continued from page 114)

Greenbaum, Harry Rolly and J. Anderson. (Account of Schaefer's death appears below.)

Many, many "last winter" anecdotes will be cut up among the knights the coming summer—amusing and otherwise.

E. B. Roberts and Harry Turner are making the Moose Bazaar at Lexington, Ky., this week. Roberts was "decorating" the big market building with banners and Harry was there some time before the event started, getting ready to push his usual line—novelties. Roberts is working paper during the show.

Dr. W. G. Wheatley writes from Spartanburg, S. C.: "D. H. Gannon passed away at Wilmington, N. C., on February 24. He was 62 years of age and death came after an illness of about three months. He was one of the oldtime medicine men and one of the best among his fellowmen."

Geo. Wm. Horn, key check artist, when passing out belts on Broadway, St. Louis, was asked by one of his audience: "Have you got any ropes?" Whereupon Horn replied: "I left the ropes attached to the bull on the East Side (East St. Louis), but I have a few left for the 'Missouri Mule.' Did you get yours?"

Red Eagle, the med. man, and his charming spouse, Red Feather, have been making Illinois towns and report success. While at Jacksonville recently, they were the guests of Mildred Chapman and W. K. Davidson, of the Great Patterson Shows, at a sumptuous feed. Yep, Red Eagle discarded his costume and went into the "civilian" life and—er—ate heavily. "Heap much spread," sezee.

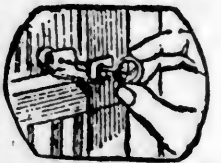
Herbert Swift insists that he is again to take the trail about the last of March, featuring "Cutter, the horse that reasons," and a prize package of confection. Herbert says the admission at the "marquee" will be a thin dime, that the wagons are all repainted in beautiful red (lead), with rural gold and silver-leaf decorations, and with the canvas new and ponies fat. He starts at Danville, Ill. Some outfit, what?

DeWitt Shanks postcards from "somewhere in Arkansas" that he and Doc R. C. Eller left Houston some weeks ago and claims they were the only pitchmen to work directly on the streets there in some time. Shanks says the "unbuttoned" the town with Duplex buttons and had good business in Houston for a month. Eller, he says, is passing out oil to the natives of "Old Arkansas" in big-league fashion and he (Shanks) gets in a pitch now and then with notions.

"Mr. A. Trouper"—Thanks for your postcard with the data, but let's know who you are before publishing (if you wish your name withheld say so, but we want to know who you are). So far as the news in this column and the boys are concerned it's all open and above board (as nearly so as possible), and there is no cause for being backward about denting straight from

BUY PATENTED "13" WINDOW LOCK

The only real ventilating burglar proof window lock and pioneer of them all. Locks window any position. Prevents rattling. 25 cents each. Agents wanted. Write.



Safe-Tee Novelty Co.
76 St. Nicholas Place,
NEW YORK.

LISTEN, STREETMEN

Here's 400% Profit

It's a small investment in items that are not heavy and bulky.

SERPENTINE GARTERS

ARMILLA BANDS

(Silver Wire Arm Bands)

These are the fastest selling money-making items on the market today. Samples, 25c. Get in touch with us. Let us send you our circulars and price list.

LEVENTHAL & WOHL

Makers of Money Makers.

60 ORCHARD STREET
NEW YORK

EVERYBODY, LISTEN! THE COM-FIT BELT WINS!



It is the biggest money making novelty craze. If you want to play safe, start now. We make the **GENUINE COM-FIT BELT**, with the original buckle, and our prices are the lowest in the market. Get a sample for 25c.

LEVENTHAL & WOHL

Makers of Money Makers.

60 ORCHARD STREET, NEW YORK

MAILED FREE

ESTABLISHED 1892.

The Morrison & Company's
New 1922 Catalogue, Illustrated, Full of Bargains, Is Ready for Mailing.

We list the Best Goods at positively the Lowest Prices.
We want every Salesboard Operator and Dealer to have one.
If you desire to save money on your purchases, write for our catalogue today and be convinced.

MORRISON & COMPANY,
Successors to Gordon & Morrison,
WHOLESALE JEWELRY, OPTICAL GOODS, SILVERWARE, CUTLERY, ETC.
21-23 S. Wabash Ave., Chicago, Ill.

SOME THERMOMETER!

18 INCHES WIDE, 60 INCHES LONG.

JUMBO THERMOMETER, 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."

\$180.00 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.

BOX B.
The Chaney Mfg. Co., SPRINGFIELD, OHIO.

PHOTO AGENTS and others

Our new patent frame for medallions looks great. Increase your sales 100%. You can make money without any investment by writing for our new 1922 catalog just off the press. Four days' service guaranteed.

L. K. GUARANTEE PHOTO JEWELRY CO.,
338 Brewery, New York City.

Every Man Wants the "HATBONE"

A backbone for soft hats. Keeps your hat in shape. No sagging and kinking. Holds the crease. Price, \$2.10 per Dozen. Sample mailed for 25c.

JUNG-KANS MFG. CO.
Celluloid Advertising Novelties.
1397 Green Bay Ave., Milwaukee, Wis.

DEMONSTRATORS

Sell Patented

Wire Hair Frames

For Quick Sales and Big Money.

R. SCHEANBLUM

47 West 42nd St., NEW YORK

S. SCHOEN & SON

53 EAST 8th STREET

Formerly 50 Ann Street.

New York City MFG.



Cases for Cans, Racks and Ball Games and Paper Hats. Send for Catalogue. Handles unbreakable, silver plated, Sticks of Bamboo Cans, bright finish.

NOSE BLOWERS

Large, Per Gross.....\$4.00
Small, Per Gross.....\$2.50

NOVELTY FAVOR WORKS.
11 W. 119th St., New York City.

MAKE \$25.00 TO \$50.00 WEEKLY selling our complete lines of Silk Hosiery and Silk Knitted Neckties. Wonderful opportunity for men and women in full or spare time. PENNSYLVANIA HOSEY MILLS, Dept. 25, 29 S. 17th St., Philadelphia, Pa.

The Kiddies' Favorite

They all want it. "High-Fly" Toy Pistol. Harmless—shoots a soft rubber ball. Endless fun; indoor and out. Simple, strong, well made. A fast selling toy and fine ad novelty. Salesmen write. Immediate delivery. Sample, 16c.

"Be first with the latest."
NOVELTY SALES CO. - Lyons, Iowa.

THE (ORIGINAL) VENTRILOQUIST WHISTLE
Everybody delighted, surprised and amused with this little instrument. Any one can easily imitate in such natural manner the expert listener cannot detect the difference. Special offer: Sample by mail, 10c; 6, 25c, per 100, \$1.50. Special prices in large quantities. Mfg. and Wholesale by C. NELSON, care Billboard Pub. Co., Cincinnati, Ohio.

BALLYHOO
MONEY MACHINE
 SURE GETS THE TIP
 Price, \$1.00 Prepaid



NEEDLE THREADERS

BETTER THEN EVER

Sample, 25c.

Gross, \$3.00 with circulars.

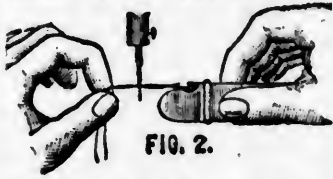


FIG. 2.

Mills & Sons Co.
 418 South Payson St.,
 Baltimore, Md.

RUNNING TOY MICE
 MADE IN U. S. A. SAMPLE 10¢

\$5.00 PER GROSS

1/2 DEPOSIT ON ALL ORDERS

S. S. NOVELTY CO. 255 BOWERY, N. Y.

SWAGGER STICKS WITH U.S. BULLET
 TOP & BOTTOM WITH RIBBON & COW BELLS
 ATTACHED \$13.50 PER GROSS

HIGHLY POLISHED SPECIAL SWAGGER STICKS
 WITH GENUINE U.S. BULLET TOP AND BOTTOM
 \$10.00 PER GROSS

WITH RIBBON & COW BELLS ATTACHED
 \$13.50 PER GROSS

1/3 DEPOSIT ON ALL ORDERS. CASH OR MONEY
 ORDER. NO CHECKS ACCEPTABLE.
 S. S. NOVELTY CO. 255 BOWERY, N. Y. C.

DYING BROADWAY CHICKEN



BRIGHT ASSORTED COLORED
 FEATHERS, LONG BILL, LARGE COLORED
 GLASS EYES, SQUAWKS UNTIL IT DIES
 MAKES BIG NOISE EVERYONE A WORKER

GET BUSY, SELL A REAL NOVELTY
 SAMPLE 15¢ - \$12.00 PER GROSS.

25% DEPOSIT WITH ORDER. BALANCE C. O. D.
 S. S. NOVELTY CO., 255 BOWERY, N. Y.

MEDICINE MEN

We are the first house in the country to cut the price.
 High-grade Iron Tonic, 8-oz. size, \$20.00 a gross;
 Linctant, 1-oz. bottles, \$6.50 gross; Powdered Herb
 Packages, \$7.00 gross; Corn Medicine, \$5.00 gross;
 Soap, 1 1/2-oz. cakes, \$3.75 gross; Nerve Tablets, Price,
 \$3.00; chocolate coated, \$5.00 gross. We have no
 competition, quality and quantity considered, on our
 \$20.00 Medicine, Cheap Tonic, 8-oz. size, 5-gross
 lots, \$17.00. Complete line of samples sent post-
 paid for \$1.00. There are no mortgages holding up
 our business. No stock for sale. No dividends to
 pay. Only one small profit made. We are now loc-
 ated in our own four-story building. Note our new
 location, 1011 Central Avenue, Cincinnati, Ohio.
 CEL-TON-SA REMEDY CO.

MEDICINE MEN

8-oz. Tonic, Per Gross.....\$17.00
 Linctant, 1-oz. round bottle, Per Gross..... 6.50
 2-oz. parcel bottle, Per Gross..... 9.50
 SUPERIOR REMEDY CO.
 1011 Central Avenue, Cincinnati, Ohio.

SELL A USEFUL ARTICLE, needed in every home.
 We put it up under your own name. Everything
 complete. It's a whirlwind for the concession man
 and showman. Costs 5c. sells for 15c. Write quick
 for free sample. Line up with a real seller. PARKER
 CO., Ellettsville, Indiana.

the top of the pack when sending in notes.
 The writer believes your information on the
 spots is all to the good, but some other
 "anonyms" notes have not been, and, for
 the sake of fairness, everybody should sign his
 name. No offense intended, by the way.

King Allison, manager of the Zunj Indian
 Remedy Co., would like to hear from friends
 of the late Harry Ford, who died at Carmi,
 Ill., on March 1, as to addresses of Ford's
 relatives, or to hear from the latter, as the
 remains were to be interred in Carmi. If kin-
 of folk were not heard from, Mr. Ford died of
 pneumonia after a week's illness. He was
 one of the oldtimers of the minstrel and med.
 show branches of amusements. Among others
 he had been with were Al G. Field's Min-
 strels, Coburn's Minstrels, Price and Bonnell's
 Minstrels and the Harvey Stock Co. Address
 "King Allison, care of Show, Ramsey, Ill. (To
 Forward.)"

Frank Schaefer and wife and Eddie Oliver
 motored into Cincinnati from Dayton recently,
 and Frank dropped in for a few minutes' con-
 fab with "humble servant." He and the
 Missus had jus. . . cluded a long auto trip from
 Jacksonville, Fla., to Dayton, after taking it
 easy around the pleasure resorts of Florida dur-
 ing the winter. And, incidentally, they ran
 into several humorous as well as disheartening
 —bum roads, no roads, etc.—incidents on their
 journey. Mr. and Mrs. Schaefer will again
 have their seven concessiona at Lakeside Park,
 Dayton, which has been their custom the past
 several summer seasons—demonstrating indoors
 during winters. Frank said he recently re-
 ceived a letter from his old pal, Claude D. Laws,
 who is still on the coast.

Among news contributions received last week
 was one announcing the death of a well-known
 entertainer, as follows (writer's name with-
 held by request): "Please put in the 'Pipes'
 notice of the death in Chicago on February 23
 of Billy Collins, known as the 'banjo king.'
 He was one of the best comedians in the pro-
 fession and was well liked by all who knew
 him. And Billy came near to dying in the
 harness, as he worked until a few days be-
 fore his death. He had been in ill health for
 months, but his faithful partner, Mabel Island,
 nursed him and did all in her power to pull
 him thru, but to no avail. Suffering a nervous
 breakdown Miss Island was in a hospital when
 her teammate breathed his last. She was later
 sent home to her mother, in Toronto, Can.,
 where at last report she was still in a serious
 condition."

While there have been no direct kicks reg-
 istered, doubtless many of the boys wonder why
 they have not received letters now and then
 from "Bill." The answer is simple (and the
 writer believes consistent). Publishing a
 "column" in which all pitchmen and demon-
 strators are to receive equal consideration and
 requested to "kick in" toward its upkeep—
 without favor to any certain ones—requires it.
 To correspond with a few and ignore the others
 would be far from fair, as it could be termed
 "choosing friends," and the editor of "Pipes"
 considers every mother's son and daughter in
 this profession as a friend—even if the feeling
 is not mutual, but he hopes it is. Many have
 lately been heard of and have never before
 "piped" in. Fine, and let's have more of them
 of the same notion. Here's the point: If you
 should hear a friend knight say: "I received
 a letter from 'Bill' the other day," etc., your
 own thought would without a doubt be "Wonder
 why that d— don't write me, too—to h— with
 him." Wouldn't it? It should be. But the
 writer pleads "not guilty."

Departed—J. A. Maney, the well-known no-
 veltly man, of 306 Superior avenue, Cleveland,
 writes of a departed roadman as follows: "I
 am in receipt of sad news from Florida, in-
 forming me of the death of J. H. Schaefer,
 better known from coast to coast as 'Little
 Prince'. He had been suffering for some time
 with asthma and apinal trouble, and suppose
 the low altitude was too much for him in Flor-
 ida. Funeral services were to be held yester-
 day, Sunday, March 5, from his home, 2178
 Vilas Place, Chicago. Surviving are his mother,
 two sisters and two brothers. Prince was about
 28 years and had spent ten years on the road.
 His gentle manner and pleasant smile won him
 many friends, and the sobriquet of 'Prince' was
 never better placed. His charitable acts among
 carnival and streetmen have been quoted many
 many times. Letters and messages of con-
 dolence can be sent to the above address and
 will be appreciated by a mother who mourns
 the loss of a beloved son. I have no details

RUBBER BELTS



\$1.00 Value To Sell at 25c

Belts cheaper than ever before. Black and Tan.
 Ready to deliver any amount you want at
 \$11.75 Per 100 and \$14.75 Per 100

State the price Belt you want.
 25% deposit required on all C. O. D. shipments.
 Send 25c for sample.
CHARLES H. ROSS
 126 1/2 E. Washington St., Indianapolis, Ind

RADIOPHONES

High-grade Receiving Outfits, ready to set up
MARVEL complete with aerial wire. \$15
DE FOREST - - - \$25
 Aerial Equipment, \$4.50

Free Delivery Anywhere
 upon receipt of money order or check.
ROONEY CO.
 1453 St. Nicholas Ave., NEW YORK CITY



It's the Limit!!

The Aladdin "Eleven"

Caps the Climax! Makes Money Like Magic!

The neatest, classiest 11-piece assortment of fine Toilet Soaps and Toilet Articles ever put up. Outclasses anything ever before attempted in this line. Each article beautifully labeled in colors—some gold embossed. Perfectly arranged in handsome box, presenting a most striking appearance. Drug store value, \$3.50. With the 8-inch Shears it represents a \$4.75 value. Yet you sell for only \$1.75 and MORE THAN DOUBLE YOUR MONEY!

GIVEN WITH EACH SALE



\$1.25 VALUE

FREE!

You give a Pair of 8-inch Dressmakers' Shears FREE with each box of Aladdin Eleven sold. High-power Spring Tension. Retail value, \$1.25. This premium makes the Aladdin Eleven sell as quick as you show it!

Just Show 'Em and Sell 'Em!

A continuous performance! Just like a royalty in an oil well—money coming in right along. You ring up a sale on your pocket cash register once every 15 minutes. When you start out carry plenty of change, especially quarters, for almost every housewife, and "hubbys," too, will slip you two bucks as soon as they glimpse the Aladdin Eleven with the shears free. Some of them will want two boxes. Just show 'em and sell 'em—that's all. So good you can work half a day each day and ring up \$10 to \$20 profit dead easy. It's the limit. YOU'LL SAY SO!

CREW MANAGERS!

A thousand dollars and up a month for you on the Aladdin Eleven proposition. You bet! Nothing ever came down the pike that can equal it for enterprising crew managers. Get after it! Write at once for discounts on quantity lots. To get quick action—quick proof—send \$1.75 for Sample Outfit, including FREE Sample Case postpaid.

Get on the way
 Quick! Send the
**HURRY - UP
 COUPON
 BELOW**

Extra Special Offer to Billboard Readers!

5 Boxes Aladdin '11—with 5 of the 8-in. Shears—one for each box and Dandy Display Case Free. **\$4.25**

Show 'em and sell 'em—they'll be gone in an hour—YOUR PROFIT, \$4.50. Such a cinch that in 24 hours you'll have a special delivery on the way to us for 50 or a hundred more.

Our Factory is largest in the world making Toilet Soaps, etc., in Combination and Box Assortments.

FOSTER REID FACTORIES
 2901-2935 Mango Avenue,
 CHICAGO, ILL.

FOSTER REID FACTORIES,

2001-2035 Mango Ave., Chicago, Illinois.

On your guarantee to refund money if I am not surprised and delighted, I enclose \$1.25. Send me 6 Boxes Aladdin "11," with 5 Shears and Dandy Free Sample Case, as per your Extra Special Offer to Billboard Readers.

Name

Address

NOTICE!—Our New Home—One of the Largest.

NOTICE!

Concessioners and Wheel Men!

We have a new one which will be the biggest knockout of the season. Catalog now ready, write for it quick.

PHONOGRAPHS, special design, for concessioners. Your customers are sure to play same, owing to the facts that it can be carried conveniently and played at the same time. Equipped with good motor. Price, \$3.25 Each. Sample, \$4.00.

UNBREAKABLE DOLLS, 19 inches, dressed in marabou, tinsel and chiffon, assorted.

17-INCH UNBREAKABLE DOLLS, dressed in marabou, tinsel and chiffon, assorted. The finest finished doll on the market, with the flashiest dresses that can be obtained. Our prices are the lowest. Our service is the best.

All sample orders cash in full. 50% deposit required with all orders. Positively no attention paid to orders without deposit. No exceptions.

E. C. BROWN CO., 119 W. 2nd St., Cincinnati, O.



NOTICE!

We Lead the World in Plaster Dolls.

GIRLIE DOLLS, with assorted wigs glued on, and tinsel dresses, all complete.

\$24.00 per 100. Sample, 75c.

We invite competition.

13-INCH DOLLS, dull finish.

Per 100, \$19.00.

With wig glued on. Per 100, \$29.00.

Tinsel Dresses, \$10.00 per 100.

ALUMINUM PRESERVE KETTLES, 8-quart.

Per Dozen, \$10.00. Per Gross, \$118.00.

Sample, \$1.25.

CHINESE BASKETS, nest of 5,

\$3.40 Per Nest. Sample, \$3.75.

3-IN-1 BAGS, Spanish leather.

Per Dozen, \$12.00. Per Gross, \$140.00.

Sample, \$1.25.

ICY-HOT BOTTLES.

Per Dozen, \$12.00. Per Gross, \$140.00.

RUBBER BELTS.

Per Gross, \$18.00.

With better grade buckle, \$18.50.

All large sizes and first grades.

Looks Like Real
SELLS LIKE WILDFIRE

REVOLVER
The best imitation made. Highly polished nickel-plated. All metal.
Sells on Sight!
\$7.00 Per Dozen
\$72.00 Per Gross
STUYVESANT ELECTRIC MFG. CO., Inc.
308 Canal St., NEW YORK CITY.

DEMONSTRATORS, DISTRIBUTORS
SELL SUPREME ALL-WHITE RUBBER Self-Vulcanizing Tube Patches
EXCLUSIVE TERRITORY TO WORKERS
Write for full information and prices.
SUPREME PATCH MFG. CO.
61 East Sixth Street, ST PAUL, MINN.

VANITY MANICURE SET

Highly polished, nickel-plated case, containing Scissors, Scrapers, Skin Knife, Nail File, Cuticle Pusher, Splitter Pincers and Hair Pincers with Ear Spoon.
\$6.50 Per Doz. \$72.00 Per Gross.
Sample sent postpaid, 75 cents.
TANY BRUSH COMPANY,
311 River St., Chicago, Ill.

Electric Garter
(Serpentine)
NO KNOBS, HOOKS, PADS—NO BAGGY SOCKS.
Improved Buckle Allows Renewal of Web.
Patented in Canada, U. S. Patent applied for.
A live wire seller for Pitchmen, Window Workers, Canvassing Agents and Trade.
Illustrated folder shows many uses. Gives selling pointers. Finest quality stock ALL the time. Fit to ten flashy colors, assorted. Folded.
Sample Pair, 25c. Postpaid. Per Gross, \$7.50.
I pay parcel post charges. 25% deposit balance C. O. D. "Growing Bigger All the Time."
Manufactured by E. V. NORRIS
102 Fibre Ave., Buffalo, N. Y.
Factories: Buffalo, N. Y.; Ft. Erie, Canada. Address all mail to Buffalo.

MONOGRAM AUTOS
WITH OLD ENGLISH AND ROMAN INITIALS
Anyone can put on. Charging \$1.50 you make over \$1.40 profit; \$10.00 daily easy.
Samples FREE
THIS OUTFIT consists of six styles and colors, varnish, roller, borders, etc., all ready start work.
600 INITIALS.....\$5.40
1200 INITIALS..... 9.00
SMALL OUTFIT, \$1.50.
Extra initials as low as 1/2c each. Wholesale prices.
MONOGRAM INITIAL CO.,
WESTWOOD, N. J.

\$10.00 A DAY EASY
Selling our big "HELP THE UNEMPLOYED" Package. Contains 10 useful Household Articles. Big Dollar Flash. Costs you \$2.00 Dozen. \$100 Hundred. Sell for 50c, 75c or \$1.00. "Help the Unemployed" appeal printed on label and cut price means quick sales everywhere. Average 50c profit on each sale. Sample package, 25c. **FANTUS BROTHERS, 1316 S. Oakley Ave., Chicago.**

Big Money for Medicine Men

YOU don't have to pay war-time prices to get goods that repeat! We can prove that to Med. Men who are wise. Here's your chance for the big money! Right-hand column gives you an idea of our prices. **Get complete price list today.** No extra charge for your own labels and cartons. Quick deliveries. Let's get together for a big season all around.

Quality Drug Co.

P. O. Box 859 CINCINNATI, O.

Look!

8-oz. Tonic
\$17.50 Per Gross

6-oz. Tonic
\$15.50 Per Gross

3/4-oz. Oil
\$7.25 Per Gross

1-oz. Oil
\$7.75 Per Gross

2 1/2-oz. Oil
\$11.75 Per Gross

Write Today for Price List!

regarding Mr. Schaefer's death as yet. "Little Prince" was a devoted reader of the "Pipes" column and a staunch friend of the fraternity."

THE STREETMAN

By W. M. Klein, Cleveland
In summer heat in winter sleet,
In blasts that are despairing,
In storms that melt, suns that melt,
You seek your pitch up-bearing,
With coppers' taps, squawkers' raps,
You stand the gaff indictive,
You make, you mold, endure—untold;
You press right on vindictive.

In your heart you know your part,
You know the art of selling,
You square a chief, who is so deaf,
He could not hear you yelling,
You strive, you grind, seek and find
A spot to plant your joint on;
With valor bold your own you hold,
It's grit you win your point on.

Let every knock and every block,
From simp, or cop or weather,
Not deter you from pushing thru,
To bring all lines together,
And from the grind come out refined,
Tho you've stood the others' "gruff,"
Just such bluster puts the luster
On your "diamond in the rough."

How many know that bird who signs himself "Ivory Dome" (he's a piano player and comic)? Anyway, he shoots the following from the Oriental Foye Co.—Oriental Foye, Norma Pangborn, Bob E. Cunningham, Ed M. Hughes (that's him), and P. D. Dinks and his dog act: "In one of the towns we played a well-dressed lady apparently in full possession of her mental faculties, called at the office and said: 'Doctor, I understand your tonic is a wonderful thing for the liver. I want a dozen bottles.' Upon being supplied with the order, she explained as follows: 'You see, I ain not getting this for myself, I'm going to give it to my turkeys. I raise turkeys extensively and I think it will be good for them.' Can you beat it? Well, why not—a liver is a liver, and if the lady's turkeys were suffering with a liver complaint why not the tonic? (We defy anyone to give 'twenty dollars' worth of argument along that line.) P. D. Dinks' dog act continues to attract—John, the largest canine, does a remarkable good waltz, keeping perfect time with a beefsteak held just below his nose. Except for slight attacks of 'blue-birding' every one of the bunch is enjoying the best of health. The popular lady contest has proved a great drawing card here at Mingo, O. The ladies in the contest are all working hard and are present each evening in full force—thus, we have packed houses each night; it being a well-known fact that wherever the women go, the 'Mingo.'"

J. W. Ghent pipes from St. Catharines, Ont. J. W., who is known among the boys around Toronto and the fairs as "Cardwell's side-

WINDOW SIGNS

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!

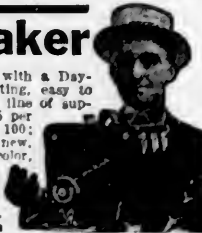
You can sell to nearby trade or travel all over the country. There is a big demand for window lettering in every town. Send for free samples and particulars.

Liberal Offer to General Agents
METALLIC LETTER CO.
439 North Clark St., CHICAGO, ILL.

A Big All-Year Money Maker

Make Photo Postal Cards, genuine black and white, plateless, and tintypes, with a Daydark Camera. \$11.00 and up. No dark room, finish on the spot, no waiting, easy to operate and learn. Big profits. Travel and see the world. We carry a full line of supplies in stock. Black and White Paper Plates, 2 1/2 x 3 1/2, \$1.25 per 100; \$11.25 per 1,000; 1 1/2 x 2 1/2, 65c per 100; \$5.85 per 1,000. Mounts, 25c and 50c per 100; \$2.00 and \$4.50 per 1,000. 32-oz. Developer, 30c per pkg. Something new. Daydark Toning Solution, to make your tintypes and direct cards a lighter color, getting away from the tintype effect. Enough solution to tone 500 tins or cards for \$1.00. Write for catalogue.

DAYDARK SPECIALTY COMPANY, 2827 Benton St., ST. LOUIS, MO.



BELTS With NEW GUARANTEED NON-SLIP BUCKLES
This is positively the best Belt on the market for utility and workmanship. \$18.00 per Gross. Send \$5.00 deposit for a trial order of one gross, or 25c for sample. **NOVELTY SUPPLY CO.,** 208 Wood St., Pittsburg, Pa. See our other ad in this issue.

QUACKING DUCK—Absolutely New
Going big. Be the first one to sell it in your territory. \$9.50 per Gross. Send \$3.00 for trial gross. 25c for sample.
NOVELTY SUPPLY CO., 208 Wood Street, Pittsburg, Pa. See our other ad in this issue.

MENTION US, PLEASE—THE BILLBOARD.

ALUMINUM WARE

LAST YEAR OUR ALUMINUM WARE CONCESSIONAIRES WERE RINGING 'EM IN, WHILE OTHER WHEELS WERE WATCHING 'EM GO BY

This year we'll have 'em all stopped—for in addition to our regular line of Domestic Aluminum Ware Specials we are importing tremendous quantities of flash and novelty articles, which will positively be real winners, and which will insure our customers still bigger business and larger returns than during 1921.

Write today for our illustrated price list, or, if possible, call at our show rooms and look over our complete line.

We handle nothing else, and specialize in Aluminum Cooking Utensils, and are supplying the largest Jobbers, Department Stores and Concessionaires on the continent.

ALL ORDERS POSITIVELY SHIPPED SAME DAY RECEIVED

J. L. BLOCK & SON 231-33-35 BOWERY NEW YORK CITY

Buy direct from the largest Importers and Wholesalers of Aluminum Cooking Utensils in the Country



BAMBOO Fountain Pen
(Self-Filling Ink Pencil)

Has all the advantages of a Fountain Pen and an Ink Pencil combined. Made of bamboo and finished in attractive color. Very light in weight. Dealers and jobbers write for particulars. It's a big money maker.

Wonderful novelty Fountain Pen. Non-Leakable. Writes carbon copies. Salesmen and agents, this is a Pen that sells on sight. Send us 50 cents, we will mail you sample and particulars.

T. KOBAYASHI & CO.
311 River St., Chicago, Illinois

ATTENTION!

kick" and the "broncho belt worker," during his time out with the tripe and keister or working a burg out of a car the past five years, put in last summer at Montreal, with belts, etc. He says things were not so bad, but made one bloomer at the Scholastique, Que., Fair in the fall—he says it to the fact, however, that he could not speak French. During his stay in Montreal he met Harry Brennan, working razor paste and tops; Wilke and Hearne were still going strong with collar buttons; Chisholm was there with hair tonic (and before he left for his Toronto office he had about fourteen inches of hair and swinging two boys on it for bully). Ghent says he also met Ed Lewis and wife and they were cleaning up with dancing dolls in Montreal at Xmas time, and they deserve credit for working the same store for five years straight. "Good old Ed," says Ghent, "is better known in the States with soap than over here with dolls, but we hope to see his smiling face again at Toronto." "It looks like the snow will soon leave in these diglins and the boys can again get to work outside regularly. I expect to make my first pitch at Hamilton about the same time the Spring Special "pipes" are being read. Things are not the best here at present, but everybody is optimistic, and here's luck to all tripe carriers, which should be the wish of all of the fraternity."

Dr. F. L. Morey, Dallas, Tex., contributes: "The lines of the following old poetry of the medicine show may be remembered by a few of the oldtimers—written by C. L. Edson (a few words may be wrong, as I have reproduced it from memory):"

THE OLD MEDICINE SHOW
Now I remember the medicine show,
That came to our town in the long ago.
The carriage stopped in the village square,
Gasoline torches raised a glare;
Songs with banjo rode the air,
And all the loafers soon were there,
The Doc. wore long black hair,
And of pistols he carried a thumping pair;
And he gave the people a medicine show
In the village of long ago.

And I recall how the people smiled,
For entertainment our hearts were wild;
And joked and gathered on hurrying feet,
We hungered much for the showman's treat.
Motion pictures were yet unborn,
Or the phonograph with its singing horn;
Life was a roudau of wheat and corn,
And a sweet relief from the corn and wheat,
Was a medicine show in the village street.

The Indian doctor cleared his throat,
He rolled up the sleeves of his loose black coat
And said: "I am here to entertain
And the tricks I do, I will first explain."
"You see this knife?"—and he pulled it free,
A regular blue-beard snickersnee—
"I'll lop off the head of a boy," said he,
"And pass it around for you all to see,
Then slap it back where it used to be;
And the boy will be able to get up and go;
Healed by the salve of the medicine show."

Us boys then fled to the far outside,
And we stood with our mouths all open wide.
The grownups surged and were crowding near,
And each was spreading a fan-like ear.
"I'll show you the wonders beyond belief,
With a plain lead pencil I'll pull your teeth
And never hurt you a bit"—in brief,
"The salve I sell you is 'Pain Relief,'"
And he sold us salve and magnetic soap,
And electric belts and some corn dope,
Till it grew so late that no one waited
To see that boy de-cap-i-tated.

V. L. Torres has a "kick" against some people's "fraternism" and—but let V. L. tell

ALL LEATHER 7 IN-1 BOOKS
Demonstrators, Sheet Writers, Premium Users

Buy direct from the maker. We can offer you our high-grade, all-leather books, at \$30.00 per gross and up. Made in fancy Cobra, Levant and Glazed Alligator grains. Also in the celebrated Black and Tan Calfine. No one else can duplicate these values. Send us \$1.00 for samples and prices. Immediate deliveries. It will pay you to get in touch with us. Samples on memo. to rated houses.

A. ROSENTHAL & SON, Mfrs., 804 Washington St., BOSTON, MASS.

GOLD WIRE ARTISTS, ATTENTION
Reduction Prices

Roller Plate Wire in all sizes and qualities; also other goods. Pearl Plates are now list prices in No. 19 Catalog.

Send for New Findings and Prices with a trial order and we will convince you that it will pay you to buy all your Findings from us.

Juergens Jewelry Co., 235 Eddy Street, Providence, R. I.

AGENTS WANTED TO NOTIFYERS
An Automatic Burglar Alarm which protects homes, business houses, chicken coops, garages, corn cribs, etc. The greatest demonstratable, salable device on the market. Big seller at Fairs, Court Days or before any gathering. Agents and salesmen easily clear \$200.00 a week. Sells for \$1.00. Agent makes 100% profit. Sample expressed to any address for \$1.00. Territory granted. Address,

AUTOMATIC PROTECTOR CO., Ltd.
808 VINE STREET CINCINNATI, OHIO

STAR GOGGLES
Gauze Side Shield. Cable Temples. Amber Lenses. DOZ., \$2.25. GROSS, \$24.00.

FLORESCOPIES
Brass Sopes. Best Quality. DOZ., \$3.00. GROSS, \$33.00.

MILITARY SPEX
Imitation Gold. Large. Round. Clear White Convex Lenses. All numbers. DOZ., \$3.00. GROSS, \$35.00.

NEW ERA OPT. CO.
17 N. Wabash Ave., Chicago.

GET THE BEST—BOYS!
AMBERINE UNBREAKABLE COMBS
OUR COMBS CANNOT BE BOUGHT AT OUR COMPETITORS.

Positively the best Comb for demonstrating purposes. Impossible to break them. All of the real fellows are using our line, and going big with 'em. Send for sample assortment today, and be convinced of our Quality Combs.

VICTORY COMB & NOVELTY CO., 221 Fourth Ave., New York City

PAPERMEN

LIBERAL PROPOSITION FOR CAPABLE PRODUCERS WHO CAN "SHOOT" SQUARE WITH THE SUBSCRIBERS AND PUBLISHER. MEN WANTED FOR NEBRASKA, KANSAS, COLORADO, NEW MEXICO, TEXAS, LOUISIANA, MISSISSIPPI, ARKANSAS AND OKLAHOMA. Plenty of good territory, direct service and real co-operation. THIS IS NOT A CIRCULATION AGENCY. Desirable premiums at less than jobber's cost. You must be a real "Knight of the Leaf" to get this. Write for details.

F. AL. PEARCE, 604 Kansas City Life Building, KANSAS CITY, MISSOURI

AGENTS—SPECIALTY MEN—PREMIUM USERS
NO. FPS—FOLDING POCKET SCISSORS.
Nail file blades, stamped from special steel, ensuring good cutting edges. Bright nickel finish, steel rivet. Each scissors in leatherette case. Packed 1 dozen in a box. Price, 50c each. Sample sent on receipt of 25c. Write for quantity price.

M. J. ULERY CO., 2528 Broadway, New York, N. Y.

Wonder Knife Sharpener is a big seller: 400 to 500 per cent profit. Has wonderful cutting qualities: a first-class tool. Sample, 25 cents; one-half gross, \$4; one gross, \$7.75, postage prepaid. 25 per cent with order. Balance C. O. D. No catalog, order direct.

Wunder Sharpener Co., 314 Bagley Ave., Detroit, Mich.

DISTRIBUTORS DISTRICT SALESMEN MANAGERS—AGENTS

Do you know that we make the Best Waterproof Aprons and Sanitary Specialties on the market? Sell for less and your profits are largest.

Write now and convince yourself.

B. & G. RUBBER MFG. CO.,
618 Penn Ave., Dept. 138, Pittsburg, Pa.

MEDICINE MEN

We have a real money maker for you. The most attractive and best selling Herb and Liniment Packages on the market. Our money-back guarantee makes selling easy. Our large output enables us to give you the lowest prices and save you considerable money. Get busy with our line. All orders filled promptly.

COLUMBIA CHEMICAL COMPANY, Newport, Ky.

BIG MONEY MAKER FOR AGENTS, CANVASSERS AND DEMONSTRATORS.

SELL

EUREKA CEMENT Meets Everything

Sample tube and full particulars, 10c.

EUREKA CEMENT CO.,
Dept. B, 543 N. Dearborn Street, Chicago.

ART BOOKS, ART CARDS AND HUMMER PACKAGES

Send 35c for samples and prices.

UNITED PUBLISHING CO.,
628 Long Ave., Cleveland, O.

THE BOYS USING SEEDS ARE GETTING MONEY.

Twelve packets of Vegetable Seeds to large flashy package, \$12 gross packages. 302 Clutch Pencils, \$9 gross. Leatherette Bill Folios, \$1 dozen. Deposit required. **SOUTHERN DISTRIBUTING CO., Box 961, Knoxville, Tennessee.**

THE VERY LATEST AIRBOMB "BULLSEYE"

Greatest seller of the Season.
Big Money-maker. Samples, 15c.

Schacier Novelty Co.,
202 Newman - Stern Bldg., Cleveland, Ohio.

PAPERMEN

National publication needs men in Central and Western States. Small turn-in. Address DIST. MGR., Room 305 Merchants' Bank Bldg., Indianapolis, Ind.

AGENTS Spiral Curtain Rods. Fast to ten. Working sample free. **MODERN SPECIALTY COMPANY, Eight N. Sixteenth, St. Louis.**

PARISIAN PERFECT ADJUSTABLE HOOPS



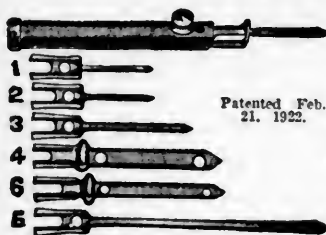
Just what you want. Note the thumb screw. Flat headed and long enough to set the necessary pressure to tighten the hoop. O H I H O W EASY!!

A hoop that will meet EVERY DEMAND. Can be used for all classes of fancy work. Every lady will see its merits. Can not be outclassed when used for the heavy FRENCH EMBROIDERIES.

Manufactured by PARISIAN ART NEEDLE CO.

The New Perfected Original Parisian Art Needle

(ALWAYS) 6 POINTS. FIRST BEST NEEDLE! LAST BEST NEEDLE! BEST NEEDLE ALWAYS! QUALITY OUR STANDARD.



Patented Feb. 21, 1922.

Our new ORIGINAL 6-POINT NEEDLE has a point for each kind of French Embroidery, from the finest silk thread to all sizes of yarn and carpet rags. The Original PARISIAN ART NEEDLE is made of nickel silver and will not rust. ALL NEEDLES GUARANTEED TO AGENTS AND CUSTOMERS. NOTE IMPROVEMENT ON SHANK OF POINT! THE GAUGE WILL NOT SLIP!

OUR NEW REDUCED PRICES WILL INTEREST YOU:

Needles with 4 Points, Numbers 1, 2, 3, 4, \$20.00 per 100, in 100 lots.

Send \$1.00 for sample of our Needle, complete with 6 different size points, rosebud sample of work, full instructions and particulars. Better still, send \$2.25 for agent's complete working outfit, consisting of one 6-point Needle, one full size Pillow, designed in colors; four balls of Perle Cotton, and work started, showing you how it is made.

NUMBERS 5 AND 6 POINTS, PER 100, \$2.50.

25% cash required on all C. O. D. orders. Get busy, folks. Our Needles sell ten to one better than other needles on the market. Write today.

PARISIAN ART NEEDLE CO.

309 So. La Salle St., 208 Traders' Trust Building, CHICAGO, ILL.

STAMPED PATTERNS

All designs done by hand with air-brush, in colors, tinted shades to work.

PILLOWS, per Dozen.....\$2.50

RUNNERS, per Dozen.....\$4.50

CENTER PIECES, per Dozen, \$6.50

STAMPED RUGS, from 40c to \$1.50 Each.

These goods are of extra fine grade of crash. All of our goods are of quality.

RICHARDSON PERLE COTTON, sizes 3 and 5, in all colors. 75c per box.

PARISIAN ART NEEDLE CO.

city—in the 1200 block on Broadway. This couple deserve credit. They came here eight months ago with practically nothing, but, instead of yelling "hard luck" and "hard times," they dug right in with art needles and their store is the answer to—hard luck tales—it's a pit, not ink.

The folks here don't want to be accused of reporting too often, but, as Yellow Clay said, "if all the boys would write in to 'Pipes' occasionally it would be better for everybody."

A few "observations" (minus flowery lingo) relative to the itinerant merchants' profession for the forthcoming season, as judged by the editor of this department from reports from the boys and statistics on general conditions throughout the country, may not be amiss:

In the first place it behooves every representative of the calling to cultivate a cheerful spirit, as it not only makes his own load the more easy to carry (as well as effectiveness good spirit and encouragement to others), but greatly aids in destroying whatever dissension may arise between one or more and the "powers that be" and augments favor and confidence on the part of the populace everywhere—whichever, these days, is the all important factor.

As to the outlook, it is probable that there is little choice as to territory as pertains to industrial conditions, altho the "learned prophets" seem to predict that tradesmen will find employment far more plentiful, with a revival of building and factory operations, also the farmers, judging from reports, will receive more encouragement in the way of production, and the same conditions apply to all located interests which have a direct bearing on

AGENTS!



THIS "TIP TOP" TOILET SET is a world beater. WHY? Because it has the QUALITY equal to the best toilet preparations on the market. The dazzling array of colors make it the greatest flash you ever saw. We have many other combinations to select from. BESIDES—We can furnish you with premiums to stimulate business.

COST YOU 60 CENTS

YOU SELL FOR \$1.60

YOUR PROFIT \$1.00

WRITE AT ONCE for our catalog—Get lined up RIGHT!

Tip Top Outfit with a Display Case sent prepaid for \$1.50.

HARVARD LABORATORIES, 336 W. 63rd St., CHICAGO, ILL.

the success of the pitchman or demonstrator. With this in view the coming months, especially during the late summer and fall, should prove much better than last year—not big, but "better."

And now comes the all-important issue—"rehabbed, but it is needed and badly. There has been a great conviction, more of late years than former years, and this does not wholly apply to the localized mercantile interests and other "oppressive" ones, but there are also some right in the profession who would "oppress" those not so fortunate as themselves, or those who work in competition with themselves, with the idea that this will gain for them "all the gravy." If this continues, there will be no "bravery" or even a "disb" in which to "devour" it. Anyway, there is but one course to follow to cover and combat the situation. The main object of each should be to encourage fraternalism—more companionship and friendliness among the members of the fraternity. The nucleus for co-operation and results in organized associations of industry and social circles is friendly companionship among the members, and, incidentally, this point doubtless explains steps that have been taken in various localities toward "keeping out" the itinerant merchants and the prevailing upon those in authority to force such rulings for the desired end—the merchants are organized almost everywhere. The pitchmen and demonstrators have no association, therefore there must be more "voluntary" companionship and each do his bit toward gaining popularity with the populace as a whole, cut out all open antagonism and boost their own game, individually and collectively. The pulse of the nation has been changing, the people are becoming more generally enlightened (they have to be "shown"), and they are watching operations and more quickly condemn (inwardly and to their friends) faults they detect than in former days. Cultivate the proper spirit and work straight from the shoulder, fellows, as it means the life of your own calling.

"SOMETHING NEW AND VERY GOOD"

The Novitas Trouser Press



NO MORE BAGGY KNEES

THIS new Trouser Press keeps trousers rightly shaped, neatly creased, free from wrinkles, doubles the wear and does away with tailor's bills. Trousers pressed while you sleep. Fits traveler's suitcase.

ONE TRIAL SAVES ITS COST.

Every well-dressed man needs one or more of these new Trouser Presses. At least \$1 saved monthly. Sample sent parcel post prepaid for 50c, three for \$1.25.

WE WANT LIVE AGENTS EVERYWHERE

Every man a probable buyer \$10 daily easily made. No limit to sales. General Agents can organize selling campaigns, appointing sub-agents, and supplying haberdashers, druggists, cigar stores and other merchants.

SEND 50c FOR SAMPLE

and special introductory wholesale prices. Act quickly. Be first in the field.

NOVITAS SALES COMPANY

Sole Manufacturers, 149 High Street, WALTHAM, MASS.

7-1 COMBINATION BILL BOOKS

Made of Genuine Leather.



\$19.50 GROSS \$2.00 DOZEN

Sample mailed for 25c. All orders shipped same day received. One-fourth deposit, balance C. O. D. LAWNOALE LEATHER GOODS CO., 1241 So. Lawndale Ave., Chicago, Illinois.

AGENTS AND CANVASSERS

wanted to sell our Self Gas Lighter. Just turn on the gas, hold over Bow, and it will light immediately, without matches or friction. \$9.00 per Gr. Sample, 10c. Rapid Mfg. Co., 19 E. 14th St., New York.

MARABOU for the Doll Trade is Our Specialty. We are ready with a large stock of assorted colors at most reasonable prices. ROYAL FEATHER TRIMMING CO., Vauxhall, New Jersey.

GOLDEN BEAUTY COMBS

Amberine Combs Grained French Ivory Combs

I MANUFACTURE THEM—ALL KINDS. PRICES THE LOWEST—QUALITY THE BEST. COMPARE MY COMBS WITH OTHERS—YOU BE THE JUDGE.

- 410—Ladies Dressing, C. and F. Gross.....\$20.00
- 411—Ladies Dressing, A. C. Gross.....20.00
- 412—Men's Barber, C. and F. Gross.....13.00
- 413—Fine Combs, Gross.....13.00
- 414—Pocket Combs, Gross.....6.50
- 415—Leatherette Sildes, Gross.....1.40

Sample Assortment, \$1.00, Postpaid. I sell in any quantity, from one dozen up. Write for Catalogue and Selling Talk. Watch for notice of further price reductions.

BARNES, The Comb Man, Leominster, Mass.

STREETMEN, MEDICINE WORKERS, DEMONSTRATORS AND HUSTLERS



Get down to real business where you can make money quick and easy selling our high-grade Electric Belts, Voltaic Electric Insoles and Medical Batteries. An exceptionally good line for trouper making one to six-day stands. 500 to 1,000% profit. 25c for sample belt or pair of insoles. Send for Lecture on Electricity and net wholesale prices on the best line out. An excellent demonstrating belt will be sent for \$1.00.

THE ELECTRIC APPLIANCE CO. (Incorporated 1891), Burlington, Kansas.



A FEW MORE MONEY-GETTERS

FOR MY FELLOW STREET MERCHANTS AND DEMONSTRATORS.



No. 3391, \$12.00 per Gross, \$5.75 per Gross. White Stone Stck Pins, \$3.75 Gross, Assorted.



Get in line and handle the items that sell—the Goods with the flash. MEXICAN DIAMOND KING. Headquarters of Street Merchants and Demonstrators, 38 West Randolph St., Dept. B, Room 807, Chicago, Illinois.

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

RIDING DEVICES AND CONCESSIONS

FAIR GROUND EXHIBITION **CARNIVALS** EXPOSITION MIDWAY SHOWS

BANDS AND SENSATIONAL FREE ACTS

AND HIS MAJESTY, THE BEDOUIN

A DISTINCT INNOVATION IN THE AMUSEMENT FIELD

Soll's Bros.' Circus and Wild West Will Make Its First Bid for Public Patronage at Metropolis, Ill., March 25—Plans To Play Two Stands a Week

Metropolis, Ill., March 8.—Like a great industry that has lain dormant for months and suddenly bursts into activity, the winter quarters of Soll's Bros.' Circus and Wild West at Metropolis last week began intensive preparations for the spring opening. It has been the policy of Sam Solomon, owner and manager, to "work" while he works and play when he plays. All winter long the few attaches who remained in winter quarters have enjoyed themselves with no thought of work until work time comes. Now all is changed. New people are coming in daily. The smell of fresh paint is in the air. Carpenters and mechanics have donned their working clothes. Canvasmen are wielding their needles and palms. Billposters and lithographers are making up their "hods." for their work begins almost immediately. At the ring barns stock is being worked out and new stunts are being drilled into the many horses and ponies. In the animal house activity also prevails, so that all may know their work when the whistle blows on March 25. The physical property of Soll's Bros.' Circus is new from stake bands to flagstaves. The monster big tops, as well as all other canvas goods, was made by the Beverly Company, of Louisville, during the past winter. New wagons from the Wm. Frech Company, of Maple Shade, N. J.; hand organs and calliopea from North

Tonawanda, N. Y.; additional railroad equipment from the Southern Iron and Equipment Company, of Atlanta, and the Venice Transportation Company, of St. Louis, will all go to make up a circus outfit surpassed by none of its size. The train will be lighted thru-out by three of the latest type Deico plants, insuring comfort, convenience and safety. Just a word regarding the private car. During the winter Mrs. Solomon determined to have the "finest home on wheels" and how well she has succeeded in accomplishing her purpose is attested by the exclamations of delight from the host of friends that this popular little lady constantly entertains. No comfort nor convenience that the ingenuity of experts could devise is missing. From the white enameled kitchen to the mahogany drawing room, sleeping quarters and tile bath this is truly a car de luxe. The opening of the tour will take place here, and it is planned to make two stands a week. A complete roster of the show's staff will be found elsewhere in this issue.—R. D. RUSSELL (Secretary).

W. J. TORRENS' UNITED SHOWS

Stanton, Ill., March 7.—Manager H. S. Kirk, of the W. J. Torrens United Shows, has

been busy with his duties the past several months and has succeeded in lining up most of the attractions for the coming season. Frank M. Vernon has been engaged as general agent and starts his work immediately. Chief Cree will handle the Athletic Show. M. H. Cook will have a neat pit show and P. B. Gallagher will operate on the front of the Oriental Show, for which he has secured two burros to use on the ballyhoo. There will also be a Ten-in-one, Minstrel and Illusion shows, with eight to comprise the lineup of these attractions. Work is progressing rapidly at winter quarters. The rides are receiving a new coat of paint and the building of several new panel fronts is now going on. The management has purchased motor trucks and will do its own hauling to and from the cars. Several of the members own autos and with Manager Kirk's big red car, it will somewhat resemble an automobile parade. Mr. Kirk has sold his "open-air-cab" to Tom Sutton and partner, who are rebuilding it and will have a dandy cookhouse when finished. A good many show-folks have been passing the winter in the coal fields of Illinois, and several have signified their intention of joining these shows, among them being Mickey McCarty, Jack Smith and others.—JACK MORAN, (For the Show).

NEW FIVE-CAR SHOW

Being Organized for D. D. Murphy Amusement Co.

St. Louis, Mo., March 8.—Hank W. Wakefield, the well known director-general of amusements, is organizing a new five-car show with all-steel cars, for the D. D. Murphy Amusement Co., with a new Parker "Superior" wheel and new Allan Herschell carousel, also a 20-people tab. show, under direction of Mr. Willard. Mr. Wakefield states the show will have two beautiful electrical shows with \$5,000 fronts and will have its own electric plant. The show will open the last week in March, on St. Louis lots, with Missouri fairs to follow. Lester Brophy is manager and D. D. Murphy, sole owner. Hank says it will be the "carnival beautiful."

BARLOW'S BIG CITY SHOWS

Change Opening Date to April 23 at Enid, Ok.

Wankomts, Ok., March 7.—Owing to fact that the tentage for Barlow's Big City Shows, being especially manufactured for them, cannot be delivered in time, these shows will not open on March 16, but one week later, in the city of Enid, Ok., just a few miles from here, on April 23. Every top on the midway this year will be new and all new beautiful panel fronts will replace the old ones. Practically all of the work of painting and the carpenter and wood work has been completed and finished, and all that remains to put the shows in first-class working condition is the arrival of the various show men, ride men and the tentage. The initial engagement in Enid will be for ten days, ending April 1.—JOHN HOWARD (Show Representative).

C. J. BURCKHART INCORPORATES

Great Southwestern Shows, Inc., To Be in Field This Year

A letter from C. J. Burckhart, well known owner-manager of the Great Southwestern Shows, which after numerous years touring remained off—because of Mr. Burckhart's ill health and to undergo operations—the road last season, states that his organization has been incorporated under the laws of Minnesota and that he intends launching the best show of his career, with all the staff stockholders. Mr. Burckhart is making his headquarters in Minneapolis, Minn. He further states that the Greater Southwestern Show, Inc., will probably play the Iron Range country in the early part of the season, but his general representative has not decided on the opening spot, altho it may be at Bemidji, Minn., but the date will be some time in April. He also advised in his letter that he would undergo another minor operation in a few days, after which he expects the fates to decree that he will be thru looking at the ceilings in hospitals at least for a long period.

INCREASING DEMAND FOR

CAYUSE INDIAN BLANKETS

Makes It Necessary for Us to Open a New York Branch

WITH CHICAGO AND NEW YORK OFFICES FULLY STOCKED AND EQUIPPED WE WILL BE BETTER ABLE TO TAKE CARE OF THE

ENORMOUS BLANKET TRADE

PURE WOOL

PURE WOOL

TO INAUGURATE ANOTHER BANNER YEAR FOR CAYUSE INDIAN BLANKETS, WE ARE PLEASED TO QUOTE THE FOLLOWING REDUCTION IN PRICE FOR THE BEST SELLING BLANKET THAT HAS EVER BEEN DISPLAYED ON

ANY LOT ANY PLACE ANY TIME ASK ANYONE
\$6.00 Each In lots of 25 or more. (Lots of 25, no two alike)
SAMPLE SENT PREPAID, \$6.75

ANY LOT ANY PLACE ANY TIME ASK ANYONE
SHAWLS \$7.00 Each In lots of 25 or more
SAMPLE SENT PREPAID, \$7.75

25 PER CENT DEPOSIT WITH ALL ORDERS, BALANCE C. O. D.

CHEAP MERCHANDISE NO LONGER GETS "THE BIG PLAY." THE PUBLIC WANTS REAL MERCHANDISE. DON'T LET THE DIFFERENCE IN PRICE STOP YOU FROM GIVING THIS BLANKET A TRIAL RESULTS ARE WHAT YOU WANT

When in Chicago or New York, you are invited to visit our Display Rooms, located in the heart of the city

CAYUSE INDIAN BLANKET CO.

S. W. GLOVER, Manager

GENERAL OFFICE: Palmer House, Chicago, Ill.

BRANCH OFFICE: 207 Putnam Bldg., adjoining Billboard Office, New York City, N.Y.

MUIR'S PILLOWS

ROUND AND SQUARE

New For 1922 — Triple Ruffle Round Pillow



DESIGNS AND QUALITY THAT GET THE PLAY

Our New
Round Pillow
with
Triple Ruffle
Send for Sample



The Most
Artistic & Flashiest
Pillow for Carnivals
Ever Produced

CHINESE BASKETS

Same Prompt Shipments and Square Dealing as on our Pillows.
FOR INTERMEDIATE PRIZE - A NEW COLBY CUTEY PUP - "HAVE A HEART"
WRITE FOR ILLUSTRATED CIRCULAR AND PRICES

MUIR ART CO.

**19 E. CEDAR STREET
CHICAGO, ILL.**

SOONER OR LATER YOU WILL BUY YOUR CANDY FROM IRELAND'S

This is just common sense, because we have given much thought to the needs of the concession men and know just what they want. You may like flat boxes or the double layer style, but whichever one you prefer we have a complete line. We have made it a business to please concessionaires, and our years of experience in this line means much to you.

**WE EXCEL IN QUALITY
WE ARE FIRST IN FLASHY BOXES
WE KNOW WHAT SERVICE MEANS TO A ROAD MAN
AND OUR PRICES ARE ALWAYS IN LINE. Compare them**

A FEW FAVORITES

LARGE FLAT BOXES		ATTRACTIVE DOUBLE LAYER BOXES	
4-oz., size 3 ³ / ₈ x 7 ¹ / ₄	10c	One-half lb., size 3 ³ / ₄ x 6 ³ / ₄	20c
Leader, size 4 ³ / ₄ x 8 ¹ / ₂	15c	10 ounce, size 7 ³ / ₄ x 3 ⁵ / ₈	21c
Whipped Cream, size 5 ⁷ / ₈ x 10.....	21c	No. 108, size 4 ³ / ₄ x 10.....	34c
Flower Girl, size 7 ⁷ / ₈ x 13 ⁷ / ₈	35c	One pound Select, size 4 ³ / ₄ x 10.....	48c

This Select box contains Chocolate Creams, Cherries, Marshmallows, Milk Chocolates, etc.

Rocky Mountain Chocolate Cream Bar, famous give-away package, per case, \$3.75 of 250. In lots of 1,000, \$14.00 per M.
One-half cash with order, balance C. O. D. Send to our nearest office for our new beautiful Folder and complete Price List

CURTIS IRELAND CANDY CORPORATION

309 Church St., NEW YORK, N. Y. - - - 24 S. Main St., ST. LOUIS, MO.
This new NEW YORK office will save our Eastern customers much in transportation charges.

If you want the best values to be had, write today to
Bayless Bros. & Co., Inc.
704 W. Main St., LOUISVILLE, KY.
THEY HAVE BARGAINS IN
GLASSWARE, VASES, DOLLS, PLASTERWARE, FRUIT BASKETS, PILLOW TOPS, CHINESE BASKETS, ALUMINUM, SLUM, STATUARY.
AND THEY GIVE THE BEST SERVICE IN THE WORLD.

1922 HIGH STRIKERS—GET YOURS EARLY
Sending your order NOW for the NEW 1922 "Moore-Made" Striker will make you REAL SURE of getting a High Striker in time for the BIG MONEY DAYS in the spring. Send for Catalogue of new Games for 1922. It gives prices on all sizes High Strikers, Ferris Wheel for sale. Send stamp. Address
THIS IS THE BIG MONEY YEAR. MOORE BROS. Mfgs., Lapeer, Mich.

D. MARNHOUT BASKET CO.
Where Quality Reigns Where Quantity is Found
FRUIT BASKETS FANCY
GROCERIES
Prices Below Minimum Service Par Excellence
Unique—Novel—Flashy
814-16 Progress Street, PITTSBURG, PA.

THE CARNIVAL

Its Past Achievements and Future Improvements

By H. T. FREED

The Carnival of today has become deep rooted in the hearts of the outdoor amusement-loving public. This has all come about in a few years and under much adversity, for in its infancy and early growth it was doubtless much abused by its leaders. This and various other causes have been the means of bringing severe censoring from without as well as within its own ranks, and any well-meaning manager or employee who believes in wholesome amusement must agree that this same censoring has had much to do with bringing the carnival to its present high standard, for any business conducted as the early carnival was could not attain its present popularity.

The Billboard, thru its foresighted staff, seeing the possibilities of the carnival and being its staunchest supporter, was also its most friendly critic, (and I am sorry to admit that a few have been slow to heed their warnings). I believe that more criticism should be encouraged from our own ranks—it is our greatest help, if well-meaning and in most instances it is. At one time I had occasion to visit a city in the fall, after closing and stowing my show for the winter, and found that the leading newspaper was publishing Sunday articles condemning midway attractions such as they had seen at various fairs and carnivals in the State. Having exhibited in this city the previous spring and contemplating a return engagement during the following season, I immediately called upon the editor, to ascertain if it was to be their policy to oppose all fairs and carnivals. He informed me that they did not object to them as a whole and that it was just the objectionable features, and, to my satisfaction, later stated in their articles that they had investigated my show in the city and had found no complaint with any of my attractions. This convinced me of their sincerity, and I believe that the press that is antagonistic now would be friendly if convinced that owners and managers are sincere in offering suitable attractions.

The present attainment of the carnival has been reached in the face of many obstacles. The pioneers of the movement were not looking forward to its future, but on the other hand were in most instances of the "get rich quick" type and, further, they did not have



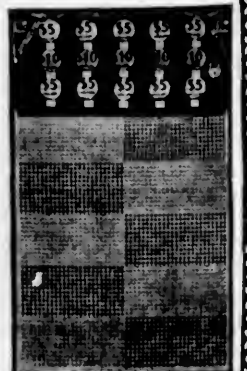
**BUDDHA WORKERS
CRYSTAL READERS
MIND READERS
MIT READERS**

I have quit the road due to large office practice. The following extra strong bally-hoos which can be worked outdoors or indoors on street corner, under canvas, in fact, anywhere. Reading Sealed Messages, Letters, etc. (using their own paper and envelope if need be). Mind Reading (can be worked outdoors). Spirit Pictures, Spirit Slate Writing, Second Sight and Bank Note Test, Fire-proof Flash. All of these cost me "honest to God money". I'm a dollar to your letter and they are all yours.

PROF. ZOLAR (Scientific Astrologer)
P. O. Box 905, LOUISVILLE, KY.
All of the above, with a little showmanship, can be worked into an hour and one-half act.

ATTENTION TO JOBBERS and OPERATORS

Best deal in America. \$100.00 check asst. in very attractive cabinet. 3,000 10c sales. Sample, \$15.00. Order from this ad. DIXIE SALES CO. Bainbridge, Ga.



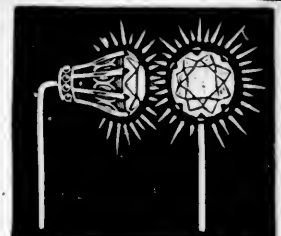
WANTED TO BOOK BABY SEA PLANE
Concession Agents, Fifty-Fifty after the first Ten Dollars for Ball Games, Dolls, Hoopla, Aluminum, Grease, Juice Joint. GOLDEN EAGLE ATTRACTIONS, Box 316, Haight, Nebraska.

Imitation platinum, set with extra fine 2-karat White Stone Brilliant. Fancy engraved shanks. Heavy box mounting. Per Doz., \$4.00 Per Gr., \$46.00 Sample, Prepaid, 50c.



WHITE STONE FLASH WORKERS

HERE!
IT IS!



A 1-Karat dazzling White Stone Brilliant, set in a high Tiffany platinum finish basket mounting.

THE FLASHIEST FIN ON THE MARKET TODAY. A 1-Karat dazzling White Stone Brilliant, the finest yet produced, set in a high Tiffany platinum finish basket mounting, each on a card.

Sample Dozen, 85c Per Dozen, \$8.00 Gross. Sample Dozen, 75c Per Dozen, \$6.75 Gross.

S. B. LAVICK & CO., Inc.
411-415 So. Wells St. CHICAGO, ILL.



ELK or MOOSE TEETH

Set in handsome gold-plated mountings. Highly enameled. The teeth are the finest imitations procurable. Few can tell them from the genuine.

\$6.50 PER DOZEN \$72.00 PER GROSS

Sample Sent, Prepaid, for 75c.



WRITE FOR OUR WHITE STONE CATALOGUE. CONTAINS DOZENS OF VALUES LIKE THESE.

Concessioners—Agents—Something New

SWEETHEARTS

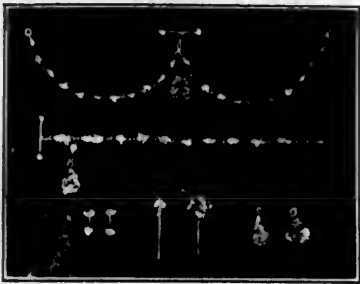
THE NOVELTY PACKAGE CANDY

Sweetest of Sweets—No Sticky Papers—Not Affected by Weather.

Made from pure sugar, blended with the white of eggs and flavored by the juice of cherries. TEN LARGE PIECES IN EVERY PACKAGE. Large and Fluffy Bait—Ten to the Hundred—Novelties in the others. One certificate, redeemable for valuable premiums, in each and every box.

\$45.00 PER 1,000 PACKAGES. Packed in Cartons of 250 Packages each. Shipped in any Multiple of that Amount. Order a Case today and write for our special agent proposition.

Worth to You Hundreds of Dollars Per Year. **THE B. D. CANDY COMPANY**
115 Mercer Street, New York, N. Y.
LEONARD MEEHAN, Mer. Theatrical Dept.



PRICES: Fear Plus, per dozen, \$3.00; Charms, per dozen, \$3.00; Cuff Links, per dozen \$6.00; Dust Containers, per dozen, \$8.00; Double Breasted Chains, each, \$5.00; Single Breasted Chains, each, \$3.50; Sample set of one Pn. one Charm, one pair of Cuff Links and one Dust Container sent prepaid for \$1.75. Send stamp for circular.

R. WHITE & SON

Manufacturers of

COMPOSITION NUGGET JEWELRY
BOX 424. RED BLUFF, CALIFORNIA.

THE RIDE MAN

Likes to read information that is helpful to him in his business.

THE OPTIMIST

is a magazine published exclusively for the Ride Man.

Ask for sample copy today.

THE OPTIMIST

800 Case Ave., Jacksonville, Ill.



PHOTO KNIFE CARDS

TRADE STIMULANTS Making a Big Hit With the Trade. Salesmen wanted. Write today.

Canton Specialty Co.
Dept. A. 1405 6th St. W., CANTON, OHIO.

CONCESSIONERS: STOP, LOOK, LISTEN

WINNER				
1	31	46	78	81
19	22	51	75	83
4	30	N	60	99
16	39	13	79	84
5	25	59	61	97

BEST YET Hoorah! for Big Business. Fast as a Wheel.

WINNER

Greatest money-getter on the market today. Can be worked any where. 30 cards will gross \$5.00 every two minutes. No carnival or park should miss the NEW CORN GAME. Our chart gives complete instructions for operating. One of our agents says the game of all games. Get the ex. on your show or park. Only a limited number sold at this price, \$35.00, \$10.00 P. O. Order or Express Money Order, balance C. O. D.

Winner Novelty Co., P. O. Box 224, Newton, Iowa

the experience of the variety of good attractions at their command that we have today. A crude merry-go-round and a cheap Ferris wheel were all the rides they had to select from, also "kooch" shows under various names, as well as some really good shows. This, with a variety of "grift," constituted their shows, with the exception of the free acts which were usually very good. Since then a great change has taken place; however slow the transition, it has at last become very noticeable. The passing of the unscrupulous promoter, who in the past could organize a carnival without any financial standing, has contributed largely to elevate the entire business, for, while he is to be found perennial, he is now of short duration, it now requiring an investment of several thousand dollars to organize a carnival that will meet with public approval. As an outdoor amusement, you can not equal the carnival; its large attendance is indisputable evidence that it meets with the approval of the masses, and it should. It is a favorite meeting place for the people of the city, or town in which the show is exhibiting and the nominal fees to enter the various attractions are within the reach of the poor who could not afford some amusements enjoyed by those better fixed financially, but also enjoy the carnival. It has demonstrated its popularity with the leading fairs of the United States and Canada and has added materially to the growth of these institutions, until today the carnival is conceded a necessity to make the fair a success.

Apart from the amusement it supplies, the carnival is playing a very important part in the support of our government and the commerce of our country—during the World War it furnished a larger quota of men than many other businesses did; it has paid the government vast sums which have helped defray the expense of the war; it furnishes employment to many thousands of people, and thru its needs most every industry finds a market for a part of its production, and this includes steel, lumber, paint, canvas, electrical equipment, gasoline motors, railway equipment and various other industries, as well as merchants in all lines, who benefit directly or indirectly by the sale to the carnivals.

Space will only permit me to touch lightly upon the few evils that remain with a very few present day carnivals—"grift," "koochie," "cabaret" shows and the conduct of employees. The last vestige of "grift" that remains should be eliminated. Aside from the moral argument, I contend that it does not pay, financially. The koochie and cabaret shows, while fast passing into oblivion, have left behind more criticism than any other factor, and in a great many instances it has interfered with good clean shows where lady artists predominate. When these ill effects are forgotten, I can see great possibilities in presenting a desirable show in which the fair sex, possessing art and talent, are the features; for what person, man or woman, who does not admire either of these qualities? We have a great many good concession people who conduct themselves as ladies and gentlemen should, but we have one in the "wise cracking" agent that must be eliminated. Usually this latter type has only been in the business a short time, but thinks that he is the most brilliant man in the world—he talks show business in restaurants and hotel lobbies, in the presence of intelligent businessmen and he thinks he is a "favorite" with the ladies. But all real showmen know him to be the lowest type of humanity we must contend with—I say again, he must be eliminated.

Something not to be overlooked is the "paid reformer," who exaggerates all unfortunate occurrences, but never makes public the more numerous good reports; he is always lobbying for new laws that will eliminate income to our government and place heavier burdens on the taxpayer, but when you stop his fat salary his boasted "morals" cease. The taxpayer is beginning to see the folly of being deceived into believing in him, so do all in your power to further and correctly enlighten the public. I would like to see all showmen who have not already done so, clean house of all undesirable, incorporate honest business methods, give the public good shows and rides and clean concessions, and by so doing spread our own propaganda that will convince the most skeptical of the press, public and pulpit that the carnival is an institution to be welcomed. Do not overlook the fact that unscrupulous, competitive interests seize every opportunity to retard your growing popularity, and that the public has the right to and DOES DEMAND the CLEAN CARNIVAL.

A NEW IDEA

now and then is rebuffed by the best of men with whom the outdoor operator comes in contact. You may use Dumb-bell Polish, Moss-Remover or a Cure for Bean-Beetles, but if you want detailed instructions on putting over a SQZ on a well-known park and carnival game, (or) An Ad-Sales Proposition for all outdoor celebrations or exhibitions, or a Profit-Paving Ad-Give-Away suitable for any line, send \$1.00 to RUSSELLA, 1004 So. 20th St., Omaha, Nebr.



THE CANDY JAR BEAUTIFUL

Contains a Satin Finish Mixture of Unusual Quality and Brilliancy—

Packed Right—Weather-Proof

It's Built For 1922 Successful Concession Men

Write for Quantity Prices and Particulars. Sample quart size, 60c; two quart size, \$1.00, postpaid.

IT'S GOT THE FLASH—WE'RE PROUD TO HAVE OUR NAME ON IT—

Ward-Owsley Co.

THE QUALITY FACTORY

ABERDEEN - - S. D.

OH, BOY! Put in \$20.00—2 hours later TAKE OUT \$100.00

That's what James, of Okla., did. OH, BOY! is a brand new invention. May be operated in ANY territory where salesboards are not permitted, and gets the money a lot faster where the salesboards are tolerated. BE THE FIRST in your TERRITORY. REMEMBER, LOST TIME or NEGLECTED OPPORTUNITY PAYS NO DIVIDENDS. Add \$2 to the price of either of our 3 deals listed in our ad. on page 137 of this issue if you wish an OH, BOY and a gross of collar buttons in place of the 1,000-hole salesboard. Cash with order, or 20% with all C. O. D's, COME A-RUNNIN', but don't crowd.

D. N. ROSE & CO.
Wholesale Specialties, TULSA, OKLA.



KEEP ME SMILING OUR TRADE MARK

Attention! Fruit Workers!!

Save Yourself 25% by Getting Our Price List—WHY PAY MORE? IF IT'S A BASKET WE HAVE IT—BEST AT LOWEST PRICES

CATERING ESPECIALLY TO THE CARNIVAL TRADE. NO STANDING DEPOSIT REQUIRED.

We stand all breakage on shipments. Deliver Free of Charge within 25 Miles of Pittsburg. 12-Hour Service. Wire or letter.

WRITE FOR CATALOG AND PRICES.

INDEPENDENT BASKET CO., 1916-18 East St., Pittsburg, Pa.

NOTICE CONCESSIONAIRES NOTICE

Oklahoma Doll Co.

19 W. FRISCO ST. OKLAHOMA CITY, OKLAHOMA

OFFERS

Plain MOVABLE ARM DOLLS, with painted eyelashes, \$20.00 Per 100. MOVABLE ARM DOLLS, with Wigs, \$33.00 Per 100. BEACH VAMPS, with Wigs, \$4.00 Per Dozen. BULLDOGS, with Diamond Eyes, 10 in. high, \$25.00 Per 100. POWHATAN, Indian Chief Lamp, 27 in. high, socket, 7-ft. cord, plug, with Shades, \$18 Per Dozen; with Parchment Shade, \$26.00 Per Dozen; without Shades, \$18 Per Dozen; with Extra Fancy Silk Chentille Fringe Shade, \$38 Per Dozen. CUTIE LAMP, complete, ready for use, with Jap Shade, \$18 Per Dozen. A full line of Statuary and Lamps for the carnival trade. Prompt shipments, expert packing. first-class work. One-third Deposit with order, Balance C. O. D.

MEN! LINE UP—GET BUSY!

WE ARE "WAY AHEAD OF ALL OTHERS IN THE VARIETY OF OUR MERCHANDISE AND FAR BELOW EVERYBODY ELSE IN PRICES."



BB.51/26—Rogers 26-Piece Silver Set. In Quantities. Sets. Each \$2.75. Boxes for these Sets. Each 50c.

No. 1413—Manicure Set, 21-Piece, stamped French Ivory. In the satin lined leatherette roll. Dozen. \$18.00



CK. 859—Dial Clock. 2 1/2 inches high. 2-in. Dial. In Quantities. Ea. 90c

OP. 15—Opera Glasses. Fine quality. Packed each in a case. Doz. \$5.00

We have big values in Pocket Knives, Razors and Resolvers.



CK. 2703—The Midget Special Time Clock. Height, 3 1/2 in.; 2-in. dial. Each in box. SPECIAL 42 1/2c

CK. 507—Traveling Leather Clock. SPECIAL. Eaoh. 70c

B. 80—Monster Alarm Clock. Height, 7 in. In Quantities. Each 75c



B. 511—Thin Model American-Made Watch. Open face. nickel plated face, unbreakable crystal, dust proof. Each 80c

W. 013—Imported Gilt Plated, Open Face Expedition Watch. Each \$1.10



B. 1515—Imported Hand Beaded Bag. Very big with Carnivals and Bazaar. SPECIAL. Each \$4.50

We carry a large assortment of Imported Beaded Bags, extraordinary value, ranging in price from \$3.50 to \$6.00 Each.

B. 8473—The Famous "Del-tah" Pearls. 24 inches long, guaranteed indestructible. Solid gold clasp, satin lined box. Each \$2.75

We specialize in Carnival and Fair Goods. Big variety in Kewpie Dolls, Chinese Baskets, Silverware, Aluminum Goods, Fruit Baskets, Rack, Resolvers, Sporting Goods, Balloons, Whips, Teddy Bears, and a complete line of Novelties. Drop us a line for our Monthly Bulletins.

Blankets, Jewelry, Canes for Cana General Catalog mailed on request.

CHAPMAN CUPS

For soft drink stands and soda fountains



CHAPMAN Cups are round, white as ivory. They are the only paper drinking cup made that can be used without a metal soda holder.

Made in all sizes and for all purposes.

IMMEDIATE DELIVERY ON ANY QUANTITY. Send us your order and route and we will keep you supplied.

PRICES:

5 Ounce Size.....	\$5.50	Per Thousand
6 " " ".....	5.60	" "
8 " " ".....	6.00	" "
10 & 12 " " ".....	7.00	" "

Packed 3,000 cups to case. LESS 5% for cash with the order. Chapman Cup Dispensers—Large Size....\$14.00 Each Small " 7.00 "

THE CHAPMAN COMPANY

Bergen and Sip Avenue, JERSEY CITY, N. J.

H. T. FREED OPTIMISTIC

As To Coming Season and Enlarging the H. T. Freed Exposition

Indianapolis, Ind., March 9.—When the H. T. Freed Exposition opens its doors to the public in April it will far surpass anything previously offered under the Freed banner, both in magnitude and quality. This show has had a wonderful growth since it was first launched. It has never been the policy of the management to enlarge at the expense of quality, but on the other hand to refuse to look any attraction that had an immoral tendency, and, with this discrimination in selections, the show has had a steady growth and now will be obliged to add five more cars to care for the added attractions. The past policy of carrying none of the so-called "girl shows" will be strictly adhered to.

The musical program will be greatly enlarged; a Scotch and a colored band will be carried, and a new hand organ and calliope have already been added. Mr. Freed also expects to add a una-fon before the time to open. Along with the shows carried in the past some new ones have been signed up and a new large Traver "Seaplane" has been contracted for early delivery.

The show cannot boast of any special convenience in its winter quarters here, as it is far from equaling the one enjoyed last winter, but with this handicap a great deal has been accomplished. The train has undergone all repairs necessary. The wagons and ridea are fast nearing completion, with the exception of a new wagon front, which is just being commenced on account of a show which has but recently been signed up. Before this appears in print the painting of the train and wagons will be well along. The show has departed from the "orange" and will use a combination of colors which promises to make this one of the showiest trains ever seen in the business. This work is all being done under Mr. Freed's personal supervision and anyone well acquainted with him knows his ability as a designer and builder.

The staff of the show, which appears elsewhere in this issue, is to a great extent the same as in the past, but with some new additions. Mr. Freed is very optimistic as to the coming season and there is no visible reason why he should not be, as all indications are for a much better season for all shows than the one just that has passed, which, in his opinion, was one of the worst he has ever seen in his twenty-one years as an outdoor showman—yet his show grew in magnitude despite the hard year it was—J. C. BARTLETT (Show Representative).

WILBUR J. SEES, NOTICE!

Joseph Sees, of Riverside, Pa., writes The Billboard that he is very desirous of locating or hearing from Wilbur J. Sees, because of the serious illness of the latter's mother. Wilbur, he states, joined the A. B. Miller Shows last July and closed with them November 12. His home folks have not heard from him since November 29.

PROTECTION

FOR COLT .25 CAL. Cartridges

Retail Value \$22.50
A beautiful little pocket gun. Shoots 7 times. 25 cal. steel-jacketed bullets. Checkered grips and safety lever. Small and compact, doesn't 131 budge in pocket.

FOR COLT .32 CAL. Cartridges

Retail Val. \$25.00
Blue steel Military model. Shoots 10 times, hard and straight. Beautiful finish and fine checked walnut grips. Safety lever fully protects against accidents. Extra magazine FREE.

When You Need A Gun, You Need It Bad Don't get off. Protect your person, your home and HER. Order NOW while these bargain prices last. Write name and address plainly and order by number. SEND NO MONEY Unless you wish. We will ship by return mail and you can pay the above low price, plus postage, to the postman, on arrival of your revolver. AMERICAN NOVELTY COMPANY 2455-57 Archer Avenue Chicago, Ill.

CONCESSIONS and DANCEHALL

For Rent on the Boardwalk. New Point Comfort Beach Co., Keansburg, N. J.

ORGANS FOR MERRY-GO-ROUNDS, SHOWS, ETC.

A few small ORGANS, also several Mandolin Crank Pianos, for sale at a special low price, with all new music and guaranteed rebuilt in condition good as new. Full particulars on request. State your wants fully. Established in Philadelphia 25 years. J. S. GEBHARDT ORGAN CO. Tacony, Phila., Pa.

BARR BRAND BALLOONS

Ask your jobber for "BARR RUBBER CO'S QUALITY TOY BALLOONS"—sold by dealers throughout the country. If your jobber can't supply you, write us to inform you of a nearby jobber. Samples and descriptive price list on request.

The Barr Rubber Products Co.
Lorain, Ohio
THE BARR RUBBER PRODUCTS CO., Lorain, Ohio, U. S. A.
Manufacturers of High-Grade Toy Balloons.

Salesmen—Distributors—Agents

SAMPLES, 25c—EXCLUSIVE TERRITORY GIVEN—SAMPLES, 25c. Our line REPEATS EVERY DAY. Our MEN MAKE BIG MONEY. SO OFF SEASONS. The Whole World Eats, so let's give it to 'em. Sell our delicious Salted Almonds and Salted Peanuts, an OUR OWN Patented Display Board. Also our very low priced CANDY KISSES, wrapped in waxed paper. Great Sellers. Write for Prices and Circular. Only live wires need apply. Hurry! H. J. MEYER & CO., Box 380-C, Ft. Wayne, Indiana.

40 DOLLARS

PRICE 40 DOLLARS

FREE

40 DOLLARS

An Honest To Goodness Money-Maker The Morris Penny Target Machine

No Merchandise To Buy For This Machine A machine that is made for Drug Stores, Confectioneries, Theatres, Arcades and operators of coin controlled machines. I am operating all kinds of machines and this is my leader. Here is what a few of them have done in Houston: Cash Drug Store \$68.96 in four months, Hart's Drug Store \$85.32 in four and one-half months, Olympia Confectionery \$49.67 in two and one-half months, Harwood Drug Store \$25.55 in three weeks, Brooksmith Drug Store \$32.78 in two and one-half months.

Send your order now—\$10.00 with order, balance C. O. D. MORRIS SALES CO., 714 Franklin Ave., Houston, Texas

CANDY

AT FACTORY PRICES

DIRECT FROM MANUFACTURER

NO MIDDLE MAN'S PROFIT

WHY BUY FROM JOBBERS WHEN WE CAN GIVE YOU QUALITY LOW PRICE FLASH

Our delicious hand-dipped Milk Chocolates made fresh every day in our own daylight factory. Each piece in an individual paper cup, packed carefully in compartment box, and will positively reach you in excellent shape. Keeps fresh, holds color and stands up in any climate. Compare the quality of our chocolates with others and convince yourself.

WE GIVE YOU THE JOBBER'S PROFIT by selling you at wholesale prices—direct from our own factory. Why should you pay the jobber's commission? Let the other fellow do that. We make the very best quality Chocolates and offer them to you at lower prices. COMPARE OUR PRICES WITH OTHERS AND SEE FOR YOURSELF.

The Concession trade was never offered a more flashy box than we offer this season. It's the biggest flash yet. Each box is heavily embossed and lithographed in 6 colors, showing the very latest flashy designs. Compare our boxes with others and we know you will say we have the best-built boxes on the market. Made in three popular sizes and shipped in assorted designs.



**OUR
OWN
HAND
DIPPED
MILK
CHOCOLATES**



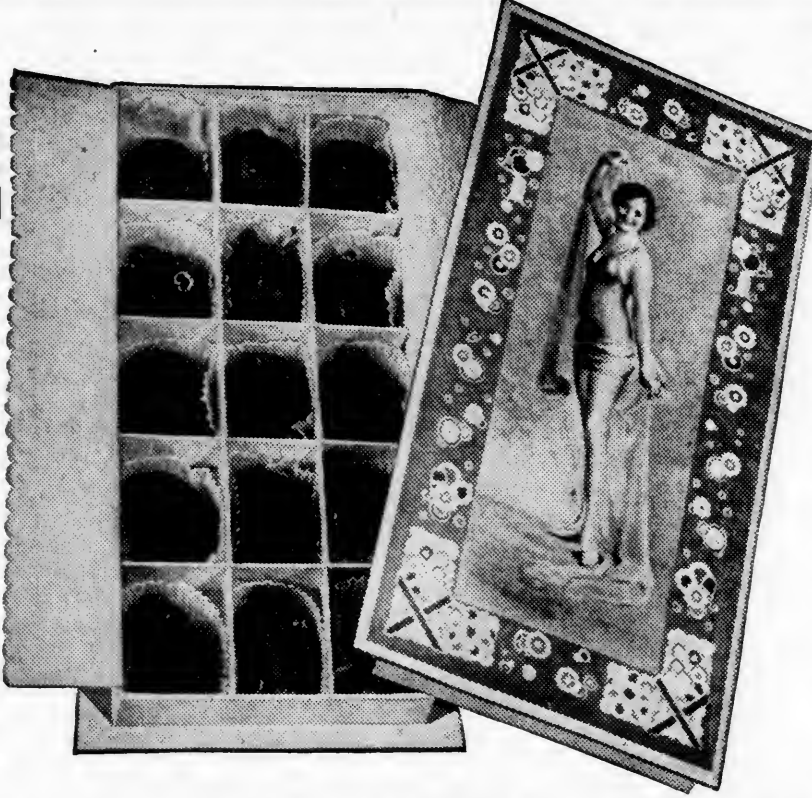
**REAL RICH CREAM
—
BUTTER CRISP
—
NOUGAT
—
CARMEL**



No. 1—Size 9 1-8x5.	Contains fifteen pieces	20 cents each
No. 2—Size 11 1-8x7.	Contains twenty pieces	32 cents each
No. 3—Size 15 1-2x6 1-2.	Contains forty pieces	55 cents each

MR. CONCESSIONAIRE

For many years we have made candy for the concession trade but never before have we sold direct to the concessionaire at wholesale prices. This season you will have an opportunity to buy the best candy put up in the very newest flashy boxes especially for the Concessionaire at far lower prices than ever before. We have no jobbers, therefore there is no jobber's commission tacked on to the price. You can now buy candy direct from the manufacturer. If you want to save money write for our price list.



SERVICE

All orders large or small shipped instantaneously.

Our big factory is in operation night and day and is equipped to give you better service than most candy concerns can offer you. Our 24 hour service guarantees delivery. No need for you to wait and you are positively assured fresh candy all the time for less money. Ask any Weiller customer about our excellent service. We are located in the largest railroad center in the world, which makes shipping easy for us. Let us prove our ability to you. Get in touch with us—line up this season with a live organization. Remember, we not only save you money but give you better quality candy and prompt service.

Salesboard operators, send for our circular. We will save you money on your assortments.

WEILLER CANDY COMPANY

MANUFACTURERS FOR CONCESSIONAIRES AND SALESBOARD OPERATORS.

227 WEST VAN BUREN ST.,

CHICAGO, ILLINOIS.

LOCAL AND LONG DISTANCE PHONE: WABASH 9564.

ATTENTION, CONCESSIONAIRES!

Let Us Warn You

That the time has come when you must have real merchandise to make a success, and if you purchase Miss San Francisco products you will have real merchandise of the highest quality. The days of making a success with trash on a Concession are gone forever.



You Must Have a Real Flash

To get the money this year, and what is more flashy on a Concession than a beautiful Lamp or a number of assorted Lamps, all beautiful, all handsomely made and all trimmed with the richest of silks?



A MISS SAN FRANCISCO LAMP FLASH

will get you the money. Start the season right with a Lamp Wheel, or, if you have old merchandise left over, brace your flash up by mixing in some of our Lamps. Our Art Library Lamps will improve a silver flash 1,000 per cent.

The cuts here shown illustrate only a few of our new Lamp and Doll creations. We are now manufacturing a line of Art Library and Boudoir Lamps, in addition to new and improved Doll Lamps, all of the highest quality and at reasonable prices. Our Library Lamps, which have already made a great hit on the Coast, are of turned wood, of highly polished finish, with hand-painted decorations.

WRITE TODAY FOR CIRCULAR AND 1922 PRICE LIST.

Get our new ideas. See cuts of our goods. Get the prices on our new Doll creations.

Sales Department,

MISS SAN FRANCISCO DOLL COMPANY,

1258-1260 HOWARD STREET, SAN FRANCISCO, CALIF.

SIEGRIST & SILBON SHOWS

To Open on Streets in Business Section of Kansas City, Kan.

Kansas City, Mo., March 7.—An interesting news announcement last week reached the Kansas City office of The Billboard that the Siegrist & Silbon Shows, now in winter quarters in Kansas City, Kan., will play their opening engagement April 15 to 22 inclusive, under the auspices of the American Legion, on the streets and in the business district of the city—Sixth and Minnesota avenue. As this is the first time in eight years for a show to exhibit in the business district of the Kansas city, it is almost certain to be a "red one." The Legion band of fifty pieces will play daily and four other organizations are reported to have offered their assistance toward making this one of the biggest "celebrations" ever held in this vicinity.

Frank Jennings, commander of Wyandotte Post 53, American Legion, is entitled to much credit for the way he has gone about accomplishing the possibility of this venture and the writer is advised he has the co-operation of the entire city and Legion and intends to make this "dste" one that will be memorable.

MORE SHOWMEN GET "SEAPLANE"

Philadelphia, Pa., March 9.—Larry Boyd, the food-natured partner of Max Lindeman in the World of Mirth Shows, purchased a "Seaplane" from Harry G. Traver at the Pennsylvania fair meeting.

Matthew J. Riley also has placed his order for a big portable Traver "Seaplane." Mr. Riley had a "Seaplane" booked on his show part of last season and says he must have one for this year if he has to buy it himself.

Wm. A. Mooney, of the Ruppel Greater Shows, is another who has ordered a Traver "Seaplane." Mr. Ruppel has a small show, but it is growing rapidly.

Mr. Traver says his total orders for "Seaplanes" for this season amount to \$218,700. His new fireproof factory addition, 60x120 feet is now completed and in use. The equipment for this building consists of a wonderful new punching and shearing machine, specially made for the Traver Engineering Company in Berlin. Air compressors and traveling cranes complete the machinery, which will enable the company to do all the structural work on a "Seaplane" and haul the completed machine out on its own wheels. A third blacksmith forge is built in one corner.

The Traver people expect that the total sales and shipments for 1922 will amount to more than half a million dollars.

POLACK AND SAMI IN PITTSBURG

Pittsburg, Pa., March 7.—Stopping off recently to visit home folks and show folk friends, Irving Polack and Omar Sami paid their respects to the local Billboard office. They left immediately for Cleveland, still on a visiting tour. From there they will journey to Mobile, Ala., to attend the opening of the World at Home Shows, now under the general directorship of Robert Cloth. Omar Sami will be with the Polack Bros.' Twenty Big Shows.

CANTON - SILK - SHIRTS

in
PEARL GRAYS
and
TANS.

Collars Attached
or Detached.

Price,
\$42.00
Per Doz.



Style "A"



Style "B"

Packed three in a box to the size. Terms 25% Cash with order, balance C. O. D. Sample Shirt Postpaid on receipt of \$4.00. Other silks on request.

FRIENDLY SHIRT MAKERS

320 So. Market Street, Department 200, CHICAGO, ILL.

BEASLEY-BOUCHER SHOWS

Nephi, Utah, March 7.—As the spring season approaches work on the Beasley-Boucher Shows is nearly completed and when the shows open here the people of Nephi will see an entirely different show than closed here last fall.

Every bit of the company's property has been completely overhauled and the show will this year sport new panel fronts, each new in the way of architecture. Old canvas has been replaced with new, shows which heretofore have been too common on carnivals have been cast aside, and at the initial engagement some real and new attractions will be found on the midway of this caravan. The management has also enlarged from a three-car organization to five cars and will have its own rolling stock, as Manager Beasley is now in the East purchasing cars. While this is a California show, it will play Middle Western territory. Mr. Beasley has secured Bobby Houssels as general agent. Mrs. Billie Warner has contracted her "Haweslan Village." Frances Burdette will manage the Big Snake show. Bud Thompson's Glass Palace will be under the B. & B. banner, and Chas. Ford will have the "American Girl" musical comedy show. Beasley & Boucher's new attraction, "Tigly-Wigly," Athletic Show and Trained Wild Animal Circus, will also be on the midway and negotiations are now under way with a Texas showman to produce a Wild West attraction. The company will open with seven shows, two rides, about thirty concessions, band and free act.—H. E. ARCHER (Show Representative).

A. J. MULHOLLAND SHOWS

Kalamazoo, Mich., March 8.—The A. J. Mulholland Shows have everything moving along, under the direction of D. Sickles, superintendent for Mr. Mulholland, at winter quarters at Kalamazoo. The show will open here under the Boy Scouts the first week in May. All the big wagons are having their overhauling and some new fronts are under construction. The office force is very busy answering letters, etc.

Mr. Mulholland is away looking over some new territory, as the show will go out of Michigan this season, but will be back in August, as the big fairs open then. This show has eight of the best day and night fairs in the State. The company will move in ten cars, carrying ten shows, four rides and about thirty concessions, as Mr. Mulholland does not believe in too many concessions.—TOM GROVEN (For the Show).

MARTIN'S GREATER SHOWS

Quite a number of the show folks who were under the banner of the Martin Greater Exposition Shows last season arrived in St. Louis the past week and were more than surprised to see the improvements Mr. Martin had made. Charlie Morton, general agent, on his return had a grip full of news and numerous contracts. Mr. Martin continues to talk high-class auspices and believes in giving up a good per cent to auspices that have the right following, as he figures they will put more and better spenders on the midway. Every detail will be in readiness for an early opening. R. S. MATWAY (For the Show).



LOTHROP'S FOG HORN

The World's Greatest Bally Hoo

Over 14,000 in use. Send for Illustrated Catalogue.

L. D. LOTHROP & SON, Gloucester, Mass.

One 50x110, 10-ft. walls, used four days. "TENTS"
Three 40x50, 8-ft. walls, used five weeks.
Three 30x50, 8-ft. walls, used four weeks.
Two 30x45, 8-ft. walls, used one week.
The above tents are thoroughly roped and will be sold at a bargain, as we need the room.
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.
RYAN TENT CO., Syracuse, N. Y.

NEW 1922 PATTERNS

F. DESSAUER & CO., INC.

NEW COLOR COMBINATIONS

(WHOLESALE DRY GOODS)

ADAMS AND MARKET STREETS, CHICAGO

BARGAIN PRICES ON "ESMOND" INDIAN BLANKETS

Order Your "Indian" Blankets for the Carnival Season 1922 NOW!

ESMOND INDIAN BLANKETS

- Size 64x78, 4 Assorted Dark Indian Patterns. Each.....\$2.50
 - Size 66x80, Navy, Red, Tan and Grey, Showy All Over Indian Patterns, with Border. Each 3.50
 - Size 72x84, Navy, Red, Tan and Brown, Showy All Over Pattern, with Border. Each 3.75
 - Size 66x80, Extra Heavy Quality, 4 Assorted Dark Indian Patterns. Each 4.65
 - Size 72x84, Extra Heavy Quality, 4 Assorted Dark Indian Patterns. Each 4.65
- Each Blanket in Box. Packed 60 to Case.

THESE POPULAR SELLING BLANKETS CANNOT BE DUPLICATED LATER ON AT THESE PRICES

ESMOND "TWO-IN-ONE" BLANKETS

- Size 66x84, Blue, Pink, Tan, Grey Checked Patterns. Each...\$3.50
 - Size 66x84, 4 Assorted Dark Patterns, Border. Each..... 3.50
 - Size 66x84, Heavy Quality, Blue, Pink, Tan, Grey, large Checked Patterns, Fancy Border. Each..... 3.75
 - Size 66x84, Heavy Quality, 4 Assorted Dark Large Checked Patterns, with Border. Each..... 3.75
- Packed 60 to Case.

ON RECEIPT OF DEPOSIT, WE WILL HOLD BLANKETS FOR DELIVERY UP TO SEPTEMBER 30, 1922.

TERMS: 20% DEPOSIT, BALANCE C. O. D.

PRICES SUBJECT TO CHANGE WITHOUT NOTICE

F. Dessauer & Co., Inc.

"CHICAGO'S LEADING BARGAIN HOUSE"

ESMOND CRIB BLANKETS

- Size 30x40, Pink and Blue, Teddy Bear, Kitten, Bunny and Bow Knot Patterns (each blanket in box), packed 30 assorted to Carton. Each.....67¹/₂c
- Size 36x50 (same as above), packed 24 Assorted to Carton. Each 95c
- Size 30x40 (scalloped edge), Pink and Blue, Bird, Dog and Floral Patterns, in 1-12 doz. Boxes. Packed 30 Assorted to Carton. Each 72¹/₂c
- Size 36x50 (same as above), Packed 24 to Carton. Each.....\$1.00
- Size 36x50, Heavy Quality, Pink and Blue, Mohair Bound Edge, 12 Assorted Patterns, Packed 20 to Carton. Each.. 1.35

WE'RE HAVING A Big Demand For Our Special 120G

NEV-R FAIL CLUTCH PENCIL

Made of Goldline Metal, the color that won't wear off. A tremendous leader with us.

- In bulk, per Gross, - - \$9.75
- Mounted on Easel Display Cards, per Gr., - - \$11.00
- Extra Leads, three in each tube, per Gr. tubes - - \$4.50
- Cigarette Cases, made of Goldline Metal, per Gr. - - \$9.75

ORIENTAL MFG. CO.
DEPT. 10
891 Broad St., PROVIDENCE, R. I.

HARRY COPPING'S SHOWS
Winter Quarters' Work Progressing Nicely

Reynoldsville, Pa., March 8.—Everything around winter quarters of the Harry Copping Shows is progressing very nicely. There will be a few new faces on the show this year, but as a whole the personnel will be about the same as in past years. This will be the 13th annual tour.

Mr. Copping will start out with a ten-car show on the "orange special," and the train will consist of all of Mr. Copping's own cars. F. S. Hoffman will have the lunch counter and "sawns." Herman Bantier, one of the most successful doll "merchants" last year, will sell baby dolls to the children. N. G. Edelblute will keep the folks warm with his magnificent line of Beacon blankets. Joe Payne, of Philadelphia, who is superintendent of concessions and will have the silver wheel and beaded bags and some other concessions, looks for a big year. Mr. Luna, of Buffalo (the "sandy king" with the Spencer Show last year), is back "home" and will keep a sweet taste in the folks' mouth. Phil, Littlefield, of Brookville, will be giving glass away by the barrelful. In fact, to enumerate the concessioners would be to give a list of folks that have been with Mr. Copping ever since he has had a show, and the writer has left the show for the last time.

There will be three rides and eight shows with the caravan this year and Mr. Copping has spared no expense in getting the best line of shows that he has ever had.

Mr. Dunkle, the genial general agent, has been working all winter from Mr. Copping's Pittsburg office and, from the towns that he has lined up, it looks as tho the Copping Show will continue to keep up the reputation that it has had for the last twelve years, to never to have had a losing year.—B. A. HOFFMAN (Press Agent).

DRINKS JUICE MEN, CONCESSIONAIRES DRINKS ORANGEADE, LEMONADE, CHERRY, Etc.
PRICE, \$1.75 PER POUND, POSTPAID. SIX POUNDS FOR \$10.00.

PURITAN ORANGEADE POWDER

YOUR PROFIT:

- 1 Pound Orangeade costs.....\$1.75
- 30 Pounds Sugar, at 5c..... 1.50
- 58 Gallons Water..... 0.00
- Total Cost 60 gallons.....\$3.25
- 1,200 Glasses at 10 cents.....\$120.00
- 1,200 Glasses cost you..... 3.25

YOUR NET PROFIT.....\$116.75

NOTE—Owing to the lower costs of raw material we are now able to increase the strength of our drink powders 50% at the same price. Adv. Posters free with every order.

"SWEETO"—THE SUGAR SAVER—"SWEETO," PRICE, \$2.25 PER POUND, POSTPAID. 100 Times SWEETER Than Sugar. Easy to use.

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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 spilling—beautiful machine—sanitary methods—and cutting 1,000's and 1,000's of PUFF WAFFLES for 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., 1317-19 Pine St., St. Louis, Mo.

KARR & AUERBACH
Have Grand Opening of Remodeled Showrooms

Philadelphia, March 8.—Karr & Auerbach, of 415 Market street this city, had a grand opening this week of their recently rebuilt and remodeled showrooms. This firm, one of the largest in the East, has now as fine display rooms for its wares as could be found anywhere. Its large four-story building is stocked with the latest and best line of goods for the fair, park, carnival and concession men trade. The handsome new display cases in each of the brilliantly lighted showrooms, make it an easy matter for buyers to make a quick selection from the large assortment. Messrs. Karr & Auerbach give their personal attention to all orders and their shipping department is one of real speed.

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 sustain your business. Samples and prices on request.

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SHELBY, OHIO.

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—IT LISTS A COMPLETE LINE OF—

VASES, TEA SETS, CUPS AND SAUCERS, BERRY SETS, CAKE SETS, SMALL SLUM

for giveaway, etc., at prices much lower than last year's quotations. Catalogue is free.

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Eastern Display Rooms: 101 Fifth Ave., New York City

HIGH STRIKERS WILL GET THE COIN THIS YEAR

"MOOREMADE" Strikers easy to PUT UP AND DOWN. 27 ft. HIGH and in 4 sections, packed in 2 crates. "MooreMade" Strikers are THE BEST NOW for One-Man Outfit. Can't be beat. Write for catalog. "MooreMade" Double High Strikers will make YOU the DOUBLE Money this year, BUT you should ORDER EARLY. We manufacture great many other GAMES that GET THE MONEY. Our \$110 DIAL STRIKER is one that YOU should send for the catalog. Extra Heavy Bumpers, Largest BELLS, Steel Parts used in "MooreMade" Strikers, which makes them the STRONGEST on the road in 1922. Send stamp for catalog. We are Souvenir Whip Mfrs., also, Squawkers, Balloons, Noisettes. Get big money yourself this year. 1922 models ready.

Address **MOORE BROS., Mfrs., Lapeer, Mich.**

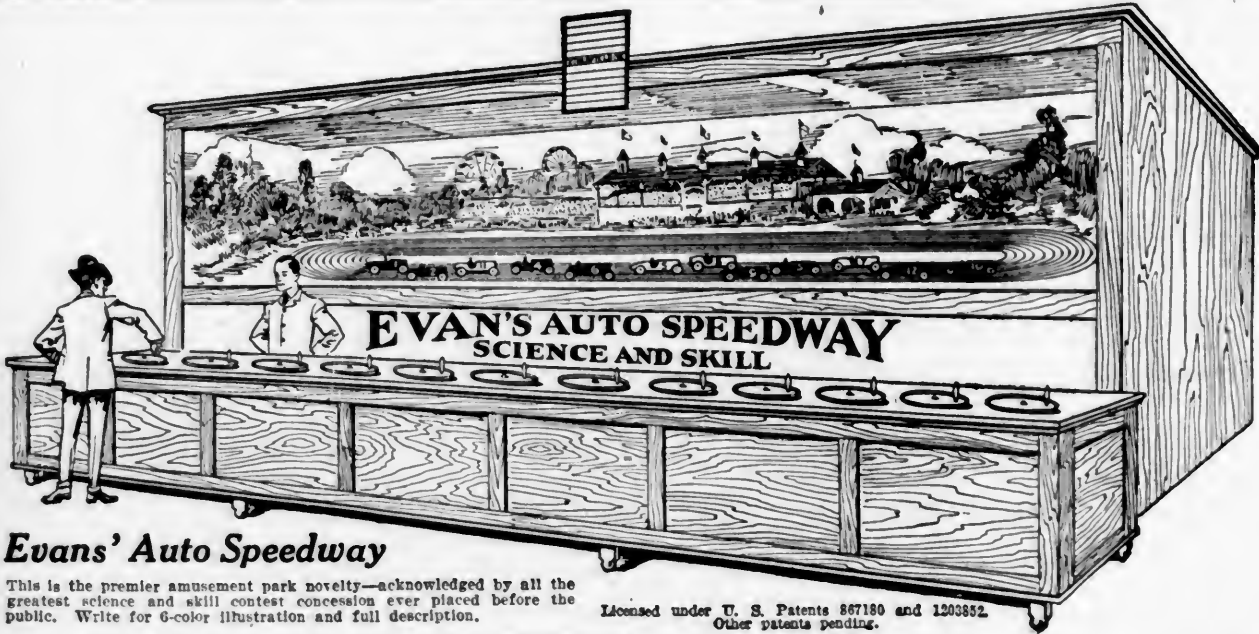
SAY "I SAW IT IN THE BILLBOARD."

Look at the Hotel Directory in this issue. Just the kind of a hotel you want may be listed.

The house that has supplied reliable Concessions for more than twenty years. Our goods are the best and made to stand hard wear.

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The Evans'



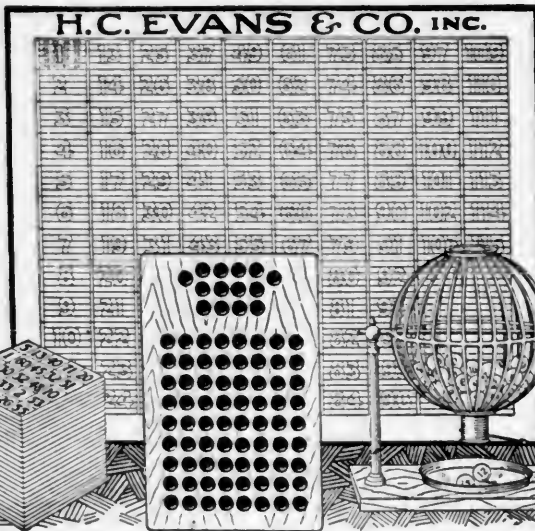
Evans' Auto Speedway

This is the premier amusement park novelty—acknowledged by all the greatest science and skill contest concession ever placed before the public. Write for 6-color illustration and full description.

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Evans' Corno Game

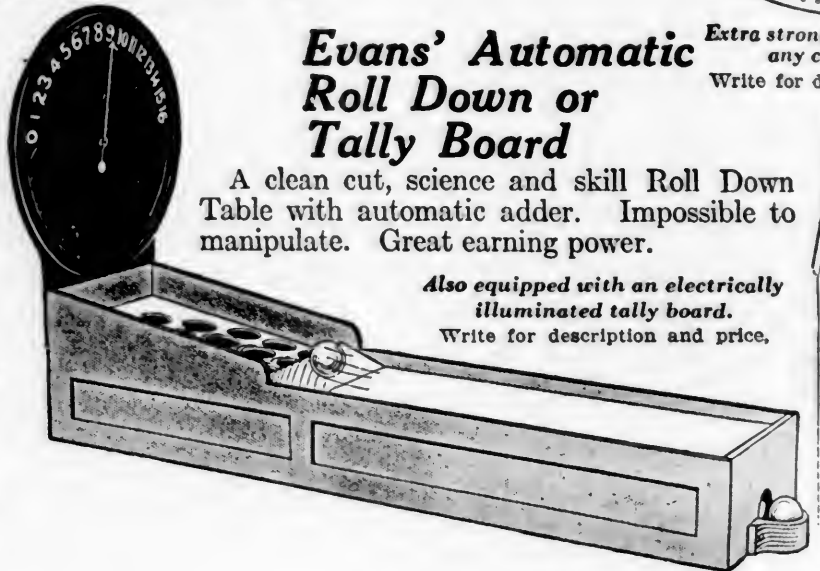
A correct combination, thoroughly proven. Now ready for concessionaires. Write for full particulars and price.

Evans' Automatic Roll Down or Tally Board

Extra strong, perfect any combination. Write for description.

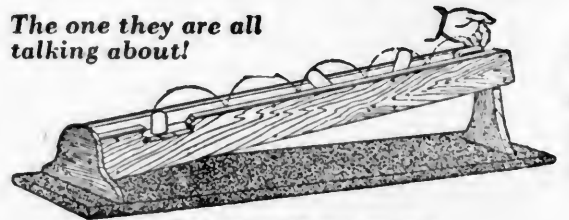
A clean cut, science and skill Roll Down Table with automatic adder. Impossible to manipulate. Great earning power.

Also equipped with an electrically illuminated tally board. Write for description and price.



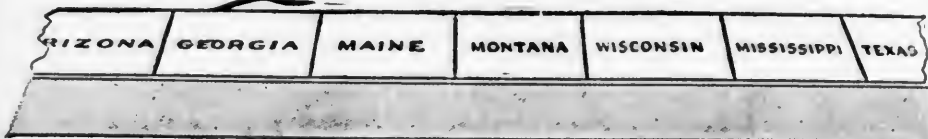
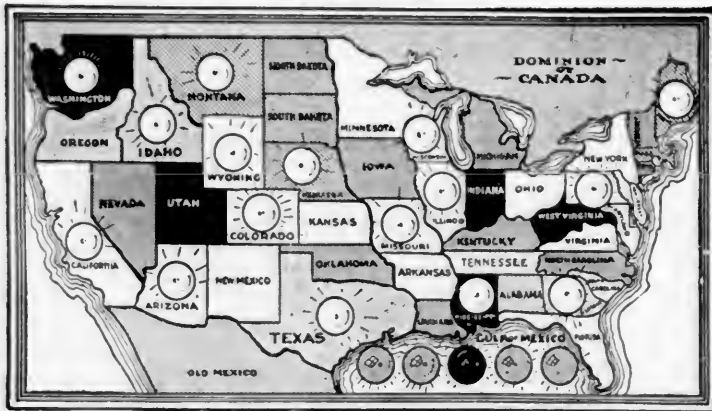
Evans' Tumble Bug

The one they are all talking about!



Write for full description and price.

The new and Skill... tion. A... store.



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Another Evans' masterpiece. Any combination. Educational, Attractive and Profitable. Adaptable for blankets, silverware, dolls, Chinese baskets, candy, etc. Illuminated counter particularly adapted for parks. Write for description and price.

Genuine Indian Beacon Blankets

You all know this Blanket—tried, true and proven. No other has the flash and snap—so don't experiment with the unknown. Size, 60x80. Price, \$3.50 each, F. O. B. Chicago. In Cases Lots.

Silverware for Silver

We carry a full stock of the celebrated C. E. Taylor line of high... is received. Write for...

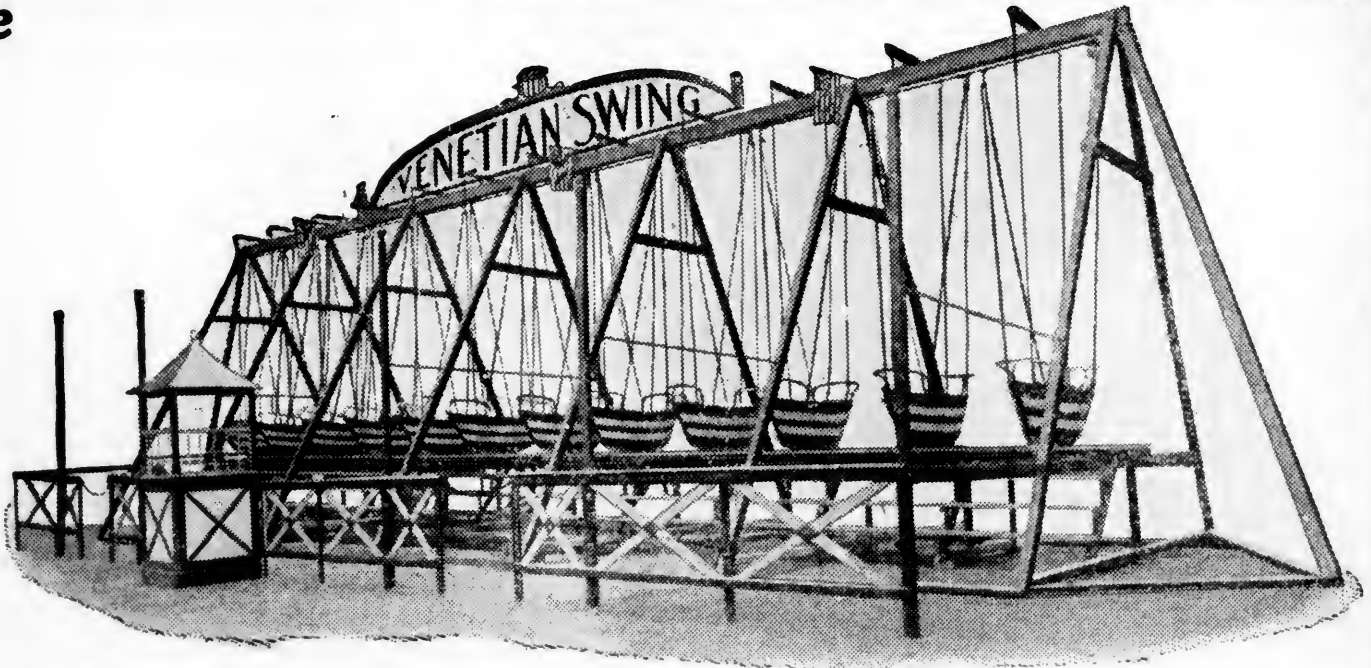
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Owners of Parks, Piers, Beaches, Resorts, Carnivals, Concessions, Etc., are requested to write for our 65-page catalogue of NEW and MONEY-MAKING Ideas. It's Free.

Baltimore Wheel



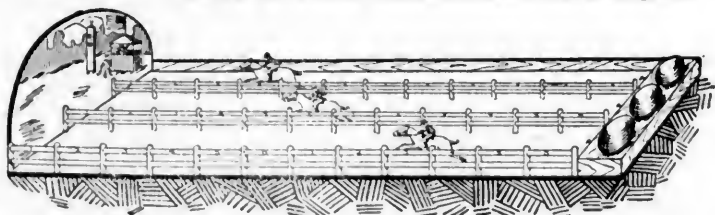
perfect balance, combination, description and price.



Walking Charley or Kelley Game

Mechanically operated figures as targets. A ball game without an equal as an attraction. A clean concession with a remarkable earning capacity.

Write for 6-color illustration and full description.



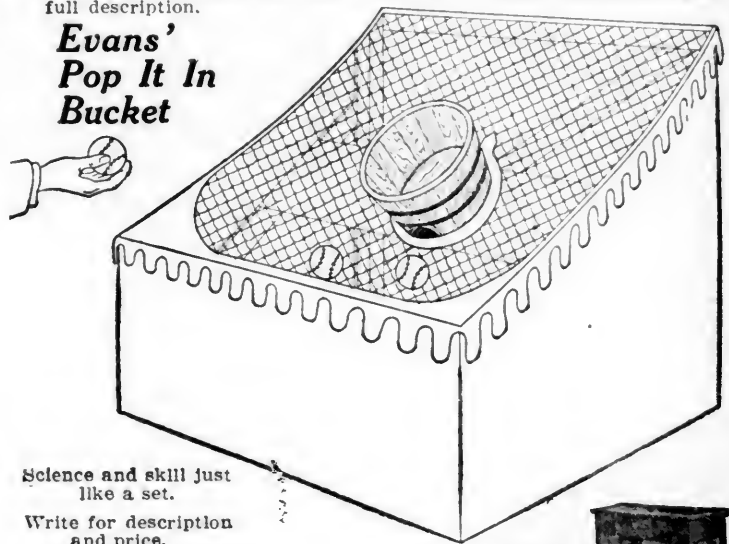
Evans' Three-Horse Racer

New and novel, science and skill game. Write for description and price.

Evans' Venetian Swing

THE 100% RIDE INVESTMENT—Low initial cost, low operating expense, low upkeep—BUT BIG EARNING CAPACITY! An attraction for men, women and children, and a great repeater. Gives any park or midway 75 feet of the cleanest, flashiest and most pleasing concession possible. Write for 6-color illustration and full description.

Evans' Pop It In Bucket



Science and skill just like a set. Write for description and price.

new Science Skill proposition A two-way

Unbreakable Fibre Dolls

Large size—full 20 inches. Standing (no pedestal), movable arms. Assorted wigs and dresses, such as Brides, Dancers, Ballet and others. All silk and chiffon, marabou trimmed. Wonderful flash. Write for prices. All shipments from Chicago stock.

Silver Wheels

The 1922 Sensation

of high grade silverware. All shipments from Chicago stock same day order information and prices.

Shipments made same day order is no waits. No delays.



Evans' Devil's Bowling Alley

A Great Grind Store

Send for description and price.

HERE AT LAST! Something New! Oh, It Tastes So Good!

THE TOP MONEY PACKAGE

The Bon Ton Highest Grade California Fruit

This one got the money in California—Imagine what it will do in the Eastern States!

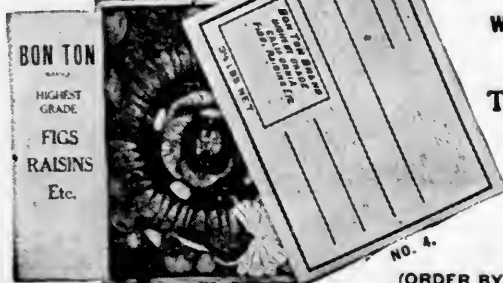
IF YOU GET THIS, YOU'LL NEVER MISS!!

Wonderful flash—Everyone wants a box—Packed in wood. Keeps for months in any climate.

Special low express rate to all points.

Come in Three Sizes and Two Designs

- No. 5 A—Net Weight, 5 Lbs. **\$2.00 Per Box**
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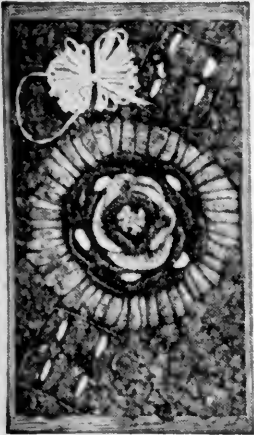
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MATHEWS & KOTCHER SHOWS
Progress Being Made With Preparations

West Huntington, W. Va., March 7.—The Mathews & Kotcher Exposition Shows are whipping things into shape for the opening on April 22, and great progress is being made with the bookings of attractions and engagements, as well as preparing the paraphernalia. Contracts were received last week from S. A. Hayhurst for his three-act merry-go-round, also from Prof. S. A. Anderson to furnish his All-American Concert Band. Mr. and Mrs. Harry Roebuck have arranged to place their fourteen-foot doll wheel and Harry to act as legal adjuster for the shows. Among others contracted are Art Simms to furnish his platform show and a concession, Thomas Duffa will have his pillow wheel and act as electrician, and Lindsley L. Moore, formerly of the Gold Medal Shows, his ball game and act as lot superintendent. Mr. Kotcher has already booked a few of the most promising spots in the coal regions. H. Winters will do the free attraction and will also have his concessions in the lineup.—JOHNNY BLAIR, (Show Representative).

KAPLAN GREATER SHOWS

Vallejo, Cal., March 7.—Everything with the Kaplan Greater Shows is being built over from top to bottom and the work will be finished in time for the opening at San Francisco, the latter part of this month. The people in winter quarters number twenty-five. Val Ballinger and Happy Hamilton have full charge of the work there, the painting department being under the supervision of Mr. Bolton. All are working in unison to make the Kaplan Shows one of the most attractive twenty-car caravans on the road.

Happy Jack and wife are here and they will preside at a new big pit show—with a wagon front, entitled "The Heaviest Man Alive." Others here include L. F. Cullins, with his wonderful Dog and Pony Show, presenting twenty-five or more "performers"; Ed Kanthe, one of the best of athletic showmen, who will have charge of the Athletic Stadium; Mr. Westlake, with his big Ten-in-one; Mr. and Mrs. Vincent, with their Penny Arcade; Mr. MacCurdy, with his "Musical Revue" show, which has a beautiful wagon front; several other shows and showmen, and four riding devices and many concessioners.—JOS. KAPLAN, (Secretary).

GREATER MERCER AND NORTHERN COMBINED SHOWS

Yardville, N. J., March 7.—Manager Pullen, of the Greater Mercer Shows, recently concluded arrangements whereby he became owner of the paraphernalia of the Northern Exposition Shows and of the Washington Exposition Shows, of which he was formerly manager, and with the result that he has changed his title to the

WURLITZER

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Band Organ

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Band Organs for all types of shows.
CARNIVALS, RINKS, FAIRS, CIRCUS, CARROUSELS, RIDES

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NOTICE CONCESSION MEN

We are ready to supply you with Dolls, Candy, Aluminum Ware, Blankets, Chinese Baskets, Ivory Sets, etc., at factory prices.
PARAMOUNT SALES COMPANY, 507 Dake Bldg., Rochester, N. Y.

"Greater Mercer and Northern Combined Shows." This also means the addition of five cars to the train. Bert Repass will act as assistant manager to Mr. Pullen. To date four shows, three rides and twenty-five concessions have been contracted. The executive staff as now arranged comprises Ray E. Pullen, gen. manager; Bert Repass, asst. manager, gen. agent and spec. agent; E. A. Bliss, gen. supt.; E. C. Moore, electrician; Wm. H. Cooper, trainmaster; John Berry, supt. concessions; Florence Bath, acy. and press agent; Harold Connors, musical director.

Buck Wilson, of Frontier exhibition fame, was a recent visitor and may join with his Wild West. Another visitor was J. Fitzcharles, who is contemplating the addition of a show to the lineup, and Mr. and Mrs. John Glenn, who are thinking of joining with a string of concessions. The show will open in Trenton.—FLORENCE BATH, (Show Representative).

DYKEMAN & JOYCE SHOWS

Reported Enlarging to Fifteen Cars

Milwaukee, Wis., March 8.—Messrs. Dick Dykeman and Marty F. Joyce, managers and lessees of the Dykeman & Joyce Shows, have been very successful in the booking of attractions; in fact, to such extent that they will enlarge from ten cars to a fifteen-car caravan. Winter quarters here have been a busy scene since opening six weeks ago, and seven of the eight show fronts have been completed. There have been numerous visitors to winter quarters and all have expressed compliments as to the novel design of these fronts. New caravans will be very much in evidence, as an order has been placed with the United States Tent & Awning Co., for all new knee-top, and the E. J. Hayden Co., the banners and pennants. J. W. Shannon, last season with the Barkoot Shows, has booked his beautiful three-act Parker carry-us-all and it is en-route to quarters. W. K. Davison has booked his new No. 5 Ell wheel (with two wagons) and Mr. Lucas, his improved "airplane awings." The show will carry one more ride, making four in all, each of which will have wagons and Mr. Dykeman is in Chicago purchasing more 63-foot cars to accommodate them.

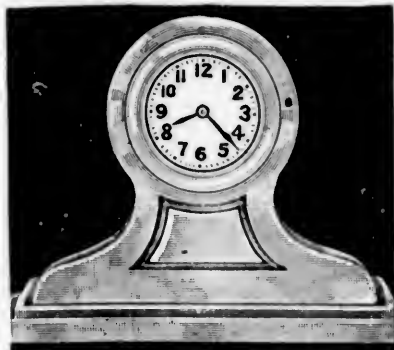
The staff of the shows, as now arranged, consists of Dick Dykeman, business manager; Marty F. Joyce, general manager; Mrs. Dykeman, trans.; Jack Faust, general agent; Mrs. Faust and Ruby Anderson, contest agents; Prof. Gumpert, musical director; "White" Hewitt, lot superintendent; Bob Kennedy, trainmaster.

A great many of the attaches of the shows for the coming season have already arrived in the city. General Agent Faust has been stepping in and out of Milwaukee and has brought in a nice lot of contracts, including fairs in this section.—PAUL SCHWARTZ, (For the Show).

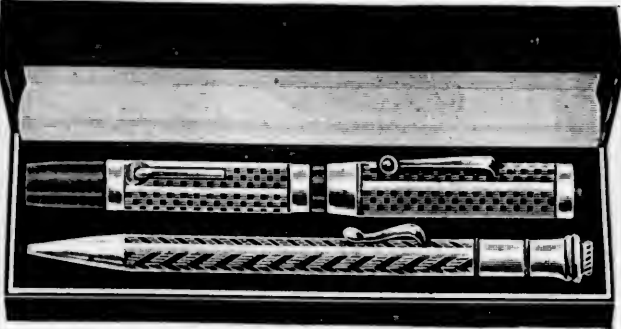
Hotels with the professional atmosphere are what you want. The Hotel Directory in this issue may serve you.

ATTENTION! CONCESSIONERS, SALESBOARD OPERATORS, LISTEN! Our PRICES TALK!

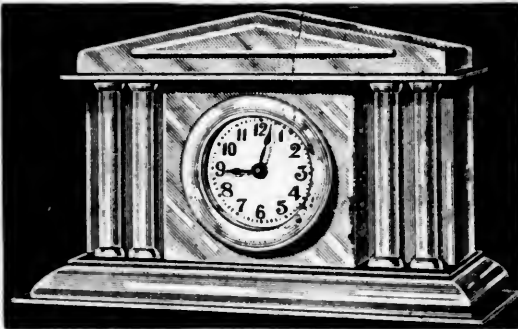
We are Headquarters for Premiums and Silverware for the Silver Wheel, and carry a very large variety of Silverware, Ivory Goods, Watches, Clocks and Jewelry, on which our prices are always just a little bit lower than the other fellow. REMEMBER, we allow NO ONE to undersell us. We are illustrating here just a few of our popular numbers selected from our Catalogue No. 51, copy of which we will be pleased to mail you should you not already be in possession of one. We have the goods in stock and make it a point to ship orders same day as received. Compare our prices! Send us your order to be convinced!



No. 401B—French Ivory Clock. Extra large size, with American made movement. Height, 9 1/2 inches; length 12 3/4 inches. A big flash and a good premium number. Each..... \$3.25



No. B1134—Gold Filled Fountain Pen and Pencil Combination Set. 14-k Gold Pen and Improved Propel Pencil. Made up in handsome leatherette box. \$1.75 silk lined. Set.....



No. 31986—The Famous White House Clock. White Ivory (celluloid) case, fitted with a good, reliable movement. Good time keeper. Height, 4 3/4 inches. Base, 3 inches. A big seller and an excellent premium item. Our Price, Each..... \$1.98



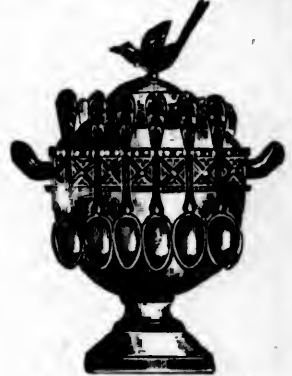
No. 20RB—Large Imitation Revolver. Silver finish barrels and black enamel handles. Looks like the real thing. Per Dozen.. \$9.50



No. 505B—Large Size Silver-Plated Fruit Bowl. Each..... \$3.50



No. 447B—Large Silver Plated Fruit Bowl. Diameter, 9 1/2 inches. Each..... \$1.98



No. 57B—Silver Plated Sugar Bowl, with 12 fancy silveroid spoons, complete at..... \$1.75



EACH \$5.75



No. 610B—White Spartan Wrist Watch. 7-jewel. Swiss lever, silver dial movements, fancy octagon cushion shape. WEAR WHITE THROUGHOUT. Something entirely new. It has the appearance of a white gold wrist watch. Good time keeper. Price complete, as illustrated, including ribbon and box. Each..... \$6.10



No. 55B—Pearl Handle Serving Pieces. Large size, 8 different styles. Per Dozen. Assorted..... \$5.75



No. 105B—Five-Piece Manicure Set. Good quality steel fittings and assorted shape bone handles. Put up on a card. Per Dozen Sets..... \$3.50

No. B5572—Gent's 16 Size. Thin Model GOLD FILLED Hunting Case Watch. Guaranteed to wear at least 5 years. Cases come in fancy assorted style engravings and are fitted with a good, reliable American movement. Will give entire satisfaction. Guaranteed correct time keeper. Owing to our low price factory will not permit us to mention name. Equal in appearance to a \$35.00 Watch. Price, Each..... \$5.75
No. B5573—Open Face Watch, with dust-proof screw case. Otherwise as above. Each..... \$4.95
No. B5151—Gent's 16 Size Electro-Gold Plated. Fancy Assorted. Engraved Hunting Case Watch. Very similar to above No. B5572. American-made movement. \$3.95 Each.....

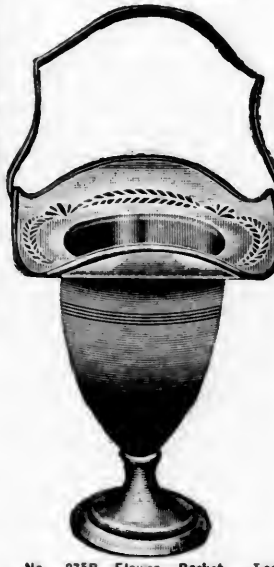


No. 600/38B—Electric Boudoir Lamp. Height, 13 in.; diameter of shade, 6 in. Complete with electric cord attachment and plug. Ivory finish, hexagon shape, fancy colored glass panels, metal stand, fancy shape and base. A big premium number at our price. Each..... \$3.50

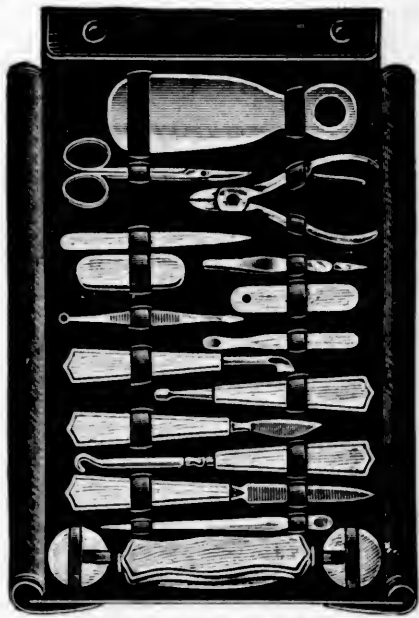
No. 39B—Aluminum Vacuum Bottle. Pint size. Each..... \$0.85
No. 40B—Same as above. Quart size. Each..... \$1.50



No. 3000B—Fruit Bowl. Silver plated, bright finish. Neat pierced rim, gold lined bowl. Diameter, 9 1/4 inches; height, 7 inches. Each..... \$2.95

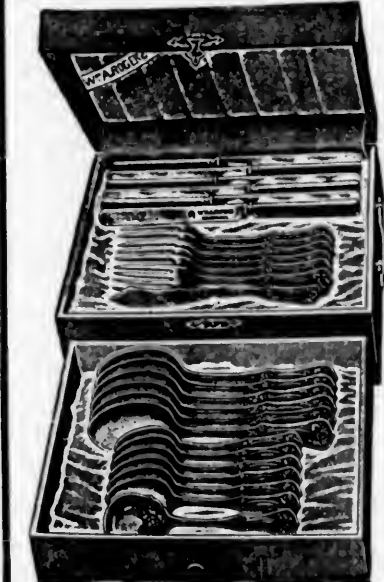


No. 975B—Flower Basket. Large size. Sheffield silver plated. Bright finish. Pierced top. One of the biggest values ever offered in the silverware line. Our Price, Each..... \$3.95



No. 2265B—Manicure Set, consisting of 18 pieces, as illustrated. Fine white grained French ivory handles, with good quality steel fittings. NO JUNK. Put up in a fancy sateen lined fabric roll, with snap-button fasteners. Per Set..... \$1.95
Sample, \$2.25.

No. 2502—21-Piece Set, very similar to above. Per Dozen Sets..... \$19.50
We have 160 varieties in addition to the above, ranging in price from \$3.75 to \$60.00 per dozen.



No. 31981—GENUINE WM. A. ROGERS SOLID NICKEL 26-PIECE SILVER SET. Price, without Box..... \$2.98
No. 31982—SHEFFIELD SILVER SET, similar to above, with nickel plated knives. Price, without Box..... \$2.48
Leatherette Chests for the above, 70c Extra.

TERMS: 25% deposit required on all C. O. D. orders. If you are not in possession of our Catalogue No. 51, 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.

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HIAWATHA LAMP (as illustrated) 22 in. high. You all know this beauty, with 7 ft. of cord, plug, socket, red bulb in base and Parchment Shades. \$26.00 Per Dozen. With Silk, Chenille Trimmed Shades. \$32.00 Per Dozen. Without Shades. \$18.00 Per Dozen. Sample, with Shade, \$3.00.

CAMEL, DUTCH TWINS and ORIENTAL GIRL LAMPS Complete, ready for use, with Jap Parasol Shades. \$15.00 Per Dozen. With Parchment Shades. \$1.75 Each.

MOVABLE ARM DOLL LAMP Ready for use, with Jap Parasol Shade and Marabout trimmed Dress. \$1.00 Each. PLAIN MOVABLE ARM DOLLS, 14 in. high, \$15.00 Per 100. With Wig, \$25.00 Per 100. BEACH VAMPS, 10 in. high, with Wigs, \$25.00 Per 100.



Patented. We also carry a line of CANDLE STICKS (Composition) 10 in. high. \$25.00 Per 100.



Patented No. 200 TWO ORPHANS CLOCK (as ill.) 14 in. high. Made of Composition, with Imported Clock, beautiful in color, artistic in design, graceful in model. \$15.00 Per Dozen. Sample, \$1.50.

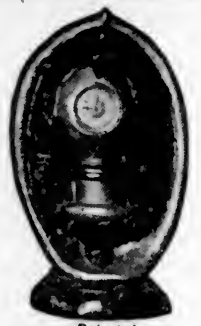
Patented No. 201 LIGHTHOUSE CLOCK (as ill.) 22 in. high. Made of Composition, with Imported Clock, beautifully colored original design. \$18.00 Per Dozen. Sample, \$2.00. Wired, with Bulb at Tower. \$24 Per Dozen. Sample, \$2.50.



Patented. Indian Chief and Maid Lamp Attracts attention everywhere. Ready for use. With Parchment Shades. \$28.00 Per Dozen. With Silk, Chenille Trimmed Shades. \$35.00 Per Dozen. Sample, \$3.00.



Patented. GREAT PALS LAMP (as illustrated) Ready for use. With Jap Parasol Shades. \$1.40 Each. With Silk, Chenille Fringed Shades. \$24.00 Per Dozen.



Patented No. 202 FLORAL CLOCK (as illustrated) 15 in. high. Made of Composition, with Imported Clock, harmoniously painted, floral effects. \$15.00 Per Dozen. Sample, \$1.50.

BULLDOG LAMP Ready for use. With Jap Parasol Shade. \$9.00 Per Dozen.

PLAIN BULL-DOGS With Diamond Eyes, 17 in. high. \$9.00 Per Dozen.

CANDLE STICK LAMP 21 in. high. Wired, socket, plug and small globe. \$1.25 Each.

SILK, CHENILLE FRINGED SHADES, \$18.00 Per Dozen. ROUND SILK AND CAMEL SHADES, \$9.00 Per Dozen.

WRITE FOR OUR NEW SPRING CATALOG. MANY NEW DESIGNS IN CLOCKS AND LAMPS. ALL OUR STATIONERY OF HIGH-GRADE QUALITY AND FINISH. ONE-THIRD DEPOSIT WITH ORDER. BALANCE C. O. D. PROMPT SHIPMENTS—BEST PACKING.

NOVELTY STATIONERY CO.

363 W. Lake St. Tel. Monroe 6878 CHICAGO, ILL.

OUR CUSTOMERS ARE ALWAYS SATISFIED.

THINGS PROGRESSING NICELY

With Coe Bros.' Greater Shows

H. Murray Coe, general manager of Coe Bros.' Greater Shows, advises that things are progressing nicely with that caravan and by the middle of April they hope to have everything in readiness to take the road, with all clean and entertaining attractions and a neat, attractive front for each show.

A feature booking announcement by Mr. Coe is that of the beautiful eight-footed horse, belonging to Roy L. Standish, well known in show circles, especially in the presentation of Frontier pastimes. An innovative point in this connection is that the horse will be trained to do a trick and menage act, to be presented in conjunction with the Wild West Exhibition. The training of the horse is to be accomplished by Jack Miller, of Jamestown, N. Y., which is the home town of Mr. Standish and where the animal has appeared at the recent indoor Circus held at the Armory.

MIGHTY DORIS-FERARI SHOWS

Riverside, N. J., March 7.—Great preparations have been in progress, since October, at Williamstown, N. J., winter quarters of the Mighty Doris & Ferari Shows. John Brunen, manager and owner of this show, has full confidence of a prosperous season.

At present there are employed animal trainers, and every day one can see great quantities of meat, hay and grain arrive to feed the wild beasts and live stock, also lumber, paints, canvas, hardware, etc., in large lots. The merchants of Williamstown also are getting their share of business, for they are patronized very liberally by all the showfolks and the purchasing department of the organizations. The training of the wild animals is under the direct supervision of Chief Trainer Captain Purchase. Princess Alice, assisted by Miss Fattie and Miss Korensky, all European trainers, are all breaking new acts. One of the greatest of all is the mixed group act, consisting of four lions, three leopards, two tigers and four panthers.

Mr. Brunen sees a great future ahead for all the show business conducted on the "Golden rule" basis. The "critics" of the carnivals will soon have to pull in their horns and try and find another way to make a livelihood, for carnivals are here and they are going to stay. There were several fair secretaries at winter quarters and all were loud in praise of what they saw. Mrs. Felice Bernardi and Walter C. Shelby also visited quarters. Bessie Mohr celebrated her 20th birthday at the home of John Brunen, at Riverside. All present had a very enjoyable time.

W. P. Smith, the artist, reports progress in his department and it is surely a very beautiful sight to visit the "studio," for the paintings are high art. Harry C. Mohr was at Chicago to attend the fair secretaries' meeting. Mr. Brunen has returned, after visiting some of his relatives out West.—HAZEL BRUNEN Show Representative).

ACKLEY AMUSEMENT COMPANY

Saginaw, Mich., March 7.—Considerable activity has started in the Saginaw winter quarters, and altho the Ackley Independent Shows do not take the road until Decoration Day the work of securing new material is well under way.

The new banner front for the circus side-show and some of the new canvas has arrived, and the verdict is that there will be flash and originality in the new shows. Harry Ackley, general manager, has been very busy completing the contracting for the fair route and cela justified in the claim that no one show ever held a better string of fair contracts entirely within Michigan. George Luesch is still managing the Penny Arcade for the Ackley park interests, but is anxious to get the carousel out again. It is now in the paint shop. Gibby Wolcott, the Ferris wheel boss, is still selling "fonographs" for a local music house, and Billy Gregory, who will manage the company's pay shows, is busy looking prospective attractions over.—LEROY LATSHAW Show Representative).

"WIN WITH THE WINNER OF THE WORLD" FAMOUS WESTCRAFT VAMPIRE

Awarded Gold Medal at the recent Exposition of Mexico, won First Prize at Alexandria Doll Show, won First Prize at the Doll Show of Venice, was chosen by C. A. Wortham to present to Mayor of San Antonio. One store using the Westcraft Vampire exclusively grossed 20,000 paces in a single week at the Exposition of Mexico City.

VAMPIRE LAMP SAME AS 75c WITHOUT SHADE, CUT, DRESS OR GLOBE. Marabout Trimmed Shade. Same as Cut, 35 CENTS.

VAMPIRE HAIR DOLLS SAME AS 30c WITHOUT DRESS. Marabout Dresset. Same as Cut, 17 1/2 CENTS.

HUMAN HAIR VAMPIRES, \$1.50

SEND \$3.75 FOR SAMPLE ASSORTMENT OF SIX ITEMS. 25% cash with order, balance C. O. D.

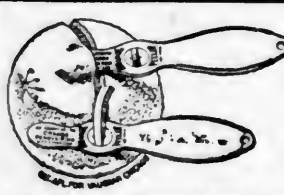
WESTCRAFT STUDIOS, 1016 S. Broadway, LOS ANGELES, CAL.



Concessionaires—A Live One! ROLLAGAME

A big winner for 1922. Last season this game beat all wheels, and also grossed more than the combined receipts of two Pop-Em-In Buckets four weeks out of every five. A snappy attractive money-getter. Any number from one to thirty can play. Can be changed to any desired combination in ten minutes. They play this game just to see it work. Finished in flashy colors. This is a big money game at a low price. Crated and shipped with complete instructions. Get your order in early. Price, Sixty Dollars.

BERT LAVERS, 1670 Washington Street, Boston, Mass.



A NEWLY PATENTED-PERFECT ORANGE PEELER

Come on, all ye live-wire Brethren. Here is a real Honest-to-Goodness profit maker.

Sells on sight at 50c.

Sample, 30c; Per Dozen, \$2.00; Per Gross, \$21.00 F. O. B. Chicago, cash with order.

P. P. MANUFACTURING CO., 2510 W. Van Buren Street, CHICAGO, ILL.

TINSEL for DOLL DRESSES

SILVER, GOLD or in COLORS

Write for Samples and Prices

NATIONAL TOY & TINSEL MFG. CO.

Factory at MANITOWOC, WIS.

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LORMAN-ROBINSON SHOWS

About Ready To Start at Chattanooga March 20

Chattanooga, Tenn., March 8.—Work continues progressing nicely with the Lorman-Robinson Shows and there is little yet to be done in winter quarters.

The new Allan Hirschell carousel is expected to arrive the latter part of this week and "Gummy" Wade is already here to take charge of it. Since Manager Chas. R. Stratton arrived from his home in Newark, N. J., recently, he has been busy superintending the work in quarters and contracting shows and concessions. The show will open here March 20. "Doc" Myers was taken ill with an attack of typhoid, but is rapidly convalescing. General Agent Sam Chandler is ill on contracting spots, but is expected to return here for the opening day.—CHAS. ECHOLS, (Show Representative).

BILLIE CLARK'S BLUE RIBBON SHOWS

Norfolk, Va., March 7.—The Billie Clark Blue Ribbon Shows will open at Norfolk, Va., Saturday, April 15. There has been no time or money spared by the management to make this outfit one of the best 15-car shows on the road. Three of the new wagon fronts are completed, and the artist will soon start the pictorial work on them. The fronts will be studded with plenty of light globes. Billie Winters, the manager, promises to make this one of the leading shows of its kind. Some of the shows contracted are Tom Allen's big Society Horse Shows, Duke Barry's Athletic Show, Fred Utter's "Mecca" Show and a walk-thru show called "The Circus." The rides are all being overhauled and painted, and will have more lights added. Mr. Dowdy, who has placed his elaborate cookhouse, has been in the hospital, where he underwent an operation for gall stones, but is expected to be himself in a few days. Itch Fredmont will place his string of concessions under the Blue Ribbon Shows' banner; also Mr. Hutchison and Danny Klein and his father-in-law, who will have a number of well-finished merchandise wheels and some grind concessions. Harry Martin, general agent, returned to winter quarters for a few days to talk matters over with Manager Winters regarding some very important dates.

Relative to the amount of building going on at winter quarters, one lumber yard man wondered the other day "what on earth are you people doing with all the lumber you are buying here?" But when he paid winter quarters a visit and saw all the big show fronts and wagons under construction he sure opened his eyes. "Windy" Allen and "Slim" Leeman are busy with the building operations and "Shorty" Shell is preparing to oversee and aid in the painting of the train and all the paraphernalia.—C. LORRAINE (for the Show).

GAS BALLOONS
BIG SELLERS WHEN SOLD
PROFITS



"THE AIRO WAY"
Write to us at once for particulars.

BALLOONS NOVELTIES

No. 70—Extra Heavy Trans.....	Gross \$3.75
No. 80 " " " " " " " " " " " "	4.00
No. 120 " " " " " " " " " " " "	8.50
No. 70 " " " " " " " " " " " "	2.00
No. 80 " " " " " " " " " " " "	2.75
No. 75 " " " " " " " " " " " "	3.25
No. 150 " " " " " " " " " " " "	7.20
No. 40 Air Balloons.....	.75
No. 125—Keweenaw Balloons.....	7.50
Dying Pig Balloons (each one in a separate envelope.....)	7.00
No. 70—Pump Balloons (two kinds) Chinese Face and Smiley Face.....	9.00
Reeds.....	.30

Barking Does or Squawking Ducks.....	Gross \$9.50
Tambourines assorted colors.....	10.00
Wooden Baskets, double.....	5.75
Crickets or Locust Snappers.....	.90
8-in. Paper Horus, wood mouthpiece.....	1.25
Calliope Metal Whistle, wooden handle.....	9.00
Blowout, wooden mouthpiece and whistle.....	4.75
Assorted Confetti Tube, per 100.....	2.50
50-lb. Bag Assorted Colored Confetti.....	4.75
Serpentines, asst. colors, 50 pgs., 1,000 rolls.....	2.60

TERMS: 50% with order, balance C. O. D. All shipments F. O. B. New York.



603 Third Avenue
NEW YORK
(At 39th Street)

INTERNATIONAL AMUSEMENT CO.

Practically Ready To Open at Vancouver

Vancouver, B. C., March 7.—Altho the winter quarters of the International Amusement Company are further north than most of the American shows reach even in midsummer, the work of rebuilding, painting and generally making ready for the coming season goes on just as merrily here as it does in any similar quarters beneath the "sunny skies" of Florida or Texas. Manager A. R. Lavoie is optimistically going ahead with elaborate preparations, his comprehensive schemes including the more than doubling the size of last season's aggregation. Winter quarters are located here at the Vancouver Fair grounds. The principal workshops are in the horse judging ring building, the main floor of which is big enough and high enough to set up all three of the rides. The merry-go-round was entirely overhauled and the organ reconstructed by experts, then the "whip" received its annual grooming, and the new Ferris wheel, purchased in the States, is now erected and being white enameled and fitted with a new idea in the way of lighting effects under the direction of Electrician Bill Millen. All canvas, show fronts and other properties have likewise been carefully gone over and new ones built by a crew of six men under direction of Charles Smith. On February 13 this number was doubled, so now the show is practically ready for the opening, altho that date is officially set for March 25, in the heart of downtown Vancouver, under the auspices of a strongly established local charity organization.

James W. Conklin, Jr., together with Mrs. J. W. Conklin, Frank Conklin and a half-dozen agents, has been at quarters for a month and has completed a string of concessions which are almost the last word in attractiveness and beauty as well as utility of construction. The writer will act as auditor for Mr. Conklin and will handle the publicity for the show management. "Baby" Caldwell, besides building a brand-new cook house, feeds the men at winter quarters. Prof. Rosen has had an office here all winter to good results, but is now ready to hit the trail again. Frank Conklin will operate several concessions independent of his brother's holdings. Prof. Van Hosten has his musicians all signed up and new uniforms are expected to arrive daily.—THEO. FORSTALL (Press Representative).

HARRISON GREATER SHOWS

Minneapolis, Minn., March 7.—Activity is the watchword at the winter quarters of the Geo. Harrison Greater Shows at 2887 James avenue, South, and rapid progress is being made with the repairing and painting of the paraphernalia, as well as the construction of two beautiful show fronts and several new animal cages of late design. The Harrison organization will be practically a new show this year, as the three rides, owned by the management and consisting of carousel, Ell wheel and Traver "Scaplanes," are new, as is nearly all of the other equipment.

There will be eight shows in the lineup, of which the Society Circus will be the predominating feature. Another new outfit will be the Palace of Illusions, under the direction of Fred Ness, and a new and novel front is being built for this attraction. The Circus Side Show will have several added features and the Athletic Arena will also produce a novelty. Marty Connolly will again have his twenty uniform-sized concessions and an up-to-date cookhouse is being built by Mr. Dahlbeck. Princess Leone, the beautiful "Arabian" horse, holds the "star" position at present and is in the hands of a trainer who is putting her and the other trained animals in a fitting condition to serve as free attractions at the fair dates to be played. Nine county fairs have already been contracted. The show opens here on May 1 and will then jump to some of the most promising manufacturing towns of Minnesota and Wisconsin. Manager Harrison has already purchased new winter quarters, located at 3140 Garfield avenue, South, which is more roomy than the quarters now in use.—FLOYD R. JOHNSTONE (Show Representative).

MISS SAN FRANCISCO DOLL CO.

Attains More Factory Space

San Francisco, March 8.—The Miss San Francisco Doll Company, Fred Wilkins, president, has moved from its headquarters in Fourth street to a new location at 1258-1260 Howard street, the change affording the company more than double the amount of factory space. Wilkins says the company will double its output this season as well as undertake the manufacture of various other novelties.

In addition to the manufacture of fancy dolls and doll lamps the company has just started to turn out in large quantities a library art lamp, hand-painted and very artistic, and a boudoir lamp that will prove a distinct novelty, as it follows a pattern never before attempted.

In anticipation of a heavy season Mr. Wilkins has placed his advertising account with the Goodell-Parton Agency and this agency will carry on an active campaign thru The Billboard. Advertising placed in The Billboard last year, Wilkins says, was directly responsible for the sale of 16,000 lamps of one pattern, besides a large number of other orders.

DOLLS—WHEELS—CANDY

SERIAL TICKETS

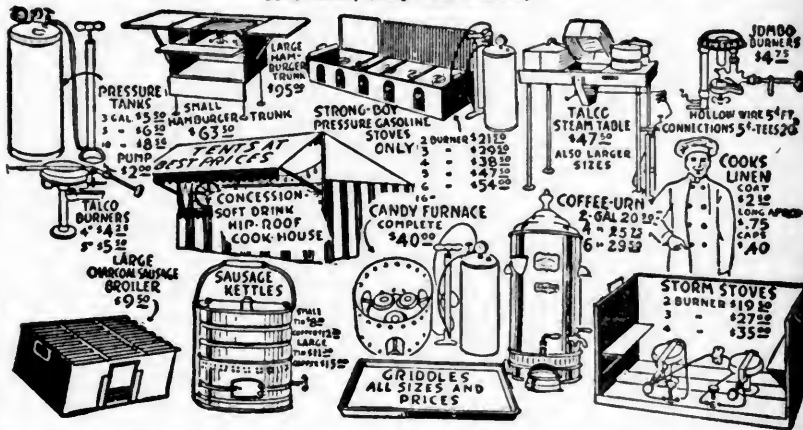
We manufacture our own wheels.
We represent the Largest Doll Factory in the country.
We represent the Largest Candy Factory in the country.
We carry a full line of Slum, also Vases, Balloons, Lucky Eleven, Sales-boards, Noise Makers, Perfume and Novelties. Write for catalogue.
We are agents for Blumenthal Bros. Cork-Shooting, Pump-Action Air Rifles, each, \$7.75; in ½ dozen lots, \$40.00. Lever Action, \$6.25 each; ½ dozen lots, \$30.00. Corks, \$1.50 per 1,000, \$6.50 per 5,000.

VIXMAN & PEARLMAN

620 Penn Ave.
PITTSBURG, PA.

COOKHOUSE GOODS—JUMBO BURNERS

Strong Boy Stoves, Tanks, Pumps, Griddles, Hamburger Trunks, Steam Tables, Coffee Urns, Linens, Juice Outfits, Candy Floss Machines.



Our line of Cookhouse and Concession Equipment and Supplies is well known and the most complete and reasonably priced in the country. We have just the sort of goods the Roadman needs. You are cordially invited to write us, stating your requirements, and we will mail catalogues.

The "Baby Vamp" and The "Sunshine Baby"

DOLL LAMPS

Positively the most attractive and fastest moving Novelty Lamps for Carnivals, Concessions, Sales Boards, etc., etc.

DIRECT FROM FACTORY TO YOU!
Write for description and prices.
Manufactured exclusively by

The Novelty Doll Lamp Co.
309 East 27th St., Minneapolis, Minn.

\$180.00—IT'S A BET—\$180.00

GET BEHIND THIS ONE, OLD-TIMER, AND YOUR B. R. IS CERTIFIED.

It's a GAME OF SKILL that will top the Midway POSITIVELY. This new game can be played from any and all sides. It is built portable and can be set up in a few minutes. You can check the entire outfit on your ticket without excess baggage weight. The outfit itself is a powerful COME-LITHER FLASH, and its earning capacity is UNLIMITED. After once seeing this new money making device in operation no concessionaire will be without one—IT'S A BET. Our SPECIAL COMING OUT PRICE, \$180.00, comp. etc., only a limited supply at this price. For full particulars write sooner than you ever did before, or hop on a train. It's worth your while.

THE J. G. MALOUF MFG. CO., Niagara Falls, N. Y. Phone 2959-J.

BETTER THAN WINE
A ROYAL DRINK IN PROHIBITION TIMES.

"MALTO VINO"

Luscious, snappy, sparkling, refreshing drink. Also for flavoring all kinds of kitchen delicacies. Large cartons, containing everything to make gallon, sent prepaid on receipt of \$1.50. BIG OFFER to distributors.

MALTO VINO PRODUCTS CO., 334 No. Dearborn St., Chicago.

Salesmen

Make \$50.00 or more per day selling our Hot P-Nut, Kandy Kist, Ball Gum, Pellet Machines. Also the BIG 3 DEAL.

ALL OUR SALESMEN ARE CLEANING UP! THERE IS A REASON! These machines will pay the average merchant \$150.00 to \$400.00 per year in profits.

MERCHANTS AND OPERATORS are buying them in lots of 50 to 1,000 machines. 50 machines placed in good locations should make you \$300.00 per month.

WHERE ON EARTH CAN YOU BEAT IT FOR THE AMOUNT INVESTED?

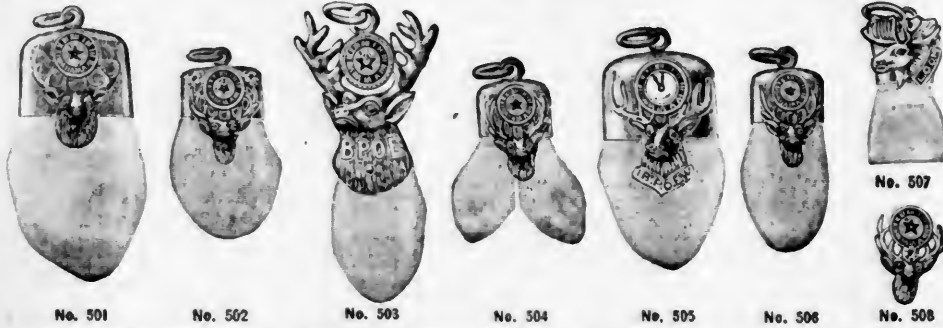
SALESMEN, MERCHANTS AND OPERATORS, WRITE OR WIRE US AT ONCE.

THE HOT P-NUT MACHINE COMPANY

350 E. LONG ST.
Dept. "B"
COLUMBUS, O. U. S. A.

If you see it in The Billboard, tell them so.

ELK TEETH CHARMS FROM FACTORY DIRECT



TO SAVE MONEY ON ELK GOODS WRITE TO US.
Teeth Are Genuine Walrus Ivory and Will Stand Every Test.

No. 501—Large size Charm, ruby eyes.....	\$36.00 a Doz.
No. 502—Medium size Charm, ruby eyes.....	24.00 a Doz.
No. 503—Reversible Head Charm, ruby eyes.....	48.00 a Doz.
No. 504—Double Tooth Charm, ruby eyes.....	32.00 a Doz.
No. 505—Colored Elk Charm, ruby eyes.....	42.00 a Doz.
No. 506—Small size Charm, ruby eyes.....	22.50 a Doz.
No. 507—Moose Tooth Charm, ruby eyes.....	24.00 a Doz.
No. 508—Gold Elk Label Button, with chip set and ruby eyes.....	12.00 a Doz.

All mountings are 10-kt. gold, and the teeth are of the finest quality.
We also sell unmounted Teeth. Price, \$7.20 a Doz.
Try a sample to appreciate the value of these goods.

HARRY KLITZNER CO. MFG.
75 Exchange Place, PROVIDENCE, R. I.
We will mount your Elk Teeth at reasonable prices, in Charms or Cuff Links, CASH MUST ACCOMPANY ALL ORDERS.

GREAT WHITE WAY SHOWS

Notable Progress Made From Small Gilly Show to One of Great Proportions

Bloomington, Ill., March 8.—For the past fifteen years the Great White Way Shows have been a going, growing organization, not jumping by leaps and bounds, but gradually forging to the front, guided there by its owner and manager, C. M. Nigro, pioneer in the carnival world and a showman of proven ability. Previous to owning the Great White Way Shows Mr. Nigro had, at various times, owned concessions and shows, which he booked with other caravans, thereby getting his experience in the "college of hard, hard knocks." And thru all these years he has been assisted and encouraged by his faithful wife.

There are still a number of the "old school" who remember when the Great White Way Shows were first organized in Louisiana. Small, but their hopes ran high. The show consisted of a track machine, a minstrel show that the manager did not want, but was wished on him, and six concessions. Railroads? No. They traveled by boat, which was owned by the merry-go-round man—and for the first ten weeks of its history the show moved via water, on the Bayou Fourche River. When the river "gave out" it was necessary to move via railroad, but the merry-go-round man refused to put his machine in a box car, preferring the water, and retraced his steps back over the territory just played. But the show kept on going. Eddie Gilpin was the agent then. Those were the happy days—no high license fees, or big railroad guys to contend with, and the committee did not "want it all." With the little paraphernalia that the show had it surprised the manager by making money, and the following year he added a few more attractions.

At the very beginning a strict policy was laid down and adhered to thru all these years, that of cleanliness and square dealing. During the ensuing years there have been many changes in the various attractions such as were necessary to permit the show to keep pace with the times.

The show has played practically every State in the Union, under such auspices as the Elks, Shriners, Moose, civic and military bodies, and numerous other worthy organizations, making friends everywhere. Today Mr. Nigro is justly proud of the reputation he has made.

As has previously been mentioned in these columns, the Great White Way Shows are preparing here in Bloomington winter quarters to open the coming season as one of the best organizations of its size on tour and, with wholesome entertainment, together with a very promising route now being contracted by General Agent Samuel Burdick, the management and attaches have just cause for optimism. Ben Bockford and wife (Irene) are expected to join from Boston, with several concessions. "Fat" Mills, electrician, has arrived to spend his fourth season under this banner.—JOSEPHINE DONLAN (Press Representative).

AMERICAN EXPOSITION SHOWS

Will Open Season April 17

Ellenville, N. Y., March 7.—M. J. Lapp, now the sole owner of the American Exposition Shows, has devoted the winter, with a crew of eight men, in remodeling and rebuilding the entire show and will produce one of the best of 12-car organizations.

The show will be equipped with three main feature attractions and carry ten shows, giant



OLD PAL

(FOR OLD TIMES' SAKE)
(as illustrated)

Reminds us of the days before prohibition. It is a real novelty electric lamp, ash tray, cigar holder and smoke stand. OLD PAL is 24 inches high, with socket, 7 feet of cord and plug. Ready to light. It was the biggest money-getter at this year's indoors doing. It sold like hot cakes in department and furniture stores. Use OLD PAL, and your success is assured. Price.

\$30.00 Per Dozen, with Parchment Shade.
\$33.00 Per Dozen, with Fancy Silk Fringe Shade. Sample, \$3.50.

All our Lamps and Dolls beautifully hand-painted and properly packed. **OUR TERMS—One-half Cash, Balance C. O. D.**

SPECIAL SAMPLE OFFER—Old Pal, Heap Big Chief, Camel, Cleopatra and Dutch Twins sent to any address. Price of the five Electric Lamps, with Parchment Shades, \$12.00. With Silk Shades, \$15.00. Remittance in full must accompany sample orders.

CARNIVAL & FAIR DOLL CO., 1816 S. KEDZIE AVE., CHICAGO, ILL.

Camel Lamps, Cleopatra and Dutch Twin Electric Lamps

These lamps were big sellers last year and will repeat this year.

\$24.00 Per Dozen, with Parchment Shade.
\$26.00 Per Dozen, with Beautiful Silk Shade. Samples, \$3 Each.

14-INCH COMPOSITION CUPIE DOLLS
Plain, \$15.00 Per 100.
With Hair, \$30.00 per 100.
3-Piece Paper Dresses, \$5.00 Per 100.

Tinsel Hoop Dresses, \$12.00 Per 100.

UNBREAKABLE DOLLS
16 Inches High, \$11.50 Per Dozen.
20 Inches High, \$18.00 Per Dozen.

HEAP BIG CHIEF

(as illustrated)

A beautiful electric lamp that ornaments any home. It retailed for \$7.50 in stores this year. Put them on your stands and watch them go after HEAP BIG CHIEF, 27 inches high, 7 feet of wire, socket and plug. Ready to light.

\$24.00 Per Dozen, with Parchment Shade.

\$28.00 Per Dozen, with Beautiful Silk Fringe Shade. Sample, \$3.00.



HARRY INGALLS CARNIVAL

OPENS WEEK of APRIL 15th to the 22nd.

TWO SATURDAYS and A HOLIDAY

WANTED—CONCESSIONS of all kinds. **WILL BOOK GOOD SHOWS**, such as Ten-in-One, Athletic Show, Slidrome, Illusions, Side-Show, Platform Shows, etc. I also **WANT AN EIGHT-PIECE BAND**, an Electrician and experienced Men for Ferris Wheel and Merry-Go-Round. Would prefer men experienced on Eli Ferris Wheel and Allan Herschell Merry-Go-Round, as I bought them brand new this year. Tents furnished any reliable showmen, as I handle no Shows myself. Everything open except Cookhouse, Juice and Rides. Concessions and Shows must be clean. If not, don't reply. Address all mail to **HARRY INGALLS CARNIVAL, 37 Kingston Street, Boston, Mass. Telephone Beach 56198.**

WANTED—A. J. MULHOLLAND SHOWS—WANTED

Two first-class Illusion Shows, one Motordrome, first-class Ten-in-One. All Concessions open. I will not handle any Stores myself, so all Wheels open. Will only carry a limited number, so hurry. This is a Ten-Car Show. Opening May 1st at Kalamazoo, Mich., where everybody is working, and then playing all good cities, with a string of eight Day and Night Fairs, best in Michigan. I own all my own Rides—Whip, Merry-Go-Round, Eli Wheel. Address **A. J. MULHOLLAND, Mgr., 204 Allen Blvd., Kalamazoo, Mich.**

IN ANSWERING AN AD BEGIN YOUR LETTER WITH "I SAW YOUR AD IN THE BILLBOARD."

"Seaplanes," Eli wheel and a three-abreast carry-us-all, also about thirty concessions. The feature attraction will be the Society Circus, which will present Howard Street with his seven trained ponies, twenty dogs, twelve Java and ringtail monkeys and two trained bears. Mr. Lapp has spared no expense in building this attraction. Among other contracted acts in the circus are Joe Watch, with his slack-wire and balancing act; the Flying Taylors, aerialists, and Jimmy Davison, comedy acrobat.

Another feature will be G. H. Threlton's newly-constructed Wild West Show. Prof. Martin Ozar will present a novel idea in framing a ten-in-one show, to do away with the old-style pits and produce something new to the show-going public. The seven other shows are as follows: Athletic Show, under management of Curly Spheris. Al Smith will manage the Mechanic Show, Mack McDonoid the "Parisian Dance Hall" and Snake Show. Capt. C. F. Tate's "Dens of Mystery." Dr. Stanton will manage the "Castle of Sights" and A. Putman his "Collection of Living Wonders."

Among the concessioners now under contract are: F. J. Bevans, candy and pillows; Joseph Stly, two doll wheels; John Phillips, three grid stores, buckets and doll lamp wheel; Joseph Johnson, Chinese baskets and grid store; James Cahoon, glass blowing store; Mr. and Mrs. Fred Fornier, hoop-la, spot-the-spot and swinging ball; James Grant, candy boss; Harry Woodman, "wool-o-hall"; Mrs. M. McDonoid, gum; Mrs. Chappelle, ice cream and juice; Fred Burro, two palmistry joints, and Doc Chappelle will serve the folks in his newly-built "Palace of Eats."

Prof. W. F. Baughmann's 14-piece band, of Toledo, has been contracted to furnish music for the street parades and midway. The free attraction will be Emmett Nevada with his sensational high (backward) dive into a net. The season opens April 17.—J. W. NEWKIRK (Show Representative).

1 1/4c A PACKAGE
5 KISSES TO PACKAGE
No price marked on pkg.
Size of pkg. 1"x3"x5"

250 Packages, Price.....	\$ 3.25
500 " " " " " " " " " "	6.25
1,000 " " " " " " " " " "	12.50

Candy Give-Aways Mother Dear Kisses

2c A PACKAGE
10 KISSES TO PACKAGE
No price marked on pkg.
Size of pkg. 1"x3"x5"

250 Packages, Price.....	\$ 5.50
500 " " " " " " " " " "	10.00
1,000 " " " " " " " " " "	20.00

Concessionaires—Wheel Men—Candy Men—Write

All Orders Sent Same Day Received. Order Where You Get SERVICE, PRICE and QUALITY. TERMS: Cash With the Order, or 1/2 Cash, Balance C. O. D. Above Prices F.O.B. Ft. Wayne, Ind. Goods Packed 250 Packages to Carton. Weight of 1-250 Carton (5 Kisses to Pkg. Size), About 31 Pounds. (10 Kiss Size), About 50 Pounds. Order From This Ad, or Write for Samples, Etc.

GREAT FLASH—SURE TO PLEASE—OR MONEY REFUNDED

WE SELL OUR MOTHER DEAR KISSES IN BULK, TOO. ALSO THE PRINTED BOX AT COST. SHOULD YOU WANT TO PACK YOUR OWN. WRITE FOR SPECIAL PRICES.

JOBBERS, SALESMEN, DISTRIBUTORS WANTED
H. J. MEYER COMPANY, Manufacturing Confectioners
619 Calhoun Street, P. O. Box 380, FORT WAYNE, IND.

SALTED PEANUTS
SACKED OR BULK. WE WILL SUPPLY PRINTED BAGS FREE. WRITE FOR SPECIAL PRICES.

SNAPP BROTHERS SHOWS

Opens March 30th, 1922, Aúspices Elks, North Little Rock, Ark.

First Fair Opens Estevan, Sask., Canada, July 3rd, 1922

Thanks, we are not in need of any Show or Ride unless it is something out of the ordinary.

CAN PLACE a few more Concessions. Be sure and get our rates before booking elsewhere. Cook House and Juice sold exclusive.

CAN PLACE good Comedian and Saxophone Player for real Colored Minstrel.

CAN USE Mind Reading Act and another good Act for Pit Show. Address SANDY BILLINGS, care Show. All Musicians write PUD HEADLEY, Band Master, care Show. Address P. O. Box 176, until April 8; after that, P. O. Box 23, Chicago, Illinois.

SEAPLANES

Record made by Meyer Taylor, with World's greatest Shows at Toronto Exposition, September, 1921.



8,777 carried in one day

For PARKS and CARNIVALS

A sensation everywhere. 62 built in 1921. Big cars. High speed. Wonderful flash. A top money getter. Has earned \$200 to \$1,507 in one day. Price, \$4,200 to \$7,250. Cash or terms. TRAYER ENGINEERING CO., Beaver Falls, Pa.

UNITED AMUSEMENT CO.

Advice regarding the activity and happenings with the United Amusement Co. is contained in the following data furnished by a "show representative" of that organization:

The shows will start their fifth annual tour on April 29, under the auspices of Fire Co. No. 1, at East Brady, Pa., where the paragonalia is now in winter quarters, the old distillery building having been secured for the latter purpose and it affords all necessary opportunities for the preparations.

The show will be the same size as last season, with five shows, two rides and thirty concessions, and most of the old people will again be with it. "Whitie" Hewitt will again have charge of the Athletic Show, as will William Johnson the Circus Side Show, with ten attractions; Fred Heubner the carry-us-all and Guy White the Big Ell electric light plant. Edward Pierce will have full charge of the Palace of Illusions. All of the foregoing attractions are owned by the management. C. W. Hart will have the cookhouse, with a brand new outfit from the Beverly Co., of Louisville, Ky. Harry Hoffman will again have all the wheels, making his fifth season with this show. Sam Ross will be back with his three concessions. Thomas Alton will again pilot the show.

ROBT. A. CLAY AMUSEMENT CO.

Ottawa, Kan., March 7.—Altho Mr. Clay has not visited winter quarters for two weeks, as he is away on a still hunt for novelties, his directing spirit pervades the very atmosphere around the quarters, with the result that preparations for the season are proceeding very nicely. Paint, lumber, hardware and other supplies continue to move toward the show quarters daily. Master Electrician Ben Tyler has designed and installed a new system of lighting, also he has finished making two large electrical globes which will adorn the front of the feature show, the "Show Beautiful." Each globe will consist of 149 bulbs of all colors.

The general color scheme of the show fronts will be red, white and blue, except the "Show Beautiful," and that will be "gold" and, with the light effect on it, it will really be beautiful.

The show cars will be painted white, with the lettering in red, with blue shading.

Many of the people are already here and can be seen most any day at the quarters working at their outfits. The opening date will be April 2. All look for a good season in the territory the show will cover, which will be Oklahoma, Missouri and Kansas. The fairs will start in July, of which this show has nine at the present writing.—H. E. SILLAW (Show Representative).

JONES GREATER SHOWS

Danville, Ky., March 7.—Things are being whipped into shape with the Jones Greater Shows, which this season will have five to eight shows, merry-go-round, hand and free act. The show will play its old Kentucky territory and will again be transported on a fleet of trucks, using tractors for the wagons and trailers.

Manager A. H. Jones has purchased a new 15-k. w. electric light plant, new plantation show outfit, complete with stage mounted on a large truck, also new outfits for the Snake Show, Wild West and Five-in-one. Everything will be painted by Mr. Mehan, the shows' painter. W. P. (Dad) Sowers will again be assistant manager, making his seventh season.—A. B. JONES, (Secretary).

FOR CARNIVAL ROSTERS SEE PAGE 243

PURE FIBRE SILK TUXEDO SWEATERS

EVERYBODY WANTS ONE OR MORE

Keep Your Wheels and Salesboards Busy



A St. Louis concessionaire used three hundred in ten days.

Comes a wire from Seattle, "Express today ten dozen," and they left that same day. Denver wires, "Biggest puller ever. Duplicate last order; express, rush."

Girls go wild about 'em—fellows play their heads off to win one.

Remember—Pure Real Fibre Silk

\$48.00 DOZEN

SAMPLE \$4.00

Black is the winner—also made in the new Jockey Red color, Seal Brown and new Green. Ladies' Pure Thread Silk Hose, 3 pair in attractive 5-colored box—advertised brand nationally known. Black or Brown colors. The dozen \$8.75.

25% deposit—balance C. O. D.

TRI-TEX SILK MILLS

119-121-123 S. Market St. CHICAGO



Talco Soft Drinks ALSO FULL LINE GLASSWARE

The Talco Concentrated Fruit Drinks we believe are superior to any on the market. They are truer in flavor and appearance and have the natural cloudy look of fresh fruit juices.

Fruit Juices.

ORANGEADE, LEMONADE, CHERRYADE, PINEAPPLEADE.

TAL-KOLA, GRAPE JULEP, STRAWBERRY JULEP, RASPBERRY JULEP.

All of the above in 30-gallon size, \$1.25 each.

LEMONADE, ORANGEADE and TAL-KOLA, in gallon jugs, that make 300 gallons \$9.50. All other concentrated drink, in gallon jugs, \$11.00.

APPLE-ALE \$6.00 per gallon, which makes 32 gallons finished apple drink.

A complete line of Glass Tanks, Bowls, Circus Lemonade and Flash Glasses and Aluminum Utensils. For best goods, prices and attention call on us. Write for circulars.

TALBOT MFG. CO., 1317 Pine St., St. Louis, Mo.

Armadillo Baskets, Rattle Snake Belts and Novelties, Texas Horned Toads



Beautiful baskets made from the shell of the Armadillo, silk lined, for Work or Flower Baskets. Texas Horned Toads, Rattle Snake Belts and Novelties. Special Pistol and Knife Belts made from Rattlesnake Skin, fine workmanship. Let us tell you more about these novelties. They are big winners for concession people.

POWELL & DELAHAY,

410 South Flores Street, San Antonio, Tex.

Army Auction Bargains

NEW rope lariet with snap \$1.00
Army knapsack 75¢ | Saddles \$6.50 up
LUGER pistol \$21.50 | Cal. 30 rifle \$16.50
Full set Army steel letters and figures, \$1.00.
15 acres army goods. Illustrated catalog for 1922—812 pages—includes full and highly interesting information (especially secured) of all World War small arms, mailed 60 cents. Circular 16 pages 10 cents. Established 1865.

FRANCIS BANNERMAN SONS, 501 Broadway, N.Y.

WANTED Rides, Shows, etc., for Farmers' Exhibition of West Tennessee. Big crowd, night and day, at the Fairgrounds, Oct. 18-21. Inclusive. Jas. H. Jordan, Sec'y, Jackson, Tennessee.

Salesboard Jobbers READ 'EM AND WEEP

You Frequently Hear the "Boss" Say, "I Make Up My Own Boards"



THIS \$100.00 DEAL FREE if he can duplicate this high-class assortment of 24 high-grade prizes listed here at the special price we ask, \$26, giving you a profit of \$74.00, and do it quick. A 1,000-Hole Board and Display Pad free, any deal.

- 2 Strings La Tausca Pearls, each in high-class silk velvet box.
 - 2 Gold-Filled Pencils and Waldemar Chains.
 - 6 Gold Coin Charms (as per cut).
 - 1 \$5.00 Gillette Razor, 12 Blades.
 - 1 D. F. B. Gold Dickens Chain and \$2 Gold Charm.
 - 4 Gold Coin Scarf Pins, with Safety Clutch.
 - 1 Fancy Beaded Bag.
 - 2 Gold Coin Top 14K Gents' Rings.
 - 2 Brass-Lined Art Photo Knives.
 - 2 Pearl Handle Manicure Tools.
 - 1 Pair G. F. Cuff Links.
 - NO. C2—Same as C1, except 4 Fancy Cigarette Cases substituted for the Pearl Beads. Price, \$20.00. Profit, \$80.00.
 - NO. C3—Same as C2, except the 6 Gold Coin Charms are substituted for 6 Fancy Colored Tie Clips. Price, \$17.00.
- Your Money back without question if you don't say these are the biggest and best buy you ever made. Opportunity waits for no man. LET'S GO. Before mailing order see our Oh Boy Sales Distributor ad on Page 125, this issue.



KEEP ME SMILING OUR TRADE MARK

ONLY ONE DEAL OF A KIND TO SAME PARTY AT THESE PRICES. This is just get-acquainted prices. If more than one of same number is ordered, add 20% extra to prices quoted.

D. N. ROSE & CO., Wholesale and Mfg. Specialties, TULSA, OKLA.

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

BUY DIRECT FROM THE MANUFACTURER BEST QUALITY PILLOWS

THE PILLOW WITH THAT KNOTTED FRINGE AND SILK-LIKE CENTER
SELL-QUICK SALES-BOARDS
ALL PRIZES SHOWN IN COLORS ON BOARDS

- 600-HOLE BOARD—8 Best Quality Pillows.....\$ 8.00
- 800-HOLE BOARD—12 Best Quality Pillows..... 11.50
- 1,000-HOLE BOARD—12 Best Quality Pillows..... 12.50
- 1,000-HOLE BOARD—16 Best Quality Pillows..... 15.00
- 1,500-HOLE BOARD—71 Prizes:

10 Best Quality Pillows, 24 Dolls, 36 Pennants, 1 Genuine \$20.00
Leather Pillow Last Punch.....

Agents Are Mopping Up With our PULL CARD DEAL—
A Genuine Leather Pillow—50 Pulls Brings You Nine Dollars \$2.25
Only

WESTERN ART LEATHER CO., DENVER, COL.
P. O. BOX 484 TABOR OPERA BLDG.



WE ALSO MAKE A LINE OF GENUINE LEATHER PILLOWS GET OUR CIRCULAR.

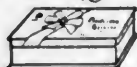


FIFTY NEW DESIGNS \$9.80 Free Circular. We ship same day order received. A deposit of 25% required. Bal. C. O. D.

Puritan

CINCINNATI
Chocolates

Largest Assortment
Beautiful Attractive Boxes
Highest Quality
Prompt Service
Prices Right



IT IS EASY TO SELL CANDY OF WHICH YOU ARE PROUD.

Express charges allowed up to \$1.50 per cwt. Write for Catalogue.

The Puritan Chocolate Co. Cincinnati, O.

BALLOONS



- No. 45—A. I. r. \$2.00 Gross.
 - No. 60—A. I. r. \$2.50 Gross.
 - No. 60—Heavy Gas, \$3.50 Gross.
 - No. 90—Heavy Gas, \$4.80 Gross.
 - No. 65—Large Airships, \$3.60 Gross; in two colors, \$4.50 Gross.
 - No. 45—With Lion & Squawker, \$4.50 Gr.
 - No. 60—With Lion & Squawker, \$5.50 Gr.
 - Balloon Sticks, selected quality, 500 Gross.
- Half cash with order.

EMPRESS RUBBER CO., 18 E. 16th St., N. Y. C.

HOROSCOPES



Our Horoscopes have several strong points. Here are two: They LOOK so different from any others that no one in any crowd will say "Old stuff!" They are so well written that they back up the strongest kind of scientific selling talk. \$8.50 per 1,000. AND WE PAY THE PARCEL POST.

BUDDHA PAPERS

We originated Buddha and are the only house that makes more than one kind of papers. Five foreign languages and ten kinds in English! Correct outfits that WORK RIGHT. Oriental Costumes.

FUTURE PHOTOS, made by improved process. \$2.00 per 1,000. Bitters tree. Send 4c stamps for full info. of all lines.

S. BOWER

17 Lexington Avenue, NEW YORK. (Formerly Brooklyn.)

SPECIALS

- | GAS BALLOONS. | Dozen. | Gross. |
|-----------------------|--------|--------|
| No. 70 Extra Heavy | 30c | \$3.20 |
| No. 70 Two Colors | 40c | 3.80 |
| Drying Pig Balloons | 40c | 4.50 |
| Barking Dog. The Best | 60c | 9.00 |
- Climbing Monkey. The Original. \$1.30 \$15.00
 Mechanical Auto Racer. 1.30 15.00
 Mechanical Horse and Cart. 1.30 15.00
 Rowing Repeater Pistol. 2.25 25.00
 Unemployed Needle Case. 35 3.00
- SIX GALORE. PRIZE PACKAGES. CUPIE DOLLS, FLAGS, NOVELTIES. Send for List. IT'S FREE. ADVANCE SPECIALTY CO., Columbus, O.

"WHITE MULE"



Novelty statuette, six inches high. Humorous and artistic. Everybody likes this "White Mule". 75c each—1 doz. \$6.00

H. E. HUPP & CO., 129 E. Market, Room 43, Indianapolis, Ind. Dept. A.

VENDING MACHINE OPERATORS

MINTS

One Cent per Package. Write for quantity prices. PEERLESS MINT CO., 1626 Kelsey Ave., Toledo, Ohio.

SLOT MACHINES Highest prices paid for Used Machines. Bella Dancers, Jack Pots, Pin Machines always in stock. PREMIUM BOARDS Blank Boards, Cigar Boards, etc. Write for Catalogue.

BANNER SPECIALTY CO., 99 North 7th Street, PHILADELPHIA, PA.

If you see it in The Billboard, tell them so.

CARNIVAL CARAVANS

Conducted by ALI BABA

Spring, the Bedouins salaam ye!

(If cold and wet, you'll get an awful "slamming" as well!)

Please be considerate and gentle—but you can't "bull" Old Father Time.

It seems that almost all the shows will again hit the trail, with several new ones added to the list. "Mr. Pessimist," fare-thee well.

The question is, where is all the "cheap second-hand show property" so many prophesied would be lying around loose during the winter?

At one time during the fair secretaries' meeting in Chicago there were almost as many free act agents on the floor as there were secretaries.

The bluebirds are calling, Soon spring will be here; Your shows get in order—Bring the misses good cheer.

Some of the carnival managers had better start fixing up their shows right now, if they intend to live up to what they promised the secretaries.

Some carnival agents seem to think that another show's misfortune is their good fortune.

SOME FISH



Gen. T. Kennedy, well-known outdoor showman, spent a portion of the past winter at Miami, Fla., and among other diversions went in for fishing. The result of one of his jaunts is shown in the accompanying picture, and all must agree it is some fish. Mr. Kennedy himself is shown at the left of the picture. The two other men are T. J. McIntyre and Harry Brown, of the Kennedy Shows.

Don't go digging pits for the other fellow, lest you yourself stumble in.

Joe Battiato postcards from Richmond, Va., confirming the report that he and his twelve-piece band will play their third season with the Lew Dufour Shows.

"Babe" Barkoot is the proud possessor of a brand new Traver "airplane swing" of the latest type. It will be a great addition to the already good rides with the Barkoot Shows.

Recent report had it that the Johnny J. Kline Shows will the coming season have five riding devices, all owned by the management. The show is to open in New Jersey April 6.

To the writer of that unsigned communication from Pittsburg: What're you trying to do, start something—domestically? And make your old friend, Ali, the "fall guy?" "Rouse mit it."

From reports, that boy, R. C. Egin, must be a regular devil down in Kansas City, Mo., won't the road seem tame to you, old boy? But, doubtless, R. C. could split a few numbers.

"You'll like Paragould"—how about it "Blackie," and others? Pretty soft that week, playing the "bigtop stuff" and rushing the pie cards. All who remember the instance, rise and say "aye."

Billy Moore, a concession agent for several seasons, rambled into Texarkana, Ark., recently, all dolled up, and reported spending a very nice winter in Houston. He joins the Gold Medal Shows.

Several general agents could well be alingers of note. They seemed to know the "Anvil Chorus" pretty well—knock, knock. Many times a knock acts as a boomerang—and requires some dodging.

"Baby" Alice (the fat girl), who will be one of the features with Carl Lauther's side-show with Rubin & Cherry the coming season, has gained twenty-five pounds the past winter while at her home in Philadelphia, and this is not a press agent story at that, says she.

S. L. Holman, manager of the Holman Greater Shows, informed that his organization will not take the road, as was intended, this year, as he wishes to await the arrival of better general conditions, he says.

Harry Melton, of add-a-hall fame, who put in last season with the Ackley Amusement Co., is helping to stimulate the circulation of a farmers' magazine, but will again be found under the Ackley banner.

H. W. Forrest, an ardent admirer of Mr. Wortham, postcarded from Ashland, Ky., on February 27: "Had the pleasure of seeing the C. A. Wortham Shows—a part of them, at least—in moving pictures."

Word comes from the St. Louis office of The Billboard that Wm. Pink, who has just returned from California, will have two shows and six concessions with Nat Narder's Majestic Exposition Shows this year.

Twenty-three years under one management. That is the record of the K. G. Barkoot shows, which will inaugurate their twenty-third season this coming April 17. How many shows can claim a similar record? Few if any.

Shades of Pongo! Them fou' folks came in on passes, so don't let 'em see all o' that snake. We-all go 'en' t' paper' ou' ba'n with passen next winte'l 'Shu' am! Well I decla', if the ga'bage men o' this he' town aint got passes! My!

R. M. Striplin, of the South Eastern Georgia Fair, paid a glowing tribute to the K. G. Barkoot Shows to fellow fair secretaries at the late convention at Albany. Well, the South is quite praiseful of K. G. Barkoot anyway.

Well, well! Watch, folks, for the "Big Hat" with the caravans again this season—Al Fisher has been overcome by the "bug" and is returning! "Big Hat Al" signed as

THE MISSES SHERWOOD



Here are pictured the beautiful daughters of Robert (Bob) Sherwood—Elizabeth Ann, on the left, and Roberta on the right. Those who have seen the little singers and dancers do their turns predict a rosy future for them. Both will appear with Sherwood & Mullen's attraction, "At the Edge of the World," with the Brown & Dyer Shows this season.

General agent with Felice Bernardi for the Dominion Exposition Shows.

Joe Palmer, last season with the Macy Shows and formerly with the Wortham and the Majestic Shows, will again be with "Gov." Macy this year, with the Athletic Show and three concessions. Mrs. (Ada) Palmer will have charge of the concessions.

Billy Gregory, with some of the leading caravans the past several seasons, is to be under the H. A. Ackley banner, as general agent for the Ackley Independent Shows, which are now being prepared for the season's grind at the winter quarters in Saginaw, Mich.

Phil Handler says he and Bennie Smith have occupied a suite of rooms at the Childs Hotel, Atlanta, Ga., this winter and that Bennie has proven one of the chief entertainers, socially speaking, of that hostelry, among the numerous showfolks and others hibernating there.

A press dispatch stated that a toy balloon released at Waukegan, Ill., was found sixteen days later at Altoona, Pa. (about 750 miles). That sure must have been some good make of toy balloon. Wonder if it was purchased from a "rubber" salesman with some circus?

The Chicago meeting is over and one carnival magnate is rumored as claiming to have grabbed as many contracts as Heinz has varieties. When the smoke of the battle cleared away, many carnival routes were greatly changed. Some were lengthened and some curtailed.

Word came from East Boston that General Manager Johnny Dowe is planning to launch the Showland Amusement Expo. Shows, con-

(Continued on page 140)



Not Mental Calculation

of what a Ferris Wheel may earn. But actual facts as to what the BIG ELI has earned is the best evidence in favor of a BIG ELI Wheel.

ELI BRIDGE CO.,

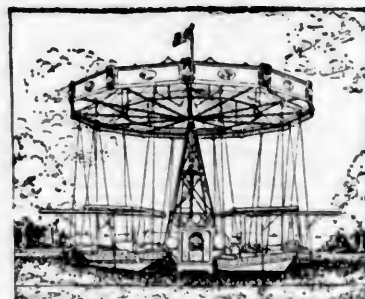
(Builders of BIG ELI Wheels for 22 Consecutive Years)
800 Case Avenue, JACKSONVILLE ILL.



SPILLMAN ENG. CORP.

Manufacturers of SPILLMAN 4-CYLINDER POWER PLANTS, 32-FOOT JUNIOR CAROUSSELLES, Portable and Park Machines, High Strikers. Write for Catalogs. NORTH TONAWANDA, N.Y.

THE AEROPLANE CAROUSSELLE



The latest invention and most attractive amusement riding device for Parks, Fairs and Carnivals. Portable or stationary, operated by either gasoline or electric motor. Write today and let us tell you all about it. SMITH & SMITH, Springfield, Erie Co., N. Y.

CARROUSELS



Write for Catalogue and Prices.

ALLAN HERSCHELL CO., Inc. NORTH TONAWANDA, N. Y., U. S. A.

LATEST CAROUSSELLS



Write for illustrated circular and prices

M. C. ILLIONS & SONS,

2780 Ocean Parkway, Coney Island, New York.

WE SPECIALIZE IN

MARABOU AND OSTRICH

TRIMMINGS FOR DOLL DRESSES

ALPHA MARABOU CO. 40-46 W. 20th St. NEW YORK



1888

1922

Leaders For Thirty-Four Years

Our policy of always being first to obtain for our customers the newest and best merchandise obtainable, from both foreign and domestic markets, offered at the lowest possible prices, together with good quality and prompt service, has placed this house as a leader in their lines, and are naturally known as the **Largest Novelty House in the United States.**

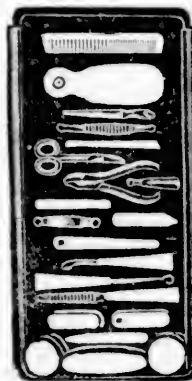
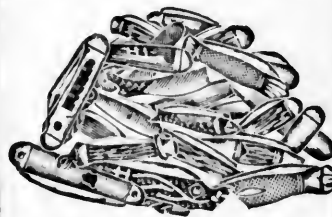
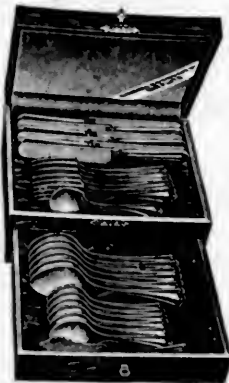
We supply suitable merchandise for **Concessionaires, Streetmen, Auctioneers, Carnivals, Paddle Wheels, Knife Racks, Bazaars, Premium Users, Agents, Silverware Users, Watch and Jewelry Men, Salesboard Operators, etc., etc.**

The **Shure Winner Catalog No. 96**, which is our large spring edition, is now being compiled, and will fill every want suitable to all concessionaires.

N. SHURE CO.

Madison and Franklin Sts.

CHICAGO, - - ILL.



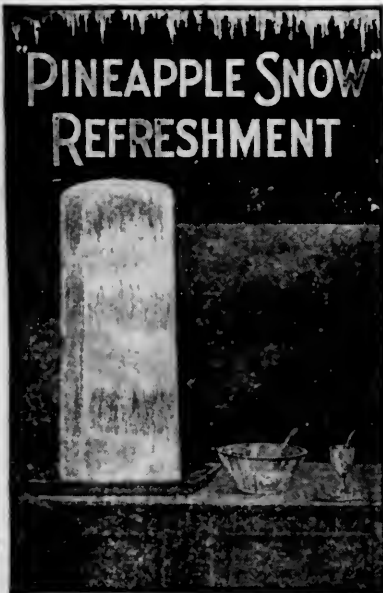
SERIAL PADDLE TICKETS

WE CAN SAVE YOU MONEY ON FREIGHT—STANDARDIZED, LARGE NUMBERS
JOBBER AND DEALERS (ONLY) PLEASE WRITE IF INTERESTED.
 OUR BOTTOM PRICES AND TOP SERVICE WILL MAKE YOU ONE OF OUR CUSTOMERS
 MOST COMBINATIONS—EACH SERIES WIRE-STITCHED WITH HOLD-OUT—GOOD COLORS

SMITH PRINTING CO., 1331-1333 Vine Street, CINCINNATI, OHIO.

800 Per Cent Profit

MADE BY MANUFACTURING



PINEAPPLE SNOW REFRESHMENT

PINEAPPLE SNOW REFRESHMENT
 with the **NEWLY PATENTED HAND POWER SNOW MACHINE.**

ABSOLUTELY the only machine that holds a 200-lb. block of ice without splitting.

POSITIVELY the only snow machine that can be operated by a child.

Five (5) \$15 stacks of **FINE, LIGHT SNOW**, made from a 200-lb. block of ice in twenty-five minutes. It stands on counter 6 to 8 hours without melting.

Weight of machine 80 lbs.

PRICE \$150, F. O. B.

Write for Particulars.

PINEAPPLE SNOW CO.

516 Atlantic Avenue, BOSTON, MASS.

CARNIVAL CARAVANS

(Continued from page 138)

isting of several shows and rides and a string of concessions, to travel overland by trucks and play lots thru the New England States, opening in May.

M. F. (Shorty) Wiltzen, with his usual smile, is to be seen on the front of the pit show with the Moss Bros' Show, according to recent reports from St. Louis, and "Dad" Hilton and his large Creter popcorn machine are to be with the same caravan.

Cole and Jessup, with the K. G. Barkoot Shows, are building the best lot of concession stands at Dayton, O., that they have ever had. "I've said they aim at outshining any former efforts in this direction. Good concessions are a big asset on any midway.

Who remembers when there was a "wonderful" rain at Memphis one big Saturday, and to cap the climax the train, on Sunday, was "requested" to remain over for several hours; also a big tag day at the Monticello, Ark., Fair? (Jimmie Kane wants to know.)

Why did one prominent g. a. "klok" about his "location on the midway" at the Albany fair meeting? Why did one (another) show claim the largest monkey circus, and why did still another prominent chortle with glee at the "aide shows"? Echo answers, why?

Jim Laird, of "one-eyed circus" fame, with Rubin & Cherry Shows, states that instead of a blanket or basket wheel he is going to install in his show this year an aspirin wheel, so that on bad days when some of the boys get a headache they can come in and play for "Bayer's genuine."

Joseph Cramor, free-act man and juggler on exceptionally high wire, etc., was billed at the Empress Theater, Cincinnati, recently as the Senseless Trickster. But his turn was changed to pure dumb foolishness without any props, which went over fine. Cramor left for Indianapolis to prepare his paraphernalia for his summer dates.

Who was the fellow (last summer) who pulled the stunt of keeping a mechanical organ grinding out melodies at his stock concession in Frisco? Not a bad idea, once in a while. But what if they all did it, each tooting a different tune—Oh, boy, imagine what the talkers on the shows would be saying and thinking (to themselves).

The Kempf Brothers are back in winter quarters at Dallas, Tex., after a successful winter season in department stores with their mechanical show. The boys are to again open with Wortham's World's Greatest Shows and are making numerous improvements to their Swiss Village and Model City combined.

"We hear a lot nowadays about exposition shows," writes a Barkoot Redoubt, "among those entitled to name his attractions such as K. G. Barkoot, who has been for years a bona fide 'exposition' exhibitor. By this is meant that K. G. has handled his own 'world's fair' attractions and this fact shows on his midway by the worth of his offerings."

H. E. Smith, who is general agenting ahead of the "All Girl Revue," which closes the last week in March at Reed City, Mich., sends the prettiest (if it could be termed that) photo of the results of a rain, sleet and wind storm Al has ever gazed upon. It was taken at Cadillac, Mich., in front of the theater where the show was playing on February 24. Telephone poles and cables were lying flat on the ground and the ice-covered boughs of

(Continued on page 142)

ELECTROLIERS

—OF THE—

STATUE OF LIBERTY

Complete With Electric Light

\$1.00 and up.

Representatives Wanted. Send for Circular.

STUYVESANT ELECTRIC MFG. CO., Inc.
 308 Canal Street, NEW YORK CITY.



SPORTING GOODS

CLUB ROOM FURNITURE

Magical Goods - Stage Money

Send for Free Catalog Today

PRIVILEGE CAR SUPPLIES

TRICK CARDS MAGIC DICE

All Kinds Every Description

HUNT & CO.

Dept. G, 160 N. Wells St., Chicago, Ill.

CIRCUSES CARNIVALS and PARKS

THE TAX IS OFF.

Cones will go bigger than ever this season.

We have just the Cones you want. \$2.25 per Thousand; cash with order.

No Cones shipped C. O. D.

ALCO CONE CO. Memphis, Tenn.



If you see it in The Billboard, tell them so.

Men's Rubber Belts \$18.00 Per Gross



Sample 25c Postpaid

Come assorted black and brown, smooth finish. Adjustable 23 to 40 inches. Look like real leather; are more comfortable. Assorted silver finished buckles.

FANCY SILVER FINISH PATENT BUCKLE.

BIG SALES—BIG PROFITS.

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400 Holes at 5c. Takes in \$20.00. Gives away \$13.00 in Trade.

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We carry Put & Take, Game of Champions, Baseball, Poker, Game of Actors, etc. Samples 75c.

START THE SEASON WITH WINNERS

Lamp Doll

Detachable, with Metal Stand, Silk Cord with best Sockets and Plugs.

\$4.00

Sample, \$5.00



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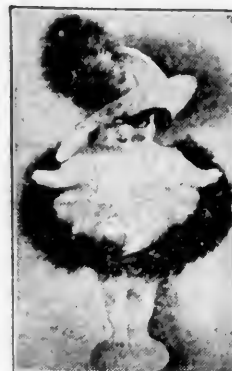
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Your Order Shipped on Same Day.

One-Half Cash on Your Order, Balance

C. O. D.



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Dressed in Silk and Marabou Trimmed. Packed one in a box.

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Let us assist you in making
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Special Offer
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Puritan
CINCINNATI
Chocolates

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1922
SEASON

Wire or Write for Catalogue and Prices.

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DYKMAN AND JOYCE COMBINED SHOWS

Open middle of April on the best location in Milwaukee, with two first on locations to follow, working Sundays. Then to Madison, Fond du Lac, Oshkosh, Neenah, Menasha and Green Bay, with a big Monster 4th of July Celebration on the copper range.

SHOWMEN—What have you got capable of getting money? Have a complete outfit, with beautiful column front, open for worthy attraction.
RIDES—Have you anything new, with or without wagons?
CONCESSIONS—Few Legitimate Concessions open. Book with a show that protects its people.

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Chinaware

Items especially selected and low priced for Carnival Trade.

Stock always on hand for immediate shipment.

SANFT BROS. CO.

290 Bowery

NEW YORK



CARNIVAL CARAVANS

(Continued from page 140)

the numerous otherwise beautiful shade trees are bent down like weeping willows. The scene is wonderful.

Jimmie Kane, formerly of the plant show on the Clifton-Kelley Shows and out of the racket the past two years—selling real estate, managing a picture show on the Gulf Coast and directing a lyeum circuit—is a victim of the "old bug," it seems, and has been preparing and organizing another colored "opry" at New Orleans to take the road with one of the caravans.

Martin Enright is one of the "fellers" putting the painted "purties" on the paraphernalia of the Great White Way Shows, and, incidentally, Enright recently contracted blood-poison in his arm. But, what the writer started to say was, Martin has been thinking of becoming a mat artist—how about Bechtol's body scissors hold, M. E.? A "warm baby," what?

While the circumstance furnishes no end of inward amusement (if not outspokenly), one of the most destructive persons to the peace of the personnel as a whole, as well as the executives, is a "hard-boiled kicker" (as "Jonesy Jones" might term him) who puts up a disgusting "yell" about every little mishap, partly justifiable or otherwise, that comes—often imaginary—his way.

The lobby of the Savannah Hotel, Savannah, Ga., is said to resemble a showman's convention every night these days. Many of the Rubin & Cherry people are stopping there and, after devouring all of the reported prophecies regarding the coming season's business, all has arrived at the conclusion that "Do" Lyons was right when he made the remark: "It all comes under the head of amusement!"

When Frank Schauler and the Misans (concessions in park at Dayton) were motoring up from Florida a few weeks ago they were flugged on a lonely trail at the top of some mountain by a "lady of mystery"—well covered her head and reached to her knees—who handed the bewildered Frank (and scared Mrs.) a note to read—(Schauler says he "purchased"—it was the cheapest way to overcome suspicion).

Last heard of Jack Wright and his amiable little "better-half" they were enjoying home comforts at La Fayette, Ind. That g. at sure is silent about his prospects and intentions—he was the same last season, but he seemed well satisfied with results when it was all over, in the fall. Who said they've quit the game? Not on your snapshot—alho it might be a circus, as Jack was leaning that way early in the winter.

A person continuously and unjustly knocking their known-to-be equals or betters—socially and employed—to mutual friends should be branded as with a big "ax to grind." There's too much underhanded and deceitful knocking going on in "show circles." Such persons never have the nerve to speak so openly when face to face with the knocked ones. They need a good "sapping." Now don't "holler" unless the "shoe fits."

Mr. and Mrs. P. Price, last season with Zeldman & Polite, write that they have been playing still in South and North Carolina, with a thirty-baby doll rack, with excellent results the past winter. At Fairmont, N. C., they had the banner stand, with the natives turning out as tho to a show, they say. From Fairmont they were due to jump to some promising spot in Alabama, and will be with some big carnival this season.

Al Huband, general superintendent and in charge of the winter quarters work of the Lew Dufour Shows, at Richmond, Va., has been kept busy, with his associates, building new and repairing used paraphernalia. According to a recent note from Richmond, Mr. Dufour was having three new wagon fronts constructed, making five for the lineup, and P. W. Cobb's three-abreast carousel had been booked for the season.

Haven't heard recently from the veteran press agent, Sydney Wire, whose physical condition has been reported to be against his usual almost peerless activities in the exploitation of publicity for the show he represents, be it theatrical production, circus or carnival. Here's expressing the wish of his many friends, that by the time this is being read he will have recovered his good old self and will again be ready to say, "Good morning, Joe (Jack,

ATTENTION, CONCESSIONAIRES! GET GENUINE WOOLEN INDIAN BLANKETS

Racine "BADGER STATE" Indian Blankets have been the standard for more than 25 years.

These are the blankets that are used by the Indians on all reservations in the United States.

They are made in more than 200 attractive Jacquard patterns. Sample blanket sent for \$6.50. In lots of 25, \$6.

The same blanket is furnished with a fringe on all four sides instead of the felt binding. (Known as Class Y Shawl.) Sample shawl sent for \$7.50. In lots of 25, \$7.

Give your patrons "BADGER STATE" Blankets. It will mean complete satisfaction for your patrons, and larger profits for you.

RACINE WOOLEN MANUFACTURING COMPANY
DEPARTMENT B. RACINE, WISCONSIN

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\$1.75, \$4.50 and \$6.00 Per 1000.

FUTURE PHOTOS

\$2.00 Per 1000.

MAGIC WAND OUTFIT \$10.00.

5c in Stamps for Samples.

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Vests of Five. Unusually bright finish. 5 Rings, 5 Tassels and plentifully trimmed with Coins and Beads. \$3.50 per Nest. Sample, \$3.75, prepaid. A. KOSS, 2012 No. Halsted St., Chicago.

SPECIAL-DOWN AGAIN

13-in. Kewpie Dolls, beautiful finish, with Wig.....\$35.00 per 100
Plain\$20.00 per 100
Chinese Baskets, 5 in Nest. Best in the Market. Per Nest.....\$4.50
We treat everybody alike. One-third deposit with order, balance C. O. D.
WHOLESALE ONLY.

ROMAN ART CO. 2704-6 Locust Street, ST. LOUIS, MO.
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START THE SEASON RIGHT SELL OUR

No. 66—CHING-A-LING BALLOONS, Yellow and Black, with Win.
\$4.50 Per Gross



OR CLEAN UP WITH OUR NEW

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Tongue Bells. Gross.....	7.50
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Serpentines. 1,000.....	3.00
Confetti. 100 lbs.	6.00
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BUY YOUR TOY BALLOONS FROM US

60 Gas. Gross.....	\$2.65
60 Gas. Special. Gross.....	3.00
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60 Designed. Gross.....	3.50
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Large Sausage. Gross. 3.00	
No. 40 Squawks. Gr. 3.00	
No. 60 Squawks. Gr. 3.50	
Sausage Squawks. Gr. 4.00	

RUBBER BAT BALLS.
No. 0, 5 and No. 10 Sizes.
\$2.00, \$2.50, \$3.00 Gross.

TOY WHIPS.
30-Inch "Beauty" Gross.....\$5.50
36-Inch Winner. Gross.....6.50

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SIDEWALL 8 ft., \$2.50, Drill, or 8-oz. Duck, not roped, \$23.00 per 100 linear ft. TUCKER DUCK & RUBBER CO., Ft. Smith, Arkansas.

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SHOWS RIDES CONCESSIONS WHAT ABOUT 1922?

Are you going out to see the country or to make money? If you are just a tourist out for a good time we have no place for you. If you can stand prosperity, courteous treatment, fair dealings and give the public value received, we have a contract waiting for you. Address

CURTIS L. BOCKUS SHOWS, 152 Chestnut St., Lynn, Mass.

LOOK! COMPOSITION—RUBBER—BELTS LOOK!

NO. 1 BELT—Fabric inlaid composition of rubber, flexible. Will hold its color. Will not ooze sulphur or oil like solid rubber belts. Will not crack. Belt is fully guaranteed. Sold in best haberdashers' stores. Buckles? No end, and velvet grip, patented, nickel silver.
PRICE PER GROSS, \$21.50.

NO. 2 BELT—Solid rubber, best of its kind on the market. Can be used for premiums and the sheet. Here is your opportunity, boys, to clean up this coming season. Take advantage of this opportunity. Fancy assorted roller buckles.
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Send 55c for our Belt Samples. We will send same prepaid.

Sheet Writers, Premium Workers, Agents, Dealers, Crew Managers, this is one of the biggest propositions offered you. Take advantage of this at once. We guarantee everything we advertise or money back. Write or wire.

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NO. 3399

BASE BALL TALLY CARDS

Mfd. by United Novelty Sales Co. Indianapolis.

22 kinds.
\$3.00 per Dozen
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We manufacture everything in Base Ball Tally Cards

UNITED NOVELTY SALES CO.
323 Indianapolis Securities Bldg.
INDIANAPOLIS, INDIANA

Jim, or whatever the famlier name), to the city editors, to the many of whom he is personally known thruout the country.

Some points to consider—
Consult with your general agent. Get together on your route.
Study business conditions in the various sections.
Be reasonably sure of a town's condition before you close it.
Make a long jump to make a spot that you feel sure of.
Keep your committees alive and working—and give them a clean show.

G. Edward Haupt two years ago became the possessor of a beautiful, modern and elaborate country home, with broad acres, located near Bellefonte, Pa. It being estimated that the former owner had spent about \$52,000 on the residence and in beautifying the grounds, Mr. Haupt has been a road man—novelties and other concessions at fairs—for about 30 years, and proud he is to state that the above represents the reward for his labors in this field of occupation. And he still covers his same yearly route, thru Central Pennsylvania.

Edw. L. Conroy, after winter tripping thru the South and West, has arrived at Murphysboro, Ill., and is all set to deal out press stories and other publicity for the Majestic Exposition Shows. And that fellow can write 'em, too. Incidentally, Edward dealt out just 250 lines of excellent "caravan" material to All for this issue, and the only regret is that it cannot be run as a whole, but we'll cut it up in weekly chunks—with Edward's permission. We'll have to give him a bifalutin' "title." Let's call him the "Migratory Edward." One installment appears in this collection of "caravans."

Back in 1911, on the Sheesley Shows, quite a few were taking notice of a young lad, in short trousers, who was in one of the late Capt. Richards' (veteran side show man) ticket boxes and who would step on the hally and make a remarkably good opening. He was Billy Kittle, and he has since gained quite some prominence as a water show man and high diver. Billy is one of the youngest "old-timers." He broke into the business in 1909 with the Smith Greater Shows. Incidentally, Pat Melton says he expects to see Kittle spring his own show some day, which is not unlikely, it appears.

Very little has been heard from the Northwestern Show during the winter, but this does not mean that Managing Owner F. L. Flack and his associates have been idle by far. And this really successful manager has not only superintended every detail in the preparation of his caravan and its forthcoming tour, but from reports he has also found time to enjoy the comforts of his fine big touring car and on almost all spins the companionship of his beautiful colie. The Northwestern Shows will again open in their home town, Detroit, May 6.

C. F. Zelger, of the C. F. Zelger United Shows, writes: "There has been a new boxing and wrestling law passed in this State (Nebraska) and carnival companies playing it should look it up before opening their athletic shows. It requires a high license and the permits, granted to clubs only, require that there be a registered physician, referee, manager, timekeeper and seconds—in other words, it is practically prohibitive to athletic shows with carnivals. Please publish this, as it might save some show trouble and money, not knowing anything about this new law."

Many people imagine that "strutting" about the midway and trying to show how they can make a living ("living" is right) without any physical exertion causes others to look upon them as "important" and "wise." As a rule, they're only kidding themselves—to the careful observer and real business showman. How many cases have you seen of it—and wondered that they "don't take a tumble to themselves?" Clarence Wortham, Johnny Jones, Rubin Gruberg, Con F. Kennedy, John Sheesley, or any other (successful) showman

Concession Men

Solve Your Summer Problems with—



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Do Not Overlook To Write Us When In Need of



**CARNIVAL GOODS
CHEAP JEWELRY
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\$2.00 Per Dozen.
Our New Book Will Be Issued About May 1
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P. Petromilli and C. Piatanest, Proprietors.
HIGH-GRADE ACCORDIONS.
Gold Medal P.-P. I. E.
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If you see it in The Billboard, tell them so.



P737—Paper Chrysanthemum, with long stem and foliage. Per Gross, \$1.50.

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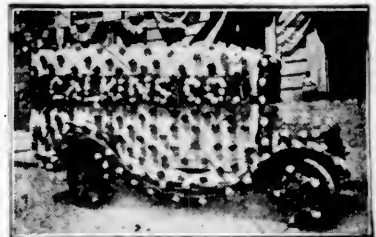
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Get in touch with us for your Candy requirements. We've got flashy packages, attractive prices, unusual quality, and our service can't be beat. Give us a trial.

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CUTIE LAMP (as illustrated) with Socket, 7 ft. of Cord, Plug and Jap Parasol Shade complete. \$18 Per Dozen

With Scalloped Silk Fringed Shade. \$24 Per Dozen

CAMEL LAMP complete with Parchment Shades. \$20 Per Dozen With first-class Scalloped Silk Fringed Shades. \$24 Per Dozen

NO DELAYS IN SHIPMENTS. EXPERT PACKING. FIRST-CLASS WORK.

ONCE A CUSTOMER ALWAYS A CUSTOMER WHEN TRADING WITH



Extra Quality. "POWHATAN" Indian Chief (as illustrated) 27 in. High.

with Socket ON Head. 7-ft. Cord and Plug. with scalloped silk-fringed Shade. \$28.00 Per Dozen.

With Parchment Shade. \$24.00 Per Dozen. Without Shade. \$18.00 Per Dozen.

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BULLDOGS WITH DIAMOND EYES (as illustrated) 7-in. high.....\$15 Per 100 10-in. ".....25 " " 13-in. ".....40 " " 17-in. high.....\$75 Per 100 \$10 Per Dozen.

3-Piece Dennison's Silk-Cord Paper Dresses. \$2.50 Per 100.



Movable Arm Doll Lamp (as illustrated) with Socket on head, 7 ft. of Cord, Plug, Wig, Jap Parasol Shade and Tinsel Hoop Dress, complete. \$1.00.

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High-Grade Movable Arm Dolls, with Wigs. \$30 Per 100.

Jap Parasol Shades

Per Dozen, \$3.50. Per Gross, \$40.00.



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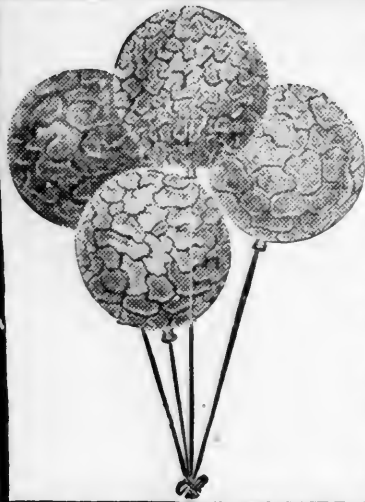
Now Below Prewar Prices, making them the most economic, durable and attractive Fruit or Grocery Basket on the market.

Place order now. Can supply you all during the season.

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"The Last Word in Balloons"



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Also No. 70 all silver Balloon made in heavy gas weight only, extra long necks, wonderful seller, \$3.25 Gro.

25% with order, balance C. O. D. or Samples by mail 15c to pay postage, packing, etc.

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Price, \$50.00

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SHEFFIELD Heavy Silver Plate BREAD TRAY

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The most staple Silver Bread Tray on the market. Special Price

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Less dozen lots \$1.65 each. 1/2 Cash. Balance C. O. D.



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HYMAN & ZASLAV, - 83 BOWERY, - NEW YORK, N. Y.

would wade ankle-deep in the mud to drive a stake if they thought it necessary. And then to have a gink "swell up" when he but operates a concession for someone else, or owns a dinky one himself—don't it get your goat?

The Savannah (Ga.) Press of March 2 carried a 7 1/2-inch, two-column cut, depicting John Van Albert, the much-talked-about gant, looking pleasantly down to his "big boss" for the coming season, Rubin Gruberg—whose head comes but to his own waistline. A "sketch" below the cut announces Van Albert's arrival in town the following day and this was doubtless authored by the Rubin & Cherry Shows' press representative, Wm. J. Hilliar. The closing lines read as follows: "It was to enable them to converse comfortably that the wireless telephone was invented." Quite clever, eh?

Claude F. Hamilton, well-known retired showman, in January, put his 65-foot sea-going yacht, Claudella, in commission, "she" being anchored at the time at Miami, Fla. The boat is a beautiful specimen, with all conveniences, including wireless, magnificently furnished cabin and staterooms, etc., and Mr. and Mrs. Hamilton and some friends were to sail for a few weeks' stay at Havana on February 14. Mr. Hamilton has punchboard interests and some patents operating in the Southern republic. They expect to return to Detroit about May 1, after a couple of months at Miami on their return from the island.

At St. Augustine, Fla., there is an antiquely encaused spring, with a moss-covered roof and a sign reading "Fountain of Youth, 1513." Before this ancient thirst-quencher some time ago was seen a rather portly but good-looking gentleman, apparently of means (and age), saluting (probably to an imaginary Ponce de Leon) and muttering: "Hereafter, may my accords seem as years and may my vision be youthfully clear, at least until after the Johnny J. Jones Exposition plays the Palm Beach Fete the megal Bathing Girl parade) a few weeks hence." It was Ed B. Salter. But all bears the "bired boy" and his name are still inseparable—not insinuating that his efforts for rejuvenation were in vain, or even needed. (Now will you be good?)

Tom (Daddy) Jordan, the dean of glass-blowers, after again spending the winter in St. Louis in ease and complete comfort, recently left to again join one of Carl Luther's pit shows on the Rubin & Cherry Shows, at Savannah, Ga. Altho the veteran of the circuses and carnivals is crowned with head of snow-white locks, this does not signify the number of years he has inhabited this mortal sphere, nor does it, by far, suggest the capacity of his "youthful" spirit. "Daddy," as he is best known to friends, is just jammed full of ready wit and pep, and the story of his hair turning white while quite young might prove interesting, if you can get him to tell it. (Now, Tom, you're hooked for a bunch of questions.)

A. C. Bradley, assistant manager and press agent with the Zeldman & Polle Shows, Inc., that J. Shirley Ross, real estate dealer and showfolks' friend at Charleston, W. Va., was recently vacationing in Cuba and Bermuda for several weeks, and while on the trip met Bennie Krause, Joe Klingling, Clinton Foster, and was a guest of Ernest Haag, proprietor of the Mighty Haag Circus. He also reported that Bennie Krause was playing Havana with his rides and taking treatment for his ailments and advised that he is not to be counted on the score card of managers and owners in the State the coming season, as he has retired from that particular branch of the business. All his friends, however, at Bennie will a ain head his own popular organization. Let's hear from you, B. K.

Just three days before he passed away and while propped up in his bed at his Cincinnati home, as he had been for the previous several weeks, the late J. A. (Dad) Straley composed and wrote the following brief poem:

"THE SMALL SHOW AGENT" The agent who wins is an average man Not built on any particular plan, Not blessed with any particular luck, Just steady and—durned full of pluck.

When asked a question he doesn't guess, He knows the answer—"no" or "yes;" He has a steady task, and gets no rest, But buckles down and does his best.

One thing he knows—the agent who tries Finds favor in the manager's eyes. He must know more than one thing well, And it's not him all he knows to tell.

"Elephant Runs Rampageously," so The Citrus Center Weekly Gazette stated in blaring headlines, and then—. The story: "Jennie



MOVABLE ARM DOLLS 14 in. high With wigs, assorted shades and 2 1/2-in. tinsel hoop dress. \$40.00 per 100. Sample, \$1.00 Prepaid. TINSEL HOOP DRESSES 40 in round, with 2 1/2 in. tinsel. \$15.00 per 100. Try 100 and you will reorder.

A. KOSS Manufacturer of Hair Dolls and Doll Accessories 2012 N. Halsted Street, Chicago 25% with order, balance C. O. D. Prompt shipments. Telephone Diversey 6064.

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Best Ever 32 In. in Diameter 60-No. Wheel, Complete, \$11.00 90-No. Wheel, Complete, \$12.00 120-No. Wheel, Complete, \$13.00 180-No. Wheel, Complete, \$14.50

Amusement Devices, Dolls, Novelties Serial Paddles, Sales Boards, Candy. Deposit with order. Send for Catalogue.

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3-IN-1 LADIES' HAND BAG Made in heavy black auto rubberized leather. Biggest seller and premium number. Reduced to \$3.75 Doz. Size 17x13. Used as Shopping Bag and Change Purse. 25% deposit, balance C. O. D., collect. Order your supply now. CHESTER WATERPROOF COMPANY, INC. 128 E. 23d St., New York.

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Many years' experience as concessionaires gives us a perfect understanding of your wants.

If it is in the market, we have it. We do not TRY to please---we DO please!

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We Carry a Full Line of Wheels, Paddles and Supplies

WRITE FOR OUR NEW CATALOGUE AND PRICES

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\$1.00 Each With Silk Shade

DON'T WAIT UNTIL IT'S TOO LATE TO USE THE RIGHT FLASH. IF YOU ARE LOOKING FOR A DOLL LAMP THAT IS GOING TO BEAT THEM ALL, HERE IT IS.



BECAUSE IT IS MADE TO BEAT THEM ALL. Lamps, as illustrated, complete with wire, plug, socket and silk shade, for

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KEWPIE DOLLS. Plain or Wicked, at bottom prices. Send for price list. Our customers know our quality.

We guarantee against breakage and we give prompt service.

One-third deposit with order, balance C. O. D.

Illinois Plaster Novelty Co. 1763 Sedgwick St., CHICAGO Phone Diversey 6042

Lind, the elephant with the 'human voice' and one of the great herds of pachyderms with the famous Quince Bros.' Three-Ring Wild Animal Circus, kicked loose her shackles, punched out the side of the building, galloped thru the fields, skipped over the ice on the river--skating and sliding until she reached the bridge. She could not pass under the bridge, so she deliberately broke the bridge to splinters with her powerful trunk, much to the distress and sorrow of passing autos and sleighs, as well as tying up traffic and delaying the afternoon mail, which was being brought from the depot. After breaking up the bridge--using considerable energy (pent up)--Jenny spied a load of hay in the distance. This attracted her attention to such an extent that she lost no time in getting to it, eagerly devouring it while the driver stood agast. A blacksmith from the quarters, with a large maul succeeded in driving Jenny back to the barns, but not until she partook of a big splash in the river, after which she calmly walked to the bank and with a gentle shake of her now siphlike body, she put her trunk to Bill's ear and seemed to say, 'Let's go home, Bill, it's too d---d cold for me here,' etc."

The Case: Jennie had to have something to eat--that high-priced feed man is to blame, but is now minus a load of timothy just the same. Her idea of breaking up the bridge was to get a little firewood for the only horse she knows. It might be said that she had heard remarks about that bridge lumber on several occasions--but "making" the load of hay was her own idea.--MIGRATORY EDWARD.

Recently at Tarpon Springs, Fla., there was an informal gathering of oldtime showmen, and the combined ages of four of the party reached 100 years (not of respect for old age ye editor omits the exact number of years). These gentlemen were Col. Phil Ellsworth, Captain Jack Shields, Charles McCarron and George Rollins. Ellsworth admitted to 70 years of age and 50 years a showman; Capt. Jack, nearly 80 and 60 years in the harness; McCarron, to 70 and 50 years in the game. Rollins was shy as a maiden on the age question, but his companionous could estimate. The occasion was the engagement at Tarpon Springs of the Johnny J. Jones Exposition. Capt. Shields is now proprietor of a prosperous hotel property there. Three other well-known showmen present were Johnny J. Jones, Le Roy Gill and Ed R. Salter, and they listened in "rapt amazement" at the tales and expedition of these wonderfully pre-erexes of old, told by these wonderfully pre-served old gladiators. It recalled to Johnny J. that, when a boy at Dubois, Pa., he carried water for the Shields (ten-cent) Circus. "The Hired Boy" told how when he was real young and traveled with B. E. Wallace Circus, he would watch Col. Ellsworth make an opening on the "kid" show, and wonder if he could ever become as wonderful a man as Col. "Phil." Roy Gill said as far as he

DOLLS & PRICES

16 Inches and 19 Inches, Unbreakable Novelty Dolls--Beautifully Dressed.

Lowest Prices in the United States

SILVER DOLL & TOY MFG. CO., Inc. 9 BOND STREET NEW YORK CITY

LA TAUSCA KEYVA INDESTRUCTIBLE PEARLS

Sample 18-inches in gray velvet boxes Sample 24-inches in gray velvet boxes

\$5.00

\$6.00

PROMPT SHIPMENT.

WRITE FOR QUANTITY PRICE.

J. A. GAMACHE & CO.

274 No. Main St., Manchester, N. H.

CONCESSIONS AND ATTRACTIONS WANTED

For Carnival and Mid-Summer Fair, to be held in the heart of Buffalo, July 16 to 22. HARRIS ROSS-KOFF, President. Address JAMES A. ROSS, Sec'y, 447 Michigan, Buffalo, New York.

BEADED BAGS Enterprise Novelty Co.

134 W. 32nd STREET, IMPORTERS NEW YORK

LITTLE WONDER LIGHTS

Lamps for the Parlor, Library and Dining Room. Lights for stores, schools, churches, tents, showmen, etc. Park and street lights, and Little Wonder Hand Lanterns. Little Wonder patented gasoline lights are BRIGHTER THAN ELECTRICITY, CHEAPER THAN OIL. Thousands in use everywhere. Wonderful dependability--safe--ready--para white lights for every purpose. We want selling distributors where we are not represented. Write for Little Wonder Catalogue and Prices. LITTLE WONDER MFG. CO., 152 S. 6th St., Terre Haute, Ind.

WANTED TO BUY

Baroque Cars, Riding Devices, Trained Animals, Launching Mirrors, Mechanical Shows, Tents and Side Show Banners, GEO. HARRISON, 3140 Garfield Ave., So. Minneapolis, Minnesota.

POSITIVE SERVICE PLUS VALUE
WE SERVE YOU AS A COMPLETE DIRECTORY FOR

Doll Accessories

You will be performing a valuable service for yourself by having us quote you prices on the following. You incur no obligation. Thank you.

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| MOHAIR,
Any Quantity,
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HAIR,
All Lengths. | NETS,
VEILINGS,
METALINE, PINS. | DRESSES,
Silk or
Paper. | LAMP SHADES,
Silk, Parchment,
Paper. | TINSEL,
All Widths,
Crepe Paper. | ELECTRICAL
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ROBT. DAVISON, The Doll Accessory House, - - - 600 Blue Island Ave., Chicago.

POSITIVE SERVICE PLUS VALUE



STRIKING CLOCK

Do you want a strength tester that draws the crowd? The "Striking Clock" strength tester strikes from one to twelve, according to one's strength, and the striking calls attention for others to try their strength. Never gets out of order. Fully guaranteed.

NOVELTY GEM

Has the latest feature of guess and get. Interesting and entertaining. Pays out from 10 cents to \$2. Can be operated with nickels or checks. Very attractive. Guaranteed to keep in good order. Money back if not satisfactory.



WRITE FOR CIRCULARS GIVING FULL PARTICULARS

GATTER NOVELTY CO., 447 POPLAR ST., PHILADELPHIA, PA.

could go back was reading the life of P. T. Barnum. During the week the outdoor amusement profession was entirely rewritten. One thought expressed by one of the younger members present was the vast amount of education, amusement, laughter and good cheer that the four oldtimers had spread to millions of people. Going thru life with one object: Trying to have the sunshine peek into the daily life of everybody with whom they come in contact. Hale and hearty as they near the four-score goal, and perfectly sincere when they say, "It's been a grand old world." Long life to the Ellsworth, Shields, McCarron, Rollins quartet.

March 2, 1922.
Somewhere in winter quarters.
Dear All:
What of the Great Wheelbarrow Shows? Well, we are and have been very busy. Even at this late hour, 11 P. M., the wheels of industry are whirling (the wife has taken in sewing).

Our general agent, I. N. Criminate, has used up about 12 postcards, so you see our 1922 route is complete in every detail.

The profession will be astounded to learn that we open at Web Lake under the Wings of the Loyal Order of Lux.

We have been offered so many fair contracts, we are considering putting in another Burroughs.

Our advance this season will be equipped with a "Pogo" stick. This will keep us a hop ahead of opposition.

This is not an advertisement, but we will not stand for trailers. The manager is tired of flagging meals.

All concessions will be equipped with new tops—mostly "put and take."

Con Tribute will be concession manager. Owing to the recent Wall street failures, the Wheelbarrow Shows will carry their own complete bank. This will insure the safety of all funds.

We note from your esteemed columns that a number of the smaller shows, such as Polack and a man named Wortham, and perhaps one or two more, will take out more than one show. We regret very much that they are compelled to do this, but we warned everyone last year that we would have no pity on any one who happened to cross our route.

We are hoping to play New York at some time this season—we may even spend an entire week in said town, if we can spare that much time.

Well, All, we would send you our route, but I, N. Criminate has misplaced it.

We wish you and all other trouper the very best of luck.—EX. A. GRATE (Head Push-er) The Great Wheelbarrow Shows.

AUCTIONEERS PITCHMEN CANVASSERS

Let me show you how to increase your earnings. Big demand. Big profit selling Dress Goods. Write for prices.

SIDEMAN

1023 Main St., Kansas City, Mo.

Gum 1¢ a pack

Regular 5-stick packages of Spearmint and all popular flavors. A fast moneymaker. Orders shipped promptly.

HELMET GUM SHOP
CINCINNATI, O.

WHAT YOU HAVE BEEN WANTING—Gazing Crystals, all the craze; very clear, smooth, highly polished; 2 1/2 inches size, \$3. Circulars of Geok Books FREE. STAR BOOK & NOVELTY CO. (B), Camden, New Jersey.

SOMETHING NEW Put and Take Chewing Gum Balls

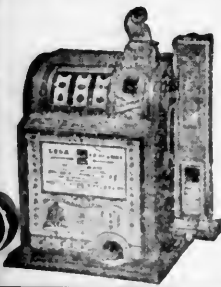
Big money for Salesmen, Operators and Jobbers, to handle this novel idea of Business Stimulator. Our Ball Gum will fit in any make 5c Ball Machine, or in our new Stanley Machine. Sold in sets of 1,000 Balls, of which 500 are "PUT" and 500 are "TAKE." Storekeeper pays out \$52.00 and receives \$77.00, making a net profit of \$25.00 besides disposing of his merchandise.

AGENTS, SALESMEN, write at once

S. S. V. CO. 204 N. 5th St. Philadelphia, Pa.

OWNERS MAKING \$10 to \$20 PROFITS DAILY

FROM THIS NEW 1922 MODEL SILVER KING O. K. MINT VENDER



This new machine is making \$10.00 to \$20.00 profit daily. Have you one in your store doing this for you? Send us \$25.00 down payment with order and pay balance C. O. D. Weight, 75 lbs.

No Blanks—a five-cent package of standard size mints or gum vended for each nickel played. This takes away all element of chance and will run in any town. You should have one of these machines getting this big profit.

Have some used, rebuilt, refinished to look like new for \$75.00, in excellent running order.

Do not fail to order mints with machines. \$30.00 per case of 2,000 five-cent packages. Single boxes, \$2.50 per 100 five-cent packages.

Order now and get this big profit.

SILVER KING NOVELTY CO.,
604 Williams Building, INDIANAPOLIS, INDIANA.

BOOSTERS' MAMMOTH WONDERLAND OPENS APRIL 28th

Playing Chicago lots and suburbs. Several under big auspices. On account of disappointment will place Merry-Go-Round and Ferris Wheel for the season. A few more choice Concessions still open. Buy-backs and percentage joints save stamps. Want to hear from a good Contest Promoter. Show me what you have done, not what you can do. Address

FRED A. POTENZA, 520 N. Paulina St., Chicago, Ill.

Sales Cards and Sales Boards

of Every Description. Manufactured by

THE U. S. PRINTING AND NOVELTY CO.

195-7 CHRYSTIE STREET

Phone, Drydock 3929

NEW YORK CITY

(TRY OUR IMPROVED MINIATURE PUNCH CARD)

BUY DIRECT FROM THE MANUFACTURERS

To show you our line of dolls which we manufacture ourselves—no middleman's profit—send us \$10.00 for a prepaid sample assortment of 12 dolls, fully dressed and finished in every detail, in 9, 12, 14, 16, 17 and 19-inch sizes.

Mermaid Doll & Toy Corp.
540 BROADWAY
NEW YORK CITY

CONCESSIONAIRES and PREMIUM MEN

LARGE TABLE CENTERS—36x36. SCARFS—18x58. Highly decorated with beautiful designs, made of Wool Felt, at only \$16.00 PER DOZEN.
Same designs, in hand embroidery, which have proven a big success in the Premium Field, for only \$24.00 PER DOZEN.

Send today for our circulars. 25% Deposit on all C. O. D. orders. Samples, \$2.00 Each.
M. FRUCHT, 322 Canal Street, New York City

KINDEL AND GRAHAM

Announcing Our 1922 Carnival Novelties

YOU CAN'T GO WRONG WITH THE LATEST FAMOUS K. & G. NOVELTY DOLLS AND DOLL LAMPS

No. 5 PLUME DOLL. \$1.50 Each. \$15.00 Per Dozen. \$100 Per 100.

No. 42 PLUME LAMP DOLL \$4.50 Each. \$48.00 Per Dozen. \$350.00 Per 100.

No. 43 PLUME LAMP DOLL \$4.50 Each. \$48.00 Per Dozen. \$350.00 Per 100.



STILL BIG WINNERS THE WELL-KNOWN K. & G.

FANCY DRESSED DOLLS AND DOLL LAMPS

DOLLS. \$100.00 Per 100.

DOLL LAMPS. \$200.00 Per 100.

TRY OUR NEW HAIR GIVEAWAY DOLLS. Special. \$25.00 Per 100.



All the above Plume Dresses and Shades come in a variety of ten different colors.



All the above Plume Dresses and Shades come in a variety of ten different colors.

We Have Been Appointed as the

EXCLUSIVE DISTRIBUTORS OF THE FAMOUS

Cayuse Wool Indian Blankets

(For the Western Territory)

WE ARE THE

Price, any quantity, \$6.00 Each.

HEADQUARTERS FOR CHINESE BASKETS

Special while they last, 3 to a Nest, fully trimmed, \$1.00 Per Nest. Regulation Cuff and Slipper Sachet Giveaway, \$20.00 Per 100. Four-Legged Baskets, 2 Rings, 2 Silk Tassels, sets of 4, \$5.00. 7 Rings, 7 Silk Tassels (as illustrated), 5 to a Nest, \$3.00 Per Nest. 8 Rings, 8 Silk Tassels, 5 to a Nest, \$3.75 Per Nest. Ukuleles, quantity price, \$1.75 Each. Banjo Ukuleles, quantity price, \$2.00 Each.

We carry a complete line of Slum Giveaway, Iridescent Glass, Fancy Novelty Dolls, Sheet Writers' Wallets, Balloons, Novelties for Street Workers, Cushions for Grandstand Seats, Palm Leaf Fans, Flying Birds for Circus Workers and Carnival Supplies.

SEND FOR OUR LATEST ILLUSTRATED CATALOG.

No Delays. We Positively Guarantee Prompt Delivery.

785-787 Mission St., San Francisco, Cal.



RED HOTS

BIG PROFITS

made with this new highly polished, nickel plated copper Red Hot Steamer Burns gasolene. Smokeless Burner. Separate compartments for Red Hots and Buns. Light weight. Easy to carry. For full particulars write H. SCHMIDT & COMPANY, 451 So. Clark St., Chicago, Ill.



H. J. MEYER & CO.

Move Into Much Larger Quarters at Fort Wayne, Ind.

H. J. Meyer & Co., wholesale manufacturers of confections, Fort Wayne, Ind., have moved from their old location on Wells street to a much larger building at 619 Calhoun street, right in the heart of the city, and are now prepared to serve their greatly-increased list of customers, which includes confectionery store owners, agents placing "salted almonds" and other features in public places and concessioners in all branches of the amusement business. Commenting on activities of his firm, H. J. Meyer, head of the firm, writes, in part, as follows: "We have more than tripled our capacity. Our 'Mother Dear Kisses' are going great for a new number. All of our men are more than pleased with our new display board, on which we have just been given a patent, for the selling of our nut meats in retail stores. We have installed a lot of new machinery, some of our own design, and other labor-saving ideas that enable us to give all orders attention the same day as received. One secret of our success in the salted-nut game is due to the fact that we do not salt a nut until the order is in the house. Sometimes we have to work hours overtime to get a few shipments off the same day or night as received, nevertheless it is done. Service is one thing we insist on, along with quality."

PERCY MARTIN'S FAMOUS SHOWS

Will Open at Ridgeley, W. Va., April 22

Cumberland, Md., March 8.—Dave Archer has arrived and taken charge of the work at the winter quarters of the Percy Martin Famous Midway Shows. Joe Lieberwitz, Mr. Martin's business partner, is expected in this week. Jack Schaffer is busy getting his Minstrel Show organized. The show will open at Ridgeley, W. Va., just across the river from Cumberland and seven minutes' walk from Baltimore street, on April 22.

Mr. Martin has closed contracts with the American Legion to show Grafton, W. Va., Decoration Day week, and with the Firemen at Thomas, W. Va., for Fourth of July week. The fair season starts at Penusboro, W. Va., August 28.

The show this season will consist of three rides, six shows and about thirty concessions. The writer has been engaged as special agent and press representative.—HAROLD C. ARONOVSKY (for the Show).

DEE BEE DOLL CO. ENLARGES

New York, March 9.—David Bieler, general manager of the Dee Bee Doll Company, announces his organization has enlarged its quarters by adding space to the factory and offices at 2 West Fourth street, this city. This company, this season, will devote all of its facilities to the exclusive manufacture of wood fiber dolls for the jobbing trade. With the enlarged quarters the firm will be enabled to produce 5,000 dolls a day.

I. K. Wallace, Mgr. Earl Pickering, Supt. Concessions Ike W. Chapman, Gen. Agt.

SEASON 1922 Wallace Midway Attractions SEASON 1922

Opening our seventh season, April 29th, 50 miles from Columbus, O. Strong Auspices---2 "BIG SAT'S" 2---Where there's PAY DAYS.

WANT SHOWS—Nothing too good or too big. Will furnish Tops, Fronts, etc., to any Show of merit. Dog and Pony, Musical Comedy, Organized Plant, or any Bally Show that I can FEATURE. WANT Illusion, Snake or Midget Shows. Any money-getting GRIND SHOWS. To Showmen having your own outfits can make you a good proposition. Write what you have and for terms.

CONCESSION MEN—Why take chances? Book with a show that has the REPUTATION of making a twenty-first-week season. Think it over. Wheels, \$25.00 to \$50.00, depending on kind of Wheel. (EXCLUSIVE PALMISTRY, \$35.00.)

GET BUSY. GRIND STORES—\$20.00 to \$30.00 and flash with any stock. Write quick. Following sold: Plaster, Unbreakable, Lamp and Basket Wheels, Cook House, Soft Drinks, Pitch-Till-You-Win, Novelties, Shooting Gallery. All others open. WANT two Lady Musicians for Prof. Fournier's Ladies' Band, Slide Trombone and Alto. Write Fournier's Ladies' Band, Mystic, Iowa. Jack McKinnle. Strings, Fat Pryor, write at once. Have lost address. Shows and Concessions write I. K. WALLACE, Mgr., Bellfontaine, Ohio.

Buy in Kansas City from MIDWAY JOBBERS DEALERS IN CARNIVAL GOODS, NOVELTIES AND SLUM PROMPT SERVICE. LOW PRICES. Write for our Circular List. 306 West 8th Street, KANSAS CITY, MO.

DOLLS

REDUCED PRICES FOR SALES BOARDS AND CARNIVALS

Each 14-in. Movable Arms, plain.....16c 14-in. Movable Arms, Tinsel Dress...25c 14-in. Movable Arms, with Dress and Wig.....35c Write for list just off the press. Our prices are lower. Lots of Slum for Parks and Fairs. (Streetmen's Special) Climbing Monkey, the Old Reliable Staple for 20 years. 11c Each.

THE ADVANCE SPECIALTY CO. 440 S. High Street, Columbus, Ohio.

98c, Beauty Lamp Doll, 98c BIG LOOK FLASH

OUR BEAUTY LAMP DOLL WILL HAVE ALL SILK SHADES AND ALL SILK DRESSES NOT PAPER Doll stands 13 1/2 inches high, with movable arms, and comes in 5 COLORS OF HAIR. 7 Feet of Good Cord, with plug. THIS BEAUTY LAMP ALL COMPLETE EXCEPT GLOBE. ONLY 98c EACH. LAMPS READY FOR SHIPMENT ABOUT MAY 1st. Our 3 INCH HAIR MIDGET DOLL. In assorted colors of hair and Painted Bathing Suits, only \$6.50 Per 100. And 125 other designs. MAIN ST. STATUARY AND DOLL FACTORY. 600 Main St., Kansas City, Mo.



The WHIRLING AD LAMP

THE BIGGEST SENSATION IN YEARS.

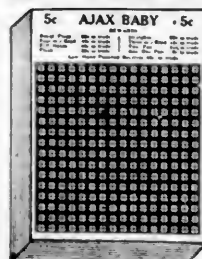
Double Your Sales—Every Merchant Wants One

Wonderful window attraction. 8-in. Shade, finished in blended colors, revolves on bulb. No mechanism. No springs. No expense. Nothing to get out of order. Just light the lamp. Stands 17 in. high; metal base. 6 ft. cord and plug, ready to attach. Sells for \$7.00, complete. Costs you \$4.00 each, or \$42.00 dozen. Agents, get in on this live one. We don't handle bloomers. Send for sample and be convinced.

Immediate delivery. One-half deposit required on all orders, balance C. O. D. Orders for samples must be accompanied by full remittance.

CRYSTAL NOVELTY CO.

404 North Clark Street, (Phone, State 4347) CHICAGO.



"KNOW US BY OUR BABY"

Our line of SALESBOARDS are guaranteed perfect in every respect. Crimped tickets. Protected front and back. Special boards always on hand and made to your order. Prompt shipments. Buy direct from the manufacturer.

AJAX MFG. CO.

41 N. THIRD STREET, PHILADELPHIA, PA.

MENTION US, PLEASE—THE BILLBOARD.

MOHAIR

Straight and Curled in All Shades

Vells, Marabou and other Accessories for CARNIVAL DOLLS

Manufactured by **G. SHERMAN** 173-77 LaFayette Street, NEW YORK CITY



18 INCHES HIGH 18 PRICE, \$13.50 DOZEN
16 INCH, \$10.50 DOZEN

CARNIVAL & BAZAAR CO.
28-30 E. 4th Street, New York City

ZEIDMAN & POLLIE EXPO. SHOWS

Five Cars Being Added to Train—Work Speeding Up at Quarters

Nitro, W. Va., March 8.—With the carpenters, builders and painters busy as bees the winter quarters activities of the Zeidman & Pollie Shows seemed to take a new aspect since March 1.

Manager-Director H. J. Pollie was a recent visitor to Chicago and while there consummated a deal with the Pullman Car Company for the purchase of four more sleepers. These cars are beauties and have just been released from regular service. They will probably be here by the time this news is published. New arrivals at quarters are Al Sisco with his big monkey exhibition and troupe of simian racers. This is Al's sixth season under the Z. & P. banner and he will have two big attractions this year with new canvas and fronts.

The latest acquisition in the way of attractions is John Robertson's trained animal exhibition, which will be added to the big Trained Wild Animal Arena and present a complete two-ring circus. "Dudley," the trained chimpanzee, the property of Mr. Robertson, will be one of the features, and his trained cockatoos will be presented upon a platform in the circus. Col. Wm. Littleton is busy breaking new stock for his Society Horse Show and has completed purchases of six complete changes of wardrobe for his attraction. Mrs. Littleton is enjoying life in a unique manner, entertaining friends from Charleston, S. C. W. J. Price, concessioner, made a trip to Chicago recently and while there, in company with Mr. Pollie, purchased a beautiful diner, which will be added to the train as a privilege car. Joe Oliveri is associated with Mr. Price as owner of the car. This will give the show its full 25-car train. W. J. will also have a nice line of concessions.

Superintendent Ware, who suffered two broken ribs, is again on the job and preparing to build the last two front wagons designed for the trained wild animal circus, having just completed a beautiful office wagon. Walter Raymer will again have some flashy concessions. John B. Davis writes that he will probably have the best 25-people minstrel ever offered in a canvas theater. He will have a new dramatic end top, seating arrangement similar to theater box seats and draperies, with special electrical effects for the first part and finale. A 15-piece colored band will be one of the features, as well as a daily street parade with the entire company in elaborate costumes.

K. P. Carlos, scenic artist, will be retained during the season to keep the fronts and equipment in fresh decorations. Roy Nelson, manager of the new mechanical attraction "McFadden's Flat," claims the flashiest front on the midway, designed from a pictorial stand of paper used in billing the legitimate road attraction of the same title. The new Athletic Arena, under the management of Lew Bartel, is completed, and the beautiful wagon front, gold-leafed and clouded, with its carvings and woodwork, is one of the most impressive pieces of workmanship the writer has ever seen. This front was built by Superintendent Ware. John Fingerhut advises his 20-piece band is already contracted and in their new uniforms will make the natives sit up and take notice. The nationwide heralded evangelist, Rev. Billy Sunday, was a visitor at quarters the early part of the week in company with Harry Ross and Harold Mathews, city commissioner and owner of the Charleston Printing Company, and he complimented the staff on its work and said: "I certainly would like to take one more ride on those 'flying jinnies' just to be a boy once more."

The opening date has not been set, but it is thought it will be about April 16 or 22.—A. C. BRADLEY (Press Representative).

LEE BROS.' GREATER SHOWS

Doing Nicely in Winter Quarters, Says "Bob" Gilbert

Bob L. Gilbert writes that while recently en route from Washington, D. C., to Buffalo, N. Y., he stopped off for a visit at the winter quarters of the Lee Bros.' Greater Shows and was surprised to find such a fine outfit being framed up for the coming season. He further advises as follows:

Things were moving nicely at winter quarters, with the crews working in interest of the organization. Manager Schaffer had just returned from a very important business trip, and stated that he had purchased four more new flat cars and several new shows which will be added to the equipment. The cars and wagons were all being overhauled and newly painted, and the stock looked in fine condition. It was stated that the show will carry ten shows, five rides, thirty concessions, a 15-piece band, free act and will travel on twenty cars, and also announced that several new acts had been engaged for the One-Ring Circus, that Mr. L. Schaffer is thinking of putting out a street parade this year, that the opening date had not been definitely decided upon (expected about the first of April), and that the executive staff will be about the same as last season.

CONCESSION SUPPLY ACTIVITIES

New York, March 9.—The Concession Supply Company, Inc., with offices and salesrooms at 605 Broadway, this city, is busily engaged preparing its new line for the trade.

This well-known organization, which for a number of years has centered its activities in catering to the wants of the carnival, park and fair concessioners, will shortly issue a new catalog for the season of 1922.

Harry Eisenstein of this concern stated to a Billboard representative that indications point to a most successful season.

WOLFE SLIGHTLY ATTACKED

General Manager Wolfe, of T. A. Wolfe's Superior Shows, recently returned from an extended business trip to his headquarters' offices in Rochester, N. Y. He was destined, however, to be numbered on the "under-the-weather" list for a few days, as he (involuntarily) became a member of the "Ru" regiment (light brigade), but at last reports he was around his office and on the way to being his old self.

Now's the Time to Order

Be Ready for the Spring Rush



SANISCO

TRADE MARK

Ice Cream Sandwich Machine

DONT WAIT TILL SPRING—START MAKING MONEY NOW SMALL INVESTMENT: BIG PROFITS

Wherever crowds gather—there's money for you. Brings back your investment in a few days—and then the profit's velvet.

Get Busy If You "Want In" this Spring—Write for Details

THE SANISCO CO., MILWAUKEE, WIS.

LOOK! LOOK!! LOOK!!!

Must sell at once 100 of these beautiful Oak Cabinet Scales. These scales have all been used some, but will sell for less than the cost of the cabinet, as it is taking all our time to manufacture our Hot P-Nut Machine. Write in at once for full information.

Hot P-Nut Mach. Co.

350 East Long St.
COLUMBUS - OHIO



CIGARS

Concessionaires and Privilege Men buy direct from factory "SPANISH TRIUMPH"

Hansom perfectos. Real flash, appearance and quality. Going big with Wheelmen and Games—there's a reason. 1000 for \$29.50, 500 for \$15.50. Sample box of 50 postpaid for \$2.00.

Terms: Cash with order or 25% deposit on all C. O. D. orders. Other brands \$25 and up per 1000.

STEWART-HAVANA CO.,
STEWARTSTOWN, - PA.

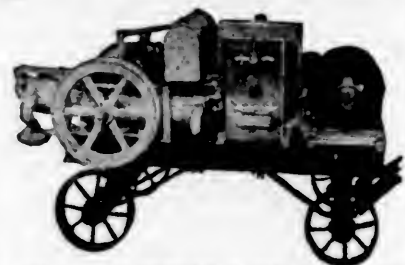
HAVE YOU \$125 TO START A STEADY, LEGITIMATE business, yielding around \$75 a week? Need not interfere with your present occupation. Is not a mail order scheme nor a salesman's proposition. No experience necessary. Expand at will. Hundreds of men making good. If you have a little idle capital write EXHIBIT SUPPLY COMPANY, 509 South Dearborn St., Chicago, Illinois.

PALE GAME HOODS, complete with poles and ropes, without wings or return curtain, 7 ft. high front, 6 ft. high back, 5 ft. deep, 7 ft. wide, 8-oz. khaki, \$9.95. Stripes, \$12.50, 10-oz. khaki, \$13.75. TUCKER DUCK & RUBBER CO., Ft. Smith, Arkansas

BE INDEPENDENT

Own Your Own Light and Power Plant

These combination light and power plants are the sensation of the Amusement Field. With this plant you are absolutely independent of anyone and have your light and power when you want it. No waiting or charges for wires to be strung, no hold-up. You are ready to go ahead as soon as the plant is on the ground. Engine is absolutely reliable, runs smooth as Electric Motor, no jerk in power or flicker on the light. Two-cylinder opposed engines are as smooth and reliable as steam. Ask any owner. They are all boosters. Absolutely the safest and most economical plant for either light or power on the market. A big money maker, trouble and time saver.



In these close times you make money by reducing expenses. That's where the RELIABLE BEER shines. Get one and increase your profits. Either combinations for light and power exclusively or light and power separately, from 25 to 1,600 lights, 10 to 60 h. p. engine.

THE RELIABLE TRACTOR & ENGINE COMPANY - PORTSMOUTH, OHIO

PUT & TAKE BOARDS

SAMPLE 60c, Prepaid



Here's a whirlwind profit maker for Operators, Jobbers and Salesmen. A 90% repeat proposition that is head and heels over any similar board. Sells five times as fast because of its combination: Half Puts, Half Takes. "Takes" pay out \$15 in amounts from 5c to \$1, and "Puts" bring in \$25 in amounts from 5c to 25c. Sooner or later you'll sell this board exclusively, so write today for quantity prices, circulars, catalog and sales plan.

FIELD PAPER PRODUCTS CO., PEORIA, ILL.

Shot Guns for Premium Users



WE manufacture the lowest priced line of Single and Double Barrel Shotguns made in the United States.

Write for quotations and Illustrated Catalog "B. B." The H. & D. Folsom Arms Co. 314 Broadway, NEW YORK.

IN ANSWERING AN AD BEGIN YOUR LETTER WITH "I SAW YOUR AD IN THE BILLBOARD."

ENDY SHOWS

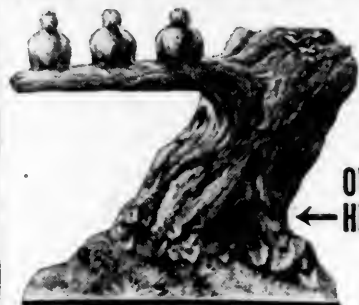
WILL OPEN ITS TENTH CONSECUTIVE SEASON AT READING, PA., APRIL 27

Can Place 2 More Good Shows. — A Few Grind Stores Open. — All Wheels and Cook House Sold. — Want Unophone Player (Man or Woman, Latter Preferred.) — Can Use Men on Rides and Canvas. Winter Quarters at Pottstown, Pa., Are Now Open.

ADDRESS ALL COMMUNICATIONS TO
H. N. ENDY, 228 High St., POTTSTOWN, PA.

CONCESSIONERS!

You've Been Waiting For This Unique BALL-THROWING GAME!



"Some Chickens!!"

THE HIT OF THE YEAR
HIT A CHICKEN ON THE HEAD
AND A HARD BOILED EGG ROLLS

OUT
HERE

When chicken head is struck, hard boiled egg rolls out of cavity in tree stump, down runway to counter and is delivered to player. Golden egg wins big prize or is bought back. Fastest of all ball games. No resetting. Built to last, and a beautiful flash. Short, easy looking throw. Can be regulated. Width, 5 ft. Height, 3 ft., 11 in. Egg runway, 19 ft. Targets (Chicken Heads), 3 in. Set up in five minutes. Full directions with each game. Biggest value ever offered. Write now for literature.

Price complete, crated, \$48.00
REMIT ONE-THIRD WITH ORDER.
(Two, Built Right and Left, \$90.00) for Two-Way Play.
Mail or Wire Your Order Now and Get the Cream While It's New.

PENN NOVELTY CO.
906 Buttonwood St., PHILADELPHIA, PA.

CANADIAN VICTORY SHOWS

May Head West Next Fall

Toronto, Can., March 8.—There is every indication of an "early spring" in Toronto and already the early birds are beginning to be heard around the executive offices of the Canadian Victory Shows in the Yonge Street Arcade. Promoter V. I. Neils has closed contracts with the overseas service men who comprise the police departments of several leading Canadian cities. The shows' own three rides are undergoing a thorough renovation at winter quarters and the following lineup of shows has been announced to be under the Neils banner: Hippodrome Wild Animal Arena with five feature free acts, Museum of Anatomy, Five Lovest Sisters, with their "Venus Ghost Show"; Connelly's Dog, Pony and Monkey Show, Maggeney's Mystic Show, Frank Mathews' "Oriental Dancing Dolls," Prof. Juno Calabressi's "Picce Military Band," "Twelve Sunflower Belles," with Walter Sampson making openings; King Cololus and his "Hawaiian Village," Hope, with a new 200-foot twenty-in-one show; "Baby"; Jack Kubne, with a 40-foot platform show; Neils' Mammoth Slide Show, with an 80-foot canopy entrance; John Kalawanz, with his Diving Girls, which will have a pleasing blend of comedy supplied by "Rags" McGowan, eccentric swimmer; Jack McCormack, featuring a new Australian whip act, will work in conjunction with Tripolis' "Wild West Show."

According to the present routing the show will play leading cities in three provinces in Canada, after which the aggregation will head for California for next winter's tour. A new privilege car is undergoing decorating at the Canadian Pacific Railway shops in Toronto. With the first dry spell of weather the shows' train of twenty-five cars will receive fresh coats of paint. The winter quarters at Wellington square, this city, resemble the days of the munition boom, with the preliminary work going on in connection with the show. A new Arcade, owned and operated by Inspector George Broddy, of the Ontario Provincial staff, will be mounted on a 30-foot lorry, with a beautiful false front, which is now going on at Mr. Broddy's home at Brampton, Ont. Every indication points to a prosperous season, as business conditions have shown decided improvement in Canada since the first of the year. Word has been received stating that a contracted new Berni organ, sixteen feet in length, is on its way to the shows' winter quarters. The organ will be a bally attraction for the Hippodrome Wild Animal Arena.—WALTER A. SCHILLING (Press Representative).

MILLER'S MIDWAY ATTRACTIONS

Oklahoma City, Ok., March 7.—The Miller Midway Shows are just about ready to hit the trail for the season. Winter quarters are located at 320 E. Grand avenue. Mr. Miller has purchased a large amount of show material from the J. O. McCart Shows, including a Parker two-breast carry-us-all and two 30x50 tops, for the athletic and musical comedy shows. All equipment for the shows is being repainted and thoroughly overhauled.

The executive staff follows: F. W. Miller, owner and manager; Mrs. Miller, secretary and treasurer; J. Frederick Hastings, general agent; Chris Kerr, trainmaster; M. O. Smith, superintendent of concessions; E. Atkins, electrician. The lineup consists of Miller's carry-us-all, Ray Andrews, manager; Ferris wheel, Brownie Atkins, manager; jazzbo swings, Toy White, manager; 10-in-1, Chris Kerr, manager; Athletic Show, Mr. Wilson; Midnight Polles, Al Cirmele, manager; "Hawaiian Village," L. M. Jackson, manager. Ed Harrington will have as a feature attraction of the Miller Shows his "Whirl of Mirth" musical comedy company, consisting of twelve people. He will also have several concessions. C. B. Woods joined from Louisiana with four stores. Other concessioners are: E. Ripley, cookhouse, juice and popcorn; George LaRue, big swinger; "Blackie", buck-ets; Mr. Nicks, three bucky-bucks; Madam Melba, mitt camp. Manager Miller has ten concessions. The show will leave here March 15 for the opening date. The first spot, under the auspices of the American Legion, will be announced later. J. Frederick Hastings has the show booked into Colorado. The show will head for California, where it was organized six years ago. It will move in five baggage cars.—L. M. JACKSON (Show Representative).

MIGHTY ALMA SHOWS

Odenton, Md., March 7.—The Mighty Alma Shows will travel in auto trucks this season. Everything is starting to shape up around the winter quarters. New fronts have been made for the big one-ring circus, 10-in-1 show and "Hawaiian Theater." The management has opened offices in the Pacific Building, Washington, D. C., and had many prominent showmen as visitors the past week. Earl Henning has booked his string of six concessions, including his monkey race track, which is now being overhauled at winter quarters. Cotton Bowman, who is running a printing office here, has also booked three stock wheels. Brown and Cox have hooked their soft drink stand, one of the flashiest concessions on the road. J. L. Wright was a recent visitor. He says he has given up the carnival business and will take out a one-night vaudeville show. This show has six contracts under strong auspices in and around Washington, D. C. All moves will be made by auto trucks, which will belong to the management.—AL PORTER (for the Show).

ROCK BOTTOM PRICES



3 in One Bag 45c

Hand Bag, Change Purse, a Shopping Bag —all in one. Made of 32-ounce Auto Top Fabric. When open measures 12 x 17 inches. Easiest seller out.

45c Each One to a Million

One price to all, prepaid. Send 50c in stamps for sample, or write for particulars. Money back if not satisfied.

PELLETIER MFG. CO.
117 N. Dearborn Dept. A. CHICAGO, ILL.

P. S.—We are now offering our extra heavy waterproof aprons at \$4.00 a dozen.

Le-Po



LATEST NOVELTY OUT.

Will jump 2 to 3 feet. Made of metal. Natural Green. Thousands sold. Agents wanted. Be the first in your CITY. Don't wait. Order today. Directions with each Frog.

Per Dozen, 85c; Per Gross.....\$9.00
Novelty Rabbit Pips. Per Gross... 9.00
Easter Jumping Rabbits. Per Doz. 4.25
Assorted Easter Baskets. Per 100. 6.00
Jazz Song Whistles. Per Dozen... 2.00
Jazz Kazoo Whistles. Per 100... 4.00
No. 50 Air Balloons. Per Gross... 1.75
No. 60 Air Balloons. Per Gross... 2.50
No. 60 Gas Balloons. Per Gross... 2.75
No. 70 Gas Balloons. Per Gross... 3.00
No. 75 Air Ship Balloons. Per Gr. 3.00
Advertising Balloons. 500 Lots...15.00

TERMS: Half Deposit. No personal checks accepted.

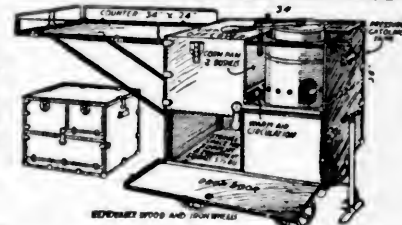
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641 and 647 Woodland Avenue, CLEVELAND, O.

BEST FOR THE ROADMAN

Talco Kettle Corn Popper

NEW LARGE OVERSIZE MODEL
LOWEST PRICED HIGH-GRADE POPPER



Built in a powerfully constructed and handsomely decorated trunk, which makes it ideal for Road work and just as good at permanent locations. The TALCO closed Kettle Popper produces delicious, tender, "popped in flavor" corn, which always outsells any other kind and brings greater year-round profits—at the rate of \$200.00 to \$1,000.00 monthly—depending upon opportunities. Write for full information.
TALBOT MFG. CO., 1317-19 Pine St., St. Louis, Mo.

CONCESSION GAMES

Send for Illustrated Circular
RAYCRAFTERS, Inc.
287 Bridge St., SALEM, MASS.
FOR SALE SLOT MACHINES OF ALL KINDS FOR SALE CHEAP.
Address SICKING MFG. CO., 1911 Fremont Ave., Cincinnati, Ohio.

THE AUTOMATIC FISHPOND

DON'T PLAY BLOOMERS. The children always have dimes enough for its expenses, and it gets it every week. You don't have to explain it, like many other games. Did you ever try to watch one in operation when you couldn't get close enough to see it? That often happens when other games are doing very little. Write for new prices.



STAR WHEELS

CARRIED IN STOCK.
STOCK WHEELS, with 12, 16, 20, 24 numbers, 5, 7 or 9 spaces, 1 star, \$14.00. 30 or 36 No., 5 or 7 spaces, 1 star, \$14.00.
BLANKET WHEELS, 16 No., 17 spaces, 1 star, 24 No., 11 spaces, 1 star, 30 No., 9 spaces, 1 star, \$16.00.
CHINESE BASKET WHEELS, 20, 24 No., 5 colors, 5 spaces, \$18.00. 30, 36 or 40 No., 5 colors and 5 spaces, \$20.00.
SEVEN OR EIGHT NO. WHEELS, 30, 50, 100; 30, 50, 30, 100; 50-50, 100, \$14.00.
PADDLE WHEELS, 20, 24, 30, 36, 40, 60 or 80 numbers, plain, \$14.00.
ABOVE ARE READY for immediate shipment. \$5.00 more if painted both sides. All wheels are 22 inches, with brass pins and nickel-plated trimmings. Each wheel comes in box as shown. We also paint wheels to your order, prices same as above. Write for particulars of order from above. Money back if wheel is not satisfactory. Deposit required.

AUTOMATIC FISHPOND CO.,
2014 Adams St., TOLEDO, O.

ARMADILLO BASKETS

ARE RAPID SELLERS WHEREVER SHOWN

From these nine banded, horn shelled little animals we make beautiful baskets. We are the original dealers in Armadillo Baskets. We take their shells, polish them and then line with silk. They make ideal work baskets.

Let us tell you more about these unique baskets!
APELT ARMADILLO CO.
COMFORT, TEXAS
"The Home of the Armadillo"

Special Prices

IMPORTED NOVELTIES
MANICURE SETS
SAFETY RAZORS
POCKET KNIVES
BEADED BAGS

BURNSTINE & NACHMAN, 408 Broadway, New York City

MINER'S MODEL EXPO. SHOWS

GRAND SPRING OPENING APRIL 22nd ON THE STREETS OF EASTON, PENNSYLVANIA, WILSON BORO, APRIL 22nd. GRAND SPRING OPENING

WANTED—Shows and Concessions of all kinds. No Rides, as we have plenty, four in all—Parker Fairy Swings, Allan Herschell Two-Abreast, Ferris Wheel and Soapplanes. Help wanted on same. Have complete Athletic Show for some good wrestler, Cook House sold. Everything else open. Would also like to book American Palmistry. Address all mail to R. H. MINER, Owner and Manager, 161 Chamber St., Phillipsburg, New Jersey.

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

Indoor and Outdoor Concessionaires—You Must— HANDLE OUR 10-CENT PRIZE CANDY PACKAGE



We want you to sell the best 10-cent prize candy package that has ever been put on the market. When you handle ours, you have the best. Don't lose any time. Start dealing with us at once and you will be satisfied that you have made no mistake.

ORDERS FILLED THE SAME DAY WE GET YOURS.

250 for \$12.50, 500 for \$25.00, 1,000 for \$50.00

All packages are put up in cartons of 250 each, and the price is no higher in smaller or larger quantities. We are enclosing in every package prizes that cannot be beat. Our ballys, of which you get 25 with every 250 packages, are wonderful. We give a genuine Gillette Razor, Gent's Watch, Ladies' Silk Hose, and the balance are all just great winners; in fact, everybody is pleased with our packages. The best proof we have that our package is a winner—is because we get repeat orders.

UNITED CONCESSION SUPPLY CO.
115 Nassau Street, NEW YORK

Send in your order at once. A deposit of \$10.00 required on all orders. We pay all express charges.

SIEGRIST & SILBON SHOWS

Extensive Preparations Going on at Winter Quarters

Kansas City, Mo., March 8.—The Kansas City office of The Billboard has received from the winter quarters of the Siegrist & Silbon Shows, located in Kansas City, Kansas, reports of the preparations going on there. Everything is said to be moving along nicely, with a large force of mechanics busy repairing and repainting the entire show. All the wagons and the train are receiving a new coat of paint and with a color scheme whereby the entire equipment will harmonize. Quite a number of concessionaires are in winter quarters, building new frames and equipment to correspond with the show. It is stated as the aim of the manager and owner, C. J. Sedlmayr, to have no "rival" for the size of his show.

S. B. Williamson, who has several concessions and the privilege car, is engaged in installing the latest dining car equipment. Harry Davis, who has the cookhouse, is also to be up to date in every particular, his dining room and kitchen being all screened in and sanitary in every way.

Eddie Silbon, who was with the act at the Olympia International Circus, London, after the closing of the Ringling Bros. and Barnum & Bailey Circus, arrived in Kansas City, February 28. Mrs. Silbon, owner of the Siegrist & Silbon Troupe, is now in New York, getting everything in readiness for the Madison Square opening of the Ringling show. Frank Walden, trainmaster, arrived from the South recently and is now busy making all needed repairs and refinishing to the train.

C. J. Sedlmayr is very optimistic regarding the coming season and the progress made at winter quarters and says he is sparing no expense to make the Siegrist & Silbon Shows as good as any on the road the season of 1922.

HANSHER BROS.' ATTRACTIONS

Winter Quarters Work Far Advanced

Milwaukee, Wis., March 7.—Because the ride crews of the Hansher Bros.' Attraction put in five hard weeks after arrival in winter quarters at State Fair Park, completely overhauling and decorating the show equipment, the organization will get away with little necessary preparation. Everything is resplendent and the fourth ride, a grand "Seaplane," will be delivered by the Traver Engineering Company this month.

With a new 62-foot flat for the "Seaplane," this will be a ten-car caravan. New shows to be added and now in the building include an Athletic Show, in charge of E. (Curly) Reifenberg; Ten-in-one and Illusion Show, handled by Frank Tibby, magician; a musical comedy, a new mechanical show and an outfit for one of the best known and most legitimate freaks in the business.

Sam and Emil Hansher, sole owners of the acts and shows, have a well-organized staff, several of whom are already on the job. Lester C. Harvey, general agent, has been hitting the road for three weeks. Chief Mechanic C. A. Reed is preparing to come in from his farm in Clinton, Wis., to receive the "Seaplane" and get ready for the first spot.

The opening will be in Milwaukee on April 29, and three other spots in Milwaukee County have been contracted. Racine, Wis., under the Eagles, week of May 29, to be followed by a big convention "doings" in this State the following week. Five large celebrations have already been booked. For the Wisconsin fair season, beginning the middle of August, the Hanshers succeeded at the fair men's meeting at Fond du Lac in landing several return dates and, in addition, will have the Dane County Fair at Madison, Wis.; the Jefferson County Fair and some others—nine weeks in all.—C. R. ELLIS (Secretary).

Beacon Indian Blankets

Make Warm Friends for Premium Users

AND Salesboard Operators

Designs in Beacon Indian Blankets are wonderfully effective for salesboard and premium use. The brilliant color attracts, and the thickly napped, light weight quality holds.

They have a hundred uses to appeal to all classes. Can be thrown over a couch, used as a motor robe, as an emergency comfortable for the bed, as a traveling wrap, etc.



Made of pure cotton, with the warmth of wool without the weight; will not shrink nor attract moths.

We have a wide range of patterns in various brilliant color combinations from which to make your selection and order. Write for our catalog. Make your selection of samples, and then send in your order. It will receive prompt attention and care—or call at either our New York or Chicago offices.

We also manufacture a complete line of blankets other than the Indian styles, and of Jacquard Comfortables, Robe Flannels, etc.

BEACON MANUFACTURING CO., Providence, R. I.

NEW YORK SALESROOM: 50 Union Square, East
CHICAGO SALESROOM: 327 West Adams Street

IN ANSWERING AN AD BEGIN YOUR LETTER WITH "I SAW YOUR AD IN THE BILLBOARD."

PHILADELPHIA TOBOGGAN CO.

Gives Second Annual Dinner To Employees

Philadelphia, March 7.—The Philadelphia Toboggan Co. recently held its second annual dinner, given by the directors of the company to the employees. The affair was held in the Art Studio of the firm's plant in Germantown and was a huge success from every point of view. The studio was converted into a gorgeously decorated dining room, with sunset scenes and many twinkling electric lights amid beautiful flowers, which made the room a veritable fairyland. The fine repast put everyone in the best of humor. With such a spirit of good-fellowship in this business family there is little wonder at the fine outfit turned out by the Philadelphia Toboggan Co. that have become famous in the outdoor amusement world. During the dinner much pleasure was given by Fred Wicke and his entertainers, and the ensemble singing of the guests kept 'em all peppy and happy.

Henry B. Auchy, president and general manager of the company, was master of ceremonies and headliner of the evening's "show," ably assisted by Arnold Aiman, secretary and treasurer; Samuel H. High, director, and George P. Smith, assistant manager. The office force present included A. M. Goddard, Geo. Spooner, Leonard Beezer, Charles J. Marsh, Helen Bayles, Katie Auchy Gaskill, Mrs. M. Constance, C. S. Ellis and H. P. Schmeck. Others present were: Draftsman Charles Bowditch, Howard Stoneback, W. Warfield, Sam Greewood, Pete Cardamon, M. Moyer, Jonas Shoemaker, Otto Melzer, S. Cernigliaro, Henry Noz, Os Weldner, W. Shifert, J. Rigney, Artists Gustav Weiss, L. Rebeck and J. Lawler. Absent, owing to sickness, were: John R. Davies, one of the directors; Max Soltmann, artist, and R. Gallett, cabinet maker. The specially invited guests outside of the firm and its forces, were: Frederick Ulrich, Philadelphia representative of The Billboard, and John A. Miller and Harry Baker, engineers of the firm of Miller & Baker. The after-dinner speeches were a treat and gave convincing evidence of the solid foundation of the Philadelphia Toboggan Co.

BLOTNER BROS.' EXPO. SHOWS

Haverhill, Mass., March 7.—The Blotner Bros.' Shows are rapidly being whipped into shape and will be ready to hit the road long before the opening date, April 29.

Harry Parker has been engaged as general agent and has already secured some very promising engagements for the opening dates.

Among the recent visitors at the winter quarters was an executive of a construction company, who left with a brand new 1,000 "hill" in his vest pocket and a contract to build a "Seaplane" swing, to be delivered at the opening town.

Bert Letter (better known as Bertini) has signed up as manager of the Ten-in-one. He is an ex-circus man and will introduce some new and novel features. Al Ventress is to manage the Athletic Show, and Charley Benkar will have his "Palestena" show, carrying fifteen people and a six-piece jazz band, as the feature attraction on the midway. Altogether the lineup will consist of nine paid attractions—three rides and six shows, thirty concessions, two free acts and a ten-piece band.

Among the concessionaires are: Tommy Keefe, five; Bill Keefe, four; John Nickols, two; Sirkman Bros., two; Myer Goldberg, one; Jake Friedman, one; Carl Blotner, one; W. C. Seaman, three, and Amos Winters, four.—AL BOLTON (Show Representative).

Hotels with the professional atmosphere are what you want. The Hotel Directory in this issue may serve you.

THE SMITH GREATER SHOWS

3 RING CIRCUS and 15 other attractions.
200 PEOPLE.
2 BANDS.
15 CARS.
22nd ANNUAL TOUR.
SEASON OPENS APRIL 10th.

WANT: Circus Acts for the Big Show.
Legitimate Concessions for sale.
Can place Moral Shows.
Capable Privilege Car Man, percentage or rental.
Want Workingmen, former employees preference.

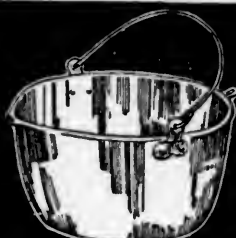
C. SMITH, Owner and General Manager.
E. K. SMITH, General Director.
CHRIS M. SMITH, Business Manager.
CARL ULLMAN, Secretary.
B. H. NYE, General Agent.

Special Agents: { W. H. CARTER
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THE SMITH GREATER SHOWS, Box 415, SUFFOLK, VA.



No. 690 - TEA KETTLE



No. 666 - PRESERVING KETTLE



No. 663 - DOUBLE BOILER



Read What "Bill" Dauphin Says About "Peerless" Aluminum Ware

AMERICAN ALUMINUM WARE CO., Newark, N. J.

Gentlemen:

I am very glad to advise you that I intend to use your "Peerless" Aluminum Ware exclusively for the coming season, same as I did last season.

A great part of the success I had with the Aluminum Ware was due to the fact that you supplied me with the goods when I needed them.

The biggest seller last year I found to be your 8-quart Preserving Kettle. I sold 1,500 within ten days' time at the American Legion Carnival.

I certainly would recommend your line to anybody who intends to use Aluminum Ware this coming season.

Yours for a lot of business,

WILLIAM DAUPHIN,
Hotel Normandie,
New York City.

Do you want good, standard, trade-marked aluminum ware?
Do you want twenty-four-hour deliveries?
Do you want the goods when you need them?
Do you want to carry just as little stock as possible?
Do you want items that have been proven winners?
If so, buy "Peerless" Aluminum Ware, made in Newark, N. J.

"PEERLESS" Aluminum Ware is beautifully polished on the outside and has Sunburst finish inside. All made of heavy-gauge, pure aluminum. Your telegraph or telephone orders receive immediate attention. Goods shipped within 24 hours of receipt of order—sometimes within two hours. We know your requirements because we specialize in this business. Stop in and see us in the neighborhood. Our telephone number: Waverly 0055.

If you desire samples of items illustrated, send money order for \$7.10 and we will ship them to you by express:

No. 690—8-pt. Tea Kettle.....	\$1.10
No. 700—10½-in. Double Roaster.....	.80
No. 561—10½-in. Colander.....	.80
No. 666—16-pt. Preserving Kettle.....	.95
No. 675—4-pt. Percolator.....	.80
No. 663—4-pt. Double Boiler.....	.80
No. 631—12-pt. Convex Pot.....	.90
No. 681—4-pt. Tea Pot.....	.95
	\$7.10

American Aluminum Ware Co.

374-D Jelliff Ave., - - Newark, New Jersey.



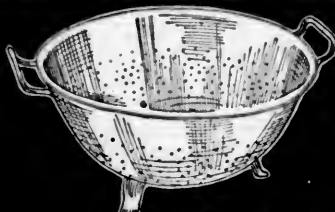
No. 675 - PERCOLATOR



No. 631 - TEA POT



No. 654 - CONVEX POT



No. 561 - COLANDER



No. 700 - DOUBLE ROASTER

ANTHONY WAYNE
Lamps Stand the Racket
Our Unbreakable Mill Type
is designed especially to withstand SHOCK and excessive VIBRATION, which eliminates transit breakage. Made in clear, frosted and daylight blue up to 50 watt.

THOSE DESIRING
LAMPS OF HIGHER WATTAGE
Our Type C or Nitrogen Lamps afford maximum Service and Economy under all conditions. Write for our LOW PRICES.
Prompt Service Always.
ANTHONY WAYNE LAMP CO.
1016 Savilla Avenue
FORT WAYNE, INDIANA.

HERE IS WHAT YOU WANT!!!

Our hand painted parchment Automatic REVOLVING Lamp Shades in ORIENTAL, artistic designs are the newest vogue in advertising novelty goods.

They fit any upright lamp stand and are the best seller of the season, because they are most attractive in show windows.

Revolves continuously and will not get out of order. Don't miss this wonderful chance!!!

Agents wanted in all towns. Send \$1.25 for a sample and price list, postpaid.

TANY BRUSH CO.
311 RIVER STREET, CHICAGO, ILL.

China Trading Co.
1121 Third Avenue,
SEATTLE, WASH.
Largest Importers of Chinese Fancy Baskets on the Coast. Lowest prices. Catalog mailed to all inquirers.

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:

BURNS, EDWARD (alias Barnes),
Concessioner,
Complainant, Leo A. Krotes,
Care The Billboard,
Cincinnati, O.

DAVID, W. L., and WIFE,
Complainant, King Allison,
Steelville, Ill.

HAMILTON, WILLIAM (alias Spencer),
Concessioner,
Complainant, Leo A. Krotes,
Care The Billboard,
Cincinnati, O.

JAMIESON, P. E., General Agent,
Complainant, Guy Hallock,
616 W. 2nd street, Duluth, Minn.

MCCARTHER, ROY C., Concessioner,
Complainant, Giasse' Style Shop for Women,
117 Campbell avenue, W.,
Roanoke, Virginia.

Photo & Art Postal Card Company
440 Broadway, NEW YORK

The following line we are publishing and manufacturing: Birthdays, Best Wishes, Congratulations, Comm. Lovers, Motives, 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.

If you see it in The Billboard, tell them so.

No. 102—Nurse Girl. Reproduces a human like motion of rocking a baby. The mother of them all.

No. 104—Lena From Palestine. Reproduces Oriental dance. Moves hand over banjo and turns round in a circle.

No. 107—Spanish Dancer. Reproduces the original Spanish dance. Plays a tambourine and turns around. Full of pep.

No. 110—Salvation Army Girl. Shaking her tambourine and collecting funds. The Goddess of Mercy.

No. 202—Flesh and Colored Hula Doll. An article well known to the trade. Reproduces the Hula Hula dance, and she sure can do it.

No. 111—Flag Girl. Reproduces the most natural human motion.

No. 201—Shimmie Doll. Still going strong. Dressed in assorted colors of organdie. Shakes the shimmie to beat the band.

These are only Seven of our Sixteen new mechanical numbers. Write for catalog and price list.

Zaiden Toy Works, Inc.
178-182 Central Ave., - - - - NEWARK, N. J.
TELEPHONE, MARKET, 4134.

QUALITY=SERVICE=PRICE

In order to get full benefit on your purchases you must consider the above.
WE ARE NOW READY TO QUOTE PRICES AND FILL ORDERS.

A REAL DOLL



16-INCH DOLL. Unbreakable. Made of wood fibre. Has the real doll expression. Dressed in silks with marabou trimmings. Assorted Colors. Six dozen to a case.
OUR 19-INCH DOLL. unbreakable. Is absolutely in a class by itself. Is trimmed in a variety of colors of marabou and silks, and is a **SURE-MONEY ITEM.** Assorted. Packed Six dozen to a case.
NOTE—These Dolls are there for **FLASH ORDER NOW.**

FIVE TO A NEST.



COME AS FOLLOWS:
5 Baskets to Nest, 5 Rings, 5 Tassels.
5 Baskets to Nest, 7 Rings, 5 Tassels.
5 Baskets to Nest, 7 Rings, 7 Tassels.
These Baskets are made strong and are stained and trimmed the Oriental way. Have Beautiful Silk Tassels, flashy Beads and Rings and Oriental Coins. **THEY SATISFY.**

ALUMINUM KETTLES



A GOOD ITEM. USED ON FRUIT AND GROCERY WHEELS.
Come in 6, 8 and 10-quart sizes. We carry a complete stock at all times.

GENUINE CHINESE BASKETS

"ALWAYS GOOD"
FOUR-LEGGED. FOUR TO A NEST.



The above Baskets are made of split bamboo. Have a dark mahogany finish and are trimmed with Beads, Coins and 2 Rings, 2 Silk Tassels. They are pleasing to the eye.

BLANKETS



ESMONDS AND BEACONS.
If you want "BLANKETS," we have them. Our line is most complete. We always carry a large stock and have beautiful patterns. Write for prices.
SIZES:
64x78 Inches. in 7 Colors.
66x80 Inches. in 3 Colors.
72x84 Inches. in 5 Colors.
66x80-in. Navajo. in 3 Colors.
68x84-in. "2-in-1" Blanket.
30x40-in. Crib Blanket.
66x80-in. Beach Blanket.

WHEELS

We can furnish you with Paddle Wheels, any combination you wish. Our Wheels are made **RIGHT.** Are richly painted and finished.

GET OUR PRICES BEFORE BUYING ELSEWHERE.

25% deposit required on all orders. Shipment made same day order received.

INQUIRIES AND ORDERS GIVEN IMMEDIATE ATTENTION.

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ORIENTAL NOVELTY COMPANY

FORMERLY ORIENTAL ART COMPANY

28 Opera Place, CINCINNATI, OHIO.

Phone, Canal 6873

Prompt shipments made from either location.

283-285 Broome St.

Phone, Dry Dock 3906

NEW YORK CITY

RUBIN & CHERRY SHOWS

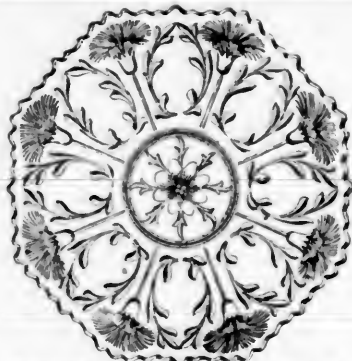
Have Pretentious Offerings for Coming Season

Savannah, Ga., March 8.—Now that the opening date—March 16—has been definitely agreed upon for the premiere of the Rubin & Cherry 1922 season, when the "Aristocrat of the Tent World" will occupy the famous Park Extension in Savannah for an engagement lasting nine days under the auspices of the 116th Field Artillery of the local military, it is permissible for the writer to give an outline of the magnitude and personnel of this company. Eighteen shows will be carried, with seven rides, three bands and several free attractions. The whole organization traveling in one of the most beautiful trains of thirty cars on the American continent. There will be more than 500 people with the show this year. The show will open with a lineup of genuine dyed-in-the-wool showmen.

The following will give an idea of just a few of the shows and showmen who will add to the gaiety of thousands and thousands of amusement seekers during the coming season:

Col. Jack King's famous I. X. L. Ranch, the lineup including 20 cowboys, cowgirls, bucking horses, steers, goats, oak and a herd of buffaloes (four splendid specimens of the genuine bison). One whole side of King's arena is occupied with scenery depicting a typical camp of the days of long ago. Mecca, a stupendous scenic and electrical production, produced by Shirley Frances and company of ten ladies, is a revelation in what can be accomplished in the way of a production depending upon the lure of femininity as its chief asset. Miss Frances is an accomplished artist, and under the management of G. A. (Dolly) Lyons the Mecca Show is destined to make history in the carnival world. Amy, the Girl Who Cannot Die, is the name of the writer's new show, the performance including his well-known Crystal Gazing Seance. Mexico, under the management of Col. Jack King, will offer a diversified performance, chiefly along comedy lines, with mules, bucking steers, a regular bull fight, clowns, etc.

Big Sideshow, directed by Carl Lauther, will feature Purcell, the Monkey Girl, and a score of other interesting human curiosities. Elsie Strik, the original Barnum double-bodied woman, under the management of Tom Fryar, has beautiful wardrobe and a frame-up that will mark an innovation in platform shows. O. K. Hagar's Freak Animal Show, featuring the largest steer in the world. J. Van Albert, undoubtedly the tallest giant alive today, a native of Holland. "Room 13," directed by W. H. "Bill" Davis, a brand-new funhouse idea, with a front covered with many funny signs and figures. Bistany's Midgets, five in number, and rare entertainers. Lucky Boy Minstrels, with 30 colored actors and musicians. Autodrome, management O. K. Hagar. The Joy Ship, captained by "Bobby" MacPherson. Jim Dunlavey will be found busy conducting his Vampire Show. Stella, the original picture, known all over two continents, will be exhibited by "Eddie" Vaughn. Monkey Circus, managed by Carl Lauther. Lauther's Sideshow No. 2, under

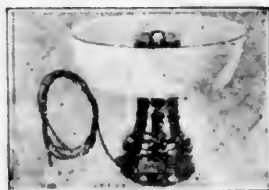


Vases, Sets, Small Items in Large Variety Decorated. Prompt Shipments.

THE LANCASTER GLASS CO., Lancaster, Ohio

DO YOU WANT TO MAKE \$100.00 A DAY? THEN BUY

THE ELECTRIC CANDY FLOSS MACHINE



Many users of the Electric Candy Floss Machine clear in a day's running more than \$100.00. One pound of sugar will produce enough candy to make 20 packages, and these packages can be sold at 10c each. This machine, run at ordinary speed, produces enough Candy Floss for five packages every minute it runs—

\$30.00 an hour; \$240.00 in eight hours—if you get people around to buy the product. \$100.00 per day net is certainly a reasonable claim. Address

ELECTRIC CANDY FLOSS MACHINE
NASHVILLE, TENNESSEE

the management of "Doc" Hartwick. Water Circus, with a score of diving nymphs.

Among the rides, under the management of the Nagata Bros., may be mentioned the Whip, Merry Go-Round ("Eddie" Marconi has been devoting his time to the artistic decoration of this ride), Seaplanes, Venetian Swing, Philadelphia Toboggan and Frolic.

Angelo Mummolo will have a concert band of 15 pieces, and as usual with the Rubin & Cherry Shows Mummolo will render Sunday afternoon sacred concerts in most of the cities in which the show will play.—WM. J. HILLIAR (Press Representative).

FRANK J. MURPHY SHOWS

Earnest Preparation Now in Progress

Norwich, Conn., March 8.—March 11 marked the inauguration of get-away activities at the winter quarters of the Frank J. Murphy Shows. The work of rebuilding and repairing the paraphernalia, together with the assembling of new equipment and features, has begun in earnest and Manager Murphy has announced his intention of launching one of the best-looking ten-car shows that ever played New England territory. "Double its former size" is in this instance literally true—not less than four rides, all of which are now at winter quarters. The lineup follows: The Standard three-abreast Henschell-Spillman merry-go-round, Eli No. 12 wheel, Mangel's "whip" and the "Seaplanes." Eight shows of entertaining merit will reveal the under-canvas content. Murphy's Big Wonder Side Show, one of the most elaborately equipped on the road, will try for feature honors, along with "Gloria, the Show Beautiful," Athletic Show, Dog and Pony Hippodrome, Barlow's Jungletland, Horton's "Mysteria," "Dainty Moore's Saloon," "Carmen's Spectacular Illusions and "After the Food," also thirty concessions.

The large centers of industry thruout New England, where actual "wheels of trade" are turning, will be visited. Manager Murphy's representative and himself have made an intensive survey of the contemplated exhibition stands.

H. B. Potter, general agent, will have as his first assistant the well-known promoter, Louis G. King. Both are now out on the completed routing with more than satisfactory results. One item of more than passing interest to daily-arriving trouper is the welcome that "the cook house is open." In this instance the big kitchen and dining room of the American House, adjacent to the work shop, is being admirably adapted. This feature comfort department, with good home-cooked meals, is at present under the supervision of the show's secretary and treasurer, Mrs. (Neillie) Murphy. The opening date is April 22, at Norwich.—BURTON UNDERWOOD (Press Agent).

MUSICIANS WANTED

On account of disappointment can place Trombones (silly preferred), Clarinet, Bass and others. Write or wire PROF. TONY GIORLA, 308 W. 3rd, Chester, Pa. After the 18th address in care the Majestic Expo Shows, Murphysboro, Ill.

NEW AND USED TENTS IN STOCK READY FOR SHIPMENT

ROUND TOPS

Tent No. 4940-30-ft. middle piece for a 60-ft. round top; of Boyle's 6 1/2-oz. drill, 12 in. extension eaves, 10-ft. sidewall made out of 6 1/2-oz. Boyle's white drill; used 1 season.

Tent No. 5243-80x140 ft. 50-ft. round top with 2 30-ft. middle pieces; 8-oz. Boyle's white drill, waterfall eaves, 10-ft. sidewall made of 6 1/2-oz. Boyle's drill; used 1 season.

Tent No. 5439-110x190 ft. 110-ft. round top with 2 40-ft. middle pieces; top Boyle's 8-oz. white drill, regular circus style, roped 4 widths and extra, 10-ft. sidewall 6 1/2-oz. white drill, roped; used 1 season.

Tent No. 5545-150x200 ft. 150-ft. round top with 1 50-ft. middle piece; made out of 8-oz. Boyle's white drill, extension waterfall eaves, 12-ft. sidewall made out of 6 1/2-oz. Boyle's white drill; used 1 season.

DRAMATIC END TENTS

4827-50x85 dramatic end tent, 6 1/2-oz. white drill top, pole holes leathered, 10-ft. sidewall of 6 1/2-oz. white drill; brand new.

ROLLER SKATING RINK TENTS

5917-1 only 41x90 square hip roof roller skating rink tent, made out of 10-oz. double-filled khaki duck in the top; top made in 4 pieces, bale ring style, 7 1/2-ft. sidewall made of 8-oz. double-filled khaki duck, laps over lacing; used 1 week.

BLACK TENTS

5801-16x6x18-ft. gable end black tent, made out of black 8-oz. duck, 6-ft. x 8-in. pitch; not roped, rings sewed in on frames like a frame tent, rings at eaves for sidewall 1 foot apart; used 1 week.

SEE OUR ADDITIONAL LIST ON PAGE 77 CIRCUS SECTION WRITE FOR OUR CATALOG OF NEW AND USED BANNERS IN STOCK

UNITED STATES TENT & AWNING CO.,

217-231 North Desplaines Street, Phone Haymarket 0444, CHICAGO, ILL.

CALIFORNIA SHOWS

H. F. HALL & SAM ANDERSON, Props.

FRANK SPELLMAN, Advance

Want Following

TEN - IN - ONE - PEOPLE - HELP - ON - WHIP - SEAPLANES
50 - GIRLS - 50 - FOR - MODEL - SHOW - 50
12 - SHOWS - 12 - 5 - RIDES - 5

WE WILL PLAY THE BEST CITIES IN CONN., MASS., N. Y.

THE - SHOW - THAT - PLEASURES THE - SHOW - THAT - CAN - GO - BACK
THE - SHOW - THAT - CONCESSIONS - CAN - LIVE

GRIND - CONCESSIONS - \$30.00

WHEELS - OPEN - BASKETS - CANDY - ALUMINUM - FRUITS - SHIRTS
WILL - BUY - LIONS - SMALL - ELEPHANT - OR - SMALL - ANIMALS - SMALL - PONY

Address All Mail To CALIFORNIA SHOWS, 65 ASTOR ST., BOSTON, MASS.


SPECIAL JAPANESE AND ENGLISH VASES

Have in stock which I am closing out large quantities of Japanese and English Vases; also have large variety of Merchandise for Japanese Ball Games, Wheel Concessions and Seashore Novelties. Can make immediate shipments. Also have large Assortment of Decorated Glass Vases and Iridescent Glassware.

OTTO GOETZ,

43 MURRAY STREET, - - NEW YORK CITY.

ANNOUNCING DIXIE BOY THE DANCING NOVELTY



Made of wood, 8½ inches high, finished in bright red, with black face and shoes. Dixie Boy is attached to dancing platform, 24 inches long, by stiff wire. Whistle a tune, play the phonograph and beat time on the platform and the Porter will then jig in perfect time to the music. Positively the greatest money-making Dancing Toy out.

SOUTHERN NOVELTY CO.
P. O. Box 42, Lexington, Ky.

Dealers, Jobbers and Agents, Write for Prices.

HELLER'S ACME SHOWS

Open about April 15th near New York City.
WANT SHOWS OF ALL KINDS

OUTFITS FOR THE FOLLOWING: Ten-in-One, Athletic Show, Musical Comedy, Oriental and Platform all complete. I will give exclusive shows to any one man I feel can handle and produce the goods. I will give proposition where a man can afford to produce the goods. I have five Rides. I want Help on the following: Parker Merry-Go-Round, Eli Ferris Wheel, Salonga and Traver's Seaplane. Interested in man to take charge of same. Have some other choice Wheel Concessions, such as Fruit and Groceries, Percolators, Chinese Baskets, Statuary, Clocks. Also Grind Stores, Huckle-Buck, Knife Racks, Aerial Skill Ball, Bucket Games, Pan Games, Pitch Until You Win, Devil's Bowling Alley and others. We carry only one of each kind on this show. Long season guaranteed. Square deal to all. Through New York, New Jersey, Pennsylvania and Maryland States. HARRY SAUER, I have written you. SEND ME COBBET ADDRESS. All mail to HARRY HELLER, care McElroy's Hotel, Paterson, New Jersey.

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, COL.

K. G. BARKOOT SHOWS

Fast Being Whipped Into Shape at Dayton, Ohio

The oldest carnival association in the country—under the same management for going on 23 years—the K. G. Barkoot Shows are rapidly getting into shape for the coming season at their extensive winter quarters at Dayton, O., according to one of the officials of the show, and will this year comprise the best 25-car aggregation of its long career.

It may not be generally recognized that the general manager, K. G. Barkoot, is about the only man in the carnival business who has been prominently identified with recognized world's fair attractions, and it is this wide experience that gives him such an insight into the new and novel methods of entertainment which will as a result be one of the predominating features of the Barkoot Shows this year.

Mr. Barkoot is already reckoning on and arranging for big productions at the forthcoming world's fair at Portland in 1925, and the nucleus of his productions will be in evidence this season on his midway in the shape of new entertainment and acts that are decided novelties.

Everything about the outfit will be in the best possible condition. Barkoot's wagon fronts have already been recognized as of the best in the carnival business, and this year there will be seven of them redolent in blue, grey and silver, a novel method of decoration which will make them an obvious attraction on any midway. Seven of them are uniform in size and design.

The rides will comprise an up-to-date carry-us-all, big Eli Ferris wheel, the Whip, the new seaplane swing recently added to the show and another of merit which will be added shortly. Two hands will furnish music for the shows. One of them will be a fifteen-piece organization of concert caliber, under the direction of Prof. Jamea Astolfo, and the other a jazz aggregation of ten colored syncopators.

The wagons are all renovated and painted in winter quarters and will present a most attractive appearance. The canvas is new and ample and the approximate number of shows this season will be fourteen.

Mr. Barkoot and his agent have been busy arranging for the season's hookings and shortly they expect to announce a list of some banner spots and good fairs where conditions will permit a show of the Barkoot caliber to get money for all concerned.

Cole and Jessup have a large lineup of concessions, which they are now building in winter quarters, and it is extremely doubtful if a better or more attractive variety of stands will be seen on any carnival organization this year.

"Babe" Barkoot is busy as a bee around the paint sheds and paraphernalia in the quarters in Dayton. His ride will be the latest word in sanity and safety, and as attractive as paint and varnish can make it.

COL. FRED J. OWENS

Patron to Trained Nurses

Chicago, March 7.—Col. Fred J. Owens presided at a meeting in the Longley School of Nursing, 2838 Broadway, Saturday, where a graduation class gave an entertainment program. Col. Owens delivered the invocation, took the chair and otherwise acted as master of ceremonies.

Miss Teddy Osborne gave a number of clever vaudeville offerings, and there were other entertainers, including L'aneline Skidmore.

Showmen! Here's Big MONEY

Turn wintertime into real profits. Box Ball does it. One man reports a return on a single alley of

American BOX BALL

\$118 Per Week

Box Ball is a clean, automatic, portable bowling game, easy to play and extremely fascinating to young and old. No pin boys or help needed. Each alley has an earning capacity of \$1.50 per hour. Box Ball alleys can be operated in any ordinary store space or under a tent.

Mazy are cleaning up \$100 per week with two single alleys running only a few hours daily. You can do as well or better.

ACT Write at once for special showmen's proposition. Make the Big Money now, when you need it most. Don't wait. address

American Box Ball Co.
992 Van Buren St., Indianapolis, Ind.



DOLLS

MOVABLE ARMS WITH WIGS,
\$25.00 Per 100

With Wig and Tinsel Dress,
\$34.00 per 100

Beach Belles,
\$3.90 per Doz.

Ask for our prices on other dolls.

One-third deposit on all orders, balance C. O. D. All Dolls very carefully packed.

Midland Doll Co.
1015 Orleans Street,
CHICAGO, ILL.



CALL CALL CALL

Here's an Advertisement that MEANS Something

Lee Bros. Shows

Announce Their Grand Opening For The Season Of 1922
In "Barbara FREITCHIE" TOWN (FREDERICK, MARYLAND)
SATURDAY, APRIL 15

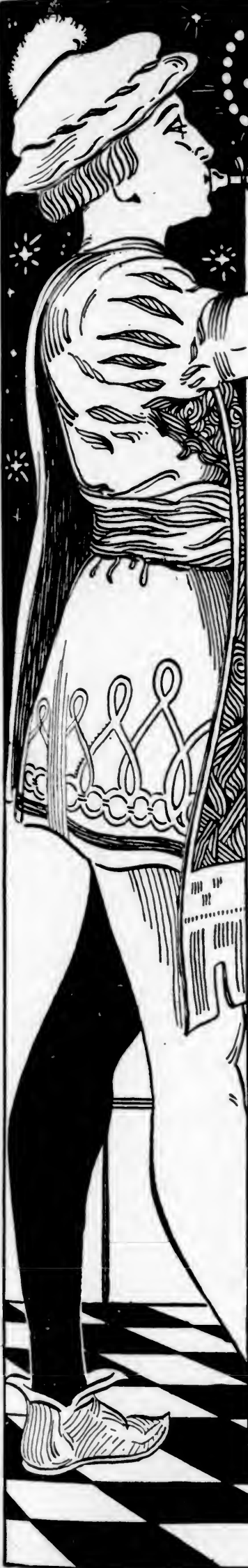
A FAMOUS TOWN

A FAMOUS SHOW

Get This Now — Concessionaires

Want Talkers, Ticket Sellers, Ride Help on Whip, Ferris Wheel, Carrousel, Aerowing and Help in All Departments. Can Place Concessions of All Kinds.

Everybody Address **LEE SCHAFER**, Care Above Shows, Frederick, Maryland.



A 30-Car Organization Loaded on 20 Double Length Cars.
MANNED LIKE A SHIP AT SEA

with thousands of human lives and millions of dollars' worth of merchandise at stake, the ship's roster is built upon experience and efficiency. The Superior Officer and his Staff know every dangerous shoal, rock and the full meaning of the Mariner's Compass. The

George L. Dobyons Shows

are built upon the solid foundation of experience and a roster of ability that leaves but little for adverse criticism.

General Manager, George L. Dobyons. General Agent, Owen A. Brady; 15 years same capacity; last 5 years General Agent J. F. Murphy Shows. Advance Agent, Ed. A. Kennedy; last season same capacity with Rubin & Cherry Shows; 12 years previous same capacity with Johnny J. Jones' Shows. Treasurer, Mrs. George L. Dobyons. Publicity, Elmer Tenley; one time manager Jack Johnson; famous author, writer, director and contributor "Bokays and Bows" column to The Billboard. Special Contests, Harry E. Bonnell; recognized as the best in America. Chief Construction Engineer, J. C. Compton; designer, bulider of the late Fred (Happy) Holmes and Etta Louise Blake's gorgeous show fronts and other notable successes; designer and bulider of the world's master pyrotechnical display, "No Man's Land." Assistant Bulider and Lot Superintendent, Will J. Sterling. Master of Transportation, Johnny Daily; formerly same capacity with Clarence A. Wortham, Johnny J. Jones. Chief Electrician, William Dooley; same capacity 10 years, Jos. G. Ferrari-George L. Dobyons.

FAIR SECRETARIES, TAKE NOTICE!
 FOR OUR FAIRS **18 SHOWS**
28 Paid Attractions 10 RIDES 28 Paid Attractions
40 Concessions

We open with twelve shows and eight rides, but will also place for our opening and entire season, or join later, Silodrome, Fun House, Dog and Pony, Arcade or other attractions. **WILL FURNISH PLATFORM WAGON COMPLETE FOR MONEY-GETTING SHOW.** If you have a good show and want a long season and a profitable season no better place to land than with us.

We have ten rides, but will book Steam Yachts, Dragons, Automobile Gondolas, Tunnel Ride or Dodg'em. Prefer any, or all of these, to join later in season. Wagons furnished.

We will show at our opening stand the most beautiful Venetian Gondolas ever built. These are a direct European Importation. The first time ever placed before the American public, and the last word in Boat Rides.

We will also show at our opening stand Europe's famous and most elaborate Juvenile Carouselle, and also a set of European Juvenile Swings; both built in America by the Master Builder of European Amusement Devices, Mr. Jos. G. Ferrari.

We will show on June 1 for the first time on either Continent what will prove to be the 1922 sensational ride—The Butterfly.

CONCESSIONS OF ALL KINDS WANTED. WRITE, OR PREPAY WIRES, WHAT YOU HAVE AND WHAT YOU WANT. EVERYTHING SOLD FLAT.

Have brand new Five or Seven-in-One, complete with 40x60 khaki, pits, decorations, etc. Will turn this over on liberal terms to showman who can fill the pits with worth-while oddities, etc.

WANTED—Ride Foreman and Help on all Rides. Also Talkers and Grinders. Unless your salary is in accordance with present conditions don't answer.

Show opens Lancaster, Pa., Saturday, April 15. Shows, Concessionaires, Employees and others interested govern yourselves accordingly. Consider this a **FIRST AND LAST CALL**, and acknowledge immediately.

Winter quarters open March 20. Lancaster. Everybody address

GEORGE L. DOBYNS, General Manager, Wheatland Hotel, Lancaster, Pa.

Telephone Spring 5801

Aranee Doll & Supply Company

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Teddy Bears
Dolls Blankets
Chinese Baskets



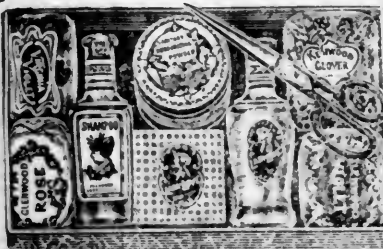
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Beautiful 9-Piece High-Grade Toilet Set (store value, \$3.25), including 8-in. Self-Sharpening, Spring-Tension, Dressmaker Scissors (value, \$1.50).

6 SETS \$4.80
6 SHEARS

Sample Set and Shears, postpaid, \$1.25 set.

PERFUMES

From Vial Size Up To 8 Oz. Bottles



SACHET

LADY LOVE SACHET, medium size, \$1.75 per gross.

Operates several PERFUME BOOTHS USING OUR PERFUMES EXCLUSIVELY.

SEND FOR OUR NEW 1922 CATALOG. "It's Free."

NATL. SOAP & PERF. CO.,
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WORLD AT HOME SHOWS

Soon Ready To "Roll"

Mobile, Ala., March 4.—With the opening date of the World at Home Shows but two weeks away, the activity around the winter quarters of the shows at the Concrete Shipyards is increasing daily. F. P. Morency is arranging the details. Robert Gloth has arrived and is giving supervision. Irving J. Polack, owner and general director, is expected here shortly to give that final personal touch to the organization and its policy which has guided it thru fat and lean years to an invitation for return engagements.

Essie Fay's Society Horse Show is to be the piece de resistance of the organization this season, with a beautifully decorated two-wagon front built specially for it. Garnishing it around the ellipse of the midway will be shows of a most equal merit, so that a disappointed public will be an unknown quantity on the World at Home lot this year. Doc Duncan has been here several weeks and may be seen daily hard at work getting the Fay outfit ready to step when the signal is given.

"Murphy's" cookhouse and refreshment stands have arrived from Florida in a large baggage car. Show and concession people are arriving daily, and their chief comment is that everything around the shows looks clean, bright and attractive and that Irving J. Polack appears to have spared no expense to keep the shows and equipment up to the standard of excellence it holds.

Twelve State and county fairs have already been booked by the World at Home Shows. The list of fairs is a splendid one. Included in it are the following: North Carolina State Fair at Raleigh, Greensboro (N. C.) Fair, Roanoke, Va.; Lynchburg, Va.; Staunton, Va. The complete list will be given out shortly.—N. J. SHELTON (Press Representative).

NOW, CLARK AND FELGAR, BE GOOD

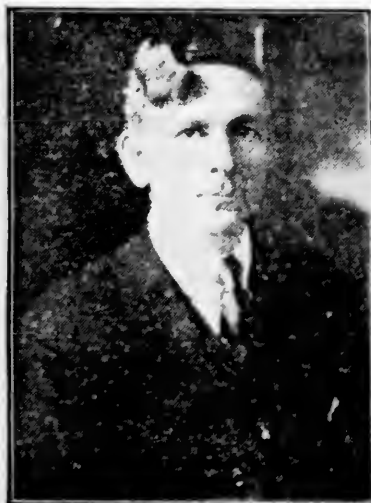
Kansas City, Mo., March 8.—Last week on one of the main streets of Kansas City occurred a meeting of three celebrities, N. Tex. Clark, Clarke B. Felgar and Irene Shelley, Kansas City representative of The Billboard, and here is the story:

While the Billboard representative was talking to Mr. Clarke Felgar along came "Tex." Clark. Both started in "kidding" and "badgering" and "abusing" the poor Billboard representative because they never saw their names in The Billboard, so here is where they do, for they are names well known to the show world. N. Tex. Clark is superintendent of the Big City Zoo at Swope Park which, by the way, is one of the largest zoos in the country, containing every specimen of animal and bird and which supplies a good many traveling show organizations and permanently located animal shows, etc. Mr. Clark is leaving Kansas City the last of March for a trip to the "Little City" (New York), where he will meet an importation of a fine shipment of animals and personally see that they are sent to Kansas City in good shape and escort them to their new "home".

Clarke Felgar is with the United Film Ad. Co., of Kansas City, in charge of its advertising and head scenario writer.

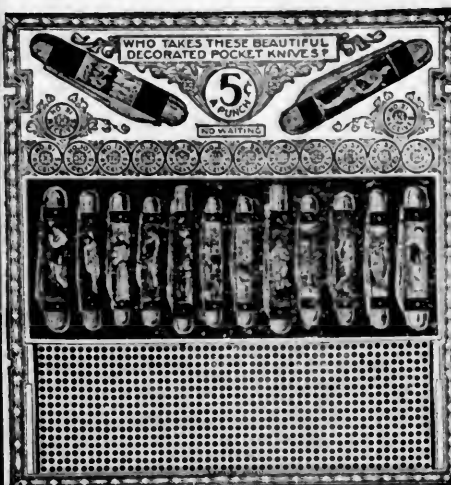
Hotels with the professional atmosphere are what you want. The Hotel Directory in this issue may serve you.

ROBERT A. JOSSELYN



The above is a recent likeness of Mr. Josselyn, who has assumed the position of general agent and traffic manager of the Matthew J. Riley Shows. Mr. Josselyn has had years of experience in the outdoor amusement field.

SOMETHING DIFFERENT—BIG NEW IDEA IN KNIVES



\$5.00 FOR 14 REAL PHOTO HANDLED ART KNIVES OF A NEW STYLE, \$5.00.

800-Hole Board for this Assortment, \$1.00 extra.

5% discount if 25 or more Sets are ordered at once.

20% deposit must accompany all orders.

12 other different Assortments to select from.

Write for new price list and beautiful descriptive circular just off the press.

The GOLDEN RULE CUTLERY COMPANY

212 N. Sheldon Street, Chicago, Ill. Dept. No. 1
Estab. 1900.

Chinese Baskets

Chinese Bamboo Baskets, sets of 5, Mahogany stained, shellaced and trimmed with genuine Chinese Coins, Beads, 10 Rings and 10 Tassels.

BIG NUMBERS THIS YEAR: Lusterware Tea Sets and Oriental Prayer Rugs.

Take advantage of the low prices now obtainable, and place your orders NOW.

THE OVERSEAS CORPORATION, Ltd.

International Merchants

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GENERAL OFFICE: London, Hamburg, Yokohama, Hong Kong, Seattle, U. S. A., Antwerp, Kobe, Nagoya, Canton, Tientsin

CARNIVAL SHOW MANAGERS

Get the Latest BROOM LEVITATION. Greatest Ballyhoo in the World. Only weighs 8 pounds. A mechanically perfect apparatus of cold rolled steel. Guaranteed to hold a person weighing 150 pounds. Made under our personal supervision. Complete with apparatus, Broom and platform. Price, \$75.00.

SAWING THROUGH A WOMAN

Only one woman used. Greatly improved apparatus of the best white wood; all joints screwed. Outfit consists of canvas-lined crate, box to accommodate woman from five to five feet, eight inches tall, double trestle to hold box, special five-foot cross-cut Disston saw, two handles, special teeth; five sheets of metal used. Outfit weighs 150 pounds. Complete, with instructions. Price, \$150.00.

CHICAGO MAGIC COMPANY

140 S. DEARBORN ST., CHICAGO, ILL.

PICK THIS NUMBER

YOU WIN ○ LOSE

AND GET A HANDSOME BOX OF CANDY

100	100	100	100	100	100	100	100	100	100
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100	100	100	100	100	100	100	100	100	100
100	100	100	100	100	100	100	100	100	100
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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
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25-Hole Push Card.....	3.25	70-Hole Push Card.....	6.65
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We manufacture Push, Sales, Paper and Baseball Seal Cards to your order. WRITE FOR PRICE LIST. PROMPT DELIVERY. PEERLESS SALES CO. 1160 EAST 55TH STREET, CHICAGO, ILL.

Mr. Concessionaire

It's time to get wise and get a wheel that you can depend on.

You must see our true machined Aluminum Wheels.

Also other new stores.

Write for 1922 Catalogue.

French Game & Novelty Mfg. Co.

2311-13 Chestnut St. Milwaukee, Wis.

Movable Komikut Toys

THE FAST SELLING NOVELTIES. Nutt and Jeff, Jiggs and Chaplin, or any character. Manufacturing and selling rights for sale. W. R. ZIMMERMAN, Patentee & Owner. 621 W. 14th Street, Joslin, Mo.

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

1863

1922

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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

1922



ELECTRIC BEARS STANDING BEAR WITH ELECTRIC EYES

22 in. high, like cut, with leather strap around neck—not oilcloth strap—with electric eyes. Every bear guaranteed to be perfect.

\$15.00 Per Doz.

In 4 Dozen Lots,
In less than 4 Dozen Lots,
\$16.00 Per Dozen

One-Fourth cash, balance C. O. D.
Send us \$2.00 and we will mail prepaid a sample of either, or sample of both for \$4.00.

FLEISCHER TOY MFG. CO., Inc.

171-173 Wooster Street, NEW YORK CITY
Phone Spring 2096

New, novel and original—a flash that can't be beat. 18 inches long, 11½ inches high, stands on rollers and will support a weight up to 200 lbs. Has a long electric cord that can be used by the child as a rope, and, merely pressing the button on cord, the Bear's eyes will flash, with a strong electric light, and made of fine plush.

\$21.00 Per Dozen
Complete with Lights and Batteries



SNAPP BROS.' SHOWS

Will Open Season March 30 at North Little Rock, Ark., as 30-Car Caravan

North Little Rock, Ark., March 8.—The work on the Snapp Brothers' Shows, wintering here, is fast bearing completion and the company soon will take the road as one of the best and most beautiful thirty-car shows ever en tour. The territory to be played is quite promising and includes the Class-B circuit of Canadian fairs. The lineup will consist of eighteen first-class shows and five beautifully decorated riding devices studded with hundreds of multi-colored electric lights.

Many new wagons and wagon show fronts have been built and everything has received a new coat of paint. The equipment will be surpassed by none.

"Sandy" Billings has completed his neatly-framed pit show. W. L. "Cannon Ball" Bell has his big Autodrome completely overhauled and repaired. Guss Bullock, of the Famous Bullock Family, clever musical artists, has arrived with a company of 15 for the Musical Review. Joseph Teske is expected daily with his Miniature Farm, a high-class mechanical show. All the fun shows, three in number, are ready to be put in place on the lot. Dr. Bonham will this season present "Kiko."

Chief Montour, of athletic show fame, will arrive this week with his congress of athletes. The Minstrel Show, presented by R. E. Forrester, calls for 30 artists and a colored jazz band. The costumes, stage settings and electrical effects will be of the best. Abner K. Kline's three attractions—Travers "Seaplanes," "Over the Waves" and Monkey Speedway—will be shipped to winter quarters this week. Rodney Krail will offer a brand new attraction, the "Kennel Show." The wagon, to be framed as a large platform on the lot and upon which will be offered the famous Knechtle Family of European midgets, is nearly completed and the little folks are pleased with it. All of the rides have been overhauled and painted and the merry-go-round is the most beautiful that the writer has ever seen. The "frotic," "whip" and Ferris wheel are also very attractive.

Chas. Kidder has greatly enlarged his midway "cafe," with tables behind screened walls. Mr. Davis, of root beer fame, has completed his auto truck upon which is carried the whole store—barrel, light plant and carbonating plant. All decorated in nickel and very neatly framed. Owen Dowd, legal adjuster, arrived today from California. Jim Russell has applied the finishing touches to his string of concessions. Bud Hadley, who will direct the All-American Band of twenty pieces, has arrived and is rounding his programs into shape. Mrs. L. C. Kelley, who has been seriously ill with influenza, is now recovering rapidly, but will have to remain in Dallas for some time, on advice of her physician. L. C. Kelley, general agent, was back to the show for a short visit the past week. Mr. Childs has framed six other concessions besides his candy race track and will book them with this show.

The show opens here Thursday, March 30, under the auspices of the R. P. O. E., for a period of nine days.—RAYMOND D. MISAMORE (Press Representative).

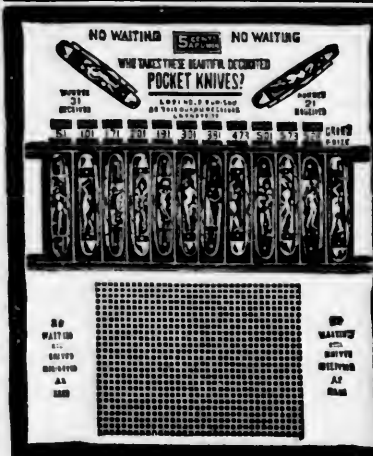
BAXTER & HANSEN SHOWS

The Baxter & Hansen Greater Shows, at their winter quarters in Columbus, O., are making great headway toward getting things whipped into shape for the opening in April, and already concessions are being shipped in, as well as a new platform show, owned by Bert Otto. While in Cincinnati Manager Baxter booked several concessions, among them Jack McKinney with three new ones. Also contracted with "Strangler" Nelson for the Athletic Show. Nelson will carry three good boxers and wrestlers. Seven shows and four rides have been booked to date. Traffic Manager Hansen has been hooking towns, and has a good route for

"HUMPTY-DUMPTY"

MAKES "EM" ALL FALL — NEVER PLAYS A BLOOMER
Better than Kewpie Dolls — Greater than Teddy Bears — Sample \$1.50

AL. MELTZER & CO. ALWAYS FIRST WITH THE NEWEST **219 So. Dearborn St., CHICAGO**



\$4.50

14 Fine, 2-Blade, Brass-Lined, Photo Handle Knives, 1922 Photos, Colored and Art, including one large Jack Photo Handle Knife and an 800-Hole Board, all com- **\$4.50**

WHEN SOLD BRINGS IN \$40.00.
25% with order, balance C. O. D.

Hecht, Cohen & Co.,
201-203-205 W. Madison St.,
CHICAGO, ILL.

ORANGEADE

IN POWDER—JUST ADD COLD WATER AND SUGAR

Crescent Orangeade Powder makes the richest and biggest profit-paying Orange Drink on the market. Backed by 18 years' successful experience. Used by the best concession people and practically all large shows. They know it's good, convenient to use and a real money-maker. The kind they drink two or three glasses of.

CHERRY, GRAPE, LEMON, LIME AND STRAWBERRY
Same price and put up the same as the Orangeade.
30-GALLON SIZE PACKAGE. \$2.25 POSTPAID.
Enough for 600 Glasses. 6 for \$12.00.
Trial, 10-glass pkg., 10c; 7 kinds for 50c, postpaid. Colored Signs FREE with orders for the 30-gallon size. Please remit by postal or express money order.

CHAS. MORRISSEY CO., 1417 W Madison St., Chicago, Ill.

OZARK STOCK SHOW SPRINGFIELD, MO.

OCTOBER 2-7, 1922

RIDES AND CONCESSIONS WANTED

Owing to lack of space, the Ozark Stock Show for 1922 will book no carnival, but offers unusual opportunities for Rides and Concessions. Paid admission for week average 50,000 or better. Address **OZARK STOCK SHOW, Room 2 Jefferson Theatre Bldg., Springfield, Mo.**

BALLOONS—Mr. Concession Man, Look This Over—BALLOONS

No. 35 cm. Air, long or round.....\$1.40 per Gross; with Squawkers, \$2.20
No. 45 cm. Air, round only.....1.90 per Gross; with Squawkers, 2.65
No. 50 cm. Air, long or round.....2.65 per Gross; with Squawkers, 3.60
No. 65 cm. Air, round only.....2.85 per Gross; Zeppelin, long, 3.50
No. 70 cm. Air, round only.....3.15 per Gross; Gas Balloons, 20% extra
No. 150 cm. Gas, Special, RED ONLY.....11.00 per Gross. All others assorted colors
We are located in the heart of the balloon industry and can fill your wants quickly from NEW FRESH STOCK. Samples, 10 and 25 cents. Advertising and Novelty Balloons a specialty. Let's get acquainted. Address **THE BALLOON KINGS, New London, Ohio.**

IN ANSWERING AN AD BEGIN YOUR LETTER WITH "I SAW YOUR AD IN THE BILLBOARD."

the first five weeks. He is at present on another trip thru Illinois and sends in reports that conditions appear much better in that section.

Mr. Baxter has given the Beverly Co. an order for three new tops and banners, as well as a new concession top for Mrs. Baxter. Mrs. Hansen is having her platform show repainted by Clayton Charleton. The show just received contracts from Brown's Famous Broadway Beauties for the Musical Comedy Show, and Mr. King's Ten-in-One, with real entertainment to entertain the public and a new banner line. It is the intention of Messrs. Baxter and Hansen to operate their caravan as a clean amusement institution, and they are both looking forward to a very successful season.

Both Baxter and Hansen are proud to say that they have landed W. A. Creevey to pilot the caravan this season.—HARRY LANING (on the Show).

McMAHON SHOWS

To Inaugurate Season With Eight-Day Engagement at Nebraska City, Neb.

Nebraska City, Neb., March 9.—Work in winter quarters goes rapidly on under the supervision of Supt. Charles McMahon. All the organs have been shipped to Bath at Ahlens, Kan., for a general overhauling and tuning. Earl Patterson, manager of the rides, has arrived in winter quarters and immediately got busy with a force of men painting and varnishing them.

The big panel front for the colored minstrel show is completed and ready for the painters. Two more are being built, one for the Minstrel Show and the other for the Electric Show. Doc Hall is framing a "Wild West" which will carry about 25 head of stock and 14 people. The 10-in-1 will have an entire new string of banners (150 feet) with several new attractions on the inside.

Concession people who have already contracted are Mrs. Dorothy Murphy, three; Ralph Parrish, five; Mrs. Madge Dawson, two; Mrs. Charles McMahon, four; Mr. and Mrs. Mayfield, two; Tom Welch, two; C. J. Randall, two; Doc Hall, three; A. G. Slater, one; Mrs. Earl Patterson, one.

A rumor has spread around the office that the show will be in new territory this season, but at this writing it cannot be confirmed, as the general manager, Gov. T. W. McMahon, has not reported, and General Agent Doc Hall sneaked away some two weeks ago, saying he was going prospecting, and left no forwarding address. Everyone looks forward to a big opening week here, starting Saturday, April 29, and running for eight days.—BERTHA McMAHON (Show Representative).

IMPROVED CHECKER BOARD

ALL SIZES
IMMEDIATE DELIVERY
Boards are guaranteed. We also manufacture a full line of Pull and Push Cards for all purposes.
Write for Our New Catalog.
J. W. HOODWIN CO.
2953 West Van Buren Street,
CHICAGO, ILL.

SNAPP BROTHERS SHOWS

Opens March 30th, 1922, Auspices Elks, North Little Rock, Ark.

First Fair Opens Estevan, Sask., Canada, July 3rd, 1922

Thanks, we are not in need of any Show or Ride unless it is something out of the ordinary.

CAN PLACE A few more Concessions. Be sure and get our rates before booking elsewhere. Cook House and Juice sold exclusive.

CAN PLACE good Comedian and Saxophone Player for real Colored Minstrel.

CAN USE Mind Reading Act and another good Act for Pit Show. Address **SANDY BILLINGS**, care Show. All Musicians write **PUD HEADLEY**, Band Master, care Show. Address P. O. Box 176, until April 8; after that, P. O. Box 23, Chicago, Illinois.

EASTERN STATES AMUSEMENT CO. INC. CIRCUS AND CARNIVAL

WANTED CONCESSIONS AND SHOWS OF MERIT

ATTRACTIONS OF ALL KINDS. SHOWS THAT DO NOT CONFLICT WITH WHAT WE HAVE. PLANTATION SHOW WITH OR WITHOUT OUTFIT

WANTED—Concessions of all kinds. All Wheels open, but are closing fast, as we will carry only a limited number. Write and state what you have. All Grind Stores open.

WANTED—Riding Devices of all kinds. Any Ride that is new and novel will book on very low percentage.

WANTED—Freaks of all kinds for our Twenty-and-One Show and all kinds of Side Show people. Diving Girls wanted for our brand new Diving Show for fancy diving. Long engagement.

We will open the last week of April in city that has been closed to outdoor amusement for the past five years, followed by the best spots in New Jersey and Pennsylvania, with a "circuit" of the biggest and best Fairs in the East to follow.

Fair Secretaries and Local Organizations, write for our Terms and Particulars

WE BELIEVE IN THE GOLDEN RULE
WE CARRY OUR OWN SHOW TRAIN

EASTERN STATES AMUSEMENT CO., Inc.

ROMAX BUILDING, SUITE 316 PHONE, BRYANT 5878 245 W. 47th St., NEW YORK CITY

DIRECTORS:

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H. MILLER, Train Master H. J. SMITH, Lot Superintendent PET. KING, Canvas Superintendent H. SCHMIDT, Electrician

A. ALBERT, 320 MARKET STREET, SAN FRANCISCO, CAL.

CHINESE TRIMMED BASKETS

- Five to a Nest, decorated with five rings and five silk tassels.....\$2.65
- Five in a Nest, decorated with seven rings and five tassels..... 2.75
- Five in a Nest, decorated with seven rings and seven tassels..... 3.00
- Baskets mounted on four legs, come four to a set 6.00
- Beautiful Hanging Tub Baskets, with strings of beads. Each..... 2.00
- Small Giveaway Baskets from 15c to 50c Each.



GENUINE CAYUSE BLANKETS

—200 INDIAN DESIGNS—
IN ANY QUANTITY - \$6.00 Each

We also carry other novelties in Baskets. No catalogs issued. Will submit samples on approval. Small deposit required on samples. We will refund money on all samples if not satisfactory. 25% deposit required on all orders, balance C. O. D.



MERCHANTS LIKE THE E-Z BALL GUM VENDER

BECAUSE it moves his merchandise for cash. It's easy to place these "Iron Salesmen" in the best locations, because they always get big play and bring big profits to the merchant as well as the operator. You should know more about the big possibilities of this wonderful money maker. Write for further information and we will show you how to start making big money next week.

AD-LEE NOVELTY CO., (Not Inc.)
185 North Michigan Avenue, CHICAGO.

CONCESSIONAIRES, JUST OUT GET TOP MONEY
PARK MEN, LIVE ONES, GET BUSY. HOLD THE PLAY OF THE ENTIRE MIDWAY.
A MILLION-DOLLAR FLASH. SHADE AND DRESS NOT MADE OF PAPER.

ELECTRIC LAMP DOLL, 88c,

With 7 feet of wire, 70-watt silk lamp shade, head dress, doll dress and doll hat, all in one. Marabou and feather trimmed. ALL for 88c. HAIR DOLL, 33c. EXCLUSIVE AGENCY FOR KANSAS CITY for Corson. Los Angeles, nifty Silk Dress and Silk Shades. Not paper. One-third deposit with all orders.
EDWARD HARRIS, 507 E. 10th St., Kansas City, Missouri.

EVERY ADVERTISER WANTS TO KNOW WHERE YOU SAW HIS AD.

Established 1893 A House with a Reputation Established 1893

WE CALL TO THE ATTENTION OF CONCESSIONAIRES AND STREET MEN

Headquarters for Rings in all styles, grades and prices. If it is made we have it, from 45c per gross to \$1,000 apiece. Diamonds at the Lowest Possible Prices. Get the Habit of sending us your orders and receive fair treatment and prompt service.



No. 1—The Famous Pitt Chip. Stamped 1-30—14k.

GOLD SHELL.....\$1.65 Doz.
IN GOLD PLATE......95c Doz.



No. 2—A durable Ring for men. Ruby or the White Stone, Stamped 1-30—14k.

GOLD SHELL.....\$5.75 Doz.

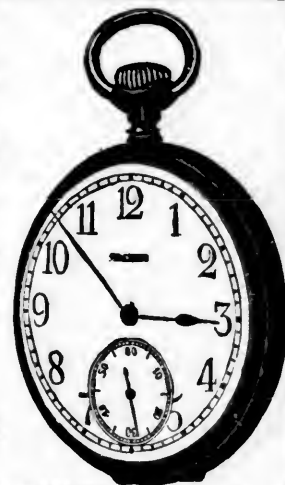


No. 3—The best White Stone procurable. Full Diamond cut. Stamped 1-30—10k.

GOLD FILLED.....\$2.75 Doz.
Same in lighter weight.
\$1.90 Doz.

16 Size, this model, lever nickel movement Watch. A good time keeper.

74c Each.



Manufacturers—S. DAVIS CO., JEWELERS—Jobbers
712 PENN AVE., - - - PITTSBURGH, PA.

Another New and Original Put-and-Take Board

Over 250 WINNERS in beautiful colors
ALL PUTS 10c EACH
Takes 10c to \$2.00
Over 250 WINNERS

Each board pays \$2.50 more profit (get this) than our famous 5c to 25c Put and 5c to \$1.00 Take. This board will revolutionize the game. Send \$1.00 for sample, prepaid, and quantity price list. A cleanup for jobbers and salesmen.

E. B. HILL, 1256 W. North Avenue, - - - Chicago, Ill.

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

FLOODED WITH ORDERS IT'S NEW

CREMO PIES

FLOODED WITH ORDERS IT'S NEW

TRADE MARK REGISTERED. PATENTS PENDING

THOSE DELICIOUS SWEET CHOCOLATE COVERED ICE CREAM PIES

Make them fresh in front of the Public at 1/2 the cost. No tools or outfit to buy.

Cut 16 pies out of a quart of Ice Cream, same as all other Pies are cut. A boy can make them.

We supply you those delicious Sweet Chocolate Wafers. You supply your own Ice Cream, Brick or Bulk.

MAKE YOUR ARRANGEMENTS NOW, AS WE WANT TO SUPPLY YOU PROMPTLY

Sample box of our Sweet Chocolate Wafers and all instructions **ONE DOLLAR** to help pay Express and Packing and Printed matter. Free to our Customers—Formula and instruction of Werder's famous Candy Apples. We supply you free signs for CREMO PIES.

TALK BUSINESS—NO TIME TO ANSWER FOOLISH QUESTIONS

WERDER CHOCOLATE CO.

Office 61 PEARL STREET, - - - SPRINGFIELD, MASS.

LINE O' TWO OF NEWS

New York, March 7.—H. G. Traver, of the Traver Engineering Co., Beaver Falls, Pa., arrived March 3 from the Middle West. He sold three "Seaplanes" last week—White City, Chicago; Peter L. Drew, of the Curtis L. Bockus Shows, Lynn, Mass., and Louis Fink, of Fink's Exposition Shows, New York. Mr. Traver stated his new ride, "The Butterfly" (gyroplane), which is now being made portable, will be ready in two weeks. One goes to Meyer Taxler, on the C. A. Wortham Shows; one to Johnny J. Jones, and one to George H. Dobyns. He declined to give any details of this new device other than to claim it will be the most beautiful ride ever set up on a show lot.

Coney Island, N. Y., March 7.—Mr. and Mrs. Samuel W. Gumpertz arrived from Europe Wednesday, March 1, on the S. S. Cedric, of the White Star line, after nearly four months abroad.

New York, March 7.—Charles Carter, world-touring magician and illusionist, recently arrived here from a long tour of the Latin American countries. It is reported on Broadway that he will make a trip to the Orient in a few weeks.

New York, March 7.—John D. Tippett, who arrived from London on the Olympic February 15, sailed back on the Home of March 1. He stopped at the Hotel Astor, and was in conference with amusement device men, whom he will represent in the European countries, having recently decided to enter the amusement device business among his many enterprises.

MIGHTY DORIS EXPO. SHOWS

Will Hit the Trail April 1 at Kansas City

Kansas City, Mo., March 8.—Everything is bustle and bustle at the spacious winter quarters of the Mighty Doris Exposition Shows, at Eighteenth street and Kansas avenue, Kansas City, Kan. With the arrival of the special train of ten steel cars, loaded with show paraphernalia, from the quarters at Peoria, Ill., this week, the army of workmen will be increased considerably to get everything in tip-top shape for the opening, which is scheduled for April 15, at Kansas City, Mo., and in the choicest location in the city, at Eighteenth and Paseo.

Tom Scully, the popular pit showman, has arrived on the scene from his home in Meriden, Conn., and will start immediately to gather material for one of the swiftest 10-in-1 shows in the country. Joe Callis will manage the "Plantation" and Hawaiian shows the coming season. The beautiful private car of Mr. Lazia is nearly completed. Secretary Harry E. Strubhaar is busily engaged taking care of all the details of the show and has opened offices at the Coates house in Kansas City. Word comes from R. Sheppard, who was electrician on the Natless Shows last season, that he will be on the job in ample time to have his end of the work complete by opening time. The midway will be truly resplendent with the myriad of bright lights and gaudy flags. There will be six beautiful riding devices and twelve high-class shows. Twenty-five cars will be required, and the train thereof will be equipped with electric lights, Mr. Lazia having purchased a large De'co lighting system.—JAMES DAN-FORTH (Show Representative).

BILLBOARD CALLERS

(Continued from page 109)

company. He will probably place his carnival shows for independent dates this season.

Archie Ourl, juggler. To start his next vaudeville tour at the Garrick Theatre, Wilmington, Del., week March 6.

Lucile Roeder, aerialist. Getting a new revolving ladder act together with which she works with a male partner.

Harry Jensen, magician and illusionist. Stopping at the Palace Hotel.

Peter Conklin, known to the show world as the "Shake-spearean Clown," has been playing dates with a talking act. Now resting at his home in Brooklyn.

J. F. Krzyak, "Millmont's Merry Magician," of Ridley Park, Pa. Plays clubs and society events.

Eddie Hayden O'Connor, vaudeville writer. Barney H. Demarest. Booking horse acts for fairs from his office in Newark, N. J.

Edward R. Satter, Jr., son of the press agent for Johnny J. Jones, Exposition.

Jerome Beck, dealer in novelties for concessioners, New York.

James E. Orr, circus agent. Ed Randall, vaudeville cartoonist on The New York Morning News.

RED LIGHT FLASHER

REASONABLY PRICED

ALL ALUMINUM KRISPY ALL ALUMINUM

PEANUT AND POPOORN MACHINE

PERPETUAL-PROFIT-PRODUCERS KRISPY MACHINE CO.

Crounse Bldg. Omaha, Nebraska.

ATTRACTIVE APPEARANCE

SIMPLE CONSTRUCTION

The Motor-Driven Mutoscope

Has made itself famous among arcade men and operators, as it can not be clogged. It always runs when the coin is dropped. We do not print testimonials, but can give you operators' names, and a personal letter will convince you of their great earning qualities. Last year we could not make them fast enough to fill our orders! Order today so we can get them to you before the season opens.

THE WIZARD

Shows you a photo of your future husband and your future wife. Tells you whether or not you will marry, be wealthy, travel, as well as your love affairs. Answers the questions you ask correctly. Gives your future on a card. A big money getter. Get one in your place at once; it's a winner.

THE HAPPY HOME

Shows your future home and tells your wedding date. Shows you how you and your wife look seated in the home with your family. Order one today; they are new and get the money.

BENNETT AUTOMATIC MACHINE CO. BELVIDERE, ILL.

ATTENTION!

Electric Reed Lamps

THE ONLY LAMP THAT PUT THE CONCESSIONERS AND SHOWMEN OVER THE TOP LAST SEASON

These beautiful Lamps are light and unbreakable, stand 18 in. high; shade, 12 in. in dia., lined with the best of flowered cretonne; highly painted and varnished in several different colors, so as to make a wonderful flash.

These Lamps are no junk. They are worn with genuine machine-cut reed and wired complete.

ONE ORDER WILL CALL FOR MORE.

Send \$4 for Sample, POSTPAID.

\$36 Per Dozen. 50 and 100 Lots, 5% Off.

25% required with all orders, balance C. O. D.

If you are not already one of our customers, get in on a live buy and convince yourself.

PROMPT SHIPMENTS.

The Hayward Mfg. Co., 400 Lafayette Ave., Bay City, Mich.

Send for Illustrated Catalogue

BURBANK No. 93

WANTED PARTNER

Have well-equipped one-ring Show and Dog and Pony Circus, all well trained stock, trappings, tents, seats, lights, cook house. In fact, everything complete, in perfect condition. Want to enlarge, and will sell one-fourth to one-half interest to a hustler capable of keeping books and handling money. It will take \$2,500.00 to \$5,000.00 cash to handle this. Or will take Partner with good baggage and sleeping car. CAN PLACE useful Performers, Clowns and Musicians. Side Show Privileges open. Address

MANAGER WESTERN SHOWS, care Billboard, San Francisco, Calif.

Mrs. Arthru Hill, widow of the late famous novelty bicyclist, of vaudeville.

Harry Knowles, talker and lecturer.

James Walsh, concessioner. Back from Santo Domingo.

Lovis Heuman. Looking over riding devices with the view of buying.

M. J. O'Grady, concessioner.

Michael Centanni, general manager Centanni Greater Shows. In town from Newark on business for his shows.

Burns O'Sullivan, manager Jefferson Theatre, New York.

John R. VanArman, general manager VanArman Minstrels. Stopping Hotel Somerset. Says business is only fair.

George E. Harris, horseman, of Middleboro, Mass. Will play fairs.

Harry Francis, vaudeville singer. Has dissolved partnership with Johnny Eckert. They have been playing Keith Time. He will return to his home in Philadelphia for a few weeks.

Henry Meyerhoff, amusement promoter.

Johnny J. Kline and George H. Cramer, of the Spillman Engineering Corporation, North Tonawanda, N. Y. Held a conference in The Billboard office.

I. Fiesides, concessioner, with World at Home and the World of Mirth Shows. Stopping Hotel Flanders. En route from Toronto to Philadelphia, Richmond and South.

Misa Leary, of Richfield Springs, N. Y. A singer, who contemplates a tour over a chautauqua circuit.

Look at the Hotel Directory in this issue. Just the kind of a hotel you want may be listed.

COREY GREATER SHOWS 12th ANNUAL TOUR

2 SATURDAYS—OPENING IN WESTERN PENNSYLVANIA APRIL 27 TO MAY 8, WHERE THEY ARE WORKING EVERY DAY—2 SATURDAYS
FAIR SECRETARIES AND CELEBRATION COMMITTEES GET OUR PROPOSITION!
CAN PLACE Traver's Sealplane and Venetian Swings. WANT Ten-in-One, Dog and Pony, Athletic, or any Novel Show. ALL CONCESSIONS OPEN, except Palmistry, Cook House, Juice, Doll and Sil-

CONCESSIONAIRES STREETMEN AND PEDDLERS

VICTORY Canary Songster



No. B164—Canary Songster, 1 cross in case. Per Case, \$22.50. Per Dozen, \$2.00.



B185—Roaming Mouse. Per Gross, \$3.50.



B186—Vest Pocket Safety Razor. In Metal Box, no Blades. Per Dozen, \$3.50. Imported Razor Blades for above. Per Dozen, 50c.



No. B187—Blade Holder. Nickel plated. Per Doz., \$2.50.



No. B190—Good Luck Ring. Sterling silver. Per Dozen, \$8.50. No. B191—Good Luck R.n.a. Platino-oid finish. Per Dozen, \$1.50.



No. 497—Gypsy. Sterling silver, double stone. Per Doz., \$8.40.

CARNIVAL GOODS

JEWELRY SPECIALTIES

Table listing various carnival goods and jewelry specialties with prices per gross.

PADDLE WHEELS, SERIAL PAPER PADDLES, DOLLS, PILLOWS, ETC. Our 1922 Catalogue will be ready to mail about April 10. Send us your permanent address or write for one at that time. No goods sold to consumers. No goods shipped C. O. D. without a cash deposit.

SHRYOCK TODD NOTION CO. 822-824 No. 8th St., ST. LOUIS, MO.

AEROPLANE CIRCLE SWINGS



We are now building

3

(three) different sizes and models, which means:

LARGE REGULATION STANDARD SIZE, stationary for the larger Parks and Amusement Resorts

MEDIUM SIZE (portable) for the larger Carnivals or Parks, and the

R. S. UZZELL, whose eighteen years as a riding device manufacturer have long been rewarded with the confidence and continued patronage of showmen in both the carnival and park fields.

BABY AEROPLANE CIRCLE SWING

(Portable or stationary) for the smaller carnivals and smaller parks and for the showman who wishes to "gilly"—and when we say "portable" we mean it 100% plus substantiality, sound engineering and compactness and ease in loading and erecting. Our Frech trucks are built to endure and

Of course, we are also making more FROLICS OUR PRICES ARE RIGHT!

R. S. UZZELL CORPORATION, 1493 Broadway NEW YORK CITY (Same Building as the N. Y. Office of THE BILLBOARD) Phone Bryant 785

ATTENTION! BLANKET MEN

The Biggest Hit of the Season. Rushed With Orders. Flash Your Stores with All-Wool Double Plaid Blankets. The Kind That Give You a Big Pay. Used in Every Home.

OUR PRICE LIST FOR 1922 No. 1—All wool, double plaid; size, 66x80, silk bound; \$5.50 Each. Lots of 50, \$5.00. Colors are: Blue, Pink, Brown, Grey, Red and Yellow. 4 1/2 lbs. each. No. 2—All wool, double plaid; size, 66x80, silk bound; \$6.75 Each. Lots of 50, \$6.50.

INDIAN BLANKETS Esmond Indian, 64x78, \$2.75 Each. Case lots, \$2.65. Assorted colors. Esmond Indian, 66x80, \$3.50 Each. Case lots, \$3.40. Assorted colors. Esmond Indian, 66x80, bound edges, \$4.40 Each. Case lots, \$4.25. Assorted colors. Esmond Indian, 66x80, bound edges, \$3.60 each. Case lots, \$3.50. Columbia Indian, 70x90, bound edges, \$4.65 Each. 30% wool. 17 assorted colors. Beacon and Esmond Plaid Blankets, size 66x80, bound edges, \$3.50 Each. Beacon and Esmond Trib Blankets, size 30x10, 62 1/2 cents Each. Princess Plaid Blankets, size 66x84, bound edges, \$2.50 Each. Ladies' and Men's Silk Cord Bathrobes, \$5.00 Each. Children's Bathrobes, \$2.50 Each. Japanese Silk Kimonos, \$6.00 Each.

Terms are: 25% deposit with order, balance C. O. D. Stock on hand for immediate delivery. H. HYMAN & CO. The House of Cotton and Wool Blankets. Manufacturers of Bathrobes. 388 WEST MADISON STREET, Corner Market (Telephone, Man 2453), CHICAGO, ILL. ORDER DIRECT FROM THIS AD AND SAVE TIME.

ATTENTION—Concessionaires and Salesboard Operators

High-grade Gold-filled Pen and Pencil Set, in Fancy Box, \$2.00 Set.



Imported, 24 in., indestructible pearl, in plush-lined box.

Special, \$2.75

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

P. COPLAND & CO., 114 Baronne Street, NEW ORLEANS, LA.

FRENCH ART RUGS

27x54

You can stampepe the rug trade with my just out FRENCH ART RUGS

Colors green, blue and brown. A peach to look at. Wears like iron. Sells on sight. Has the flash for Fairs and Concession Men. Three samples and case, \$4.00, prepaid; 80c each in 25 lots. Money back if not satisfied.

THREE-IN-ONE BAG

Hand Bag, Change Purse and Shopping Bag. 11x17. Cut price, 37 1/2c each. Sample, prepaid, 50c.

PLYMOUTH BAG

11x15 Leatherette cretonne lined. The best Bag made. Sells for \$1.50. Cut price, \$6.00, prepaid, per dozen. Sample, 65c, prepaid.

ARTZKRAFT FELT RUGS

The \$18.00 grade for \$14.50 per dozen; in 5- dozen lots, \$14.00. Sample, prepaid, \$1.50.

CALIFORNIA FLOWER BEADS

Gold Medal, the best. 30 inches long. \$6.25 per dozen, prepaid; \$65.00 per gross.

All goods sent with privilege of return if not satisfactory. One-third deposit on orders, balance C. O. D. Twenty years in the business. Largest sales last year of any one in the U. S. selling these goods. Fifteen other lines of Rugs and dozens of Novelties in stock.

Write for circulars. Ref.: Dun's Merc. Agency.

E. CONDON, IMPORTER and MFG., 12 Pearl St., Dept. A, Boston, Mass.

A NEW IDEA A NEW DISCOVERY \$100,000,000 FOR BEVERAGE DEALERS

The logical beverage is fruit juice or cider. Not artificially colored and flavored carbonated water. People demand and enjoy the true fruit juice. We have invented a process whereby a fresh fruit juice or cider just like it comes from the press can be served instantly and at any time simply by mixing our CONDENSED CIDER OR FRUIT JUICES with plain water, 1 part to 10. No chemicals or preservatives. Healthy and delightfully palatable. Made in Apple, Orange, Grape, Lozanberry, etc. 1 pound, prepaid, for 60 cents, makes 1 1/4 gallons, ready for drinking. At five cents a glass yields \$2. Exclusive rights. Special dispensers.

AMERICAN BEVERAGE CO., St. Louis, Mo.

CONCESSIONAIRES

SOMETHING RADICALLY NEW FOR YOU

Write for Details

BOEHM DECORATING COMPANY, Minneapolis, Minn.



RAISIN SWEETS

CANDY CONCESSIONER AND PRIZE PACKAGE USERS

Do you realize the hit Sun Maid Raisins made all over the country? We got them. You'll get them. They like them because they are pure, seedless, Nature's confection. We pack our Raisin Sweets in a glassine package, put in a box with a gift of value. These Raisin Sweets made good in one day, so we have made arrangements on a larger scale to cater to all the Prize Package users throughout the United States. In making these arrangements we pride ourselves in having with us the most capable men that are putting our Prize Package ahead of anything on the market.

Ballys sell easy enough, but Oh what a job to work off the small enclosures. Now this is where we shine. Our aim is good enclosures in all packages. The candy agent handing out Raisin Sweets does not have to dodge anybody, because he delivers wonderful values and varieties to all. And last, but not least, comes our Ballys, displayed beautifully, every one a flash. Being manufacturers and originators of novelties, purchasing gifts on the American and imported markets, picking up large quantities of jewelry novelties right here in the home of the jewelry industry, is the reason why we want to get acquainted with those we do not know, to prove to their satisfaction that Raisin Sweets is a winner. 1,001 VARIETIES in beads, bracelets, hosiery, dornie boxes, lingerie, soutoires, knives, muffers, fountain pens, cigarette cases, dresser scarfs, manicure sets, neckwear, rings, razors, chains, cuff links, vanity cases. Many others too numerous to mention.

1,000 PACKAGES.....\$52.50. 500 PACKAGES.....\$26.25. 250 PACKAGES.....\$13.13. 25 Ballys Packed in Each Carton of 250.

We absolutely guarantee every package. Money refunded if not satisfactory. We pay the express charges. Orders shipped same day without fail. 25% cash with order, balance C. O. D. Act quick.

BANNER PRODUCTS COMPANY, 37-49 Snow Street, Providence, R. I.

"HARD TIMES" PARTY

Given by Ladies' Auxiliary, H. of A. S. C., Proves Success

Kansas City, Mo., March 6.—The fun party of the season of the Ladies' Auxiliary of the Heart of America Showman's Club, was held Friday evening, March 3, in the ballroom of the Coates House. This was given complimentary to the men's club by the ladies and there was a good attendance. It was a "tacky" or "hard times" dance and, judging from the wearing apparel and looks of the wearers, it was all of that—but, from the refreshments, orchestra, etc., it didn't seem a bit like hard times. The exciting and thrilling part was the "little room" just off the dance floor, into which guests who were the least bit dressed up were ushered. Here a system of fines was imposed upon the "hailed-before-the-court" victim and the following scale carefully gone over and observed: New shoes, 10 cents; new suit, 15 cents; new dress, 15 cents; shoes shined, 10 cents; silk hose, 10 cents; silk socks, 10 cents; silk underwear, 25 cents; jewelry, 25 cents; rouge, 10 cents; hair ornaments, 10 cents; haircut, 20 cents; shave, 10 cents; contempt of court, 25 cents; all-dolled-up, \$1. The fines ran from fifty cents to one dollar and were cheerfully paid by the "victims" (they had to be paid, as the victims didn't get back to the dance floor until they had "come across"). C. J. Chapman and R. C. Elgin acted as "policemen" and Max Dillae, "scout" for the ones who didn't wear "the seal of approval"—the badge they won after "anteing." Mrs. C. J. Chapman was "judge," assisted by Mrs. Max Dillae.

Another amusement feature of the evening was the four large "grab bags" at ten cents a grab and, oh, what was in them—every conceivable noise maker, and dolls' bibs, caps, etc., etc. About eleven o'clock, refreshments were served and serpentine and confetti distributed among the guests and a rollicking good time enjoyed by all. There were so many "rags" and "tags" there that the writer couldn't begin to enumerate the costumes, but just imagine all the shows in and around Kansas City, and the owners and representatives thereof and a pretty good idea may be gained of who was "present." Mr. and Mrs. Noble C. Fairly made the trip especially from Leavenworth to be present. Mrs. Tom Allen looked like a mischievous small child, Mrs. J. H. Johnson, a prim and precise lady—in her long old-fashioned gown. Nell Esler, in a frock that had "seen better days." Mrs. Arthur Brainerd, a demure waif, was also Helen Brainerd Smith and Mrs. E. B. Grulis. Little Alfretha Loomis entertained during the intermission of the dancing with her imitable rendition of the "Humpty Dumpty" song, followed by an encore. When the local billboard representative left, about 12:30, on account of having work ahead the next day (which most of lucky participants in the festivities did not), it was "still going good," with every one laughing and gay, and "having the time of their lives."

BENNIE FEINBERG QUILTS THE CARNIVAL BUSINESS

Chicago, March 9.—Bennie Feinberg, for fifteen years a promoter and concessionaire with the best-known carnival organizations, has left the show business hat. He has purchased three motor trucks and will engage in the motor express business, making long or short hauls, day or night. His place of business will be at 1511 North Clark street.

PLANS ADDING ANOTHER PLANT

New York, March 8.—The Paramount Amusement Device Corporation, of Brooklyn, N. Y., manufacturer of the "Frog Pond," "Pill Ball" and "Pill Poker" games, has nearly reached its capacity for 1922, due to the great demand for its new devices. Plans are now being completed to take over another plant to take care of the usual late rush orders.



DON'T PASS—BUY

"TODDLES," the Dancing Shimmie Doll. A beautiful 15-inch model of Matured Feminine Loveliness, a dancing "Sept. Morn," in fact, clothed in silk. Season Spl., \$15.00 doz., Chicago. Sample, postpaid, \$1.75 each.

400% Profit SPECIAL SALESBOARD DEAL. Returns \$39.00—Costs \$5.00, Chicago. Six Dolls and Salesboards, Fast Playing, 1c to 15c chance assures quick sale.

PREMIUM SPECIAL 27-in. graduated, genuine INDESTRUCTIBLE PEARL NECKLACE, 10-K. white gold clasp. Blue plush satin lined box. \$5.98. Satisfaction or money refunded. All terms: One-third cash, balance C. O. D.

ATLAS DOLL CO., Inc.
6811 East End Avenue, Chicago, Ill.



Do you want good, honest, prompt, dependable service and prices that are right? Then get in touch with me.

UNBREAKABLE DOLLS, MA-MA DOLLS, ELECTRIC BEARS, DOLL LAMPS, CHINESE BASKETS, BLANKETS, SILVERWARE, BEADED BAGS, MANICURE SETS, ALUMINUM WARE PILLOW TOPS, CANDY,

Paddle Wheels, Serial Paddles, Canes for Cane Rack, Hoopla Goods, Watches, Clocks. A full line of Novelties, Whips, Squawkers, Balloons, Rubber Balls, Flying Birds, etc.

M. SHAPIRO

418 Market Street, Philadelphia, Pa.



Ehring's Attractions, Inc.

WANT

Respectable Shows and Concessions

We are not in need of financial assistance but do want a real 10-in-1 and several clean pit shows. All wheels "X"; 2 stores alike only. Our 25 years of successful business means much to you. Open near Columbus, O., May 8.

EHRING'S ATTRACTIONS, Gay and High Sts., COLUMBUS, O.

SOUTH CAROLINA ACT

Bars Tented Shows, Except Circuses and Chautauquas—Carnivals Can Play State and County Fairs

The House of Representatives of South Carolina, on March 2, refused to grant the request of the Senate for the return of the Blease Bill, which had passed its third reading, to prohibit the showing of tented attractions, as provided by the bill in that State, the bill having been ordered enrolled for ratification 24 hours before the request was made, and needed but the signature of the Governor to become a law.

By the ruling of this legislation it virtually, if not absolutely, prohibits the exhibiting of dog and pony shows, dramatic shows, vaudeville shows, carnivals, minstrel shows and other attractions playing under tents—except circuses and chautauquas—in South Carolina, except as noted in the bill, a copy of which was furnished The Billboard (without any later amendments) as follows:

To prohibit the exhibition of certain traveling shows and carnivals in this State and to provide a penalty therefor.

Be it enacted by the General Assembly of the State of South Carolina:

Section One—That on and after the approval of this act no carnivals and no traveling shows exhibiting under tents shall be allowed licenses or be allowed to exhibit within this State. Provided: That the provisions of this act shall not apply to circuses, which may be licensed for a time not exceeding forty-eight hours at one place in any one year, and provided further: That the provisions of this act shall not apply to chautauquas and carnivals at State and county fairs. Provided: That only carnivals to which no games of chance or gambling devices are attached shall be allowed to exhibit in this State.

Section Two—Any person violating the provisions of this act shall be fined not more than five hundred dollars (\$500), or imprisonment of not more than three months for each day said tent shows and carnivals are exhibited.

Section Three—All acts or parts of acts inconsistent herewith are hereby repealed.

This bill had its first reading on February 1, 1922. Several representatives of tented shows remained in Columbia, S. C., during the later readings of the bill and worked energetically to secure at least some amendments to the bill as presented, but to no avail. Among these were several representatives of carnival companies who were in the city during the meeting of the South Carolina fair secretaries at the Jefferson Hotel, Columbia, on March 1. These included R. A. Johnston, of the Mathew J. Riley Shows; Walter B. Fox, Zeldman & Polle Shows; Jack V. Lykes, Frank West's Bright Light Shows; Harry Ramish, J. F. Murphy Shows, and a few others whose names have not been announced.

C. F. ZEIGER UNITED SHOWS

Fremont, Neb., March 7.—Work at the winter quarters of the C. F. Zeiger United Shows is going along fine under the careful eye of Dan Brydon, the superintendent. The work will be done in plenty of time for the opening here the last week in April.

Mr. Zeiger signed contracts last week with Montana Bill to furnish his Wild West with twenty head of stock and ten people, including ropers, riders, steer bulldoggers and fancy rifle shooting.

Mr. Zeiger has just returned from the West with more contracts, one being a State convention which is considered a dandy date. Mr. and Mrs. T. E. Brewer will be on the United this season with their concessions.—W. W. BARNES (on the Show).

(NEW SKILL GAME) INDIAN ARROWS

Sell anywhere when wheels don't. Fast 10c grind. Sell "one" arrow 10c. Work with gum, five-way and large fish. Simple to operate. For particulars address CHARLES SHICK, 62A Ralph Ave., Brooklyn, New York.

CHINESE BASKETS of all KINDS and STYLES

HANGING BASKETS—THE NEW ITEM FOR THE 1922 SEASON

These Come Beautifully Trimmed with Silk Tassels

ALSO A NEW LINE OF BASKETS TRIMMED WITH COMPOSITION ARTIFICIAL FRUITS AND FLOWERS—WORKS OF ART BY REAL ARTISTS—AT SPECIAL PRICES TO QUANTITY BUYERS.

Chinese Bird Cages, Embroidered Bags, Dolls and Lamp Dolls

ORDERS SHIPPED SAME DAY RECEIVED

DEPOSIT REQUIRED WITH ALL ORDERS



\$2.75 PER NEST OF FIVE

J. J. DAVIS, 185 Stevenson St., SAN FRANCISCO, CALIF.

\$6.00 PER SET OF FOUR

THE BAXTER & HANSEN
GREATER SHOWS
P. O. BOX 576
COLUMBUS, OHIO.

WANT 1 Show to Feature, 2 more 10c Grind Shows, Motor or Silodrome. Wheels, \$25; Grind Stores, \$20. Wagons for everything. Concessions write us what you have. Some choice ones left. WANT Polers, Chalkers. Workingmen in all departments. Also Second Man. SHOW OPENS within 50 miles of Columbus, O., April 29th. Two Saturdays.



18 In. High, \$18.00 Dozen. 24 In. High, \$22.50 Dozen.
22 In. High, \$21.50 Dozen.

CARNIVAL and BAZAAR SUPPLY CO.

When Opposition Is Tough, Try These Dolls

BEACON INDIANS, Size 60x80, bound all around, \$3.50. 66x80, \$4.25, 72x90, \$3.75.

CRIBS, 60 Cents Each.

BASKETS, Single Rings \$3.60, Double Rings, \$3.75. Assorted Colors.

FOUR PIECE CHOCOLATE SETS, \$2.98.

ALUMINUM, 19-Piece Sets-19. \$6.50 Carton.

BUCKEYE SETS, 48 Intermediates-48, \$23.50.

BUCKEYE CAPITOLS, 24-Pieces-24, \$30.22.

21-Piece MANICURE SETS, \$1.45 Each.

TOURAINÉ CHOCOLATES, 23 cents a Box.

WHEELS SALES-BOARDS PADDLES, Etc.

Lowest House in New York.

28-30 E. Fourth St., New York City Telephone Spring 1183

BALLOONS, WHIPS NOVELTIES, SPECIALTIES, Etc.



No. 60—Heavy Balloons	Per Gross, \$ 2.45
No. 75—Heavy Gas Transparent Balloons	" " 3.75
No. 60—Two-Color Patriotic, assorted	" " 3.75
Best Reed Sticks	" " 35-45c
Large Dying Broadway Chickens	" " 13.00
Small Dying Broadway Chickens	" " 8.00
Dying Pigs	" " 8.00
Souvenir Whips	" " 4.00 and up
Return Balls	" " 1.25 and up
Japanese Long Glass Beads	" " 4.50
Tongues and Eye Balls	" " 6.00
Filler, for filling Balloons with Gas	Only 12.50

We carry the full line of Souvenir Novelties, Corfetti, Blowouts, Paper Hats, Carnival Goods, Premium Goods, Demonstrator's Articles, etc.

Deal with us and save money. Send for our new catalogue, it is free. Samples of our new Balloons, Numbers 60 and 70 Transparent, free on request.

WRITE TO

M. K. BRODY, 1118-1120 S. Halsted St., CHICAGO, ILL.

THE ROBERTSON & JENNINGS SHOWS OPEN EARLY IN APRIL—IN SOUTHERN OHIO

GOOD TOWN AND DRAWING FROM 4 OTHER TOWNS.

Want to hear from real Show People, with or without Tops. Can place any good Show. Would like a real Five-in-One, Walk Through or Platform Show. Concessions: no exclusive except Juice, Cook House, Blankets and Palmist; these are taken; all others open. We have three Rides, three Shows, and the best of reference as to the moral and refined character of our Shows. We tolerate no strong Games. All Concessions, 10c straight grind. Address

C. L. JENNINGS, Gen. Delivery, Hillsboro, Ohio.

CALL! NOTICE! MACY'S EXPOSITION SHOWS

Open March 20th, Matoaka, W. Va., Auspices Fire Department. Gyp White, Walters, Doc Doyle, Perkins, Jones, Monty, Ernie, Bee, Mary, Thelma, Gladys, Glenn, Emmalou and all others, GET ON THE JOB. Can place Shows, Rides, Concessions. What have you? Address Roanoke, Va., until 14th; then Matoaka, W. Va.

GOLDEN RULE SHOWS

Upper Sandusky, O., March 8.—With the opening date just a few weeks in the distance the Golden Rule Shows have completed their lineup with the exception of a few concessions. It follows: Al Cramer, three-abreast Herschell-Spittman carousel and Big Eli; Prof. Ben Ogle and his twelve-piece band, Cleo Mitchell's Minstrels, Captain Sawyer with his Iris, Lady of Mystery; Athletic Show, in charge of Jos. F. O'Loughlin; Clarke's Illusion Show and Monkey Speedway. Concessions—J. E. Cowen, unbreakable dolls, fruit in aluminum, ham and bacon, groceries, beaded bags and novelties; C. R. Cramer, silverware, teddy bears and plaster dolls; Joe Kerr, camel and doll lamps; Max Goldstein, blankets and tumble-bug; Oscar Stecher, Boston bags; R. D. Snyder, leg-baskets; Frank Carter, candy; John Coleman, pitch-till-you-win; S. Mills, waffles; E. E. Shepherd, ice cream candy; James Pappas, high striker; E. G. Todd, cookhouse; Mrs. Al Cramer, Juice; Madam Charlott, mitt camp, and the writer with four grind stores—SALAD KING (Show Representative).

RINKS AND SKATERS

(Continued from page 97)

distances are half mile, one mile, two, three, five and ten miles, the winners to be judged on the point system."

WITH McINNIS AND KING

Johnny Jones, roller skater, formerly of the team of Edwards and Jones, recently concluded a trip thru Western rinks and is now with McInnis and King, in New England, doing a novelty dancing and skating act. Johnny asks if there is anyone doing a spin on a table at present. Who can tell him?

LAUNEY WITH BROOKLYN RINK

Art Launey, Philadelphia speed skater, is now at the new Brooklyn Roller Rink, on Empire Boulevard, and he reports that the races held there every Wednesday night are quite popular and drawing good crowds. On February 22 Launey won the Inter-City Brooklyn-Philadelphia match race before one of the largest crowds that has ever witnessed a roller race in Brooklyn, who held the metropolitan district professional championship, defeating Oliver Walters. Launey took all three heats, winning the quarter-mile in 46 seconds, the half in 1:26 and the mile in 3:14. The last event was the most hotly contested, Walters closely pressing Launey throughout the race.

MOSS & BURNS HAVE PHILA. RINK

Chas. D. Nixon, "the skating jay walker," is now at the Adelphi Dancing and Roller Skating Academy, formerly the Palace, 39th and Market streets, Philadelphia, Pa. The rink is under the management of Moss & Burns, who are new in the skating game, but experienced in managing dance halls.

Nixon is floor manager of the new rink, and among other members of the staff are Charlie Kelly, speed skater, and Bill O'Brien in the skate room; Shorty McLoughlin and "Curly" Gurg, skate boys; John DuComb, Wm. McElroy and Geo. Kanaly, instructors. A seven-piece band furnishes music. Match races are held each Wednesday night.

The rink issues a weekly paper which is edited by Jimmy Carney, who was floor manager at the Third Regiment Roller Rink in Philadelphia last year and is now floor manager of the dance hall at the Adelphi.

The Adelphi opened Saturday night, March 4, to a crowd of about 750, and has been drawing excellent patronage since, Richardson skates are used.

SKATING NOTES

O. M. Horsley and Ray Cornell opened a roller rink at Richmond, Mo., on February 6 with an equipment of 125 pairs of Chicago fiber skates, and Mr. Horsley reports that they are doing a nice business. They will remain at Richmond thru March, then move South. Their rink is known as the Roll-a-Way.

Geo. W. LeMay staged a rube carnival at his portable in Bloomington, Ill., on March 2, which was enjoyed by 300 skaters. Some excellent races also are being held at the rink, and the last week in March a street marathon is to be held.

E. L. Hayes, manager of Judd's Roller Rink, Cleveland, O., continues to please his patrons by putting on something different. The Washington's Birthday party drew a wonderful crowd, and the following week a hoopla party went over big. Dan O'Leary, the veteran walking champion, appeared at the rink on the night of March 3 and, of course, brought out a lot of his admirers as well as augmenting the skating crowd. The rink now has an eight-piece band instead of an organ and patrons are loud in their praise of the change.

A three-mile race for professionals, at River-view Rink, Chicago, March 1, was hotly contested. Launey was leading the field at five to go, with Al Krueger second and Jack Clark third. On the last half lap all three made a dash for the line, Clark winning by a foot; Launey was second and Krueger third; Geo. Schwartz, fourth; N. Champion, fifth; Eddie Kelly, sixth. Time, 7:42.

C. C. Cuthbert, manager of Harden Park, Burlington, N. C., is opening a roller rink at the park. The rink is to have a new floor and will be nicely equipped.

Homer L. Holt recently appeared at Riverdale (Cal.) Rink in exhibitions of fancy skating.

SHOWLAND EXPO. SHOWS

New booking Shows, Rides and Illusions. Have booked Posing Show. Concessions all open. Grind Stores, \$25.00. Exclusive on Wheels open, \$50.00. Pop Corn booked. Contract early. Get your pick. 116 Moore, E. Boston, Massachusetts.

FOR SALE—Two 1,000 candle power Pressure 1-Gallon Gasoline Lamps. First \$25.00 takes them. JEAN KOPF, Peoria, Illinois.

OPENING APRIL 17, ELLENVILLE, N. Y.; SCRANTON, PA. THE FOLLOWING WEEK. Concessions still open: Wheels, Aluminum, Fruit, Grocery, Teddy Bear, Silk Shirt, Beaded Bags, Large Clocks and Boston Bags. Want the following: Grind Stores, Seing Ball, Tally Ball, Pop-Em-Up, Dwell's Bowling Alley, Long Range Gallery, Cigarette Gallery, Huckleby-Buck, Knife Rack, String Game, Ten Pin Game, Cats and Big Tom Ball Games. M. J. LAPP, 19 Hickory St., Ellenville, New York.



THE NEW WINDHORST INVERTED ARC LAMP

1000 Candle Power Will Burn in Any Wind or Storm Without Flickering

Send in your lamps and lighting equipment for repairs—NOW.

We are also headquarters for Jumbo Glove Burners, Pumps, Tanks, Hollow Wire, Etc.

Managers, Write for Circular

Bankrupt Stock, NOW ON SALE, of the Primo Light & Mfg. Co.

WINDHORST SUPPLY CO. 106 N. 15th ST. ST. LOUIS, MO.

THE COLOR WHIRLER TAKES THEIR EYE

GREATEST ATTRACTION OF THE SEASON.

Every youngster wants one. Retail for 50c and 75c. They sell themselves any place where children play, because they whirl red, white and blue.

CONCESSIONAIRES TAKE NOTICE! We sell at same price to all direct from the factory in lots as low as four dozen. Full information and quantity price list free. For 80c we will mail a sample of each style, postpaid.

Color Whirler Nov. Mfg. Co.

916 N. Kedvale Ave., CHICAGO, ILL.



AGENTS AND CANVASSERS

Make money spare time selling

SILK HOSIERY

Send \$4.25

For complete sample outfit (5 pairs). Money cheerfully refunded if not pleased. Write for price list.

SILKTEX HOSIERY MILLS

322 Fifth Avenue, NEW YORK.



BIG PROFITS

3-IN-1 COMBINATION

Hand Bag, Change Purse and Shopping Bag. Made of heavy black auto leather.

NOW—\$6.00 Per Dozen

Gross, \$66.00; Sample, 75c

LEATHER PRODUCTS CO.

167 W. Monroe Street, CHICAGO, ILL.

THE FROG POND, PAGE 108

Famous Pill Ball Games, Page 107

FOR SALE—NEW GOODS—Genuine Indian Moccasins, Navajo Bugs, Hand-made Blankets, Baskets, Beaded Goods. Write for catalog. INDIAN NOVELTY CO., Tulsa, Oklahoma.

Philadelphia Mailing Privilege, \$5 Monthly

Good effect on letterheads for biz business. Mail received, forwarded; calls received. Write for information. SHUMWAY, 2816 North 28th, Phila.

FOR SALE

Good Three-Abreast Merry-Go-Round, in first-class condition. Set up and ready to run right now. BUENA VISTA SPRINGS CO., End of 9th Ave., N., Nashville, Tennessee.

AMERICAN EXPOSITION SHOWS

LYCEUM & CHAUTAUQUA DEPARTMENT

Conducted by FRED HIGH

WE SHOULD OFFER \$50,000,000 NATIONAL PRIZE

Aviation Can Solve Our Transportation Difficulties—Lyceum and Chautauqua People Should Lead—Have We Learned From Our Failures?

The lyceum and chautauqua could lead and should lead in many things that must be done for world betterment. We not only believe that this is true, but we are willing to lead in the fight. Spend our own money in the campaign. Stand up and be counted when the roll is called.

The lyceum and chautauqua could create such a sentiment for a better means of transportation and travel at this time that the world could hear our demand and then sit up and take notice of our plans. We have the men and means. We have the machinery and all we need is the unifying plan and the directing hand.

The greatest problem before the American people today is whether or not the people or an autocratic bureaucracy shall rule. On this problem the lyceum and chautauqua would split. Managers are naturally autocrats. Talent by circumstances are or ought to be for the democratic form of government.

The second great problem is undoubtedly the solution of our transportation needs. On this question the lyceum and chautauqua could and probably will, sooner or later, unite. Their interests are all on the same side. They are mutual and are the same as the people's interest.

Even our peace conference has been unable to satisfy a great and growing body of earnest, honest Americans, both Republican and Democratic in their political affiliations. But on the work of solving the transportation problem that will bring the greatest good to the United States and to the world there need not be more than a stupid minority, in which case the opposition would be composed of the mentally small, the trained crooked and naturally perverse. Our lecturers should stand before the average American audience and explain how Uncle Sam has paid the railroads more than a billion dollars in the form of subsidies during the past couple of years, tell how the automobiles have tried to solve the short-haul problem only to add billions more to the taxes of our people, refer to the fact that President Harding pleads for the merchant marine and says it must be given millions annually that will run into billions, since we have already spent more than a billion dollars trying to make aerial navigation possible, and we should change our present tactics and get back to American ways that have always proven successful.

Why can't we advocate that Uncle Sam hang up a national aviation prize and offer \$50,000,000 for the first American mechanic, inventor or workman who shall come forth with an airship that will carry at least five times its own weight and arise and alight vertically and fly at least 200 miles an hour? This test must call for the ship to be able to alight with bird-like ease, for it is in getting off the ground and getting landed that our present flying machine is weakest.

How much better it would be for us all if Congress were to hang up a \$50,000,000 national prize than for our swivel-chair experts to go to and buy volcanoes that erupt as soon as they are tread on our free American soil. When the Roman, largest dirigible in the world, crashed to earth and 34 of our American aviators were killed in the blimp blast that followed we were given a setback in our national enthusiasm and probably \$1,500,000 was worse than wasted.

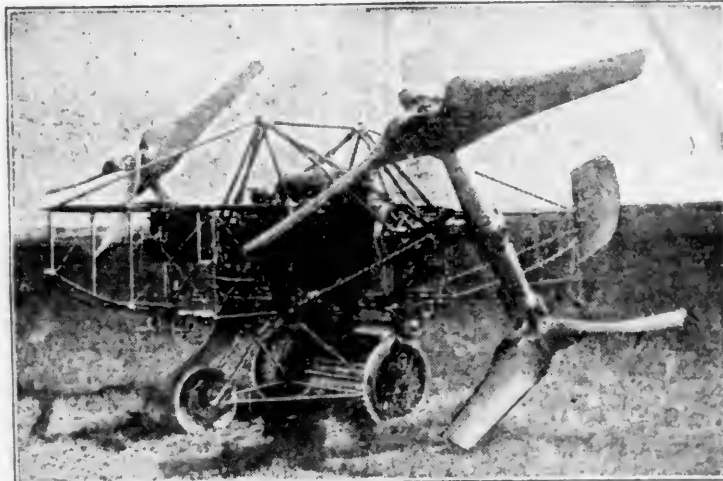
We recently purchased a gas bag from England and it burned and 44 good aviators were killed. This cost us another \$1,000,000. Still our experts go right on buying death-traps from Europe and spending millions building up foreign aerial manufacturing plants and Congress votes a more pitance for our own efforts. Why do we buy these foreign-made, obsolete, inefficient, impracticable death-traps? Haven't we learned anything from Germany's experience? Don't we know that the Germans soon found out that the dirigibles as military factors were of little value. They were unable to maneuver in windy weather, not so much when they were actually in the air as for starting and landing. Wet weather affected them and greatly reduced their lifting power. They were unable to drop bombs with any degree of accuracy, it being barely if not entirely a matter of chance when the bombs hit. Often a town of more than a square mile of area proved too small a mark, and Zeppelin bombs often fell in the fields and woods as much as a couple of miles from the point at which they were aimed.

Germany had 101 Zeppelins, the total cost of which was \$100,000,000. She made 41 raids on England and 22 on France. When the war broke loose Kaiser Wilhelm, now "Bill" Hohenzollern, wood chopper and "ex" of a lot of things, said in an address to his troops: "Our dirigibles will bring England to her knees."

It is a matter of common knowledge that these raids in England served only to increase

her recruiting and increased to a white heat her contempt for the "baby killers," as they termed these German raiders. England lost 354 civilians and 547 military men and France lost 101 civilians and 122 military men. Germany lost in these raids 48 dirigibles and 17 were so seriously wrecked as to be dismantled and four were employed as school ships. Germany lost 1,440 men as against 608 of its adversaries. Her loss was a military loss, while the great majority of those killed by these

A CHICAGO HELICOPTER MACHINE



Wm. Lehnwader worked for years on this style of machine, and it is at last attracting international attention. So far the greatest objection to this form is made by experts and amateurs alike when the absence of volplane factors are noted. Suppose the machine or engine were to suddenly stop, then what? Still this is a real start and in principle has demonstrated that the idea is not impracticable.

ponderous fizzes were women and children, a civilian loss.

Those great supposed super-dreadnaughts of the air destroyed \$23,000,000 worth of property on their raids as against their own economic loss of \$10,000,000. No wonder the economists and the military experts united in saying that as weapons of invasion and offense the Zeppelins were a ghastly and desperate failure.

The Allies' moral victory and the German loss in the court of the world opinion were even greater than the allied economic and military victory and Germany's defeat.

Still there are millions for some one in manufacturing dirigibles, so our Navy Department is fostering the building by foreign manufacturers of super-airships at a cost of millions that are mounting to the billion-dollar figure that was so condemned by these very same powers that be.

The air fighters had miserably failed, but the commercial airship had triumphed when in July, 1919, the British Dirigible R-34 made the successful trip across the Atlantic Ocean in 108 hours, carrying 31 persons.

England is fast becoming the mistress of the air, as she has for years been the mistress of the sea. While we Americans are devoting our time, money and brains to building a great naval force, England, wise old John Bull, is devoting all energy to building a great aerial force that will carry the commerce of the world in times of peace and will be the world's most effective fighting machine in time of war.

Can we Americans allow the stain of our \$1,000,000,000 aero blizz and disgrace to so dishearten us that we are going to allow our own master invention to pass out of our hands to be used in competition with us in times of peace and against us in times of war?

We have become the greatest nation in the world developing our ideas and encouraging our inventors, manufacturers and producers by our system of county, State, national and international prize awards. Shall we turn our back on this system now?

Why can't our fairs, expositions and municipalities offer suitable prizes for the development of the new needs of the aerial development that will do for this great system what has been done for agriculture, stock raising, manufacturing and commerce?

We wish that we might have our way in this matter and, instead of spending billions of the people's money, we would offer \$50,000,000

as a national prize for the person or persons who successfully build and meet the demands as specified.

This would be a national incentive that would set the world's greatest inventors, mechanics, business men, manufacturers and statesmen to work. If they failed it would not cost the government a penny. If they succeeded this \$50,000,000 would be a mere bagatelle as compared with the millions that we could save on manufacturing implements of war, for we could then have the real offensive and defensive fighting machines that could be as readily equipped and manned for war as our tanks and trucks were in the World War.

We would build up a new era of transportation which would surpass that developed by the railroads. If the World War has taught us anything it certainly has taught us the need of promoting those forms of trade and commerce by land, sea and air which could be turned immediately from the ways of peace into the channels of war.

We must build for peace and for the good of mankind such crafts that will meet the highest ideals of a Christian civilization during times of peace, but which can be turned into such instruments of defense that in times of war they can outclass battleships, super-dreadnaughts, poison gases and all the heinous means of taking human life that greed and hate can devise.

America must stand supreme in her defense.

SHALL WE HOLD A HOME TALENT CONVENTION?

There has been so much interest shown in the Home Talent Productions and those interested in this field that we have found it impossible to meet the demands upon our time to respond to be done in the interest of this great activity. We are willing to do all that we can do to help out, but we do feel that what is needed is for the various producers, directors and those taking part in this movement to get together and work out some things that could be done to advance this activity.

We wish that a get-together meeting could be held in Chicago some time, say about the third week of September. We could organize a permanent Home Talent Organization that would do more in a week to make this a real profession than a year's work by the gum-shoe method could do.

For instance there are a number of Home Talent Producers who are putting on copyrighted plays. These people are doing a legitimate business. They constantly meet the by-players who prize plays and ponder the public, with the result that it is hard for real producers to get a hearing in that town for months after the coast has moved on to some other place, there to impose upon real workers and to take advantage of the conditions that art and honest labor created. We could assist the copyright holders in putting some of these where the copyright laws could handle them.

The fellow who has nothing at stake but his gab, and who offers to put on a show for half what the real producer is charging, but who in the long run soaks the local people more for a half-baked production than a real show would cost, could be given a hot seat at the big family table. This would be a real gain.

The people who produce these plays and put their life into their offering could be given the real standing that a profession can give, if we would get together. Yes, all the men and women who train these local performers could meet and shake hands, and did our that they are a part of a great profession, and are not mere individuals who are working for a production company.

How would Thursday, September 14; Friday, September 15, and Saturday, September 16, suit as the time to hold this Home Talent get-together meeting? Write and let us know what you think about this. The International Lyceum and Chautauqua Association will be held September 16, 17, 18 and 19, so you could meet the managers and get acquainted with this line of work. You could arrange some cooperative efforts that could be worked out for the good of all. You could get in touch with how to prepare plays for the chautauqua, and arrange for the directors who wish to put in the summer in that way. It could be made of mutual interest.

We hope that all who would like to meet in Chicago at some good hotel and spend about three days getting down to business will write us a personal letter and give us your ideas of what we should do, and what sort of program we should build, who should be allowed to join the forces and who should be invited to attend the convention.

Here is one of the problems in which the entire profession is interested, and it could be given intelligent discussion and worked out with profit to all. That is the problem of summer employment for the directors, the solution of which would take Home Talent Productions out of a seasonal employment class and make it a year-round activity.

We will gladly help arrange for such a gathering, but we do feel that, in order to make this the success it should be made and is capable of being made, we must have the co-operation of those who are engaged in this work. The more the merrier. Write us in full on this, and do it at once. Address Fred High, 35 S. Dearborn street, Chicago.

LECTURES AND MUSICIANS

In the "Also Ran" Class

This year's chautauqua program promises to be bigger and better than ever. The chautauqua will open Thursday, June 29, and will close July 4. This will again give us the Sunday program which was very much enjoyed last year.

The play this year will be the famous New York success that ran for 441 successive nights on Broadway and 319 successive performances in Chicago. The most successful comedy-drama produced in America for years, "Turn to the Light." The chautauqua management promises that it will be the most finished production that they have ever produced.

The music and lectures will be of the same high standard that has been maintained in former years.—MIDDLETOWN (PA.) JOURNAL.

SWARTHMORE WINTER CHAUTAUQUA CIRCUITS

The Swarthmore Premier Festival is a circuit of 150 towns, the Americana Festival Circuit is made up of 140 towns, the North Atlantic Festival is a circuit of sixty towns and the Middle Atlantic Festival is the baby circuit and takes in fifty-six towns. These are all three-day events. Two programs are given each day and they close with a junior chautauqua and stunt party.

PRESIDENT HARDING

To Attend Lecture Conference

The International Lyceum and Chautauqua Association will hold a lecture conference in Chicago Wednesday, September 13; Thursday, September 14, and Friday, September 15, at 10 a. m. we will be honored by the presence



Photo by Moffett Studio, Chicago.

of the Hon. Warren G. Harding. Mr. Harding has always evidenced a great deal of interest in the lyceum and chautauqua movement. He has been a part, a working part, of that movement. At Marion, O., he was a committeeman. Later he trouped with a circuit, and it has been said that he went from the chautauqua platform to the White House.

One of Mr. Harding's recent acts that has been made to serve the lyceum and chautauqua cause was the letter that he wrote to commend the effectiveness of the lyceum and chautauqua as a force to mold public opinion. This letter has been given wide publicity.

But now comes the climax. The President has arranged to visit Chicago and to attend the Lecturers' Conference, which will be held probably at the Drake Hotel, the exact date being September 13.

The I. L. C. A. convention will then follow, opening Saturday, September 16, with the annual Memorial Service on Sunday, September 17, and business meetings Monday, September 18, and Tuesday, September 19. Begin right now to plan to attend both meetings. The I. L. C. A. convention will also be held at the Drake Hotel.

The proposed visit of President Harding to our Lecturers' Conference gives a renewed interest to his recent letter, so that we wish to again quote from his letter to President Taft, M. Pearson.

"Knowing as I do the capacity of the members of your association for the making of intelligent public sentiment, I believe you can best serve your government by spreading accurate information which will promote international good will, based upon mutual understanding. It is a great thing to have the agencies of speaking to 10,000,000 Americans annually, and you have an exceptional opportunity to present such information as will enable your audiences to fully understand the problems involved in the limitation of armament. No better contribution can be made to promote the peace of the world than to bring all peoples represented at the conference to understand the economic and political conditions of all the nations concerned. Your association can do much for the making of such good will in our own land, and doubtless develop a helpful reflex in other lands. You may be sure I share the passionate longing of the American people for peace. It has its promptings in our Christian faith, it is essential to the progress of our economic life. The rational thing now is to seek a limitation of armament. With proven security in such a step, it is not unlikely that further progress will be made.

"We cannot hope to change the way of the world in a day or a year, or even in a generation but our America has been a fine example to the world in revealing the possibilities of representative popular government, and I think it is wholly consistent to believe we may be influential in persuading the world that there are honorable paths of peace in which the fruition of national aspirations may be found. I know there are many who wish us to undertake the impossible, but I am sure you will agree with me that we shall make sure of real accomplishments if we proceed a step at a time and make sure of the forward way which we are seeking.

"With every good wish and my very cordial greetings to those who are active in the great Platform work."

If President Harding will journey all the way from Washington City to Chicago to attend our Lecturers' Conference, then it certainly behooves all of us who are engaged in this as a means of making a livelihood to get out and hustle and give him the most hearty cooperation in this effort to put over the big program that was adopted by the lyceum and chautauqua convention when Paul M. Pearson was drafted to be president of the association.

Guy M. Bingham comes up for notice and special mention as the champion marathon lecturer. He delivered 475 paid lectures last year. Who can beat that record? He was the official lecturer with the Lions' Club for part of the year and with the Radcliffe Circuit. He is under contract with the Lions for 1924 to 1926. He is now on a trip thru Texas and will go to the Coast.

MAKING SERVICE PAY

IOWA RETAIL HARDWARE DEALERS ASSOCIATION

AFFILIATED WITH THE National Retail Hardware Dealers Association

Mason City, Iowa, March 1, 1922.

Mr. Maynard Lee Daggy, 35 North Dearborn St., Chicago, Ill.

Dear Sir—We want to thank you for your assistance in securing Fred High for our 24th Annual Convention program. His contribution on the afternoon of the third day of our gathering will long be remembered by the members of our Association as one of the high lights of our Association history. His address was helpful, inspiring, sincere and powerful in every line of its composition and delivery.

Thanking both you and Mr. High on the part of the Association, the officers and personally, I am

Very truly yours,

(Signed) A. R. SALES,

Secretary-Treasurer.

President, J. B. MacCARROLL, Ottawa.

Vice-President, C. A. KNUTESON, Clear Lake.

We are always glad to assist State gatherings, conventions, association meetings, clubs and organizations that are in the market for high-class speakers who know how to fill the bill and to present a discussion that is timely and of value to the class whose interests are being furthered by the gathering or assembled delegates.

MAKING SERVICE PAY, as delivered by Fred High, was one of the events of the Michigan Retail Hardware Dealers' Association at Grand Rapids. Secretary Arthur J. Scott wrote and said that many delegates had told him that this address was worth to them the entire price of the trip to the convention.

MAKING SERVICE PAY is as good for a business men's gathering, Rotary, Kiwanis, Lions or such similar organizations as it has always proven to be when delivered for big State gatherings. It is just as popular and helpful at a High School or College commencement as it is for business men.

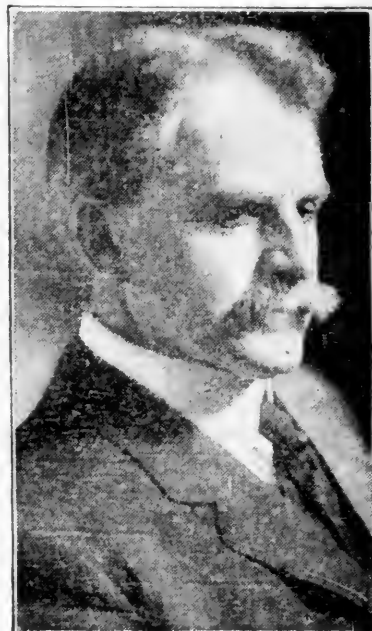
We have a list of live speakers, concert artists and musicians who are able to serve your highest needs. We will be glad to help you plan for your events. Twenty years of professional service is back of all we do for you. Address:

THE COMMUNITY SERVICE ASSOCIATION,
Maynard Lee Daggy, Manager,
35 N. Dearborn St., Chicago, Ill.

"A DAUGHTER OF THE MIDDLE BORDER"

By Hamlin Garland

The lyceum can almost claim Hamlin Garland as one of its very own, for he was a regular lecturer for a number of years and earned some of his early fees as a lecturer



His story reads as tho it might have been written by any one of a dozen of our lecturers as far as the routine of his life made his story possible. And for that reason everybody in lyceum and chautauqua, and even theatrical, circus and concert business, should read his latest and in some ways best book. It is a human story that recreates life for every one who has had more than a passing interest in the great Middle West and its development. His story takes in the United States, Alaska and Europe as far as its territorial reach goes, but its heart is in the middle border section.

He has made in his own way a sort of historical record of the West, doing for this section much the same as Whittier and Holmes did for New England. In many ways "A Daughter of the Middle Border" is even more human and less literary than the works of the New Englanders. Perhaps we who have traveled this section can read more into his history than we were ever able to do with the New England classics.

There are several reasons why Hamlin Garland is of great interest to our clan. First, as a lecturer. Then he married Lorado Taft's sister, and, as the great sculptor has been such a factor in the lyceum and chautauqua movement and to the cultural advantage of this country and as Lorado Taft figures so largely in this story, his activities enhance the value of this book to millions who love and admire the great artist and have heard his lectures and studied his great creations.

The writer has a peculiar interest in this story for it deals with much of life and activity that was housed in the Athenaeum Building on Van Buren street, which is opposite the Steinway Hall Building, where for eight years we were located and served an apprenticeship as publisher and owner of a magazine, The Platform, and in which office we used to sit and gaze out over Lake Michigan and occasionally view the relics of Van Buren street's period of former greatness that was hidden in the shabby pretense as put up by the Athenaeum building itself, for it was rich in stories of escapades where such names as Eugene Field, Opie Read and many others had their hangout.

It was out of this same old building that Ned Woodman oozed onto the street and into Steinway Hall and, like one of the lost tribe, wandered into The Platform office and from there onto the lyceum and chautauqua platform, where he has been a fixture ever since. Ned had a studio in the Athenaeum Building when we first met him.

We wish to reveal a picture of conditions that were a part of Hamlin Garland's life and were also a part of Lorado Taft's climb from struggle to fame and, as it is such a correct picture of many acts and scenes in our own Chicago experience, we wish to present them here as the author set them down in "A Daughter of the Middle Border".

"A group of us often lunched in what Taft called 'The Beaneery'—a noisy, sloppy little restaurant on Van Buren street, where our lofty discussions of Grecian sculpture were punctuated by the crash of water-proof crockery, or smothered with the howl of wild chairs. However, no one greatly minded these barbarities. They were all a part of the game. If any of us felt particularly flush we dined, at sixty cents each, in the basement of a big department store a few doors further west, and when now and then some good 'lav brother' like Melville Stone or Franklin Head invited us to a 'royal gorge' at Kinsley's or to a princely luncheon in the tower room of the Union League, we went like minstrels to the baron's hall."

The home life of this story is so tainted with lyceum and chautauqua atmosphere that every one in our field should read this book. The older ones will read the story with reminiscent pleasure and the younger ones will find it a prophetic picture of their own professional future.

Hamlin Garland has given us a story that is as full of history as a school book and yet it is told with that unerring interest that makes a novel our master. It is a story in which the passing period is fused into the new times that are coming upon us. It is

(Continued on page 167)

LYCEUM AND CHAUTAUQUA NOTES

Week of April 2 to 8 will be Canadian Week throughout the United States, and it will be celebrated as United States Week throughout Canada. The Lyceum clubs in both countries will make their luncheon a special day, and churches, schools and other such bodies are preparing to celebrate the event. Theaters are joining in the preparations and hope to make this an international event.

Manager Sorenson, of the Allen Bureau, Lima, O., reports some good bookings for "The Right Road" as presented by the L. Verne Stout Company.

Don't forget that the Panama Canal Zone is still conducting some first-class entertainments. There is a good trip, and expenses paid. Most of those who make it are enthusiastic over the affair.

The Civic Club, of Glenwood, Minn., held a six-day chautauqua at the McCauley Opera House beginning March 2. The opera house was donated by the opera house management. Dr. J. Jeffries had charge. The first day they had the Glenwood band; second day the children furnished the program; third day, moving pictures; fourth, music; fifth, home talent play, "A Mere Man"; sixth, Men's Imperial Octet.

Somebody is doing some very effective publicity for Miss Irene Stolofsky, the wonderful violinist who has been doing such effective playing in both Lyceum and Chautauqua. At Napoleon, O., we noticed a number of live testimonials given by committeemen where she had just recently appeared. For instance R. M. Brown, of New Cumberland, W. Va., wrote: "I rate Miss Stolofsky 100 per cent."

Andy Anderson, the Lyceum printer, of Streator, Ill., has been spending some time on a vacation in Florida. The last heard from him he was playing golf at Atlanta, Ga., having taken on Russell H. Bridges for a game or two.

W. L. Radcliffe and his Washington (D. C.) office force were treated to a great spread (double page) in The Washington Post Picorial section that was one of the most effective selling ads that we have seen in a long time.

W. L. Radcliffe says that his system filled engagements in 1,500 towns in forty-four States last year. They played to a total attendance of 3,000,000. They had 9,000 different audiences. There were many very good lines in this spread such as: "The Radcliffe chautauqua brings the key that unlocks many sleeping forces. It brings the new vision that the boys and girls need to excite them to higher things. It brings the stimulus to the school, the church and the home. The tent of the Radcliffe Chautauqua becomes the dynamic center, the town meet, the forum, the camp meeting, the concert hall, the people's university and the community rallying place upon the Festival Days."

Our old friend, Harry Lombard, has just gotten out of the Beloit (Wis.) hospital, where he went a week ago for an operation. He says that he hopes to be back on his feet and in fighting form in about ten days.

The Lindlar College of Natural Therapeutics, affiliated with the Howard College of Chiropractic, of Chicago, held its graduation exercises at the Ashland Auditorium with Fred High as the speaker of the evening, the class motto being "He who would be the greatest among you should be the servant of all." The address was on "Making Service Pay." The S. R. O. sign was put out early.

Thomas Elmore Lucy will be reachable at Manila, P. I., from April 1 to 15, and a card from you might be received in about the same manner that the Children of Israel received the manna sent down from heaven. Try it.

Peter MacQueen had to postpone his lecture engagement at the Carnegie Museum at Pittsburgh, Pa., and will appear later. He is seriously ill in Florida.

Mt. Vernon, Ky., enjoyed a real treat in the line of entertainment when the Ronnie Lassels dropped in for a few hours. Although coming to town at a late hour and only having a couple

hours to bill the trio, handicapped by one of the players being taken sick, disagreeable weather and other things in general, the attraction went on and had a fine crowd. This company consists of the Messrs. Margaret Frances May, general manager; Sadye L. Nichols and Emma Goodman. Their program is composed of Scotch dancing, singing and readings from "Riley," which took the house down and made the evening a success. Miss Nichols was taken sick upon her arrival at Mt. Vernon and a doctor was called immediately, but she went on at 7:30 and did her part as usual. The trio played Crab Orchard the 27th, Mt. Vernon 28th, and left for Beatriceville, Ky., to play the first of March.

Prof. Chas. Zuehlh says: "Bureaucracy and not centralization of power is the danger in Washington, and it is being encouraged by the indifference of the voters of this country."

On March 1 a bureau manager had 381 Lyceum courses booked for season of 1921-'22. On March 1, 1921, he had 160 contracts in his office for the present season. What's his name? Where does he operate? Some of the brethren say his name is Dennis. Watch the prognosticators and listen to their reports and you will understand why Dennis gets the business.

FIRST ANNUAL REPORT

Ellison-White Lyceum and Chautauqua

Receipts, October 1, 1920, to September 30, 1921, inclusive.

Summer Chautauquas: Season ticket sales \$562,574.99 Single admission 135,521.16

Lyceum and Fall Festivals: Lyceum attraction sales 141,949.51 Festival season tickets 64,467.66 Festival single admissions 14,119.22

Expenditures, October 1, 1920, to September 30, 1921, inclusive.

Summer Chautauquas: Administration 45,691.90 Talent and representatives 325,432.00 Transportation 173,413.95 Printing and publicity 53,497.61 Equipment and committees' expense 75,975.13 Miscellaneous 16,639.12

Lyceum and Fall Festivals: Administration 28,038.94 Talent and representatives 112,428.97 Transportation 51,428.31 Printing and publicity 12,481.54 Equipment and committees' expense 4,701.56 Miscellaneous 10,147.32

Net Gain \$2,833.63

The items as listed under receipts of our summer and winter activities should be self-explanatory, but some explanation might be made regarding the accounts shown under 'expenditures.'

The 'Administration' account covers all overhead expenses, including office salaries and expenses connected with maintaining our head office and branches, our share of the cost of the Affiliated Lyceum and Chautauqua Association, legal expense, postage, telephone and telegraph. The 'talent and representatives' item is made up entirely of the salaries paid our lecturers, musical artists, entertainers and business representatives. 'Transportation' includes all railroad fare, the cost of moving our equipment and automobile hire. 'Printing and publicity' includes programs, circulars, newspaper advertising, etc. The fifth item, 'equip-

ment and committees' expense,' shows the cost of all properties used in living programs, including the upkeep cost of tents and seats, and warehouse and storage expense. On our five and six-day circuits the committees pay for newspaper advertising, erection of the tent and other incidentals and we in turn reimburse them. This reimbursement is also included in the fifth item. The 'miscellaneous' item includes interest charges and expense accounts rendered by representatives and talent.

In presenting the financial report Messrs. Ellison and White pointed out the experience of the past year again exemplifies that the Lyceum and Chautauqua work is unusually risky, and that it is almost impossible to predict as to the amount of surplus for any one season. Continuing, they remarked that during the years that they have conducted Chautauquas in the West exceptionally large surpluses had resulted some seasons, while other periods showed exceedingly heavy losses. It was the opinion of the Board of Finance that, in view of rather unsettled financial conditions during the past year, the association is fortunate to have completed the year without showing a substantial loss, even though the margin of gain compared with the amount of receipts is exceptionally small. The above net gain of \$2,833.63 is to be applied upon the principal of the amount due to Messrs. Ellison and White for the tents, equipment, contracts, etc., turned over by them to the association, and in keeping with the agreement made by and between them and the trustees of the association. For the present, however, this net gain, with other money borrowed from Messrs. Ellison and White, is being used as advance expense money for next year's activities.

One of the most important questions under discussion was that regarding Sunday programs. It was the desire of the board that eventually Sunday programs should be dispensed with entirely, although it would cost the association at least \$90,000 a year. However, after a long and detailed study, it was decided that the matter of Sunday programs would have to be handled as heretofore during the coming season. Motions were also passed instructing the various department managers that no one should be employed to speak upon the Chautauqua platform of our association whose remuneration comes either partly or wholly from any organization outside of the association, and it was further resolved that, due to the fact that we are on a non-profit basis, serving a large number of communities, that no donations be made as an association to any cause.

The board was pleased to receive information that expenses and salaries in all departments had been satisfactorily reduced in proportion to the reductions which are being made in other enterprises during the present period of reconstruction.

District No. 1.—Dr. Geo. W. Truett, Dallas, Tex.; Dr. W. V. Whitmore, Tucson, Ariz.; C. W. Tenney, incumbent.

District No. 2.—Mrs. C. L. Donohoe, Willows, Ca.; C. F. Hausher, Los Gatos, Cal.; J. S. Manley, Fowler, Cal.

Preceding adjournment the following officers were elected for the ensuing year: President, Honorable D. W. Davis; vice-president, A. O. Strang; secretary, Ida M. Loseth; treasurer, J. R. Ellison.

HOME TALENT NEWS

Millford (Ill.) Home Talent Players put over a very successful industrial show February 23. In fact they put on two shows, one at 7 p.m. and one at 9 p.m. They were given for the benefit of the Forest Hillard Post, American Legion. Eugene L'Hote was director. Ten of the eleven musical numbers used were furnished thru the courtesy of the Leo Felst Music Company. And this was possible thru the farsightedness of their musical director, who got in touch with Harry Holbrook thru a visit to The Billboard office. If you want favors or service, try The Billboard office first.

"The Little Lady," 100 people and chorus, was presented at the Grand Theater, Salina, Kan., February 20-21. The book and lyrics by J. A. Darnaby and the music by Anne Saundera Darnaby and personally directed by J. A. himself went over big. The following from The Salina Journal tells a great story: "Chicago has her 'Pageant of Progress', St. Louis the

'Priests of Pallas', New York her 'Junior Folies', and nearly every city offers some form of local entertainment each year that stands out so distinct, so massive and extraordinary that even the big road productions sink into insignificance when the direct appeal is made thru the social and artistic channels of the city. Salina has held Elks' show, an annual event that takes precedence over every and all forms of entertainment provided during the year. No expense is considered if it but enhances the value of this big show. "Everybody who is anybody" either feels it a duty to take part or to be there looking on. Those who are competent to do things look forward from year to year for the opportunity that these affairs offer our people to take part."

In speaking of the production at Iola, Kan., Mr. Scott, the editor of The Daily Register, in personally reviewing the show, said: "As yet I can not grasp how it has been at all possible in the limited time or even at all possible with a local company of players, to do something that forced attention to the exceedingly amusing situations, beautiful dances and well-delivered lines was the cleanliness of the en-

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Chas. Hann Kennedy, New York.
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tire show. Seldom it is that a really good show is not spoiled for a number of the audience at least by the efforts of the comedian to gain a laugh thru the introduction of smutty lines. In this respect, as in so many others, "The Little Lady" is superior, the lines and situations being sufficiently amusing to keep the audience constantly amused without resort to questionable methods. The costuming is beautiful and attractive without being too scant. All in all, it is an entertainment to which you may take your daughter, your grandmother or your sweetheart without fear and trembling."

The Elgin (Ill.) Kiwanis Club put over two big successful shows, playing to capacity of the house and with a turnover each night. They played to more than \$2,000 gross. Just before the curtain was raised Andy Purman, director, was presented with a purse of \$25 as a token of the personal esteem in which the members hold him. Andy is a hard worker and leaves nothing undone that will put his show over. The Elgin Kiwanians are talking of repeating this show, as there were many who were unable to attend the two nights staged. This was another of the Harrington Adams Minstrels.

Alec Temple's Minstrel Supreme, presented by Patrol and Band Association of Alec Temple, A. O. U. M. S., Savannah, Ga., February 6, 7, 8, with a matinee on the 8th, was produced by the Ray Zirkel Production Company to big business.

"Little Women" will be presented by the Dramatic Club, of Waynesburg (Pa.) College, April 26. The same club recently put on "All of a Sudden Peggy".

Clair Tuttle, of Berlin Heights, O., has leased the rights of his play, "Beyond Recall", for Home Talent productions to Frank Lewis and Grace Marlowe, who are working separately in producing it in the Buckeye State.

Our local correspondent at Cumberland, Md., was very enthusiastic in his report of "The Jollies of 1922" as put on by the Joe Bren Production Company for the Western Maryland Shrine Club. It was staged February 20 and 21, with an "All-Star Cast" of local artists, including Helen Piper, Walter Fuller, Vanda Blackburn, Harold Smith, John Sperry, Carl Low, Gladys Nightingale, Dorothy Rosmer and forty others. It was pronounced "the finest home talent entertainment ever seen in the Queen City". The S. R. O. sign was hung out for both performances at the Crandall Strand Theater.

Edward Mumm had his Chicago Ladies' Band, with eighty players, on dress parade within a few weeks after he organized them. He gave a band concert at Orchestra Hall the other night to a big house, and The Chicago Tribune critic, Edward Moore, said: "Only about six months old, the band would seem to be well on the way to acquire a distinctive personality, as it already has a distinctive appearance, and to have taken quite a number of steps toward becoming a real playing organization. It is ornamental. The members wear uniforms, of which red tam o'shanter and skirts and white capes and footgear are the salient points, thereby decorating the stage to a marked degree. They play with a tone in which mellowness contends with spirit, but in the process evolving a fair degree of precision and rhythmic accent. Their principal trouble at present is to get some of the middle and lower instruments tuned in the same pitch with the higher cornets and clarinets, but outside of that they deserve an encouraging word for the progress taken along a difficult path."

"The Heiress Hunters," a three-act farce comedy, played to a large and enthusiastic audience at the Gralyn Theater, Gouverneur,

N. Y., Monday evening, February 20. The play was presented by local talent under the auspices of the local American Legion Post and under the capable direction of Mrs. Bethany Donald Collins, who is a graduate of the school of dramatic art at Syracuse University. The plot revolves around the adventures of three Bohemians, known familiarly around Greenwich Village as "The Three Musketeers", in their endeavors to marry the same heiress, Lang Holden, St. Gormley and Charles Anthony, in their interpretation of the parts of the "Heiress Hunters" equal to professional ones, and Miss Mildred Babcock, as the sweet little \$80,000 heiress, endeavored herself to the hearts of her audience from the moment of her first appearance upon the stage. Wright Peterson, Don Woodcock and Mrs. Ann Cowan did equally well in the character parts. It is the intention of the players to give the play in several of the surrounding towns after Easter, and this will be done with the permission of the publisher, Walter Baker Co., of Boston.

PRIVATE PEAT

Evidently Not a Repeater

We understand the Private Peat Canadian Lyceum Bureau has been changed to the Canadian Chautauqua, Limited. It is reported that Mr. Peat has sold a part interest in his venture. They are now conducting Winter Festivals. They work on the guarantee system, but, as we have repeatedly stated, when business has guarantees don't guarantee. It is reported that they have sunk about \$25,000. Private Peat has been lecturing in Australia and New Zealand. Mrs. Peat is conducting the business with headquarters at Marpole, B. C.

"A DAUGHTER OF THE MIDDLE BORDER"

(Continued from page 165)

December and May woven into a composite picture of life itself. It is unusually well illustrated with intimate pictures that are dearest to the author, but which still have that touch of universal interest that makes them public property. They are typical of the ideals, the times, the customs and the purposes of the people of which the originals were but a part.

"A Daughter of the Middle Border" will interest you more the farther you read. It is a sort of autobiography done in the form of a novel, and you will be highly entertained while reading it, and will find it a very stimulating volume. Its author has dared to step where humanity is all too timid about venturing. He is as much of a fearless soldier as his father ever dared to be. He asks questions with which most people secretly wrestle in deepest doubt. He causes you to face facts, situations and realities that develop truth, honesty and a desire to move forward. He is a humanitarian and his love for his fellows gives vision to all who read this new book.

The Macmillan Publishing Company is certainly doing a good thing for America, and for the Midwest in particular, when it publishes such a work as "A Daughter of the Middle Border." Read this book and then write and give me your opinion of it. An exchange of ideas and ideas often results in a better understanding and a closer friendship that is worth while. These are my views of "A Daughter of the Middle Border," and I would like to have yours. Address your communication to Fred Hous, 35 S. Dearborn street, Chicago.

1921 CHAUTAUQUA COMMITTEE REPORTS

ELLISON-WHITE SIX-DAY CIRCUIT

Delighted, 100; Well Pleased, 90; Fair, 80; Barely Got By, 70; Unsatisfactory, 60.

(To be continued next week)	Glasgow, Mont. 90	Glasgow, Mont. 100	Glasgow, Mont. 100
LIBERTY BELLES	Pleantywood, Mont. 90	Lovell, Wyo. 100	Lovell, Wyo. 100
Choteau, Mont. 90	Three Forks, Mont. 90	Lovell, Wyo. 100	Lovell, Wyo. 100
Harlem, Mont. 100	Lovell, Wyo. 90	Lovell, Wyo. 100	Lovell, Wyo. 100
Glasgow, Mont. 85	LUCILLE COLLETTE-LOWELL	Choteau, Mont. 70	Choteau, Mont. 90
Pleantywood, Mont. 80	FATTOR	Harlem, Mont. 90	Harlem, Mont. 90
Twin Bridges, Mont. 100	Choteau, Mont. 100	Pleantywood, Mont. 90	Pleantywood, Mont. 90
Three Forks, Mont. 80	WINIFRED WINDUS	Twin Bridges, Mont. 90	Twin Bridges, Mont. 90
Lovell, Wyo. 100	Choteau, Mont. 90	Three Forks, Mont. 100	Three Forks, Mont. 100
BOB, PARKER MILES	Harlem, Mont. 90	Lovell, Wyo. 100	Lovell, Wyo. 100
Choteau, Mont. 90	Glasgow, Mont. 95	FRANCES INGRAM	Choteau, Mont. 90
Harlem, Mont. 90	Pleantywood, Mont. 80	Harlem, Mont. 95	Harlem, Mont. 95
Glasgow, Mont. 100	Twin Bridges, Mont. 90	Glasgow, Mont. 95	Glasgow, Mont. 95
Pleantywood, Mont. 90	Three Forks, Mont. 100	Lovell, Wyo. 100	Lovell, Wyo. 100
Twin Bridges, Mont. 90	Lovell, Wyo. 100	CHIEF STRONGHEART	Choteau, Mont. 80
Three Forks, Mont. 90	ELWOOD C. PERISHO	Harlem, Mont. 90	Harlem, Mont. 90
Lovell, Wyo. 100	Choteau, Mont. 80	Glasgow, Mont. 100	Glasgow, Mont. 100
STONE PLATT-BRAGERS	Harlem, Mont. 90	Pleantywood, Mont. 80	Pleantywood, Mont. 80
Choteau, Mont. 90	Glasgow, Mont. 90	Twin Bridges, Mont. 90	Twin Bridges, Mont. 90
Harlem, Mont. 90	Pleantywood, Mont. 80	Three Forks, Mont. 80	Three Forks, Mont. 80
Glasgow, Mont. 90	Lovell, Wyo. 100	Lovell, Wyo. 100	Lovell, Wyo. 100
Pleantywood, Mont. 90	E. B. FISH	Choteau, Mont. 90	Choteau, Mont. 90
Twin Bridges, Mont. 80	Choteau, Mont. 100	Harlem, Mont. 100	Harlem, Mont. 100
Three Forks, Mont. 80	APOLLO DUO	ELLISON-WHITE GRAND CANYON FIVE-DAY CIRCUIT	Spanish Fork, Utah. 100
Lovell, Wyo. 100	Manteca, Cal. 80	Mt. Pleasant, Utah. 90	Mt. Pleasant, Utah. 90
TRIO	Afton, Wyo. 90	Nephi, Utah. 90	Nephi, Utah. 90
Choteau, Mont. 90	Richfield, Utah. 80	Spanish Fork, Utah. 80	Spanish Fork, Utah. 80
Harlem, Mont. 90	Mt. Pleasant, Utah. 98	Kemmerer, Wyo. 100	Kemmerer, Wyo. 100
Glasgow, Mont. 90	Nephi, Utah. 90	A. MATHER HILBRUN	Manteca, Cal. 90
Pleantywood, Mont. 90	Spanish Fork, Utah. 90	Manteca, Cal. 95	Afton, Wyo. 95
Twin Bridges, Mont. 80	Kemmerer, Wyo. 100	Richfield, Utah. 80	Richfield, Utah. 80
Three Forks, Mont. 80	MRS. TAYLOR Z. MARSHALL	Mt. Pleasant, Utah. 80	Mt. Pleasant, Utah. 80
Lovell, Wyo. 100	Manteca, Cal. 90	Nephi, Utah. 90	Nephi, Utah. 90
STONE PLATT-BRAGERS	Afton, Wyo. 90	Richfield, Utah. 90	Richfield, Utah. 90
Choteau, Mont. 90	Spanish Fork, Utah. 80	MARY ADEL HAYS GRAND	Manteca, Cal. 100
Harlem, Mont. 90	Kemmerer, Wyo. 100	OPERA SINGERS	Afton, Wyo. 85
Glasgow, Mont. 95	MARGARET REYNOLDS CO.	Richfield, Utah. 100	Richfield, Utah. 100
Pleantywood, Mont. 80	Manteca, Cal. 90	Mt. Pleasant, Utah. 100	Mt. Pleasant, Utah. 100
Twin Bridges, Mont. 90	Afton, Wyo. 90	Nephi, Utah. 90	Nephi, Utah. 90
Three Forks, Mont. 100	Richfield, Utah. 90	Spanish Fork, Utah. 70	Spanish Fork, Utah. 70
Lovell, Wyo. 100	Mt. Pleasant, Utah. 90	Kemmerer, Wyo. 90	Kemmerer, Wyo. 90
FRANCES INGRAM	Nephi, Utah. 80	JUDGE ALDEN	Manteca, Cal. 100
Choteau, Mont. 90	Spanish Fork, Utah. 80	JAS. A. BURNS	Afton, Wyo. 85
Harlem, Mont. 95	Kemmerer, Wyo. 80	Richfield, Utah. 100	Richfield, Utah. 100
Glasgow, Mont. 95	MRS. TAYLOR Z. MARSHALL	Mt. Pleasant, Utah. 100	Mt. Pleasant, Utah. 100
Pleantywood, Mont. 80	Manteca, Cal. 90	Nephi, Utah. 90	Nephi, Utah. 90
Twin Bridges, Mont. 90	Afton, Wyo. 90	Spanish Fork, Utah. 70	Spanish Fork, Utah. 70
Three Forks, Mont. 100	Richfield, Utah. 90	Kemmerer, Wyo. 80	Kemmerer, Wyo. 80
Lovell, Wyo. 100	"IT PAYS TO ADVERTISE"	KEIGHTLEY PLAYERS	Choteau, Mont. 100
ALEXANDER TRIO	Choteau, Mont. 90	Harlem, Mont. 100	Harlem, Mont. 100
Choteau, Mont. 90	Harlem, Mont. 90	V. I. SHEPHERD	Choteau, Mont. 90
Harlem, Mont. 90	Glasgow, Mont. 100	Harlem, Mont. 100	Harlem, Mont. 100
Glasgow, Mont. 60	Pleantywood, Mont. 90	Glasgow, Mont. 100	Glasgow, Mont. 100
Pleantywood, Mont. 90	Twin Bridges, Mont. 90	Twin Bridges, Mont. 80	Twin Bridges, Mont. 80
Twin Bridges, Mont. 100	Three Forks, Mont. 70	Three Forks, Mont. 70	Three Forks, Mont. 70
Three Forks, Mont. 100	Lovell, Wyo. 100	Lovell, Wyo. 100	Lovell, Wyo. 100
Lovell, Wyo. 100	E. L. HOUSE	W. L. EASTMAN	Choteau, Mont. 90
Choteau, Mont. 90	Choteau, Mont. 90	Lecturer on Elemental Social and Racial Problems	Harlem, Mont. 90
Harlem, Mont. 90	Glasgow, Mont. 90	Member Faculty Culver Military Academy.	Glasgow, Mont. 90
Pleantywood, Mont. 90	Pleantywood, Mont. 90	"THE TRADE CONFLICT."	Pleantywood, Mont. 90
Twin Bridges, Mont. 100	Twin Bridges, Mont. 100	"INDUSTRIAL DEMOCRACY—"	Twin Bridges, Mont. 100
Three Forks, Mont. 100	Three Forks, Mont. 100	Its Possibilities and Reasons for Success at Failure.	Three Forks, Mont. 100
Lovell, Wyo. 100	Lovell, Wyo. 100	Special subjects investigated and presented on request.	Lovell, Wyo. 100
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Harlem, Mont. 100	Harlem, Mont. 100		"THE TRADE CONFLICT."
Glasgow, Mont. 100	Glasgow, Mont. 100		"INDUSTRIAL DEMOCRACY—"
Pleantywood, Mont. 100	Pleantywood, Mont. 100		Its Possibilities and Reasons for Success at Failure.
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KEIGHTLEY PLAYERS	KEIGHTLEY PLAYERS		AND
Choteau, Mont. 100	Choteau, Mont. 100		Company
Harlem, Mont. 100	Harlem, Mont. 100		EIGHTH SEASON
V. I. SHEPHERD	V. I. SHEPHERD		L. Verne Slout Players
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Harlem, Mont. 100	Harlem, Mont. 100		Ruth Whitworth Players
Glasgow, Mont. 100	Glasgow, Mont. 100		Play Company De Luxe, LIMA, OHIO.
Pleantywood, Mont. 100	Pleantywood, Mont. 100		FRED DALE WOOD
Twin Bridges, Mont. 80	Twin Bridges, Mont. 80		Purpose Lectures
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Lovell, Wyo. 100	Lovell, Wyo. 100		INSURE
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Choteau, Mont. 90	Choteau, Mont. 90		LOUIS WILLIAMS
Harlem, Mont. 100	Harlem, Mont. 100		ELECTRICAL ENTERTAINER
Glasgow, Mont. 100	Glasgow, Mont. 100		5809 Patterson Avenue. CHICAGO.
Pleantywood, Mont. 100	Pleantywood, Mont. 100		
Twin Bridges, Mont. 80	Twin Bridges, Mont. 80		
Three Forks, Mont. 70	Three Forks, Mont. 70		
Lovell, Wyo. 100	Lovell, Wyo. 100		

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LIST OF FAIRS

The Data Contained in This List Give the Dates and Names of Secretaries 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. 2-7.
Brewton—Escambia Co. Fair Assn. Oct. —.
Haleyville—N. W. Ala. Fair Assn. Oct. 16-21.
ARKANSAS
Little Rock—Ark. State Fair. Oct. 4-14.
ARIZONA
Phoenix—Arizona State Fair. Nov. 6-11.
CALIFORNIA
Anderson—Shasta Co. Fair Assn. Sept. 28-30.
Bakersfield—Kern Co. Fair Assn. Oct. 2-7.
Chico—Butte Co. Fair Assn. Oct. 2-7.
Colusa—Colusa Co. Fair Assn. Aug. 24-27.
Ferndale—Humboldt County Fair Assn. Sept. 12-16.
Fresno—Fresno County Fair. Sept. 25-30.
Hanford—Kings Co. Fair Assn. Sept. 20-23.
Imperial—Imperial Co. Fair Assn. Oct. 24-30.
Indio—Indio Date Festival. Oct. 18-22.
Los Angeles—Cal. Horse Breeders' Assn. Oct. 18-23.
Orland— Glenn County Livestock & Agri. Assn. Sept. 18-23.
Oroville—Northern Cal. Orange & Olive Expo. Nov. 28-Dec. 2.
Red Bluff—Tulama Co. Fair Assn. Sept. 11-17.
Riverside—Southern Cal. Fair Assn. Oct. 10-15.
Sacramento—Cal. State Fair. Sept. 2-10.
Salinas—California Rodeo. July 24-29.
San Diego—San Diego County Farm Bureau. Sept. 19-21.
San Francisco—S. F. National Livestock Show. Oct. 14-22.
Santa Rosa—Sonoma County Fair Assn. Aug. 23-27.
Stockton—San Joaquin Co. Fair Assn. Aug. 16-22.
Tulare—Tulare County Fair. Sept. 13-19.
Ventura—Ventura Co. Fair Assn. Oct. 3-8.
COLORADO
Brighton—Adams Co. Fair Assn. Sept. 13-16.
Grand Junction—Inter-Mountain Live Stock & Fair Assn. Sept. 5-8.
Greeley—Weld County Fair Assn. Sept. 12-15.
Hotchkiss—Delta County Fair Assn. Sept. 12-15.
Limon—Boulder Co. Fair Assn. Sept. 5-8.
Manitou—Conejos Co. Fair Assn. Sept. 14-16.
Pueblo—Colo. State Fair. Sept. 25-30.
Rocky Ford—Arkansas Valley Fair Assn. Sept. 5-8.
Yuma—Yuma Fair & Agri. Assn. Sept. 16-20.
CONNECTICUT
Brooklyn—Widham Co. Agri. Soc. Sept. 19-21.
Danbury—Danbury Agri. Soc. Oct. 2-7.
Granby—Granby Agri. Soc. Approx. Sept. 20.
Stafford Springs—Stafford Springs Agri. Soc. Oct. 10-12.
DELAWARE
Harrington—Kent & Sussex County Fair Assn., Inc. July 25-29.
Wilmington—Dea. State Fair Assn., Inc. Sept. 4-8.
FLORIDA
Lake Butler—Bradford Co. Fair Assn. Nov. 7-11.
ALBANY—Albany-South Ga. Fair Assn. Oct. 30-Nov. 4.

- Atlanta—Southeastern Fair Assn. Oct. 12-21.
Baton Rouge—Louisiana State Fair Assn. Oct. 9-14.
Columbus—Clatsop-Columbia Valley Fair Assn. Oct. 9-14.
Hoboken—Brantley County Fair, ausp. Commercial Club. Oct. —.
Lawrenceville—Gwinnett Co. Fair Assn. Sept. 26-30.
Savannah—Savannah Tri-State Expo. Oct. 23-28.
Winder—North Ga. Fair Assn. Oct. 2-7.
IDAHO
Boise—Idaho State Fair. Sept. 25-Oct. 1.
ILLINOIS
Albion—Edwards Co. Fair Assn. Sept. 12-15.
Aledo—Mercer Co. Agri. Soc. Aug. 29-Sept. 2.
Amboy—Lee Co. Fair Assn. Aug. 15-18.
Anna—Southern Ill. Fair Assn. Aug. 29-Sept. 1.
Aurora—Central States Fair & Expo. Aug. 18-26.
Belleville—St. Clair County Fair Assn. Sept. 5-9.
Benton—Franklin Co. Fair Assn. Sept. 5-8.
Bridgeport—Lawrence County Fair. Sept. 12-15.
Cambridge—Henry Co. Agri. Board. Sept. 19-23.
Carlinville—Macoupin Co. Fair & Agri. Assn. Sept. 26-29.
Carrollton—Greene Co. Fair Assn. Oct. 2-6.
Carthage—Hancock Co. Fair Assn. Aug. 29-Sept. 1.
Clinton—De Witt Co. Fair & Agri. Assn. Aug. 8-11.
Danville—Illinois-Indiana Fair Assn. Aug. 27-Sept. 2.
El Paso—Woodford County Fair. Aug. 28-Sept. 2.
Fairbury—Fairbury Fair. Sept. 5-9.
Galena—Galena Fair. Aug. 1-4.
Galesburg—LaSalle Dist. Fair Assn. Aug. 14-19.
Groves—Cumberland Co. Fair Assn. Aug. 29-Sept. 2.
Griggsville—Griggsville Fair, Inc. Aug. 29-Sept. 1.
Harrisburg—Saline Co. Agri. Soc. July 25-29.
Jersyville—Jersey County Fair Assn. Sept. 5-8.
Kankakee—Kankakee Inter-State Fair. Sept. 11-15.
LaFayette—LaFayette Horse & Fair Assn. Aug. 29-Sept. 1.
Libertyville—Lake Co. Fair Assn. Sept. 4-8.
McLeansboro—Hamilton Co. Fair Assn. Aug. 1-4.
Marion—Williamson Co. Fair Assn. Sept. 12-15.
Martinsville—Clark Co. Agri. Assn. Aug. 22-29.
Mazon—Grundy Co. Agri. Fair Assn. Aug. 29-Sept. 1.
Monroe—Monroe Dist. Fair Assn. Sept. 27-29.
Mt. Carmel—Wabash County Fair Assn. Sept. 19-23.
Mt. Vernon—Mt. Vernon Fair & Agri. Assn. Sept. 26-30.
Newark—Franklin Co. Agri. Assn. Aug. 22-25.
P. N. Lewis.
St. Louis.
Union—Union County Fair Assn. Aug. 29-Sept. 1.
Vandalia—Vandalia State Fair Assn. Sept. 4-9.
W. H. Custer.
W. M. Terry.
W. G. Norrie.
W. G. Norrie.
W. G. Norrie.

- Morrisboro—Jackson County Fair Assn. Aug. 15-18.
Newton—Jasper Co. Fair Assn. Sept. 12-15.
Oney—Richland Co. Fair Assn. Aug. 29-Sept. 1.
Ottawa—LaSalle Co. Fair Assn. Sept. 12-15.
Pecatonica—Winnebago County Fair Assn. Aug. 24-27.
Peoria—National Swine Show. Oct. 2-7.
Peotone—Will County Fair Assn. Sept. 19-22.
Pittsneyville—Perry County Agri. Soc. Oct. 3-6.
Robinson—Crawford Co. Grange Agri. Soc. Sept. 4-8.
Rushville—Schuyler Co. Fair Assn. Aug. 9-11.
Sandwich—Sandwich Fair Assn. Sept. 5-8.
Shawneetown—Gallatin Co. Agri. Soc. July 18-21.
Sparta—Randolph Co. Driving Club & Fair Assn. Sept. 19-22.
Springfield—Ill. State Fair. Sept. 16-23.
Urbana—Champaign Co. Fair Assn. Aug. 22-25.
Vienna—Johnson Co. Fair Assn. Aug. 22-25.
Watseka—Iroquois County Fair Assn. Aug. 21-23.
INDIANA
Boonville—Boonville Fair Assn. Aug. 23-Sept. 2.
Bourbon—Bourbon Fair Assn. Oct. 3-6.
Columbus—Bartholomew County Fair Assn. Aug. 15-18.
Connersville—Payette County Fair Assn. Aug. 22-25.
Converse—Miami Co. Agri. Assn. Sept. 12-15.
Corydon—Harrison Co. Agri. Soc. Aug. 29-Sept. 1.
Covington—Covington Fair Assn. Sept. 4-8.
Crawfordsville—Montgomery Co. Union Agri. Soc. Aug. 28-Sept. 1.
Crown Point—Lake County Agri. Soc. Sept. 19-23.
Danville—Hendricks County Fanciers' Assn. Aug. 22-26.
Decatur—Northern Indiana Fair. Aug. 1-4.
Evansville (Expo. Park)—Evansville Expo. Aug. 26-Sept. 4.
Frankfort—Clinton Co. Fair Assn. Aug. 22-25.
Franklin—Johnson Co. Agri. Assn. Aug. 22-25.
Goshue—Elkhart County Fair Assn. Aug. 15-19.
Hartford City—Farmers & Merchants' Fall Festival Assn. Sept. 19-23.
Hunterstown—Allen Co. Live Stock & Agri. Assn. Sept. 12-16.
Huntingburg—Dubois County Fair Assn. Aug. 7-12.
Indianapolis—Indiana State Fair. Sept. 4-9.
Kendallville Fair Assn. Sept. 18-22.
LaFayette—Tippecanoe Co. Fair Assn. Sept. 11-15.
Laporte—Laporte Co. Agri. Assn. Aug. 29-Sept. 1.
Logansport—Cass Co. Fair Assn. Sept. 19-23.
Marengo—Crawford Co. Fair Assn. Aug. 14-18.
Middletown—Henry, Madison & Delaware Co. Agri. Soc. Aug. 2-4.
Muncie—Delaware County Agri. Soc. Aug. 8-11.
Newcastle—Henry County Agri. Soc. Aug. 15-18.
North Manchester—N. Manchester Fair Assn. Aug. 7-11.
North Vernon—Jennings County Joint Stock Agri. Assn. Aug. 1-4.
Osceola—Ripley County Fair Assn. July 25-29.
Portland—Jay Co. Fair Assn. Aug. 28-Sept. 1.
Rockport—Rockport Fair. Aug. 23-26.
Salem—Salem Fair Assn. Aug. 22-26.

Feature Free Attractions FOR PARKS, FAIRS, CELEBRATIONS
All worries relieved when you contract with the AL AERIAL UTTS MABELLE
Now Booking Season 1922. Two Big Sensational Aerial Free Acts. LADY AND GENTLEMAN. SENSATIONAL AERIAL TRAPEZE ACT, No. 1. COMEDY ELECTRICAL REVOLVING LADDER ACT, No. 2. Guaranteed acts and appearance. Cash bond if required. Address CONVENTION HALL, Kansas City, Mo.

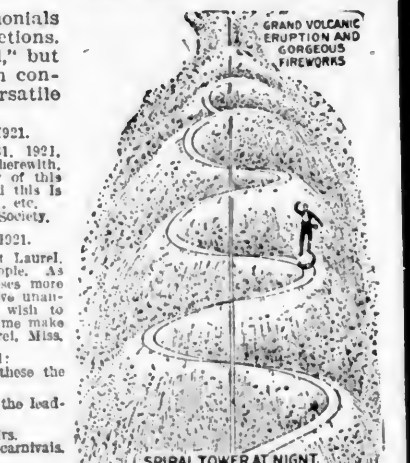
Don't Overlook This—FAIR SECRETARIES—Don't Overlook This
(READ AND CUT THIS OUT FOR FUTURE REFERENCE)
Before closing contracts with Free Attractions for your Fair, we wish to call your attention to the fact that we do TWO DIFFERENT AND DISTINCT ACTS. Both acts of the Keith vaudeville standard. ACT No. 1 consists of COMEDY BOUNDING TRAMPOLINE AND BURLESQUE TRAPEZE. A sure-fire comedy act. ACT No. 2 consists of Skillful Exhibitions on the Flying Trapeze, Roman and Spanish Rings, featuring a fast and furious routine on the PERPENDICULAR ROPES. Never before presented at any fair, except by Mr. Williams. We also do the old-fashioned HAYRACK ACT. Can arrange to give you all three acts if you so desire. WE FURNISH A SUFFICIENT CASH BOND to guarantee our appearance, also the acts, so you run no risk whatever. Have played 49 weeks of fairs in the last two seasons. Last year we refused more fair dates than an ordinary act can secure through any agency on account of being all booked up. WE WILL BOOK DIRECT WITH YOU and guarantee satisfaction. You can secure these acts at a very attractive figure, besides getting acts out of the ordinary. In fact, we have the only First-Class Comedy Trampoline Act available for fairs. So be sure and communicate with us immediately regarding prices and open dates. Send for Circulars. Respectfully yours, WILLIAMS AND BERNICE. Permanent Address, care Billboard Bldg., Crilly Bldg., Chicago, Ill. P. S.—Allow time for mail to be forwarded, as we are now making a vaudeville tour to the Coast and back.

Lionel Legare's Mammoth Spiral Tower Exhibition
The Best Attraction They Ever Played say hundreds of unsolicited testimonials this act has received from associations who have played the leading free attractions. Get the above correct, please. They don't say "one of the best they ever played," but they do say "The Best They Ever Played." The ascent and descent of tower, in conjunction with the many feats performed therewith, is but a portion of this versatile attraction.
TO WHOM IT MAY CONCERN:
Mr. Lionel Legare just closed an engagement here for The Four County Fair, held September 23 to 31, 1921, in Chanute, Kansas, with his Mammoth Spiral Tower Act, including the many wonderful feats performed therewith, and I have no hesitancy in pronouncing this the greatest free act we have ever had. I have been secretary of this fair for nine years past, which is one of the largest in the State, and have procured many free acts, and this is the most talked of act we have ever had. Legare gives the very best service, and surely pleases the people, etc. Very sincerely, GEO. K. BIDEAU, Secretary, Neosho County Agricultural Society, Chanute, Kansas, October 1, 1921.
MR. LIONEL LEGARE, Bethlehem, Pa.
My Dear Mr. Legare—I have been on the run ever since the closing of the 1921 South Mississippi Fair, at Laurel, Miss., and haven't had the time to write you just how much your splendid act was appreciated by our people. As manager of the fair I am in touch with all the people over the country, and hear their comments and praises more than anyone else, and I wish to assure you that they had nothing but praise for your entertainment. We have unanimously agreed that your Spiral Tower Act is the Best Free Attraction we have ever had at our Fair. I wish to thank you for "always being on time" and for being ready and willing to do everything in your power to help me make the fair entertainment a success, etc. Yours very truly, GLEN FLEMING, Mar. 30, Mississippi Fair, Laurel, Miss.
HOME TRIBUNE-HERALD, Rome, Ga., October 12, 1921:
"During the races the free acts in front of the grand stand drew the attention of the crowds, and in these the Lionel Legare balancing-on-a-ball act on spiral tower was worth the price of admission."
This marvelous crowd-attraction has successfully appeared at the following amusement enterprises, which are the leaders in their particular lines:
FAIRS—The star sensational feature at the Minnesota State Fair, Hamline, and at hundreds of other fairs.
CARNIVALS—The big billing feature at the Annual Ak-Sr-Ben Carnival, Omaha, and at scores of other carnivals.
PARKS—The headline feature at White City Park, Chicago, and at dozens of other Parks.
Address all communications to LIONEL LEGARE, 1401 West Market St., Bethlehem, Penna.

Lionel Legare's Mammoth Spiral Tower Exhibition



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Shelbyville—Shelby County Fair Assn. Aug. 25-Sept. 2. W. Harria.
 South Bend—Inter-State Fair Assn. Aug. 22-26. Leo V. Hepler.
 Valparaiso—Porter County Fair Assn. Sept. 27-29. John Burch.

IOWA

Albia—Monroe Co. Fair Assn. Aug. 21-25. F. A. Wilkinson.
 Algona—Kossuth County Agri. Assn. Sept. 4-8. D. Quarton.
 Alta—Iowa Vista Co. Fair. Aug. 15-18. Roy H. Wilkinson.
 Ames—Central Iowa Fair Assn. Sept. 21-24. E. H. Graves.
 Arlington—Cass Co. Fair Assn. Sept. 4-9. Carl E. Hoffman.
 Aurora—Aurora Agri. Soc. Sept. 5-7. C. H. Gould.
 Bedford—Taylor Co. Fair Assn. Aug. 1-5. W. S. Nelson.
 Blomfield—Davis County Agri. Soc. Sept. 4-8. Frank C. Young.
 Brooklyn—Brooklyn Agri. Soc. Oct. 3-5. J. N. Carlson.
 Burlington—Burlington Tri-State Fair Assn. Aug. 21-23. Frank C. Norton.
 Carroll—Carroll County Fair & Driving Park Assn. Aug. 7-12. Chas. H. Parsons.
 Central City—Wapello Valley Fair Assn. Sept. 29. C. E. Bitters.
 Clarinda—Clarinda Fair Assn. Aug. 21-25. C. E. Beckner.
 Clarion—Wright County Fair Assn. Aug. 8-11. F. P. Wilson.
 Columbus Jct.—Columbus Jct. District Fair Assn. Aug. 8-11. H. L. Dunham.
 Corydon—Wayne Co. Agri. Soc. Aug. 21-25. F. B. Selby.
 Davenport—Miss. Valley Fair & Expo. Aug. 11-19. M. E. Bacon, 919 Kahl Bldg.
 Decorah—Winneshiek Co. Agri. Assn. Aug. 8-11. E. J. Curtin.
 Derby—Derby Dist. Agri. Soc. Sept. 6-9. C. E. Taylor.
 Des Moines—Iowa State Fair. Aug. 23-Sept. 1. A. R. Corey.
 DeWitt—Clinton Co. Agri. Soc. Sept. 12-15. G. H. Christensen.
 Donnellson—Lee Co. Fair Assn. Aug. 8-11. H. B. Hopp.
 Dyersville—Dubuque County Fair Assn. Sept. 27. Clarence F. Ferring.
 Eldora—Hardin Co. Agri. Soc. Aug. 21-24. J. B. Starr, Jr.
 Elkader—Elkader Fair Assn. Sept. 5-8. O. A. Benson.
 Fairfield—Jefferson County Agri. Assn. Aug. 7-11. Chas. H. Ross.
 Fond du Lac—Fond du Lac Fair Assn. Aug. 8-11. J. L. O'Keefe.
 Forest City—Winnebago County Fair Assn. Aug. 22-25. T. E. Isaacson, Thompson, Ia.
 Fort Dodge—Hawkeye Fair & Expo. Aug. 19-26. H. S. Stanbery.
 Greenfield—Adair County Agri. Soc. Sept. 12-15. F. A. Gatch.
 Grundy Center—Grundy Co. Agri. Soc. Sept. 6-8. B. R. Clark.
 Guthrie Center—Guthrie County Agri. Assn. Sept. 18-22. W. E. Moore.
 Hamburg—Hamburg Fair Assn. Sept. 5-9. W. H. Raceth.
 Harlan—Shelby County Fair Assn. Aug. 15-18. W. E. Cooper.
 Ida Grove—Ida County Farm Imp. Assn. Sept. 12-14. Frank H. Kerrigan.
 Independence—Richmond Co. Fair Assn. Sept. 12-15. E. A. Giles.
 Indianola—Warren Co. Agri. Soc. Aug. 15-18. J. Fred Henry.
 Knoxville—Marion Co. Fair Assn. Aug. 7-11. C. M. Gibson.
 Leon—Decorah County Agri. Soc. Aug. 14-19. F. A. Townsend.
 Malvern—Mills Co. Agri. Soc. Aug. 6-10. G. H. White.
 Manchester—Delaware Co. Fair Soc. Aug. 29-Sept. 1. E. W. Williams.
 Manson—Calhoun Co. Fair Assn. Aug. 29-Sept. 1. A. Hakes.
 Marion—Marion Inter-State Fair Assn. Aug. 14-19. Claude W. Lutz.
 Marshalltown—Marshall Co. Fair Assn. Sept. 11-15. W. M. Clark.
 Mason City—North Iowa Fair. Aug. 12-18. Chas. H. Barber.
 Mt. Pleasant—Henry Co. Fair Assn. Aug. 14-18. C. H. Talley.
 Nashua—Big Four Fair Assn. Aug. 21-25. C. L. Putney.
 National—Clayton County Agri. Soc. Aug. 29-Sept. 1. A. J. Kregel, Garnaville, Ia.
 Newton—Jasper Co. Agri. Soc. Sept. 18-22. E. J. Falor.
 Orange City—Sioux County Agri. Soc. Sept. 2-4. J. P. Helmond.
 Oskaloosa—Southern Iowa Fair & Expo. Sept. 11-15. H. E. Rowland.
 Perry—Tri-County Fair Assn. Sept. 11-14. B. E. Zerwekh.
 Rock Rapids—Lyon County Fair Assn. Aug. 28-Sept. 1. W. G. Smith.
 Rockwell City—Rockwell City Fair Assn. Aug. 1-4. A. L. Johnson.
 Sac City—Sac Co. Fair Assn. July 25-28. W. P. Weary.
 Sheldon—Sheldon District Fair Assn. Aug. 21-25. H. E. Benson.
 Shenandoah—Shenandoah Fair Assn. Aug. 14-18. E. B. Woodford.
 Sioux City—Interstate Fair Assn. Sept. 17-22. Don V. Moore.
 Spencer—Clay Co. Fair Assn. Sept. 26-29. L. W. Emery.
 Strawberry Point—Strawberry Point Dist. Fair Assn. Sept. 12-15. Charles Bales.
 Tipton—Cedar Co. Fair Assn. Aug. 29-Sept. 1. C. F. Summermaker.
 Toledo—Tamm Co. Fair Assn. Sept. 18-21. F. L. Whitford.
 Waterloo—Baird Cattle Congress & Internat'l Belgian Horse Show. Sept. 25-Oct. 1. E. S. Estel.
 Waverly—Bremner Co. Fair Assn. Aug. 15-18. Joe P. Gravo.
 Webster City—Hamilton County Agri. Expo. Assn. Sept. 4-8. H. M. Evans.
 West Liberty—Union Dist. Agri. Soc. Aug. 21-24. W. H. Shipman.
 West Point—West Point Dist. Agri. Soc. Aug. 1-4. John Walljasper.
 West Union—Fayette Co. Agri. Soc. Aug. 21-25. H. M. Stafford.
 Winfield—Winfield Fair Assn. Aug. 1-4. Russell Canby.

KANSAS

Anthony—Anthony Fair Assn. Aug. 1-4. O. P. Morrison.
 Bollet—Mitchell Co. Fair Assn. Sept. 26-30. Ira N. Tice.
 Burlington—Coffee Co. Agri. Fair Assn. Sept. 19-23. C. T. Sherwood.

What kind of a store are you going to frame this season?

"THE BIG QUESTION"

Nearly every Show on the Road carried an Alice May Store for several years past. They always made good.

IT'S THE MONEY MAKING POSSIBILITIES OF AN

Alice May Perfume Store

THAT WE ARE TALKING ABOUT

We have been after you LIVE CONCESSION PEOPLE for the past few seasons. A good many of you have reaped big profits with our line in the past. We want an ALICE MAY PERFUME STORE on every CARNIVAL, in every PARK, at every FAIR. In fact, every place where CONCESSIONS OPERATE.

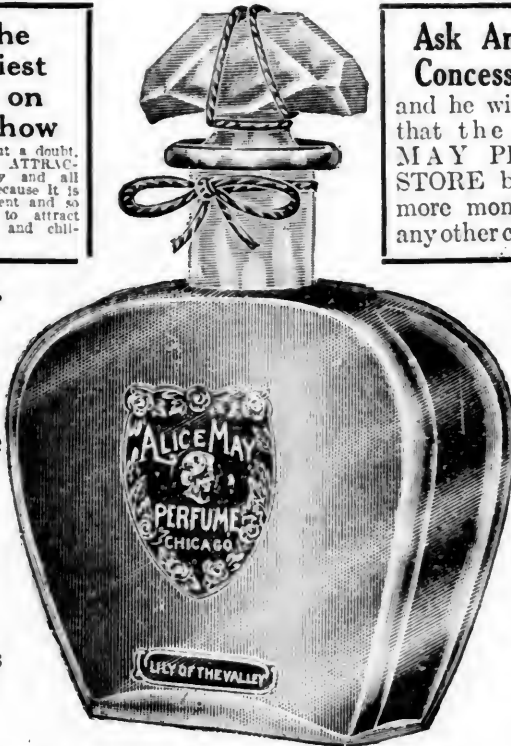


It's the Classiest Store on the Show

and is, without a doubt, the MOST ATTRACTIVE of any and all concessions, because it is entirely different and so designed as to attract men, women and children.

Ask Any Concessionaire and he will tell you that the ALICE MAY PERFUME STORE brought in more money than any other concession.

An Alice May Perfume Store takes in from \$400 to \$750 per week which nets you 500% profit.



All of the large shows carried one last season, and they're "WITH US AND FOR US" again this season.

Our Alice May Perfume Store Spindle



We guarantee our perfumes to be of fine quality.

NOTICE! No war tax on perfumes or toilet preparations.

is a legitimate game and ALLOWED TO OPERATE IN EVERY STATE OF THE UNION, because the player gets a prize every time. Only one person required to run the Store. WORKS FAST. FASCINATES and HOLDS THE CROWD. NO PADDLES—NO NUMBERS, enables the operator to do the greatest amount of business in the least time. No time lost for the operator. We supply everything to equip a FLASHY PERFUME STORE.

If you're interested, it will pay you to write for our new catalog, listing our complete line of Perfume and Perfume Novelties, which we offer at prices that are RIGHT for the CONCESSION TRADE.

SUPERIOR PERFUME COMPANY, 336 West 63rd St., Chicago

(Originators of the Perfume Store.)

Chanute—Neosho Co. Agri. Soc. Sept. 27-30. Geo. K. Bideau.
 Coldwater—Comanche County Agri. Fair Assn. Sept. 6-7. A. L. Brelgy.
 Columbus—Cherokee Co. Fair Assn. Aug. 9-12. C. J. Prugn.
 Eureka—Greenwood Co. Agri. Assn. Aug. 22-25. Wm. Bays.
 Hutchinson—Kansas State Fair. Sept. 16-22. A. L. Sponsler.
 Iola—Allen Co. Fair Assn. Aug. 23-Sept. 1. Dr. F. S. Beattie.
 Lawrence—Douglas Co. Fair & Agri. Soc. Sept. 19-22. O. J. Lane.
 Lincoln—Lincoln Co. Agri. & Fair Assn. Sept. 26-29. W. A. McFarland.
 Norton—Norton County Agri. Assn. Aug. 29-Sept. 1. A. J. Johnson.
 Oswego—Labette Co. Fair Assn. Aug. 29-Sept. 1. Clarence, Montgomery.
 Ottawa—Franklin Co. Agri. Soc. Sept. 5-9. P. P. Elder, Jr.
 Russell—Russell Co. Fair Assn. Oct. 3-6. H. A. Dawson.
 Seneca—Nemaha Co. Fair Assn. Sept. 5-8. J. C. Grindle.
 Smith Center—Smith Co. Fair Assn. Aug. 29-Sept. 1. John I. Morehead.
 Topeka—Kansas Free Fair. Sept. 11-16. Phil Eastman.
 Troy—Doniphan Co. Fair Assn. Oct. 3-6. C. R. Hewlins.
 Untontown—Bourbon Co. Fair Assn. Sept. 19-22. W. A. Stroud.
 Valley Falls—Valley Falls Fair & Stock Show Assn. Sept. 26-29. Leon Hauck.
 Wichita—International Wheat Show. Oct. 2-14. Henry B. Marks, care Board of Commerce.

KENTUCKY

Barboursville—Knox Co. Fair Co. Aug. 30-Sept. 1. J. S. Miller.
 Brodhead—Brodhead Fair Assn. Aug. 16-18. H. H. Hamm.
 Ewing—Ewing Fair Co., Inc. Aug. 16-19. W. P. Dye.
 Fern Creek—Jefferson Co. Fair. Aug. 8-11. Ben J. Williams, Buechel, Ky.
 Florence—North Ky. Fair Assn. Aug. 30-Sept. 2. Hubert Conner, Burlington, Ky.
 Henderson—West Ky. Agri. Fair Assn. July 25-29. Jacob Zimbro.
 Hodgenville—Lalup County Fair Assn. Aug. 30-Sept. 2. A. V. Kennedy.
 Lawrenceburg—Lawrenceburg Fair Assn. Aug. 15-18. J. L. Cole.
 Lexington—Lexington Colored Fair. Week Aug. 7. J. L. Hathaway, P. O. Box 627.
 Lexington—Blue Grass Fair Assn. Aug. 21-29. Ken Walker.
 London—Laurel Co. Fair. Aug. 22-25. S. A. Lovelace.
 Louisville—Ky. State Fair. Sept. 11-16. G. Carney Cross, 601 Republic Bldg.
 Mt. Sterling—Montgomery County Fair Assn. July 19-22. N. A. Wilkerson.
 Mt. Vernon—Mt. Vernon Agri. Fair Assn. Aug. 9-11. Chas. C. Davis.
 Owensboro—Davies County Fair & Expo. Sept. 4-9. James M. Pendleton.
 Shelbyville—Shelby Co. Agri. Assn. Aug. 22-26. T. R. Webber.
 Taylorsville—Spencer Co. Fair Assn. Aug. 1-4. J. Howard Wells.
 Vanceburg—Lewis County Fair Assn. Sept. 6-9. C. L. Tannan, pres.

LOUISIANA

Hammond—Florida Parishes Fair Assn. Oct. 30-Nov. 4. Mort L. Bixler, Box 755.
 Lafayette—St. W. La. Fair Assn. Oct. 11-15. F. V. Mouton.
 Shreveport—State Fair of La. Oct. 19-29. W. R. Hirsch.

MAINE

Acton—Shapleigh & Acton Agri. Soc. Oct. 3-5. Fred K. Bodwell.
 Bangor—Bangor Fair. Aug. 21-26. A. B. Peckham.
 Belfast—New Belfast Fair. Aug. 15-17. H. O. Buzzell.
 Bluehill—Hancock County Agri. Soc. Sept. 5-7. H. A. Saunders.
 Caribou—Aroostook Co. Fair Assn. Aug. 22-25. Frank Riley.
 Cherryfield—Washington Co. Fair Assn. Sept. 19-22. W. G. Means, Jr., Machias, Me.
 Cornish—Cornish Agri. Assn. Aug. 15-17. Leon M. Ayer.
 Embden—Emden Agri. Soc. Sept. 16. G. G. Palmer, R. N. D. No. 1, North Anson, Me.
 Exeter—West Penobscot Agri. Soc. Sept. 14-16. E. E. Cobath.
 Farmington—Franklin Co. Agri. Soc. Sept. 19-21. G. M. Hatch, New Vineyard, Me.
 Fryeburg—W. Oxford Agri. Soc. Sept. 26-29. C. Buzzell.
 Gorham—Cumberland County Agri. Soc. Sept. 4-7. F. E. Moulton, Cumberland Center, Me.
 Houlton—Houlton Agri. Soc. Aug. 29-Sept. 1. E. B. Leighton.
 South Paris—Oxford Co. Agri. Soc. Sept. 12-14. W. O. Frothingham.
 South Windors—South Kennebec Agri. Soc. Sept. 4-6. Arthur N. Douglas, R. F. D. 9, Gardiner, Me.
 Topsham—Wagadoc Agri. Soc. Oct. 10-12. E. O. Patten.
 Union—N. Knox County Agri. Soc. Sept. 26-28. H. L. Grinnell.

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MARYLAND

Bel Air—Harford County Fair Assn. Oct. 10-13. E. A. Cairnes.
Cambridge—Cambridge Fair Assn. Aug. 1-4. E. S. Lake.
Cumberland—Cumberland Fair Assn. Oct. 3-6. Virgil C. Powell.

MASSACHUSETTS

Blandford—Union Agri. Soc. Sept. 13. A. H. Nye, Russell, Mass.
Brookton—Brookton Fair. Oct. 3-6. Perley G. Flint, 45 Emerson ave.
Lynn—Greater Lynn Fair Assn. Sept. 13-16. Barbara H. Kelly, 17 Franklin st.

MICHIGAN

Adrian—Lenawee Co. Fair Assn. Sept. 18-22. P. A. Bradish.
Allegan—Allegan Co. Agri. Soc. Aug. 20-Sept. 1. S. M. Sequist.
Allenville—Mackinac Co. Fair Assn. Sept. 21-23. Paul A. Luppelz.

MINNESOTA

Ada—Norman County Agri. Soc. June 20-July 1. Leo H. Scherf.
Albert Lea—Freeborn Co. Agri. Soc. Aug. 28-31. N. J. Whitney.
Anoka—Anoka Co. Agri. Soc. Sept. 20-23. L. O. Jacob.



PEPPER and STODDARD

Now booking fairs. Three entirely different acts. Act No. 1, lady sings with band. Act No. 2, comedy act with man, dog and child.

Fair Secretaries and Park Managers

say we have something different. We have wonderful testimonials; always working. This week, March 12th to 15th, Empress Theater.

Farmington—Dakota Co. Agri. Soc. Sept. 20-23. Chas. S. Lewis.
Fertile—Polk Co. Agri. Fair Assn. July 3-5. H. A. Malmberg.
Garden City—Blue Earth Co. Agri. Soc. Aug. 23-25. A. D. McCormick.
Glenwood—Pope County Fair Assn. Sept. 25-27. W. H. Engelbrechtson.

Culbertson—Hitchcock Co. Fair Assn. Approx. Sept. 15-17. A. R. Smith.
Davi City—Butler County Fair Assn. Sept. 19-22. W. H. McGaugh.
Desbler—Thayer Co. Agri. Soc. Aug. 20-Sept. 1. E. J. Mitchell.

Rochester—Rochester Fair Assn. Sept. 19-22. E. H. Neal.
NEW HAMPSHIRE
Rochester—Rochester Fair Assn. Sept. 19-22. E. H. Neal.

NEW YORK
Afton—Afton Driving Park & Agri. Assn. Sept. 12-15. Harry G. Horton.
Altamont—Albany & Schenectady County Agri. Soc. Sept. 19-22. Walter Severson.

MISSOURI
Bollivar—Polk Co. Agri. Soc. Aug. 22-26. F. L. Templeton.
Bethany—N. Mo. District Fair. Sept. 5-9. W. T. Lingle.

NEBRASKA
Alma—Harlan Co. Fair Assn. Sept. 19-22. C. E. Alter.
Arlington—Washington Co. Agri. Soc. Sept. 20-22. C. G. Marshall.

NORTH CAROLINA
Ashboro—Randolph County Fair Assn. Sept. 20-23. W. C. York.
Asheville—Western N. C. Dist. Agri. (Colored) Fair. Oct. 2-7. E. W. Pearson, Box 261.

ENTERTAINMENT ESSENTIAL

By O. E. REMEY

Altho this statement may draw fire from those who approve only basic features at a fair, good, clean entertainment, as much as possible can be afforded, is essential to the success of the modern fair.

By entertainment is meant pay shows, music, programs of vaudeville and circus acts in front of the grandstand, horse racing, automobile racing, fireworks, aviation stunts and other features of interest to the great American public.

Entertainment more than anything else attracts the crowds and produces the stream of dollars poured into the turnstiles at the outside and grandstand gates.

Because of the short period of the average fair and the uncertainty of weather conditions and the tremendous cost of the up-to-date fair, it is most essential that every legitimate means be used by fair managers to draw crowds in order to meet the great costs of the fair.

High-class entertainment, and lots of it, is what lures the crowds. This is truer of patrons from rural districts than of patrons from city districts, for the city man and woman can see high-class entertainment most every day or night, while the rural patrons are not so fortunately situated and get most of the high-class entertainment they see during the year at their particular fair.

The big fairs of America long ago have proved the wisdom of presenting clean, high-class entertainment, and all of it they can afford. So extensive are the entertainment features of the big fairs of the present day that it can be said that only at the big fairs are such stupendous entertainment programs presented.

ASHTABULA COUNTY AGRICULTURAL SOCIETY will hold its celebration at JEFFERSON, OHIO, August 15-16-17-18, 1922. Two Nights, 16-17.

Faultless

TOY BALLOONS

THE "BIG-MONEY" MAKERS—Watch your step this year and before you tie up with any source of supply for Toy Balloons, Squawkers, Come-Back Balls and other Rubber Novelties, find out about the "Big-Money" Makers in these lines made by The Faultless Rubber Company.

Remember, good stuff PAYS YOU BEST in the long run—least trouble, biggest sales, most profitable. We make absolutely the best toy balloons on the market—big, strong, long-necked, bright-colored and well made throughout from the finest rubber and colors. FAULTLESS COLORS WILL NOT RUB OFF.

ORDER DIRECT FROM THE FACTORY and you will get balloons which are only a few days old when they reach you. FRESH STOCK like this means a lot to you.

RIGHT PRICES—Our prices are right on every balloon in the line—positively the lowest prices at which balloons of Faultless Quality can be sold.

EXTRA MONEY—Buying from us under our "Cash Compensation Plan" you line up for a nice bunch of extra money at the end of your season, all in addition to your usual good profits throughout the season. It certainly will pay you well to buy all of your Balloons, Squawkers, Come-Back Balls, etc., from us. Remember, we make balloons of all kinds, all sizes, all shapes—plain or decorated—supplied with or without Faultless Patented Closing Valves; also a good line of Noisy Squawkers, Balloon Novelties, Patriotic Balloons, Snappy Come-Back Balls, etc. Don't delay in getting posted.



WRITE TODAY FOR FULL DETAILS

The Faultless Rubber Co., 330 Rubber St. Ashland, Ohio.

Henderson—Golden Belt Fair Assn. Oct. 10-13. C. M. Hight.
Louisburg—Franklin Co. Fair Assn. Oct. 3-7. H. Fleming.
Lumberton—Robeson Fair Assn. Oct. 10-13. W. O. Thompson.
Mount Airy—Carolina-Virginia Fair. Sept. 20-29. Edw. M. Linville.
Raleigh—N. C. State Fair. Oct. 16-21. Joseph E. Pogue, secy.; E. V. Walborn, mgr.
Salisbury—People's Agrl. Fair Assn. Sept. 25-29. T. D. Brown.
Smithfield—Johnston Co. Agrl. Soc. Oct. 31-Nov. 3. Wm. D. Avera.
Spruce Pine—Toe River Dist. Fair Assn. Oct. 3-7. W. M. Wiseman.
Tarboro—Coastal Plain Fair Assn. Oct. 31-Nov. 3. Geo. Howard.
Winston-Salem—Winston-Salem & Forsyth Co. Fair Assn. Oct. 3-6. F. J. Lippfert.

NORTH DAKOTA

Fargo—N. D. State Fair Assn. July 17-22. F. W. McRobert.
Fessenden—Wells County Fair Assn. July 11-13. A. E. Belcher, Sykeston, N. D.
Grand Forks—Grand Forks Fair. July 24-29. E. H. Montgomery.
Jamestown—Stutsman Co. Fair Assn. July 11-14. J. A. Barner, Box 66.
Rugby—Pierce Co. Agrl. Assn. July 4-6. O. A. Spillum.

OHIO

Akron—Summit Co. Agrl. Soc. Sept. 12-13. M. H. Warner, R. D. 22, Box 116, E. Akron, O.
Ashley—Ashley Fair Assn. Sept. 12-15. F. W. Sherrill.
Athens—Athens Co. Agrl. Soc. Aug. 22-25. C. M. Gill.
Belmont—Logan Co. Agrl. Soc. Sept. 20-30. Don A. Detrick.
Berea—W. Cuyahoga Co. Agrl. Soc. Sept. 12-15. L. M. Coe, North Olmstead, O.
Bowling Green—Wood Co. Fair. Sept. 11-15. B. S. Sweet.
Bucyrus—Crawford Co. Agrl. Soc. Sept. 5-8. Jay W. Haller.
Burton—Geauga Co. Agrl. Soc. Sept. 12-15. W. S. Ford.
Cadiz—Harrison County Agrl. Soc. Sept. 19-21. Sam F. Dickerson.
Caldwell—Noble Co. Agrl. Soc. Aug. 30-Sept. 1. J. W. Matheny.
Canton—Stark Co. Fair & Indust. Expo. Sept. 4-8. Chas. A. Fromm.
Carrollton—Carroll Co. Agrl. Soc. Oct. 3-6. J. R. Booth.
Carrington—Cincinnati—Hamilton Co. Agrl. Soc. Aug. 9-12. D. L. Sampson, Room 519 Court-house, Cincinnati.
Celina—Mercer Co. Agrl. Soc. Aug. 14-18. Wm. Wiley, R. R. 1, Coldwater, O.
Circleville—Circleville Pumpkin Show Soc. Oct. 18-21. N. R. Huston.
Columbus—Ohio State Fair. Aug. 28-Sept. 2. Edward S. Wilson.
Croton—Hartford Central Agrl. Soc. Sept. 5-8. R. B. Stumph.
Dayton—Montgomery Co. Agrl. Board. Sept. 4-8. I. L. Holderman, 603 Rebleid Bldg.
Dover—Tuscarawas Co. Agrl. Soc. Oct. 9-12. J. D. Craig.
E. Palestine—E. Palestine Fair. Sept. 19-21. M. H. Eaton.
Eaton—Preble Co. Agrl. Soc. Sept. 25-29. Harry D. Sliver.
Elyria—Lorain Co. Agrl. Soc. Sept. 4-6. H. C. Harris.
Findlay—Hancock Co. Agrl. Soc. Sept. 5-9. G. R. Lewis.
Fremont—Sandusky Co. Agrl. Soc. Sept. 19-22. C. A. Hochenedel.
Georgetown—Brown Co. Agrl. Soc. Oct. 3-6. E. A. Quinlan, R. D. 4.
Greenville—Darke County Agrl. Soc. Aug. 21-25. Bertram K. Smith, Arcanum, O.
Hicksville—DeWane County Agrl. Soc. Sept. 19-22. E. E. Kimble.
Hillsboro—Hillsboro Fair Co. July 18-21. W. E. Calvert.
Kenton—Hardin County Agrl. Soc. Aug. 15-18. Geo. W. Schindewolf.
Kinsman—Kinsman Fair Assn. Aug. 22-24. George G. Johnson.
Lancaster—Fairfield County Agrl. Soc. Oct. 11-14. W. T. McClenaghan.
Lebanon—Warren County Agrl. Soc. Sept. 12-15. Ed S. Conklin.
Leesburg—Leesburg Highland Fair Co. Aug. 8-11. Herbert S. Johnson.
Lima—Allen Co. Agrl. Soc. Aug. 22-25. G. D. Creman, 219 Opera House Block.
Lisbon—Columbiana Co. Agrl. Soc. Sept. 12-14. H. E. Marsden.
London—Madison Co. Agrl. Soc. Aug. 22-25. Lamar P. Wilson.
Loudonville—Loudonville Fair Assn. Sept. 26-28. Ned L. Rutch.
Lucasville—Scioto County Agrl. Assn. Aug. 9-12. Maurice Caldwell, Wakefield, O.
McConnellsville—Morgan Co. Agrl. Soc. Sept. 13-15. John D. Barkhurst.
Medina—Medina Co. Agrl. Soc. Sept. 19-21. F. M. Plank.
Mempeller—Williams Co. Agrl. Soc. Sept. 12-16. A. C. Hance.
Mount Vernon—Knox Co. Agrl. Soc. Aug. 22-25. Charles L. Hermont.
Napoleon—Henry Co. Agrl. Soc. Aug. 29-Sept. 1. John H. Lowry.
Newark—Licking Co. Agrl. Soc. Sept. 12-15. Harry D. Hale.
New Lexington—Perry Co. Agrl. Soc. Sept. 6-8. Ed Horwath.
Norwalk—Huron Co. Fair Assn. Aug. 29-Sept. 1. Frank G. Jones.
Old Washington—Guernsey Co. Agrl. Soc. Sept. 20-29. J. P. St. Clair.
Citawa—Putnam County Agrl. Soc. Sept. 19-22. W. H. Tobias, Gilboa, O.
Owensville—Clermont Co. Agrl. Soc. Aug. 15-18. J. E. Christy, Monterey, O.
Painesville—Lake Co. Agrl. Soc. Sept. 6-9. Chas. F. Sherwood.
Pauding—Pauding County Fair Assn. Aug. 28-Sept. 1. Harry B. Brattain.
Powell—Delaware Co. Agrl. Soc. Sept. 19-22. George France, Jr.
Randolph—Randolph Agrl. Soc. Sept. 29-30. J. H. Hartman, P. O. Box 226.
Ravenna—Portage County Agrl. Soc. Aug. 22-26. F. M. Knapp.
Rock Springs—Meigs Co. Agrl. Soc. Sept. 5-7. James M. Lyman, Pomeroy, O.
Shively—Shelby Co. Agrl. Soc. Sept. 12-15. J. E. Russell.
Smithfield—Jefferson Co. Fair Assn. Sept. 26-29. J. O. Hayne.
Smyna—Tri-Co. Fair Assn. Sept. 5-7. F. E. Larimore, Route 6, Freeport, O.
Tiffin—Seneca Co. Agrl. Soc. Aug. 22-25. Geo. L. Rakesraw.
Toledo—Tri-State Fair. Aug. 9-19. B. Ward Beam. 1202-43 Ohio Bldg.

Troy—Miami County Agrl. Soc. Sept. 10-22. C. W. Kline.
Upper Sandusky—Wyandot Co. Agrl. Soc. Sept. 12-15. Ira T. Matteson.
Van Wert—Van Wert Co. Agrl. Soc. Sept. 4-8. W. A. Marker.
Wapakoneta—Auglaize Co. Agrl. Soc. Aug. 29-Sept. 1. A. E. Schaffer.
Wauson—Fulton Co. Agrl. Soc. Sept. 5-8. Carl P. Orth.
West Union—Adams Co. Agrl. Soc. Sept. 12-15. T. W. Ellison.
Woodsfield—Monroe Co. Agrl. Soc. Aug. 22-24. Geo. P. Borr.
Zanesville—Muskingum Co. Agrl. Soc. Aug. 13-18. R. Y. White.

OKLAHOMA

Altus—Jackson Co. Fair Assn. Sept. 6-9. C. D. Powell.
Claremore—Rogers County Free Fair Assn. Sept. 19-22. D. A. Willhelt.
Glynnon—Texas County & Panhandle Free Fair Assn. Oct. 17-20. W. W. Kennedy.
Hugo—Choctaw Co. Free Fair Assn. Sept. 18-23. W. E. Schooler.
Muskogee—Ok. Free State Fair. Oct. 2-7. Ethel Murray Simonds.
Nowata—Nowata Co. Free Fair Assn. Oct. 4-7. H. M. Wolverton.
Oklahoma City—Ok. Co. Free Fair Assn. Sept. 19-20. C. H. Donart, 321 1/2 W. Main st.
Oklahoma City—Okla. State Fair & Expo. Sept. 23-30. I. S. Mahan, gen. mgr., Box 994.
Okmulgee—Okmulgee Co. Free Fair Assn. Sept. 13-16. Paul T. Stadt.
Stigler—Haskell County Free Fair Assn. Sept. 27-30. T. W. McKinley.
Tulsa—Tulsa Co. Free Fair Assn. Sept. 16-20. Paul C. Meyer, P. O. Box 1676.

OREGON

Albany—Linn Co. Fair Assn. Oct. 2-7. Alfred C. Schmitt.
Gresham—Multnomah County Fair Assn. Aug. 7-12. A. F. Miller.
Moro—Sherman Co. Fair Assn. Oct. 9-14. A. H. Barnum, pres.
Portland—Pacific International Live Stock Exposition. Nov. 4-11. O. M. Plummer, 211 Northwestern Bank Bldg.
Salmon—Oregon State Fair. Sept. 25-30. A. H. Lea.

PENNSYLVANIA

Allentown—Lehigh Co. Agrl. Soc. Sept. 18-23. H. P. Schall.
Altoona—Blair Co. Fair Assn. Aug. 15-18. C. G. Brennanman, 1416 Eleventh Ave.
Athens—Inter-State Fair Assn. Sept. 11-16. Chas. E. Mills.
Beaver (Junction Park)—Beaver Co. Agrl. Assn. Sept. 27-30. M. J. Patterson.
Bloomsburg—Bloomsburg Fair Assn. Oct. 3-6. Harry R. Correll.
Brookville—Jefferson Co. Agrl. Assn. Sept. 11-15. G. A. Carmalt.
Burgettstown—Burgettstown Fair. Oct. 3-5. J. L. McCough.
Dawson—Great Dawson Fair. Sept. 13-15. Harry Cochran.
Dayton—Dayton Agrl. Assn. Sept. 12-15. M. H. Redding, R. D. 2.
Forksville—Sullivan County Agrl. Soc. Oct. 3-6. J. R. Muldix.

Hanover—Hanover Agrl. Soc. Sept. 19-22. S. A. Gelselman.
Harford—Harford Agrl. Soc. Sept. 19-21. F. A. Osborn.
Honesdale—Wayne Co. Agrl. Soc. Oct. 3-6. E. W. Gammell.
Lancaster—Lancaster County Agrl. Fair Assn. Sept. 26-29. J. F. Seidomridge, 34 1/2 N. Queen st.
Lebanon—Lebanon Valley Fair Assn. Aug. 29-Sept. 1. J. A. Boliman.
Lehighton—Lehigh Valley Fair Assn. Sept. 26-30. Wm. J. Zahn.
Lewisburg—Union County Agrl. Soc. Oct. 17-20. C. F. Dunkle.
Mansfield—Smythe Park Assn. Sept. 19-22. Frank H. Marvin.
Mercer—Mercer Co. Fair Assn. Sept. 12-14. J. L. R. Young.
Milton—Great Milton Fair. Oct. 10-13. T. H. Paul.
Montrose—Susquehanna Co. Agrl. Soc. Sept. 12-14. E. C. Rogers.
New Castle—New Castle Agrl. Assn. Oct. 3-6. R. R. McGeorge, 328 Produce st.
New Kensington—Allegheny Valley Fair Assn. July 31-Aug. 5. J. G. Spence, Box 759.
Newport—Perry Co. Agrl. Soc. Aug. 29-Sept. 1. M. L. Ritter.
Philadelphia—Philadelphia Co. Fair Assn. Sept. 4-9. Walter R. Buckman, Byberry, Philadelphia, Pa.
Pulaski—Lawrence County Agrl. Assn. Aug. 15-18. J. P. Myers.
Reading—Reading Fair. Sept. 12-16. Wm. M. Hartenstine, 30 N. 6th st.
Red Lion (Fairmount Park)—Red Lion Gaia Week Fair. Aug. 19-26. R. M. Spangier.
Stroudsburg—Monroe Co. Agrl. Soc. Sept. 4-8. H. S. Smoyer.
Titusville—Oil Creek Fair Assn. Sept. 12-15. G. L. Ackerman.
Towanda—Bradford County Agrl. Soc. Aug. 29-Sept. 1. R. L. Stunce.
Tunkhannock—Wyoming County Fair Assn. Sept. 19-22. O. D. Stark.
Troy—Troy Agrl. Soc. Sept. 5-8. W. F. Palmer.
Warren—Warren County Agrl. Assn. Sept. 19-22. E. M. Lowe, 207 Madison ave.
Washington—Washington Fair Assn. Aug. 29-Sept. 1. R. L. Stunce.
Waynesburg—Waynesburg Fair & Agrl. Assn. Aug. 22-25. Harry F. Baily.
West Chester—Chester County Agrl. Assn. Aug. 29-Sept. 1. Norris G. Temple, Pocopson, Pa.
Westfield—Cowanesque Valley Agrl. Soc. Sept. 12-15. O. A. Manning.
Williams Grove—Williams Grove Picnic. Aug. 28-Sept. 1. D. B. Baker, Dillsburg, Pa.
York—York Co. Agrl. Soc. Oct. 3-6. H. C. Heckert, secy.; D. Eugene Frey, cor. secy.

RHODE ISLAND

Portsmouth—Newport County Agrl. Soc. Sept. 19-22. J. R. Chase, 202 Thames st., Newport, R. I.
SOUTH CAROLINA
Bishopville—Lee County Fair Assn. Nov. 29-Dec. 2. R. L. Hearon.
Columbia—S. C. State Fair. Oct. 23-27. D. P. Efrd.
Columbia—Colored State Fair Assn. Oct. 31-Nov. 3. A. W. Hill, Aiken, S. C.

Dillon—Dillon Co. Fair Assn. Oct. 17-20. A. P. Bethea.
Greenwood—Piedmont Fair Assn. Oct. 18-20. W. A. Frady, Box 35.
Marion—Marion County Fair Assn. Nov. 7-10. C. L. Schofield, Lake City, S. C.
Orangeburg—Orangeburg Co. Fair Assn. Nov. 14-17. Jerry M. Hughes.
Rock Hill—York Co. Fair Assn. Oct. 18-20. Miss F. M. Fewell.

SOUTH DAKOTA

Aberdeen—Tri-State Fair Assn. Sept. 4-8. Geo. C. Mantor, Commercial Club Bldg.
Clark—Clark Co. Agrl. Fair Assn. Sept. 26-28. George B. Otte.
Huron—S. D. State Fair. Sept. 11-15. John P. White.
Mitchell—Mitchell Corn Palace. Sept. 25-30. W. H. Kink, acting secy.
Roscoe—Edmunds County Fair Assn. Sept. 4-6. W. L. McCafferty.

TENNESSEE

Alexandria—DeKalb Co. Agrl. Assn. Aug. 31-Sept. 2. Rob Roy.
Chattanooga—Chattanooga Interstate Fair. Sept. 30-Oct. 7. Jos. R. Curtis, 813 Broad at.
Clinton—Anderson Co. Fair & Stock Assn. Sept. 6-8. W. C. Baker.
Deer Lodge—Morgan Co. Fair Assn. Sept. 20-23. A. C. Lavender.
Jackson—West Tenn. Dist. Fair Assn. Sept. 11-16. W. F. Barry.
Knoxville—State Fair of E. Tenn., a usp. Commercial Co-operative Assn. Sept. 18-23. C. E. Nelson, gen. mgr., 1215 E. Clinch st.
LaFollette—Tri-County Fair Assn. Aug. 30-Sept. 2. Pat W. Kerr.
Memphis Tri-State Fair. Sept. 23-30. Frank D. Fuller.
Morristown—Morristown-Hamblin Co. Fair Assn. Sept. 20-22. I. A. Lane.
Nashville—Tenn. State Fair. Sept. 16-23. J. W. Busswurm.
Newport—Appalachian Fair Assn. Oct. 3-5. John M. Jones.
Paris—Henry County Fair Assn. Sept. 6-9. John Richardson.

TEXAS

Ahrens—West Texas Fair. Sept. 25-30. W. O. Kinsolving.
Austin—Travis County Fair Assn. Oct. 17-21. C. B. Cook.
Bastrop—Bastrop County Fair Assn. Oct. 24-28. R. E. Scott.
Beaumont—South Texas State Fair. Nov. 2-11. Chas. A. Bland.
Beeville—Bee Co. Fair. Oct. 17-20. W. E. Marsh.
Bertram—Bertram Fair Assn. Aug. 2-4. H. O. Kline.
Childress—Childress State Fair. Sept. 13-16. T. Paul Barron.
Cuero—Fair, a usp. Chamber of Commerce. Nov. 9-11. Oscar C. B. Nau.
Dallas—State Fair of Texas. Oct. 6-15. W. H. Stratton.
Denton—Denton County Fair, a usp. Chamber of Commerce. Oct. 18-21. H. F. Browder.
Flatonla—Flatonla Fair. Sept. 19-23. M. Fernau, Jr.
Franklin—Robertson County Fair Assn. Sept. 29-30. Mrs. R. B. Ewing.
Fredericksburg—Gillespie Co. Fair Assn. Aug. 23-25. Henry Hirsch.
Georgetown—Williamson County Fair Assn. Oct. 2-5. O. W. Sherrill.
Gonzales—Gonzales Co. Fair. a usp. Young Men's Business League. Sept. 27-29. G. A. Knebel.
Kenedy—Karnes County Fair Assn. Oct. 11-14. J. H. Burr.
Lockhart—Caldwell Co. Fair Assn. Sept. 19-22. H. W. Fielder.
Post—Garza County Fair Assn. Oct. 5-7. G. N. Leggett, Box 343.
San Angelo—San Angelo Fair Assn. Oct. 17-22. Alameda Rogers, Box 518.
San Marcos—Hays County Fair, a usp. Chamber of Commerce. Sept. 27-30. J. W. Gantt.
San Saba—San Saba Co. Fair Assn. Aug. 15-18. J. E. Bell, Box 475.
Seguin—Guadalupe Co. Fair Assn. Oct. 3-6. Geo. J. Kempen.
Sherman—Red River Valley Fair Assn. Sept. 26-30. C. A. Shock.
Timpson—East Texas Fair Assn. Oct. 10-14. C. D. McElPatrick.
Victoria—Victoria County Fair Assn. Nov. 8-11. J. H. Stoltzfus, Box 613.
Waco—Texas Cotton Palace. Oct. 21-Nov. 5. S. N. Mayfield.

UTAH

Manti—Sanpete Co. Fair Assn. Sept. 13-15. Glen A. Jensen.

VERMONT

Barton—Orleans Co. Fair Assn. Sept. 5-7. H. E. Barron.
Brattleboro—Valley Fair Assn., Inc. Sept. 26-27. D. E. Tasker, Box 539.
Manchester Center—Battenkill Valley Indust. Soc. Sept. 12-14. W. H. Shaw.
Morrisville—Lamoille Valley Fair Ground Co. Aug. 22-24. O. M. Waterman.
Northfield—Dog River Valley Fair Assn. Sept. 19-21. E. W. Clark.
Rutland—Rutland Co. Agrl. Soc. Sept. 4-9. W. K. Farnsworth, Mead Bldg.
St. Johnsbury—Caledonia County Fair. Aug. 29-31. Fred S. Harriman.
Tunbridge—Union Agrl. Soc. Oct. 3-5. Edw. R. Flint.
White River Junction—Vermont State Fair. Sept. 12-15. Fred L. Davis.
Woodstock—Windsor Co. Agrl. Soc. Sept. 19-21. H. B. Chapman.

VIRGINIA

Chase City—Mecklenburg County Fair Assn., Inc. Sept. 26-29. J. E. Brame.

The Great Yates County Fair
Will be held Aug. 29, 30, 31. Sept. 1, 1922, at Penn Yan, N. Y.
Concessioners should reserve their space early.
M. F. BUCKLEY, Secy.

Doswell—Inter-County Fair Assn., Inc. Sept. 18-22 or 23-30. J. S. Poits, mgr., 414 N. 10th st., Richmond, Va.
 Fredericksburg—Fredericksburg Fair Assn. Sept. 27-30. C. R. Howard.
 Galax—Galax Fair Assn. Sept. 12-15. W. O. Robinson.
 Kellor—Eastern Shore Agril. Fair Assn. Aug. 29-Sept. 1. H. E. Mears.
 Lynchburg—Interstate Fair. Sept. 26-29. F. A. Lovelock.
 Marion—Smyth Co. Fair & Agril. Assn. Aug. 29-Sept. 1. E. K. Cozner.
 Norfolk—Norfolk Agril. & Indust. Fair Assn., Inc. Sept. 4-9. J. N. Montgomery, mgr., Brokers' Exch. Bldg.
 Petersburg—Petersburg Fair Assn., Inc. Oct. 9-14. R. W. Eames, Box 32.
 Purcellville—Loudoun Co. Breeders' Assn. Sept. 13-15. F. H. James.
 South Boston—Halifax County Fair Assn. Oct. 17-20. W. F. Bonnett.
 Staunton—Staunton Fair. Sept. 4-9. C. B. Ralston.
 Tasley—Tasley Fair. Aug. 8-11. D. Frank White, Parksley, Va.
 Winchester—Winchester Fair Assn. Aug. 29-Sept. 1. Thos. F. Burley, Jr.
 Woodstock—Shenandoah County Fair Assn. Sept. 12-15. Frank M. Fravel.

WASHINGTON

Burlington—Skegit Co. Fair Assn. Aug. 14-19. W. J. S. Gordon, Mt. Vernon, Wash.
 Centralia—Chehalis—S. W. Wash. Fair. Aug. 28-Sept. 2. George R. Walker, Chehalis, Wash.
 Elmas—Grays Harbor County Fair Assn. Sept. 4-10. C. H. Palmer.
 Spokane—Spokane Interstate Fair. Sept. 4-9. Waldo G. Daine, 7 Terminal Bldg.
 Walla Walla—Walla Walla Agril. & Livestock Fair Assn. Sept. 11-16. Harry Paxton, Baker Bldg.
 Yakima—Washington State Fair. Sept. 18-23. H. P. Vermilye.

WEST VIRGINIA

Bluefield—Bluefield Fair Assn. Sept. 4-9. W. L. Otey.
 Clarkburg—W. Va. Fair Assn. Sept. 12-15. Jas. N. Hess.
 Hinton—Summers County Fair Assn. Sept. 28-29. O. W. Allen.
 Keyser—Upper Potomac Fair Assn. Oct. 11-13. Richard W. Thrush.
 Pennington—Ritchie Co. Agril. & Fair Assn. Aug. 29-Sept. 1. H. J. Scott.
 Shepherdstown—Morgans Grove Fair Assn. Sept. 4-8. C. S. Musser.
 Weston—Lewis County Agril. Assn. Sept. 18-21. J. M. Dennison.
 Wheeling—W. Va. State Fair. Sept. 4-9. Bert H. Swartz.

WISCONSIN

Antigo—Langlade Co. Agril. Soc. Sept. 6-9. Henry Berner.
 Augusta—Eau Claire County Agril. Soc. Sept. 5-8. M. J. Wagner.
 Baraboo—Sauk Co. Agril. Soc. Aug. 15-18. S. A. Delton.
 Beaver Dam—Dodge County Fair Assn. Sept. 25-29. George Hickey.
 Bloomington—Blakes Prairie Agril. Soc. Sept. 12-14. Oscar Knapp.
 Boscobel—Boscobel Fair & Driving Park Assn. Aug. 9-11. John T. Ruka.
 Cedarburg—Ozaukee Co. Agril. Soc. Sept. 13-16. Fred J. Schuette.
 Chilton—Calumet Co. Agril. Assn. Sept. 11-14. Herman Rau.
 Chippewa Falls—Northern Wis. State Fair Assn. Sept. 11-15. A. L. Putnam.
 Darlington—LaFayette County Agril. Soc. Aug. 22-25. Thos. Kirwan.
 Durand—Chippewa Valley Dist. Fair Assn. Sept. 26-29. C. A. Ingram, mgr.
 Elkhorn—Walworth County Agril. Soc. Sept. 4-8. Chet Phillips.
 Elroy—Elroy Fair Assn. Sept. 4-7. Wm. M. Kelley, 102 Main st.
 Evansville—Rock Co. Agril. Assn. Sept. 5-8. C. S. Ware.
 Fond du Lac—Fond du Lac Co. Agril. Soc. Sept. 4-8. S. D. Boreham, 83 S. Main st.
 Friendship—Adams Co. Agril. Soc. Sept. 12-15. Geo. W. Bingham.
 Gays Mills—Central Agril. & Driving Park Assn. Sept. 5-8. T. N. Nelson.
 Green Bay—DePerre—Northeastern Wis. Fair. Aug. 28-31. Herb J. Smith, DePerre, Wis.
 Janesville—Janesville Park Assn. Aug. 8-11. Harry O. Nowlan.
 Jefferson—Jefferson Co. Fair Assn. Sept. 12-15. O. F. Roessler.
 Lancaster—Grant County Agril. Soc. Sept. 5-8. L. D. Eastman.
 Luxemburg—Keweenaw Co. Agril. Assn. Sept. 4-6. E. P. Happel.

Attention, Carnival Men

Something new in Slide Hats. Send 25c in stamps for sample. One man sold five gross in one night. Ask for Easter Circular. LOS ANGELES NOVELTY TOY COMPANY, 413-15 So. Los Angeles St., Los Angeles, California.

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Genuine leather, 14 inch. Brown or black. Lined. Hundred Lots, \$1.10 Each. Sample \$1.25. Cash-third cash with order, balance C. O. D.

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PORTRAIT AGENTS—A new medallion frame that's a wonder, 150% profit. Also a new line of religious subjects on medallions. Something great. Send for catalogue. Photo Medallions, Photo Clock Medallions, Photo Buttons, Photo Jewelry, Photo Mirrors, Four-day service. Send us a trial order. Satisfaction guaranteed. GIBSON PHOTO JEWELRY CO., 603 Grandview Ave., Brooklyn, New York.

THE FROG POND, PAGE 108
 Famous Pill Ball Games, Page 107

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for North and South Dakota territory. We offer profitable connection to men with personality and push, who can do business with professional and business men. UNITED CREDITORS' ASS'N. INC., Sioux Falls, South Dakota.



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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.



Beautiful Dolls

NEW SIZES: 15-In., 17-In., 19-In., 21-In.

New Catalogue Now Ready

Start right with the Doll that makes the big play bigger.

Order Assortment } 15-In. - \$7.75 17-In. - \$9.25
 } 19-In. - 11.75 21-In. - 15.00

15 and 17 in. come 6 Dozen to case, 19 and 21 in. 4 Dozen to case. 25% Deposit, Balance C. O. D.

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VAN ALSTINE'S HAVAKIS, a delicious Chewing Candy, put in a very attractive box for give-away or sell. Packed 250 to a case, \$40.00 a thousand; \$22.50 for 500; \$12.50 for 250. Samples, 10c. F. O. B. 10% with order, balance C. O. D.

VAN ALSTINE CANDY CO., 337 S. Fourth Street, Columbus, O.

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Ed. A. Evans Shows now booking Fairs and Celebrations, Season 1922. Be sure and book your attractions now—don't wait until July or August. Would consider string of Fairs in the West.

ED. A. EVANS, Gen. Del. EAST ST. LOUIS, ILL.

HAVE YOU SEEN THE "WAG" MIDGET?

Absolutely the smallest trade poker board on the market, as well as the neatest, and is a credit to any cigar counter. Guaranteed in every respect. Also all other sizes of boards and special boards as you want them.

WAG MANUFACTURING CO., 234 So. 8th Street, Philadelphia, Pa.

FLEMINGTON, N. J., FAIR AUGUST 22-23-24-25-26

5 BIG DAYS 5

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THE BABY IN THE BOTTLE

Swell large size was Two-Headed Baby Girl, about 16 inches high very natural and lifelike, exhibited in 5-gallon museum jar, 7x18 inches. A whole show or a feature for Side or Pin Show. Also lots of other Mummified Freaks, Sea Serpents, Mermaids, Devil Fish, Two-Headed Giants, Devil Child, Stamese Twins, Chinese Palaces and others, with or without banners. Price list for stamp.

THE NELSON SUPPLY HOUSE, 514 E. 4th St., So. Boston, Mass. Billy Nelson, Mgr.

Madison—Dane County Fair Assn. Aug. 22-25. M. M. Parkinson.
 Manitowoc—Manitowoc Co. Fair Assn. Aug. 22-25. F. C. Borehardt, Jr., 720 N. 8th st.
 Marshfield—Central Wis. State Fair Assn. Sept. 5-8. R. R. Williams.
 Maunton—Juneau Co. Agril. Soc. Aug. 22-25. W. F. Winsor.
 Menominee—Dunn County Agril. Soc. Sept. 19-22. J. D. Millar.
 Milwaukee—Wisconsin State Fair. Aug. 29-Sept. 2. O. E. Remy, Madison, Wis.
 Mineral Point—Southwestern Wis. Fair Assn. Aug. 29-Sept. 1. H. G. Jackson.
 Monroe—Green Co. Agril. Soc. Aug. 15-19. Leonard C. White.
 New Richmond—St. Croix Valley Agril. Assn. Aug. 22-24. E. H. Coulson.
 Oconto—Oconto Co. Fair Assn. Sept. 5-8. Carl Riggins.
 Oconto Falls—Inter-Township Fair Assn. Aug. 29-Sept. 1. Frank Cota.
 Oshkosh—Winnebago Co. Fair Assn. Sept. 19-22. Taylor G. Brown.
 Phillips—Price County Agril. Soc. Sept. 12-15. Felix A. Kremer.
 Platteville—Big Badger Fair. Aug. 8-11. O. H. Gribble.
 Plymouth—Shelby County Fair Assn. Aug. 15-19. Otto Gaffron.
 Rice Lake—Barren Co. Agril. Soc. Aug. 29-Sept. 1. J. G. Rude.
 St. Croix Falls—Polk Co. Fair Assn. Sept. 12-15. E. J. Day.
 Seymour—Seymour Fair & Driv. Park Assn. Sept. 22-24. Geo. F. Fiedler.
 Shawano—Shawano Co. Agril. Soc. Sept. 5-8. David H. Winter.
 Stevens Point—Stevens Point Fair Assn. Aug. 15-18. A. E. Horn.
 Surling Bay—Door Co. Fair Assn. Sept. 13-14. N. C. Garland.
 Superior—Tri-State Fair. Sept. 4-8. Leslie G. Ross, 1305 Tower ave.
 Tomah—Eastern Monroe County Agril. Soc. Aug. 22-25. F. J. Rehberg.
 Viola—Kickapoo Valley Agril. & Driv. Park Assn. Aug. 15-18. W. J. Fishel.
 Watertown—Watertown Inter-Co. Fair Assn. Sept. 19-22. C. W. Harte, 300 Main st.
 Wausau—Wis. Valley Fair & Expo. Aug. 21-24. A. W. Prehn.
 Wautoma—Waushara Co. Fair Assn. Sept. 28-29. Chas. T. Taylor.
 West Bend—Washington Co. Agril. Soc. Oct. 3-6. Jos. F. Huber.
 Westfield—Marquette Co. Agril. Assn. Sept. 5-8. W. P. Fuller, Jr.

WYOMING

Douglas—Wyo. Free State Fair. Sept. 12-15. Otto H. Bolln.

CANADA

ALBERTA

Calgary—Calgary Indust. Exhn. Co., Ltd. June 30-July 7. E. L. Richardson, Exhibition Grounds.
 Edmonton—Edmonton Exhn. Assn. July 8-15. W. J. Stark, Room 501 Civic Block.
 Red Deer—Red Deer Agril. Soc. July 17-19. J. Edward Welton, P. O. Box 504.
 Stettler—Stettler Dist. Agril. Soc. Aug. 3-5. Geo. T. Day.

BRITISH COLUMBIA

New Westminster—Royal Agril. & Indust. Soc. of B. C. Sept. 11-16. D. E. MacKenzie, Rooms 15-19, Hart Bldg., Columbia st.
 Vancouver—Vancouver Exhn. Assn. Aug. 19-26. H. S. Roalston, 139 Hastings st., W.

MANITOBA

Brandon—Provincial Exhn. of Man. July 24-29. W. I. Smale, Arena Bldg.
 Dauphin—Dauphin Agril. Soc. July 6-8. Chas. Murray.

NEW BRUNSWICK

Centreville—W. W. & K. Agril. Soc. Sept. 19-20. A. A. H. Margeson, E. Centreville.
 St. John—St. John Exhn. Assn. Sept. 2-9. Horace A. Porter, Box 299.
 Woodstock—Agril. Soc. No. 41. Sept. 12-15. John S. Leighton.

NOVA SCOTIA

Pictou—Pictou Agril. Soc. Sept. 25-27. John D. Macdonald.

ONTARIO

Barrie—Barrie Agril. Soc. Sept. 18-20. R. J. Fletcher.
 Collingwood—Northwestern & Great Northern Agril. Exhn. Sept. 12-15. C. A. Macdonald, Box 802.
 Kingston—Kingston Industrial Exhn. Sept. 19-23. R. J. Bushell, Bath Road, via Kingston.
 London—Western Fair Assn. Sept. 9-16. A. M. Hunt.
 Morrisburg—Dundas Agril. Soc. Aug. 1-3. Chas. W. Marsh.
 Ottawa—Central Canada Exhn. Assn. Sept. 8-18. James E. Paisley, City Hall, Ottawa.
 Picton—Prince Edward Agril. Soc. Sept. 19-22. A. P. MacVaneel.
 Simcoe—Norfolk Agril. Soc. Oct. 2-4. H. B. Donly.
 Strathroy—Strathroy Agril. Soc. Sept. 18-20. D. J. Donaldson.
 Toronto—Canadian Natl. Exhn. Assn. Aug. 26-Sept. 9. John G. Kent, 36 King st., E.
 Welland—Welland Co. Agril. Soc. Oct. 3-5. E. R. Somerville, Box 516.

QUEBEC

Bedford—Missisquoi Agril. Soc. Aug. 29-31. C. O. Jones.
 Brome—Brome Co. Agril. Soc. Sept. 5-7. E. Caldwell.
 Lachute—Argenteuil Agril. Soc. Sept. 19-21. J. W. Gall.
 Quebec—Quebec Provincial Exhn. Sept. 2-9. Georges Morisset, City Hall, Quebec.
 Richmond—Richmond Co. Agril. Soc. Sept. 6-7. A. E. Main, Upper Melbourn, Que.
 Ste. Scholastique—Expo de Ste. Scholastique, Ltd. Sept. 18-23. Joseph Fortier.
 Waterloo—Shefford County Agril. Soc. Sept. 12-13. N. O. Rockwell.

SASKATCHEWAN

Lloydminster—Lloydminster Exhn. Assn. July 24-26. H. Huxley.
 Melfort—Melfort Agril. Soc. Aug. 3-5. George B. Jamison.
 North Battleford—N. Battleford Agril. Soc. July 27-29. F. Wright, Box 245.
 Prince Albert—Prince Albert Agril. Soc. July 31-Aug. 2. W. O. McDougall, P. O. Box 123.
 Weyburn—Weyburn Agril. Soc. Aug. 7-9. Frank Heard.

Hotels with the professional atmosphere are what you want. The Hotel Directory in this issue may serve you.

AMUSEMENT PARKS

This List Contains All of the Important Parks Which Will Be in Operation During the Season of 1922

ALABAMA
 Anniston—Oxford Lake & Hobson City Parks, Alabama Power Co., prop., E. W. Shinn, mgr.; E. Brockman, supt.; 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, Louis Hart, mgr.; plays vaudeville, skating attractions and bands.
 Mobile—Monroe Park, Mobile Light & Railroad Co., prop., 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., prop.
 Sheffield—Lincoln Park (Colored) Sheffield Co., prop.; E. H. Fields, mgr. and mgr. attractions; plays vaudeville, but no bands.
 Tuscaloosa—Riverside Park, J. R. Stallworth, prop., mgr. and mgr. attractions.

ARIZONA
 Phoenix—Riverside Park, Brandon Bros., props.; Ray F. Brannon, mgr. and mgr. attractions; plays vaudeville and bands.
 Tucson—Elysian Grove, E. Drachman, mgr.; park plays vaudeville and bands; booked by Bert Levy.

ARKANSAS
 El Dorado—El Dorado Amusement Park, El Dorado Am. Park Co., Inc., prop.; P. O. Box 710, J. Burnham, mgr.
 Ft. Smith—Electric Park, A. J. Toland, mgr.; park plays vaudeville and bands.
 Helena—Beach Crest Park, Joe. C. Meyers, prop.; Leo Marcus, mgr.
 Little Rock—White City Park, O. B. Blankenship, mgr. and mgr. attractions, 321 Bankers Trust Bldg.; plays bands.
 Russellville—Rescend Park, E. H. Butler, prop. and mgr.; does not play vaudeville or bands.

CALIFORNIA
 Alameda—Neptune Beach, Alameda Park Co., prop.; H. C. Strehlow, mgr.; plays free attractions and bands.
 Coronado Beach—Coronado Tent City Park, George S. Cheney, mgr.; plays bands and vaudeville occasionally.
 Long Beach—Silver Spray Pier, A. R. Groenke, mgr.
 Jacumba Hot Springs—Summer & Winter Mountain Resort, Noble & Avery, mgrs.
 Oakland—Idora Park, Idora Park Co., prop.; L. B. York, mgr.; plays bands occasionally, but no vaudeville.
 Ocean Park—Pickering Pleasure Pier, Ches. Pickering, mgr.
 Sacramento—Joyland Park, Joyland Co., Inc., prop.; Theo. L. Shore, mgr. & mgr. attractions; plays vaudeville, but no bands.
 San Bernardino—Urbis Springs Park, Lou Somers, mgr.; C. M. Burnett, mgr. attractions, 768 P. E. Bldg., Los Angeles; vaudeville on Sundays and holidays; local bands.
 San Francisco—Chutes at the Beach, Friedle & Loof, props.
 Seal Beach—Seal Beach, Bayside Land Co., prop.; J. P. Transue, mgr. and mgr. attractions; plays bands, but no vaudeville.
 Venice—Sunset Pier, Sunset Pier Co., prop.; A. L. Sands, mgr.; Harry X. Clark, mgr. attractions; plays vaudeville and bands.
 Venice—Venice Pier, Abbott Kinney Co., prop.; F. W. Kurten, bus. mgr.; plays bands.

COLORADO
 Denver—Elitch Gardens, Elitch Gardens Co., prop.; George L. Roberts, mgr.; plays stock.
 Denver—Denver Park & Amusement Co., Philip P. Friederich, mgr.; does not play vaudeville or bands.
 Fort Collins—Lindenmeier Lake Park, W. Lindenmeier, 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.; W. P. Woodridge, 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; W. H. Jarvis, Jr., mgr. and mgr. attractions; plays vaudeville; booked by Fally Markus, New York; bands and stock.
 Hartford—Laurel Park, Chas. P. Hatch, prop., mgr. and mgr. attractions; plays bands and vaudeville.
 Hartford—Capitol Park, Capitol Park Realty Co., prop.; Clarence G. Willard, mgr. and mgr. attractions; plays vaudeville and bands.
 East Haddam—Liberty Park, Ed. Rush, mgr.
 Killingly—Wildwood Park, W. E. La Bell, mgr.; plays bands and vaudeville.
 Manchester—Laurel Park, Chas. P. Hatch, mgr. and prop., 18 Windsor ave., Hartford, Conn.; park plays bands; no vaudeville.
 Meriden—Hanover Park, Hanover Amusement Co., Inc., prop.; Henry A. Rosenthal, mgr. and mgr. attractions; plays vaudeville and bands.
 Meriden—Starlight Park, August Grotzka, prop.

Millford—Joyland Park, John H. Lawlor, 5 Pond st., prop., mgr. and mgr. attractions; plays local bands, but no vaudeville.
 Millford—Oak Grove Park (Walnut Beach), John J. Bennett, mgr., Ansonia, Conn.
 New Haven—Lighthouse Point Park, East Shore Amusement Co., prop.; Thomas B. Shanley, mgr. and mgr. attractions; plays bands, but no vaudeville.
 Rockville—Crystal Lake Park, Louis Koelsch, prop., mgr. and mgr. attractions; does not play vaudeville or bands.
 South Norwalk—Roton Point Park, Gorge Scenic Water Ride Co., prop.; Navilla Bayley, mgr.; does not play vaudeville or bands.
 Walnut Beach—Little Coney & Walnut Beach Parks, H. S. Bell, mgr.; plays free acts, vaudeville and bands.
 Warabona Point—Inney Ridga, Joe. Mihill, mgr.; park plays vaudeville and bands; books independently.
 Waterbury—Lakewood Park, Lakewood Park Am. Co., prop.; Dr. S. A. DeWaltoff, pres.; Irving Cohen, mgr. attractions; plays local bands, but no vaudeville.
 West Haven—Navin Rock Park, L. A. DeWaltoff, gen. mgr.

CUBA
 Havana—Palisade Park, E. F. Heymann, mgr., National Bank of Cuba, 416.
 Havana—Havana Park, Prado Ave. and Dragones St., Canossa & Guardado, owners, Obispo 59, P. O. Box 281.

DELAWARE
 Rehoboth Beach—Royal Park, C. I. Horn, mgr. and prop.; park plays bands and independent vaudeville.
 Wilmington—Shellpot Park and Brandywine Springs Park, Henry & Young Amusement Co., prop.; F. McFarland, mgr. and mgr. attractions; plays bands, but no vaudeville.

DISTRICT OF COLUMBIA
 Washington—Riverview Park (Colored), Edward S. Whiting, pres., Amusement Security Corp., Room 5 Center Market.
 Washington—Glen Echo (Md.) Park, Glen Echo Park Co., prop.; L. B. Schloss, mgr.; plays bands on Sunday, but no vaudeville.

FLORIDA
 Clearwater—Clearwater Beach, Clearwater Island Bridge Co., Inc., prop.; 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.
 Miami—Elser Pier, Fred W. Maxwell, mgr.
 Miami—Luna Park, Herbert H. Pattee, mgr.
 Pablo Beach (Near Jacksonville)—Little Coney Island, Pablo Development & Power Co., prop., Jacksonville.
 Pensacola—Bayview Park, Address City Commissioners.
 Tampa—Ballast Point Park, John F. Q. Smith, owner and mgr.; plays bands; no vaudeville.
 Tampa—DeSoto Park, City of Tampa, prop.; plays bands, but no vaudeville.

GEORGIA
 Atlanta—New Amusement Park & Fair Grounds for Colored People, Progressive Am. Corp., prop.; M. Hanson, pres.; Thomas Wade, booking mgr.
 Atlanta—Lakewood Park, Southeastern Fair Assn., prop.; 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. Camaron, mgr.; plays vaudeville and bands.
 Gainesville—Chattahoochee Park, Gainesville Ry. and Power Co., prop. and mgrs.
 Isle of Hope (Near Savannah)—Barber's Zoo & Amusement Park, A. M. Barber & Son, prop.; W. J. Brady, mgr.; plays bands and vaudeville.
 Macon—White City Amusement Park, J. Lamle, mgr.; address, 563 Cherry st.

IDAHO
 Boise—White City Park, Natatorium Park Am. Co., prop.; 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
 Aurora—Fox River Amusement Park, Roy Green, mgr., Traction Terminal Bldg.
 Bloomington—Lake Park, Fred Wolkau, Jr., mgr.
 Charleston—Riverview Park, Eric Threlkeld, prop., mgr. and mgr. attractions; plays vaudeville occasionally; has permanent band.
 Chicago—White City, Herbert A. Byfield, pres. & gen. mgr.; H. W. (Buck) Plain, mgr. attractions; plays vaudeville and bands.
 Chicago—Moseley's Dixieland Park, Beaursard F. Moseley, prop. and mgr.; plays vaudeville and bands at times.
 Chicago—Forest Park, Forest Park Amusement Co., prop.; H. W. Wright, mgr.

Chicago—Riverview Park, A. B. Hodge, asst. mgr.; plays revues.
 Cicero (26th, Ogden & 48th ave., Chicago)—Hawthorne Park, Bob Parchmann, mgr.
 Freeport—Highland Park, Freeport Ry. & Light Co., prop.
 Galesburg—Highland Park, D. McAfee, mgr.; park does not play vaudeville; plays bands.
 Goreville—Rehman Park-Ferne Clyffe and Picnic Grounds, Address mgr.
 Homer—Homer Park, Inc., C. B. Burkhardt, mgr. and mgr. attractions; plays bands; vaudeville, Sundays only.
 Joliet—Bellwood Park, J. P. MacOuloch, supt.; no vaudeville or bands.
 Macomb—Holmes Amusement Park, Frank Holmes, mgr.; plays independent vaudeville.
 Ottawa—McKinley Park, Chicago, Ottawa & Peoria Ry., prop.; W. F. Fisher, mgr. and mgr. attractions; plays bands and vaudeville at times.
 Paris—Reservoir Park, W. R. Bagley, mgr.
 Petersburg—Old Salem Park, Rev. J. M. Johnston, prop. and mgr.; park plays bands, but no vaudeville.
 Peru—Minerva Park, Robt. Hochgasstel, 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.
 Rockford—Central Park Gardens, Central Park Am. Co., prop.; Frank Johnson, mgr.
 Rockford—Harlow Park, C. G. 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., prop.

INDIANA
 Anderson—Monroe Park, F. D. Norvell, mgr.; Angola—Lake James Park, Ind. Utilities Co., prop. and mgrs.; plays local bands.
 Easton—Riverside Park, Union Traction Co., prop.; John A. Kims, mgr.; does not play vaudeville.
 Broad Ripple—Broad Ripple Park, Union Traction Co., prop.; H. C. Barnes, mgr. and mgr. attractions; plays bands, no vaudeville.
 Evansville—Exposition Park, Jacob H. Weber, prop.; Elmer Brown, mgr. and mgr. attractions; plays bands, but no vaudeville.
 Fort Wayne—Trier's Amusements, West Swinney Park, Geo. F. Trier, prop., mgr. and mgr. attractions; plays bands, but no vaudeville.
 Gary—Miller Beach Am. Co., D. F. Curtis, mgr.
 Hammond—Coy's Park, Wm. Coy, mgr.
 Indianapolis—Riverside Park, Riverside Exhn. Co., prop., 1541 Lemcke Annex; Lewis A. Coleman, pres., 115 N. Penn st.
 Kokomo—Athletic Park, Kokomo, Marion and Western Traction Co., mgr.; does not play vaudeville; plays bands.
 Lafayette—Tecumseh Trail Park, L. L. Lefev, mgr.; park does not play vaudeville; plays bands.
 Logansport—Riverside, Spencer & Dykeman Parks, City of Logansport, prop.; Chas. B. Longwell, secy.; plays 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 Leitch, mgr.; park plays bands.
 New Albany—Glenwood Park, Anderson G. Moore, mgr.; 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—Shively's Park, Marsh & Vance, prop.; W. E. H. Marsh, mgr. and mgr. attractions; does not play vaudeville or bands.
 Richmond—Glen Miller Park.
 Rochester—Long Beach Amusement Park, C. H. Shank, Sr., mgr.
 Rochester—Long Beach Park, C. H. Shank, mgr. Does not play vaudeville or bands.
 Vincennes—Lakewood Park, Allega Bros., prop.; Chas. F. Allega, mgr. and mgr. attractions; plays vaudeville and bands.
 Washington—Eastside Park, Palmer & Armstrong, prop.; plays bands and independent free acts.

IOWA
 Albia—Urban Park, Albia Light and Ry. Co., prop.; C. A. (Happy Hill) Ellbard, mgr. park and attractions; plays independent vaudeville and bands.
 Arnolds Park—Arnolds Park, A. L. Peck, prop. and mgr.; no vaudeville or bands.

Arnolds Park—Benit's Amusement Park, C. P. Benit, owner.
 Burlington—Crapo Park, C. H. Walsh, mgr.; park plays vaudeville and bands.
 Clear Lake—Bayside Park, Clear Lake Park Co., prop.; O. S. Durr, gen. mgr.; Chas. Ritz, mgr.; no vaudeville or bands.
 Clinton—Eagle Point Park, Barney Bohnoo, mgr.
 Davenport—Forest Park, Tobe Watkins, prop., mgr. and mgr. attractions; plays bands, but no vaudeville.
 Des Moines—Riverview Park, Riverview Am. Co., prop.; Omer J. Kenyon, mgr. and mgr. attractions; no vaudeville or bands.
 Dexter—Dexfield Park, Dexfield Park Co.; prop.; A. M. Thurlte, pres. and mgr.; W. E. Snyder, mgr. attractions; plays vaudeville and bands.
 Fort Dodge—Amusement Park, Outdoor Amuse. Enterprise, prop.; E. C. Marohn, mgr.
 Grinnell—Union Park; plays vaudeville.
 Dubuque City—Lakeside Electric Park; plays bands.
 Lake City—Rainbow Park, W. S. Fulkerson, prop.; Loren L. Border, mgr.; James F. Findlay, mgr. attractions; plays bands and vaudeville occasionally.
 Mason City—Bayside 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 Fishbanners, prop.; F. G. Tishenbanner, mgr. and mgr. attractions; plays vaudeville and bands.
 Sioux 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 Bohan, mgr.
 Eldorado—Wonderland Park, W. A. Beaumont, mgr.
 Emporia—Sodens Park, M. Dunsworth, mgr.; plays bands, but no vaudeville.
 Ft. Scott—Gunn Park, B. F. Othick, mgr.; park owned by city; plays bands.
 Hiawatha—Electric Park, C. M. Scott, mgr.
 Hutchinson—Riverside Park, K. C. Beck, mgr. and mgr. attractions; vaudeville and tabloid, booked by Consolidated Booking Offices, Kansas City; no bands.
 Sabetha—Sycamore Springs Park, Sycamore Springs Am. Co., prop.; C. W. Eirod, gen. mgr.; plays vaudeville and bands.
 Salina—Stella Park, B. F. Holmquist, mgr.
 Topeka—Garfield Park, Chas. O. Mathews, mgr.; plays independent vaudeville and local bands.

KENTUCKY
 Ashland—Cliffside Park, H. D. Via, mgr.
 Lexington—Blue Grass Park, Blue Grass Park Co., prop.; Geo. MacLeod, mgr. and mgr. attractions; plays bands, no vaudeville.
 Louisville—Fontaine Ferry Park, Thos. A. Wilson, mgr. and mgr. attractions; no vaudeville or bands.
 Owensboro—Hickman Park, Mr. Sillman, mgr.; does not play vaudeville; plays bands.

LOUISIANA
 Lake Arthur—Lake Arthur Pleasure Pier, J. B. Ferguson, prop. and mgr.
 New Orleans—City Park, City of New Orleans, prop.; Joseph Bernard, mgr.; plays bands, but no vaudeville.
 New Orleans—Spanish Fort Park, New Orleans Ry. & Light Co., prop.; W. J. Baldwin, mgr. and mgr. attractions; plays bands, but no vaudeville.
 Shreveport—Fair Park, W. R. Hirsch and Thomas J. Arculeer, lessees; Thos. J. Arculeer, gen. mgr.

MAINE
 Bangor—Riverside Park, Bangor Ry. & Electric Co., prop.
 Lewiston—Lake Groves Park, Lewiston, Augusta & Waterville St. Ry., prop.
 Norway—Central Park, A. P. Bassett, mgr.; Lillie A. York, mgr. attractions; plays vaudeville and bands.
 Old Orchard—Old Orchard Am. Co., Chas. W. Usen, prop., mgr. and mgr. attractions; plays outdoor attractions and bands.
 Old Orchard Beach—Sea Side Park, L. Carlsmith, mgr.; no vaudeville; no bands.
 Skowhegan—Lake Park, H. I. Sweet, mgr.; park does not play vaudeville; plays bands.

MARYLAND
 Baltimore—Frederick Road Park, Frederick Road Park Co., prop.; B. J. Megginson, mgr. and mgr. attractions; does not play vaudeville or bands.
 Baltimore—Riverview Park, M. T. & Wm. J. Fitzsimons, prop.; H. J. McIntyre, mgr. and mgr. attractions; plays free acts and bands.
 Baltimore—Carlin's Park, John J. Carlin, mgr. and mgr. attractions; plays grand and comic opera, revues and free attractions.
 Baltimore—Gwynn Oak Park & Bay Shore Park, Un. Railways Co., prop.; J. E. Cullen, mgr.; no vaudeville or bands.
 Baltimore—Hollywood Park, Joe Goeller, prop.; plays vaudeville and musical comedy.
 Baltimore—Suburban Gardens, Edw. A. Powers, prop. and mgr.; Dan Powers, mgr.; Edgar Rollmon, mgr. attractions, plays vaudeville; booked by Markus & Sabella; park plays bands.

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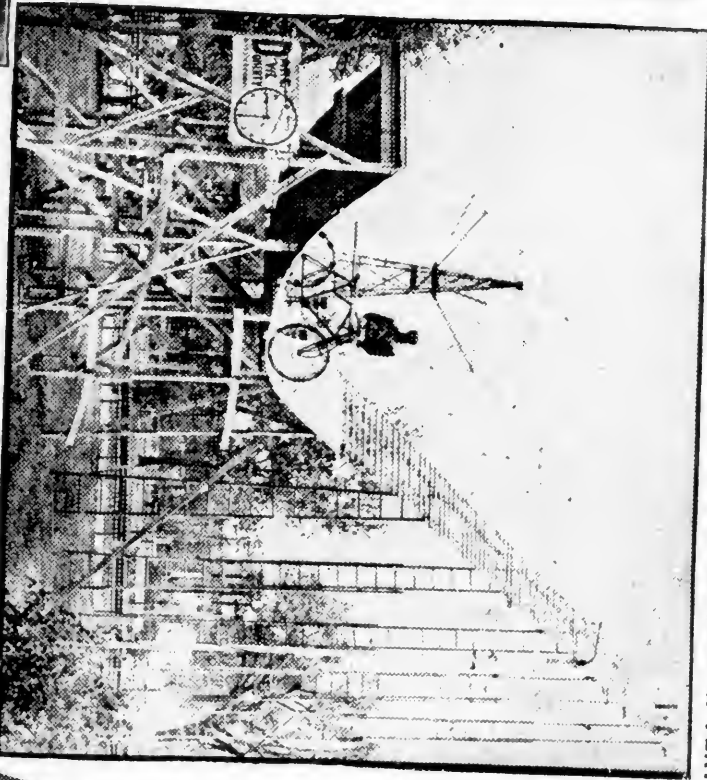
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PARK LIST

(Continued from page 174)

Syracuse—Long Branch Park, B. Maurer, mgr.; park does not play vaudeville or bands.
Syracuse—Valley Park, E. J. Honold, mgr.; park does not play vaudeville or bands.
Troy—Crystal Lake Park, A. S. Crabbe, mgr., 17 Woodlawn st.
Utica—Utica Park, Richard Owens, mgr., 1219 Stuben st.

NORTH CAROLINA

Durham—Lakewood Park, Durham Traction Co., props.; J. E. Carden, lessee, mgr. and mgr. attractions; plays bands, but no vaudeville.
Hendersonville—Laurel Park, W. A. Smith, prop., mgr. and mgr. attractions; plays vaudeville occasionally and bands occasionally.
Wilmington—Lakeside Park, Howard & Wells Am. Co., props.; B. H. Wells, mgr.

NORTH DAKOTA

Jamestown—The M. & M. Amusement Resort, C. Mariett & L. J. Mieser, props. and mgrs.; plays bands, but no vaudeville.

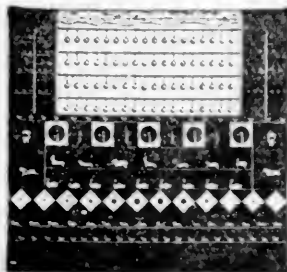
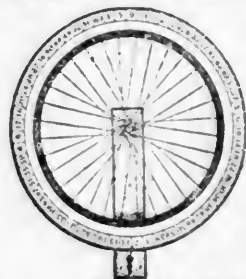
OHIO

Akron—River View Park, John Giffin, prop., mgr. and mgr. attractions; plays bands, but no vaudeville.
Akron—Summit Beach Park, Summit Beach Park Co., props.; F. C. Manchester, gen. mgr.; Wm. Hoffman, secy.-treas.; plays free circus acts.
Akron—Springfield Lake Park, George Ebert, mgr.
Alliance—Laka Park, Jack Snyder, mgr.
Alliance—Maple Beach Park, C. N. Godwin, mgr.
Ashabula—Woodland Park, J. C. Hurd, mgr.; plays bands, but no vaudeville.
Buckeye Lake—Buckeye Lake Park, the Buckeye Lake Park Co., props.; E. R. Defenbaugh, mgr. and mgr. attractions; plays vaudeville and bands occasionally.
Bucyrus—Seccalum Park, R. A. Jolly & Co., props.; R. A. Jolly, mgr. and mgr. attractions; plays vaudeville and bands.
Canton—Meyers Lake Park, Northern Ohio Traction & Light Co., props.; 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., props.; G. A. Boeckling, mgr.; E. A. Smith, mgr. attractions; plays outdoor attractions and bands.
Chippewa Lake—Chippewa Lake Park, A. M. Beach, mgr. and mgr. attractions; plays bands, no vaudeville.
Cincinnati—Zoological Garden, Cin'tl Zoological Park Assn., props.; C. G. Miller, mgr. and mgr. attractions; plays bands, but no vaudeville.
Cincinnati—Chester Park, M. M. Wolfson, mgr.; plays Sun vaudeville; no bands.
Cincinnati—Coney Island, Coney Island Park Co., props.; A. L. Riesenberger, mgr. and mgr. attractions; plays vaudeville, but no bands.
Cleveland—Euclid Beach Park, Harris C. Shannon, mgr.; does not play bands nor vaudeville.
Cleveland—Luna Park, Luna Park Amusement Co., props.; Wm. Reutener, mgr. and mgr. attractions; plays vaudeville, but no bands.
Columbus—Olestanty Park, J. W. & W. J. Deussenbury, props.; Will D. Harris, mgr. and mgr. attractions; plays vaudeville and bands.
Columbus—Indianola Park, C. R. Miles, prop., mgr. and mgr. attractions; plays independent outdoor acts and bands.
Connellsville—Lake View Park, Lake View Park Co., Inc., props.; J. VanBuskirk, mgr. and mgr. attractions; no vaudeville, local bands.
Dayton—Forest Park, Willie Markey, owner and mgr.

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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.
Elyria—Riverside Park, C. L. Worthington, prop. and mgr.; A. E. Simmons, mgr. attractions; plays bands, but no vaudeville.
Findlay—Riverside Park, C. B. Ludwig, mgr., Box 516.
Findlay—Midway Park, Findlay-Fostoria Am. Co., props.; C. S. Whipple, pres. & gen. mgr., 205 Ewing Bldg.
Geauga Lake—Geauga Lake Park, Geauga Lake Am. Co., Inc., props.; W. J. Kuhlman, mgr., 8514 Broadway, Cleveland, O.
Kenton—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.
Lakewood—Lakewood Park, address Box 70.
Lima—McCullough Lake Park, Mrs. G. M. McCullough, prop.; W. J. Hofmann, lessee and mgr. attractions; plays free acts and bands.
Mansfield—Casino Park, Casino Park Am. Co., props.; V. A. Bates, secy.
Marletta—Ferncliffe Park, E. Willis, mgr.
Nelsonville—Idle Hour Park, T. Koch, mgr.
New Philadelphia—Tuscora Park, E. M. Parral (Postoffice, Dover)—Sunnyside Park, C. R. Wagner, prop. and mgr.
Put-in-Bay—Midway, T. B. Alexander, mgr.; plays bands; no vaudeville.
Havenna—Lake Brady Park, Hartman & Gardner, props., 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 orchestra.
Stuebenville—Stanton Park, W. J. Martin, mgr., Box 293.
Toledo—Toledo Beach, Toledo Beach Co., props.; Edward R. Kelsey, mgr. and mgr. attractions; plays vaudeville and local band.
Toledo—Walbridge Park, T. M. Harton Co., props.; H. F. Corode, mgr. and mgr. attractions; plays bands occasionally, no vaudeville.
Vermillion—Crystal Beach Park, located between Cleveland and Sandusky, on Lake Erie; G. H. Blanchat, owner and mgr.
Warren—Mahoning Park, J. L. Herbold, prop., Leavittsburg, O.
Warren—Avon Park, W. E. Genno, prop., mgr. and mgr. attractions; plays bands, but no vaudeville.
West Park—Puritas Springs Park, Puritas Springs Am. Co., props.
Youngstown—Southern Park, F. A. Stadler, mgr., Wick & Commerce sts.
Youngstown—Idora Park, Rex D. Billings, mgr.
Youngstown—Avon Park, R. F. Case, mgr.
Zanesville—Moxahala Park, W. D. Brookover, mgr.; Mae Brookover, mgr. attractions; plays bands, no vaudeville.

OKLAHOMA

Enid—Wien Jungle Park, Herman Wiers, mgr. McAlister—Sans Sono! Park, C. W. Bridge, mgr.; plays vaudeville and bands.
Miami—Riverview Park, Chamber of Commerce, props. & mgrs.; does not play vaudeville or bands.
Oklahoma City—Belle Isle Park, Belle Isle Boating Co., props.; C. G. Pickering, mgr. and mgr. attractions; plays vaudeville occasionally and local band.

Sand Springs—Sand Springs Park, Sand Springs Am. Co., props.; C. C. Evans, mgr. and mgr. attractions; plays bands, no vaudeville.
Shawnee—Bennett Park, George Grimes, mgr.
Tulsa—Electric Park, Electric Park Am. Co., props.; J. W. Brown, pres. & gen. mgr., P. O. Box 165, Red Fork, Ok.
OREGON
Bayocean—Bayocean Park, T. B. Potter Realty Co., prop. and mgr.; park does not play vaudeville; bands once a week.
Portland—Council 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., props.; Joseph M. Rieg, mgr. and mgr. attractions; does not play vaudeville or bands.
Portland—Oaks Amusement Park, United Am. Co., prop.; J. F. Cordray, mgr. and mgr. attractions; plays bands and vaudeville.

PENNSYLVANIA

Allentown—Dorney Park, F. S. Kintner, mgr.; park does not play vaudeville; plays local bands.
Allentown—Central Park, Lehigh Valley Transit Co., props.; Thomas V. Long, mgr.; plays bands on Sundays.
Altoona—Wopsonnock Amusement Park, Chas. Reich & Edward Keilner, mgrs., 6 Maiden Lane, New York City.
Altoona—Lakemont Park, Amusement Co. of Central Pa., props.; J. M. Shuck, 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, Chambersburg & Shippensburg Ry. Co., prop.; E. F. Goetz, mgr.; does not play vaudeville or bands.
Chester—Chester Fair & Amusement Park, Stock Enterprise, props.; James E. McDevitt, mgr. and mgr. attractions (address R. F. D. 1); plays vaudeville and bands.
Connellsville—Connellsville Lake Park, H. O. Holcomb, mgr. and mgr. attractions; plays bands, but no vaudeville.
Connellsville—Shady Grove Park, R. E. Miller, prop., mgr. and mgr. attractions; plays bands, no vaudeville.
Easton—Greater Island Park, H. R. Febr, mgr.; park plays vaudeville, musical comedies and romie opera; plays local bands on Sundays.
Erie—Waldamer Beach Park, F. W. A. Moeller, lessee, mgr. and mgr. attractions; plays vaudeville and bands occasionally.
Erie—Four-Mile Creek Park, H. T. Foster, prop. and mgr.; plays vaudeville.
Greensburg—Oakford Park, West Penn. Ry. Co., props.; O. C. Hartley, mgr.; plays bands.
Hanover—Eichelberger Park, E. M. Grumblin, mgr. and mgr. attractions; plays bands, no vaudeville.
Harrisburg—Pastang Park, Harrisburg Railways Co., props.; F. W. 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.
Jarey Shore—Nippono 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.

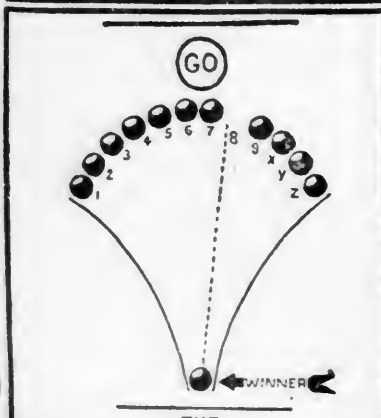
Lansdale—Zelbers Park, LeRoy Kraus, mgr.; no vaudeville or bands.
Leachburg—Allison Park, located between Apollo and Vandergrift, West Pa. Traction Co., prop.; O. C. Hartley, of McKeesport, supt.; plays bands, but no vaudeville.
Jancaster—Rock Springs Park.
McKeesport—Olympia Park, O. C. Hartley, H. E. Lampe and John P. Hickey, mgrs.; plays vaudeville and bands.
Milano—City—Lakewood Park, Campian, Guinan & Eckert, props.; Leon Eckert, mgr.; D. F. Guinan, mgr. attractions; plays bands occasionally, no vaudeville.
Moach Chunk—Flag-Staff Park, Mauch Chunk & Lehigh Transl. Co., props; Harry L. Solomon, mgr. and mgr. attractions; plays bands, but no vaudeville.
Milton—Riverside Park, H. R. Dester, mgr.; does not play vaudeville; plays bands.
New Brighton—Junction Park, Paul R. Engle, lessee, mgr. and mgr. attractions; plays bands, no vaudeville.
New Castle—Cascades Park, Pa. & Ohio Electric Co., prop.; E. H. McKibbin, mgr. and mgr. attractions; plays bands, no vaudeville.
Oil City—Monarch Park, Foster N. McCullough, mgr.
Pen-Mar—Pen-Mar Park, John J. Gibbons, mgr.; W. W. Libby, supt.; C. F. Stewart, gen. pass. agent, Western Md. Ry. Co., Baltimore, books attractions; park plays bands.
Philadelphia—Point Breeze Park, John Komie, prop., mgr. and mgr. attractions; plays vaudeville occasionally, no bands.
Philadelphia—between Phila. & Trenton, N. J.—Neshaminy Falls Park, I. R. Clayton, gen. mgr., 3218 Ridge Ave., Philadelphia.
Philadelphia—Woodside Park, Woodside Real Estate Co., props.; N. S. Alexander, pres. and gen. mgr.; plays bands, but no vaudeville.
Philadelphia—(Willow Grove)—Willow Grove Park, Willow Grove Park Co., prop.; John R. Davie, pres., mgr. and mgr. attractions; plays bands, but no vaudeville.
Phoenixville—New Bonnie Brae Park, C. F. Brown, mgr.
Pittsburg—West View Park, F. H. Tooker, mgr. and mgr. attractions; plays bands, but no vaudeville.
Pittsburg—Kennedy Park, A. S. McSwigen, mgr.; plays vaudeville and bands.
Pottstown—Ringling Rocks Park, Ringling Rocks Realty Co., props.; Walter J. Wolf, mgr.
Pottstown—Sanatoga Park, (Pottstown & Phoenixville R. W. Co., props.; Harry Swinehart, supt.; C. T. Leland, secy. and treas.; plays bands and orchestra and vaudeville.
Pottsville—Tumbling Run Park, C. F. Crane, mgr.; plays vaudeville and bands.
Red Lion—Fairmount Park, R. M. Spangler, lessee; plays attractions and bands.
Reading—Casonia Park, American Amusement Co., props.; O. S. Geiger, mgr.; Wm. A. Kromer, mgr. attractions; plays local band, but no vaudeville.
Riverside—DeWitt's Park, DeWitt Bros., props.; W. O. DeWitt, mgr. and mgr. attractions; plays bands, but no vaudeville.
Sayre—Keystone Park, W. E. Case, mgr.; plays stock; no bands.
Scranton—Northern Electric Park, B. S. Chamberlin, mgr.
Shamokin—Edgewood Park, Shamokin & Edgewood Electric Ry. Co., controllers; Jessa B. Kremer, mgr.; has not played vaudeville lately, but plays bands.
Sharon—Idlewild Park, W. J. Daly, mgr. and prop.; park plays vaudeville on special occasions; plays bands on holidays.
Somerset—Edgewood Grove; park does not play vaudeville; plays bands.
Spring City—Bonnie Brae Park, Daniel H. White, mgr., R. D. Neff, Norristown, Pa.
Sunbury—Rolling Green Park, Fred J. Byrod, mgr.; plays vaudeville.
Towanda—Haleeka Park on Treasure Island, Robt. T. Elliott, prop., mgr. and mgr. attractions; plays vaudeville and bands.
Uniontown—Shady Grove Park, R. S. Coyle, mgr.; plays bands, but not vaudeville.
Walnutport—Edgemont Park, between Walnutport & Danielsville, Pa.; Joseph A. Hofmann, 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.
Williamsport—Fischer's Dream City Park, L. F. Rager and E. A. Gestalder, props.; E. A. Gestalder, mgr. park and attractions; plays vaudeville and bands.
Wilkes-Barre—Sans Souci, 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, 526 Miners Bank Bldg.; plays attractions and bands.
Wilkes-Barre—Traction Park, Harvey's Lake, Pa., owned by and on line of Wilkes-Barre Ry. Co.; leased and operated by Fernbrook Assn.; General Offices, 523 Miners Bank Bldg.
Williamstown—Midway Park, Edgar D. Hank, mgr.; park plays vaudeville and bands.

RHODE ISLAND

Newport—Atlantic Beach, Atlantic Beach Corp., props.; Max Kenner, mgr. and mgr. attractions; does not play vaudeville or bands.
Newport—Sheedy's Freebody Park, Charles B. Cook, mgr.; park plays vaudeville; does not play bands.
Oakland Beach—Oakland Beach Amusement Park, Oakland Beach Am. Co., Inc., props.; Joseph L. Carrolo, mgr. and mgr. attractions; plays bands, but no vaudeville.
Providence—Rocky Point Park, A. Castiglioni, mgr.; park plays vaudeville and bands.
Riverside—Crescent Park, Charles Loeff, prop., mgr. and mgr. attractions; plays bands, but no vaudeville.
Warwick—Rocky Point Park, Rocky Point Am. Co., lessee and managers; Alfred Castiglioni, mgr. attractions; plays vaudeville occasionally and bands.
Woonsocket—Doris Park, Emile P. Gauvia, mgr.; P. O. Box 510.

SOUTH CAROLINA

Anderson—Buena Vista Park; Furman Smith, mgr.; park plays vaudeville and bands.
Charleston—Isle of Palms, Isle of Palms Traction Co., props.; James Bottila, pres.; W. W. Fuller, gen. supt.; plays bands, but no vaudeville; all attractions booked by James Bottila & B. H. Berkman, props.; Louis Sheflis, mgr. and mgr. attractions; plays bands; no vaudeville.



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SOUTH DAKOTA

Aberdeen—Wiley Park, Chas. H. Cameron, mgr.
Forestburg—Ruskin Park, R. H. Millard & R. E. Dowdell, props.; B. H. Millard, mgr. & mgr. attractions; does not play vaudeville or bands.
Sioux Falls—West Soo Amusement Park, H. Whitehouse and B. W. Phillips, props.; W. Phillips, mgr. and mgr. attractions; open-air attractions, vaudeville and bands.

TENNESSEE

Warner Park, owned by city; French, mgr. attractions; plays bands.
Howee Park, operated by E. Fair Assn.; Jas. G. Sterchi, mgr.
Carrigan Park, Carrigan & Frits, mgrs.; does not play vaudeville or bands.
Clarendale Park, Nashville Ry. & St. Cl., props.; 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, but no vaudeville.
Coleman—Coleman Park, B. F. Robey, mgr. and mgr. attractions.
Dallas—Fair Park.
St. Worth—Lake Como and Lake Erie, T. C. Bunch, mgr.; does not play vaudeville; plays bands.

Galveston—Crystal Palace, G. K. Jorgensen, mgr. and mgr. attractions; plays orchestras; no vaudeville.
Galveston—Joyland Park, J. E. Stratford, mgr. and mgr. attractions; does not play vaudeville or bands.
Galveston—Arcade, C. E. Barfield, mgr.
Galveston—Crystal Park & Mountain Speedway, Orderly Ingersoll, mgr.
Galveston—Galveston Beach, Galveston Beach Assn. props.; W. L. Roe, mgr. and mgr. attractions; plays free attractions and bands; no vaudeville.

Houston—Highlights Rustic Amusements Park, J. C. Barolet, owner and mgr., 215 1-2 Main st.
Marshall—Sue Belle Lake Park, Morgan & Clayton, lessees, mgrs. and mgrs. attractions; does not play vaudeville or bands.
Orange—Zion's Amusement Park.
Port Arthur—Port Arthur Pleasure Pier Park, C. E. Dunstan, lessee; plays free attractions and bands.

San Antonio—National Park, Mrs. G. M. Padgett, prop.; Eugene McKenna, mgr.; J. J. LaBake, mgr. attractions; plays vaudeville, booked by C. E. Gardner, and bands.
San Antonio—Brookfield Electric Park, DeKreke Bros., mgrs.
Sulphur Springs—Meagher Park, T. Coleman, mgr.; park does not play vaudeville or bands.

Sutherland Springs—Amusement Park, Dr. H. Tanner, mgr.; plays bands, orchestras and free acts.
Tomball—Spring Lake Park, C. W. Greenblatt, mgr.

UTAH

Salt Lake City—Saltair Beach, Saltair Beach Co., Inc., props.; Joel Richards, mgr. and mgr. attractions; does not play vaudeville or bands.
Salt Lake City—Lagoon Resort, Amusement Commission, props.; A. C. Christensen, mgr. and mgr. attractions; plays bands and vaudeville.

Salt Lake City—Majestic Park, J. E. Langford, mgr.
Salt Lake City—Calders Park, S. H. Love, mgr.; plays bands.

VERMONT

Bellevue Falls—Barber Park, B. F. & S. R. St. Ry. Co., props.; T. F. Kiniry, mgr. attractions; plays vaudeville and bands.

VIRGINIA

Norfolk—Little Bay Beach (Colored), Lem Bright, owner; W. C. Brown, mgr.; plays free attractions.
Norfolk—Ocean View Park, Va. Ry. & Power Co., props.; 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.

Phoenix—Bay Shore Annex Park on Chesapeake Bay (Colored), Dr. W. E. Himblis, mgr.

Richmond—Broadway Amusement Park, W. H. Bowls, mgr., 613 E. Marshall st.
Richmond—Pittsburg Hill Park, E. C. 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—Natarium Park, R. A. Wilson, mgr. and mgr. attractions; plays bands, no vaudeville.
Spokane—Comer d'Alene Park.

WEST VIRGINIA

Charleston—Luna Park; C. C. Hennegan, mgr.
Chester—Rock Springs Park, Chas. Smith, Jr., mgr.
Fairmont—Ravine Park, address Dixie Theatre, P. O. Box 393.
Fairmont—Fairmont Park, address Slack's Place, Madison st.
Huntington—Camden Park, J. E. Gooding, lessee.
Martinsburg—Eureka Park, H. C. Anderson, prop. and mgr. attractions; plays vaudeville, and bands occasionally.
Martinsburg—Rosemont Park.
Martinsburg—River Park, Falling Waters Amusement Co., props.
Parkersburg—Terrapin Park, J. Paul Crane, mgr.; park plays bands and vaudeville.



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Sistersville—Paden Park, S. & N. M. Traction Co., props.
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. R. 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.

Janeville—Riverside Park, B. J. Jones, mgr. Kaukauna—High Cliff Park, M. H. Niesen, prop., mgr. and mgr. attractions; plays bands, but no vaudeville.

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.

Marinette—Lakeside Park, Edward Reziallon, mgr. and mgr. attractions; plays bands on Sunday, no vaudeville.

Milwaukee—Waukesha Beach, Waukesha Beach Am. Co., props.; Jos. C. Vogt, mgr.; Edwin A. Wirth, mgr. attractions; plays bands, 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.

Racine—Klinkert's Park, Arnold F. Fahl & Son, mgrs.; park plays vaudeville at times; also plays bands.

Wausau—Rothschild Park, C. A. Christianson, lessee, mgr. and mgr. attractions; plays bands, no vaudeville.

WYOMING

Glenrock—Riverside Park, Eddie Woods, prop., mgr. and mgr. attractions; plays dance orchestras.

CANADA

Erle Beach, Ont.—Erle Beach, Erle Beach Amusement Co., Ltd., props.; F. V. E. Bardol, mgr.; W. H. Conboy, mgr. attractions; plays bands, but no vaudeville.

Grimby Beach, Ont.—Grimby Beach Park, Canada Ry. News Co., props.; W. L. Allen, 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 C. Nickle, mgr.; plays vaudeville; no bands; no Griffin Circuit.

(Continued on page 181)

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—Jr. Order. May 2. E. R. Calhoun, Box 850, Birmingham.
Birmingham—Amer. Chemical Soc. April 4-7. Chas. L. Parsons, 1700 G st., Washington, D. C.
Birmingham—State Dental Assn. April 11-13. S. R. Hopkins, Greenville, Ala.
Birmingham—Medical Assn. of Ala. April 18-21. H. G. Berry, M. D., 519 Dexter ave., Montgomery, Ala.
Birmingham—Ala. Education Assn. April 13-15. H. G. Dowling, Box 3, Cullman, Ala.
Birmingham—Southern Wholesale Dry Goods Assn. May —. Norman Johnson, Box 1538, Richmond, Va.
Enley—Degree of Pochontas. May 22. Alice Greenhill, 77 Highland ave., Pratt City, Ala.
Enley—Order of Red Men. May 23. W. S. Smith, Box 260, Montgomery, Ala.
Gadsden—State Pharmaceutical Assn. June 7. W. E. Ringham, Tuscaloosa, Ala.
Gadsden—State Fed. of Labor. May 12-17. L. Bowen, 910 Parley Bldg., Birmingham.
Gadsden—Grand Commandery of Ala. April 26. Geo. A. Beauchamp, Box 775, Montgomery, Ala.
Gadsden—State Sunday School Assn. April 18-20. E. W. Halpenny, 627 Bett Bldg., Montgomery, Ala.
Mobile—Ala. Bankers' Assn. May 18-20. H. T. Bartlett, 1st Natl. Bank.

ARIZONA

Nogales—Knights of Columbus. May —. C. P. Heisser, Flagstaff, Ariz.
Phoenix—Odd Fellows Lodge. April 17. Geo. A. Mintz.
Phoenix—G. A. R. Dept. Encampment. April 19. A. J. Sampson.
Phoenix—U. S. Good Roads Assn. April 24-29. F. A. Roundtree, Box 351, Birmingham, Ala.
Prescott—Ariz. State Medical Assn. May —. T. F. Harbridge, Goodrich Bldg., Phoenix.

ARRANSAS

Helena—Knights of Pythias. May 16. M. M. Moore, 424 Arch, Natl. Bank, Little Rock.
Hot Springs—Y. W. C. A. April 20-26. Mias M. Cratty, 600 Lexington ave., New York, N. Y.
Hot Springs—B. P. O. Elks. May —. E. L. Howlett.
Hot Springs—International Assn. Lions Clubs. June 20-21. Melvin Jones, 348 McCormick Bldg., Chicago, Ill.
Little Rock—Ark. Funeral Dir. Assn. May —. J. M. Stinson, Camden, Ark.
Little Rock—Travelers' Protective Assn. April 29. H. H. Thompson, 323 W. 2d st.
Little Rock—Ark. Press Assn. May —. C. Harper, 209 Spring st.
Little Rock—State Medical Soc. May —. Dr. Wm. R. Bathurst, 810 Boyle Bldg.
Little Rock—Knights of Columbus. May 9-10. L. J. Cecil, 218 S. 15th st., Ft. Smith, Ark.
Little Rock—State Eclectic Medical Assn. May 10-12. S. G. Boyce, 16 Urquhart Bldg.
Pine Bluff—Ark. State Fed. of Labor. May 1. L. H. Moore, 406 Donaghey st., Little Rock.

CALIFORNIA

Avalon, Catalina Island—Cal. Pharmaceutical Assn. May 23-25. E. A. Henderson, 948 W. 80th st., Los Angeles.
Chico—Pythian Sisters. May 15-19. Louise Holmes, 478 19th st., Oakland, Cal.
Chico—Knights of Pythias. May 15-19. C. J. Crefler, 766 Pacific Bldg., San Francisco.
Del Monte—State Bankers' Assn. May 24-27. Fred'k H. Colburn, 628 Millia Bldg., San Francisco.
Fort Bragg—Un. Order of Druids, Grand Circle. June 10-22. Ida E. Whaler, 2397 Bryant st., Los Angeles.
Fort Bragg—Un. Order of Druids, Grand Grove. June 10-22. A. Guglielmony, 44 Page st., San Francisco.
Los Angeles—Internat. Assn. Rotary Clubs. June 5-9. C. R. Perry, 910 S. Michigan ave., Chicago, Ill.
Los Angeles—Western Congress of Optometrists. May 15-20. Dr. C. H. Heard, 205 Pantages Theater Bldg.
Riverside—G. A. R. Dept. Enc. Cal. & Nev. May —. A. K. Matthews, 102 Realty Bldg., Stockton, Cal.
Riverside—Woman's Relief Corps, Dept. of Cal. & Nev. May 9-14. Mrs. C. A. Merritt 716 Sycamore st., Oakland, Cal.
San Diego—Ladies Coast Adv. Clubs. June —. C. C. Raymond, care Adv. Club, Los Angeles.
San Francisco—Natl. Assn. Real Estate Boards. June —. T. Ingersoll, 1430 Consumers' Bldg., Chicago, Ill.
San Francisco—Order Nobles of Myrtle Shrine. June 13. Ben W. Rowell, 298 Masonic Temple, Boston, Mass.
San Francisco—Companions of Forest, Order Foresters. May —. M. Roehm, Chronicle Bldg.
San Francisco—Order Sons of Herman. May 8-11. Edw. Brugge, 374 24th ave.
San Francisco—Veteran Odd Fellows Assn. May 9. Wm. F. Barnes, I. O. O. F. Hall.
San Francisco—Cal. Soc. Sons of Amer. Revolution. April 19. T. A. Perkins, Millia Bldg.
San Francisco—Order of Foresters. May 3. J. Falconer, 310 Chronicle Bldg.
San Francisco—World Conference Seventh Day Adventists. May 11-31. W. A. Spicer, Tacoma Park, Washington, D. C.
San Francisco—Grand Chapter, R. A. M. April 18-19. Grand Council, R. & S. M. April 17-19. Grand Commandery, Knights Templar. April 13-14. Thos. A. Davies, Room 423 Masonic Temple.
San Jose—Order of Amaranth of Cal. April 12-15. W. Behrenz, 512 Maple st., San Francisco.
Santa Barbara—State Homeopathic Med. Soc. May 10-13. Dr. Guy E. Manning, 516 Sutter st., San Francisco.
Santa Cruz—Order Odd Fellows. May 9-13. H. D. Richardson, 7th & Market sts., San Francisco.
Santa Cruz—Foresters of Am. May 17. Jos. B. Rebell, 401 Grant Bldg., San Francisco.
Santa Cruz—Rebekah Assembly, I. O. O. F. May 11-14. E. M. Cyrus, 7th & Market sts., San Francisco.
Santa Cruz—Companions of Forest of Am. May 17-19. Agnes Bremer, 509 Grant Bldg., San Francisco.
Yosemite National Park—Medical Soc. of Cal. May 18-18. W. E. Musgrave, 929 Hunter Bldg., San Francisco.

COLORADO

Boulder—Knights of Columbus. May 11. A. F. Cowan, 1400 Pine st., Pueblo, Col.
Boulder—State Funeral Dir. Assn. Third week in June Wm. Tippett

Rouder—State Sunday School Assn. June 13-15. Mrs. H. R. Shaw, 702 Inter-State Trust Bldg., Denver.
Colorado Springs—State Dental Assn. June 15-17. Dr. H. W. Wilson, Metropolitan Bldg., Denver.
Denver—Am. Ry. Assn. Freight Claim Div. Chicago, Ill. L. Pilcer, 431 S. Dearborn st.
Denver—Amer. Ry. Development Assn. May 10-12. J. F. Jackson, Central of Ga. Ry., Savannah, Ga.
Grand Junction—State Order of Eagles. June 19-21. W. J. Snider, 100 1/2 N. Tejon st., Colorado Springs.
Pueblo—Jr. Order. May 9. H. E. Watkins, Box 754.
Pueblo—In. Commercial Travelers. June —. I. J. Schantz, 1417 Cleveland Place, Denver.
Trinidad—State Fed. of Labor. May 29. Ed Anderson, Box 1498, Denver.

CONNECTICUT

Bridgeport—N. E. Order of Protection. April 12. Helen G. Casey, Chamber of Commerce Bldg., New Haven, Conn.
Bridgeport—State Medical Soc. May 17-18. Dr. C. W. Comfort, 27 Elm st., New Haven, Conn.
Danbury—Knights of Columbus. May 9. J. M. Phillips, Box 678, Hartford, Conn.
Derby—Foresters of Am. May 10. T. O'Loughlin, Neary Bldg., Naugatuck, Conn.
Hartford—Conn. Bee Keepers' Assn. April —. L. St. Clair Burr, 18 Asylum st.
Hartford—H. & S. Masons. June 7. G. A. Sturdy, Box 326, New London, Conn.
Meriden—Gr. Comm. Knights Templar. May 2. Eli C. Birdsey, 497 Broad st.
New Britain—Sons & Daughters of Liberty. May —. Florence LaForge, Shelton, Conn.
New Haven—State Dental Assn. April 20-22. C. F. Gibbs, 881 Main st., Bridgeport, Conn.
New London—Women's Relief Corps. April 15. Frances A. Parker, 164 Thames st., Groton, Conn.
Norwalk—Order of Red Men. May 3. Wm. N. Jones, 1 Eclipse ave.
South Manchester—Rebekah State Assembly. April 19. Mrs. M. E. Johnson, 26 Alford st., Torrington, Conn.
Southington—Daughters of Am. Revolution. March 29-30. Mrs. F. S. Stevens, 1432 Transtian ave., Bridgeport, Conn.
Stamford—Conn. Conf. Social Work. April 30-May 2. A. H. Taylor, 926 Main st., Hartford, Conn.
Stamford—State Fed. of Labor. June 5-8. I. M. Orsburn, Box 1728, New Haven.
Waterbury—Order Odd Fellows. May 17. W. S. Hutchinson, P. O. Drawer 1689, New Haven, Conn.
Waterbury—Sons of Veterans of Conn. April 19-20. J. S. Gallagher, Gen. Del.

DELAWARE

Wilmington—State Pharmaceutical Assn. June 3. H. H. Newsum, 1801 Delaware ave.

DISTRICT OF COLUMBIA

Washington—Natl. Wholesale Lumber Dir's. Assn. March 22-23. W. W. Schupner, 66 Broadway, New York City.
Washington—Congress of American Physicians & Surgeons. May 2-3. Dr. Walter Steiner, 646 Asylum ave., Hartford, Conn.
Washington—Assn. Am. Physicians. May 2-4. F. McCrae, 1027 Spruce st., Philadelphia, Pa.
Washington—Am. Surgical Assn. May 3-5. J. H. Gibbons, 1008 Spruce st., Philadelphia, Pa.
Washington—Amer. Federation of Arts. May 17-20. L. McNeill, 1741 N. Y. ave.
Washington—Air Brake Assn. May 9-14. F. M. Nellis, 165 Broadway, New York City.
Washington—Amer. Cotton Mfrs. Assn. May 26-27. W. D. Adams, Box 222 Charlotte, N. C.
Washington—Amer. Bookbinders' Assn. May 9. Mrs. B. M. Walker, 150 25th ave., New York City.
Washington—In. States Chamber of Commerce. May 15. D. A. Skinner, Millia Bldg.
Washington—Office Mfrs. Assn. May 12-20. F. L. Rowland, Gilbert & Barker Mfg. Co., Springfield, Mass.
Washington—American Neurological Assn. June 10-20. F. Tilney, 22 E. 33rd st., New York City.
Washington—Natl. Tuberculosis Assn. May 3-7. Dr. Phillip P. Jacobs, 370 Seventh ave., New York City.

FLORIDA

Daytona—State Retail Jewelers' Assn. Last week in June. L. C. Hull, Box 217, Plant City, Fla.
Gainesville—Florida Bankers' Assn. April 21-22. W. O. Boozer, Box 379, Jacksonville, Fla.
Jacksonville—State Elks' Assn. April 20-28. H. M. Hunt, Box 750, Tampa, Fla.
Jacksonville—Order Eastern Star. April 18-19. Arthur H. Carter, Holly Hill, Fla.
Jacksonville—World Wide Baraca & Philatheia Union. April 20-23. A. S. Hampton, 6581 Burnette Bldg., Detroit, Mich.
Jacksonville—R. & S. M. & R. A. Masons. May 16-17. W. P. Webster, Masonic Temple.
Miami—Fla. Metall Furniture Assn. June —. D. A. McDougall.
Orlando—Pythian Sisters. April 26. Mina Roundtree, Palatka, Fla.
Pensacola—In. Comm'l Travelers of Ga.-Fla. April 27-29. Gus A. Willis.
St. Petersburg—State Pharmaceutical Assn. June 14-15. George Moore.
St. Petersburg—Knights of Columbus. May 10. Wm. Kruse, Box 711, Tampa, Fla.
St. Petersburg—Odd Fellows' Lodge. April 18-19. Joseph Himmir.
St. Petersburg—State Hotel Assn. April —. J. H. Whitney, Seminole Hotel, Jacksonville, Fla.

GEORGIA

Americus—Lodge of Ga. Masons. June —. Sol. C. Johnson, Tribune Bldg., Savannah, Ga.

Atlanta—State Bankers' Assn. May 24-26. Haynes McFadden, 312 Candler Bldg.
Atlanta—Am. Soc. Mechanical Engrs. May 8-11. C. W. Rice, 29 W. 39th st., New York, N. Y.
Atlanta—Country Bankers' Assn. of Ga. March 28-29. L. R. Adams, Box 1515.
Atlanta—Degree of Pochontas. June 21. Cora E. Smith, 131 W. Alexander st.
Atlanta—Order of Red Men. June 21-22. T. M. Poole, City Tax Office.
Augusta—State Dental Soc. June 14-16. Dr. G. A. Mitchell, 612 Candler Bldg., Atlanta, Ga.
Brunswick—Knights Templar. May 17. C. S. Wood, Box 733, Savannah, Ga.
Columbus—Knights of Columbus. May 9. Richard Reid, Augusta, Ga.
Columbus—State Sunday-School Assn. June 13-16. R. D. Webb, 917 Hurt Bldg., Atlanta, Ga.
Columbus—Ga. Educ. Assn. April 19-22. W. P. Jones, Macon, Ga.
Columbus—Medical Assn. of Ga. May 4. Dr. A. H. Bunce, 820 Henley Bldg., Atlanta.
Columbus—Knights Templar. May 9. Richard Reid, Augusta, Ga.
Columbus—Knights of Pythias. May 17-18. W. H. Leopold, Box 1632, Savannah.
Macon—Order of Eastern Star. May 30-31. Mrs. W. Colquist, 309 11th ave., Cordele, Ga.
Macon—Ga. Federation of Labor. April 26-29. P. Marquart, 82 Gordon st., Atlanta, Ga.
Macon—A. M. & R. & S. Masons. April 11-12. E. A. Mellan.
Macon—Ga. Rebekah Assembly. May 24. Mrs. M. C. Strickland, 332 Luckie st., Atlanta.
Macon—Lodge of Odd Fellows. May 24-25. T. H. Robertson, Gainesville, Ga.
Savannah—S. Eastern Rotary Clubs. March 23-24.
Savannah—Brotherhood Locomotive Firemen & Engrs. May 8. A. H. Hawley, Guardian Bldg., Cleveland, O.
Tybee Island—On. Elks' Assn. May 24-25. T. B. Lamas, care Elks' Club, Columbus, Ga.

IDAHO

Boise—State Sunday School Assn. May 23-25. Rev. E. M. Keeler, 602 Empire Bldg.
Moscow—Pythian Sisters. June 21-23. Grace Cook, 721 3rd st. Cour d'Alene, Idaho.
Payette—R. A. Masons. May 25-26. P. C. Marshall, care Syns York Co., Boise, Id.
Payette—Knights Templar of Idaho. May —. L. W. Epsing, Box 1176, Boise, Id.

ILLINOIS

Alton—G. A. R. Dept. Encampment. May 16-18. Henry C. Cooke, Memorial Hall, Chicago.
Chicago—Natl. Wholesale Grocers' Assn. June 7-9. M. L. Toume, 6 Harrison st., New York City.
Chicago—American Seed Trade Assn. June 21-23. C. E. Kendel, 101 High ave., Cleveland, O.
Chicago Internat. Stamp Mfrs. Assn. June 22-29. P. R. Manzer, 902 Empire Bldg., Pittsburg, Pa.
Chicago—State Homeopathic Medical Assn. June 18-23. J. H. Renner, Palatine, Ill.
Chicago—Daughters Am. Revolution. March 21-23. Mrs. N. C. Lescher, 215 W. Tompkins st., Galesburg, Ill.
Chicago—Internat. Editorial Assn. May —. C. Grant, 140 S. Dearborn st.
Chicago—Internat. Ry. Fuel Assn. May 22-25. J. G. Crawford, 62 E. 51st st.
Chicago—Amalgamated Clothing Workers' Union. May 8. J. Schlossburg, 31 Union Sq., New York City.
Chicago—State Medical Soc. May 16-18. Dr. W. H. Gilmore, Mt. Vernon, Ill.
Chicago—Natl. Confectioners' Assn. May 22-27. W. C. Hughes, 111 W. Washington st.
Chicago—Master Roller Makers' Assn. May 28-29. H. D. Vought, 26 Cortland st., New York City.
Chicago—Internat. Assn. Garment Mfrs. May 16-18. A. F. Allison, 320 Broadway, New York City.
Chicago—Natl. Retail Hardware Dir's. Assn. June 19-23. Herbert P. Sheets, Arcoa, Ind.
Chicago—Western Soc. of Engrs. June 7. E. S. Sotherrut, 135 Menzies Bldg.
Chicago—Guardians of Liberty. June 13. C. R. Young, 110 S. Dearborn st.
Chicago—Ingen Supply Assn. June 13-16. F. H. Hartless, 646 N. Parkside ave.
Chicago—Am. Inst. Homeopathy. June 18-23. Dr. T. E. Costain, 22 Washington st.
Chicago—Internat. Heliopolitan Assn. Last week in June. Dr. W. W. Wilson, No. 28 The Crescent, Montclair, N. J.
Chicago—Delta Sigma Fraternity. June 28-30. A. Meyer, 806 Textile Bldg.
Danville—Travelers' Protec Assn. of Ill. May 5-6. W. E. Gopen, 301 Lehmann Bldg., Peoria, Ill.
Danville—Ill. State Glodeans. April 29-30. E. L. Vogel, Sr., 424 Howard st., Wheaton, Ill.
Decatur—In. Com'l Travelers of Ill. May 18-20. J. H. Foster, 326 W. Madison st., Chicago.
Galesburg—State Sunday School Assn. June 13-15. G. N. Barnia, 123 W. Madison st., Chicago.
Mooseheart—Local Order of Moose. June —. Rodney H. Brandon.
Peoria—Order of Eagles. June —. J. O. Kiefe, 4245 Madison st., Chicago.
Peoria—State Undertakers' Assn. June 6-9. H. M. Kilpatrick, Elmwood, Ill.
Rock Island—Mystic Order Vellod Prophets; Enchanted Realm. June 27-28. Sidney D. Smith, Hamilton, N. Y.
Springfield—State Pharmaceutical Assn. June 27-29. W. B. Day, 701 S. Wood st., Chicago.
Springfield—Royal Arcanum. April 26-27. J. Kiley, 606 N. Clark st., Chicago.
Springfield—State Dental Soc. May 9-12. A. G. Smith, 511 Cent. Natl. Bank, Peoria, Ill.

INDIANA

Connersville—G. A. R. Dept. Encampment. May —. A. J. Rail, 225 State House, Indianapolis.
Connersville—Women's Relief Corps. May —. Bertha M. Trobell, 135 State st., Montpelier, Ind.
Crawfordsville—Tribe of Ben-Hur. June 8. Jno. C. Snyder.
Culver—State Pharmaceutical Assn. June —. W. A. Oren, 3111 W. Michigan st., Indianapolis, Ind.
Evansville—State Sunday-School Assn. June 13-15. E. T. Albertson, 823 Occidental Bldg., Indianapolis.
Gary—Central Alliance Transylvania Saxons. May —. Marial George, 676 Woodland ave., Alliance, O.
Indianapolis—Royal Arcanum. Apr. 25. F. Bierhan, Jr., Box 235.
Indianapolis—Order Eastern Star. April 26-27. Mrs. N. Raunford, 560 N. Illinois st.
Indianapolis—State Travelers' Protective Assn. May 5-6. Chas. M. Zink, 407 Pythian Bldg.
Indianapolis—Knights Templar. May 10-11. W. H. Swintz, Masonic Temple.
Indianapolis—Natl. Assn. Sheet Metal Contractors. May 15. E. L. Seabrook, 608 Chestnut st., Philadelphia, Pa.
Indianapolis—State Dental Soc. May 15-18. Dr. A. J. Kimm, 701 Citizens Bank Bldg., Evansville, Ind.
Indianapolis—Rebekah State Assembly. May 15-16. Laura B. Morris, Frankfort, Ind.
Indianapolis—Internat. Circulation Mfrs.' Association. June 13-15. C. Eyster, care Star, Topeka, Kan.
Indianapolis—U. S. Jr. Chamber of Commerce. June 15-17. E. S. Mosley, 10-11 S. West Life Bldg., Dallas, Tex.
Indianapolis—Natl. Eclectic Medical Assn. June 20-23. H. H. Helbing, 4963 Fountain ave., St. Louis, Mo.
Indianapolis—Am. Optometric Assn. June 25-30. W. V. Nicum, 207 Mutual Home Bldg., Dayton, O.
Indianapolis—Natl. Assn. Credit Men. June 6-9. J. H. Tregoe, 41 Park Row, New York City.
Indianapolis—State Grain Dir's. Assn. June —. Chas. B. Riley, 600 Board of Trade.
Logansport—Sons & Daughters of Liberty. June G. Gladie Wall, 230 Colfax st.
Madison—In. Commercial Travelers. May 19-20. Chas. W. Gelle, 617 E. Main st.
Terre Haute—State Haymakers' Assn. May 17. Wm. J. Snell, Greensburg, Ind.
West Baden Springs—Ind. Gas Assn. April 25-26. C. J. Burke, Majestic Bldg., Indianapolis.

Connersville—Women's Relief Corps. May —. Bertha M. Trobell, 135 State st., Montpelier, Ind.
Crawfordsville—Tribe of Ben-Hur. June 8. Jno. C. Snyder.
Culver—State Pharmaceutical Assn. June —. W. A. Oren, 3111 W. Michigan st., Indianapolis, Ind.
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Indianapolis—Royal Arcanum. Apr. 25. F. Bierhan, Jr., Box 235.
Indianapolis—Order Eastern Star. April 26-27. Mrs. N. Raunford, 560 N. Illinois st.
Indianapolis—State Travelers' Protective Assn. May 5-6. Chas. M. Zink, 407 Pythian Bldg.
Indianapolis—Knights Templar. May 10-11. W. H. Swintz, Masonic Temple.
Indianapolis—Natl. Assn. Sheet Metal Contractors. May 15. E. L. Seabrook, 608 Chestnut st., Philadelphia, Pa.
Indianapolis—State Dental Soc. May 15-18. Dr. A. J. Kimm, 701 Citizens Bank Bldg., Evansville, Ind.
Indianapolis—Rebekah State Assembly. May 15-16. Laura B. Morris, Frankfort, Ind.
Indianapolis—Internat. Circulation Mfrs.' Association. June 13-15. C. Eyster, care Star, Topeka, Kan.
Indianapolis—U. S. Jr. Chamber of Commerce. June 15-17. E. S. Mosley, 10-11 S. West Life Bldg., Dallas, Tex.
Indianapolis—Natl. Eclectic Medical Assn. June 20-23. H. H. Helbing, 4963 Fountain ave., St. Louis, Mo.
Indianapolis—Am. Optometric Assn. June 25-30. W. V. Nicum, 207 Mutual Home Bldg., Dayton, O.
Indianapolis—Natl. Assn. Credit Men. June 6-9. J. H. Tregoe, 41 Park Row, New York City.
Indianapolis—State Grain Dir's. Assn. June —. Chas. B. Riley, 600 Board of Trade.
Logansport—Sons & Daughters of Liberty. June G. Gladie Wall, 230 Colfax st.
Madison—In. Commercial Travelers. May 19-20. Chas. W. Gelle, 617 E. Main st.
Terre Haute—State Haymakers' Assn. May 17. Wm. J. Snell, Greensburg, Ind.
West Baden Springs—Ind. Gas Assn. April 25-26. C. J. Burke, Majestic Bldg., Indianapolis.

IOWA

Burlington—State Undertakers' Assn. Second week in June. Ray Smith.
Cedar Rapids—Royal Arcanum of Ia. April 11. John N. LaBarre, Box 235, Waterloo, Ia.
Cedar Rapids—State Retail Jewelers' Assn. Last week in April. J. K. Burket, Alton, Ia.
Davenport—State Travelers' Protective Assn. May 5-6. Wm. Volkmer, Burlington, Ia.
Davenport—State Fed. of Labor. May 16-19. E. C. Willey, care Journal, Sioux City.
Davenport—N. American Skat League. June —. O. E. Schwemer, 407 Perleia Bldg., Milwaukee, Wis.
Davenport—State Bankers' Assn. June 6-7. Frank Warner, 810 Fleming Bldg., Des Moines.
Des Moines—Supreme Lodge, A. O. U. W. June —. E. J. Moore, A. O. U. W. Bldg., Fargo, N. D.
Des Moines—State Mfrs.' Assn. June —. Edw. A. Kimball, 611 Crocker Bldg.
Des Moines—A. F. & A. Masons. June 13-15. N. R. Parvin, 313 First ave., Cedar Rapids, Ia.
Des Moines—State Dental Soc. May 2-4. E. S. Smith, 635 S. Governor st., Iowa City, Ia.
Des Moines—State Medical Soc. May 10-12. T. B. Throckmorton, 901 Bankers' Trust Bldg.
Des Moines—Order Un. Workmen Lodge. May 15. W. H. Stowell, 2100 Grand ave.
Des Moines—State Assn. Optometrists. March 28-29.
Des Moines—Knights of Columbus of Ia. May 29-30. Joe McCormick, Box 24, Cedar Rapids, Ia.
Iowa City—Miss. Valley Historical Assn. May 11-13. Mrs. C. S. Paine, Lincoln, Neb.
Mason City—State Stationary Engrs. Assn. May or June. A. Davis, Room 16, Waterhouse Bld., Cedar Rapids, Ia.
Oskaloosa—In. Commercial Travelers. First week in June. A. M. Brackett, 1304 Locust st., Des Moines, Ia.
Sioux City—State Assn. Title Men. First week in June. G. C. Whitley, Webster City, Ia.
Waterloo—State Retail Harness Makers' Assn. June 13-15. Frank Proescholdt, Box 176, Manilla, Ia.
Waterloo—State Elks' Assn. June —. Bert Forgrave, Dubuque, Ia.

KANSAS

Atehison—Kansas Sunday School Assn. Apr. 25-26. Parsons Assn. 27-28. Salina May 23. Dodge City May 4-5. Frank G. Richard, 112 W. 7th st., Topeka, Kan.
Coffeeville—State Fed. of Labor. May 15. Wm. Howe, Box 428, Topeka, Kan.
Concordia—Knights of Columbus. May 7-8. J. A. Mackey, Concordia, Kan.
Hutchinson—In. Commercial Travelers. June 2-3. E. P. Bernardin, Box 628, Parsons, Kan.
Kansas City—State Undertakers' Assn. May 17. M. E. Cheatum, Halsestead, Kan.
Kansas City—Kan. Pharmaceutical Assn. May 16-18. D. F. Derlin, Stark, Kan.
Pittsburg—Kansas Rural Letter Carriers' Assn. May 30. Byron E. Reed, Winfield.
Topeka—Order Eastern Star. May 11-12. Mrs. Della Bennett, 435 Kansas ave.
Topeka—Kansas Medical Soc. May 3-4. J. F. Hanaig, 300 Minn. ave., Kansas City, Kan.
Topeka—Knights Templar. May 10. A. K. Wilson, Masonic Temple.
Wichita—Kansas Bankers' Assn. May —. W. W. Bowman, Millirane Bldg., Topeka, Kan.
Wichita—Kansas Laundry Owners' Assn. April 21-22. John W. Ripley, Topeka Laundry Co., Topeka, Kan.
Winfield—G. A. R. Dept. Encampment. May 11-13. J. T. Weaver, R. R., Winfield.
Winfield—Women's Relief Corps. May —. Laura Harvey Waiser, Parsons, Kan.

KENTUCKY

Ashland—Knights of Columbus. May 8-9. R. E. Byrne, Ashland, Ky.
Crab Orchard—Laundry Owners' Assn. of Ky. June 1-3. Russell Broadus, 721 W. Chestnut st., Louisville.
Crab Orchard—Ky. Pharmaceutical Assn. June 20-23. J. W. Gayle, Frankfort, Ky.
Hopkinsville—State Fed. Women's Clubs. May —. Mrs. J. E. Warren, Mayfield, Ky.
Lexington—Travelers' Protective Assn. May 4-5. C. A. Fugazzi, Box 855.

Lexington—Odd Fellows' Encampment. May 17. R. G. Elliott, 906 Trust Co. Bldg. Louisville—Ky. Farm Bureau Fed. March 30-31. G. Morgans, 413 Starks Bldg., Lexington, Ky. Louisville—State Funeral Dir. Assn. June 9-10. W. E. Pearson, 605 S. Third st. Louisville—Knights of Pythias. June 13-14. J. W. Carter, 707 Trust Bldg., Lexington. Louisville—Royal Arcanum. April 18. Alex M. Woodruff, 604 Columbus Bldg. Louisville—Ky. Educational Assn. April 11-14. R. E. Williams, 4518 S. Parkway. Louisville—State Dental Soc. April 10-12. Dr. W. Randall, 1035 2nd st. Louisville—Ky. Negro Educational Assn. April 18-19. E. E. Reed, 404 State st., Bowling Green, Ky. Mayesville—Knights Templar of Ky. May 17-18. A. H. Bryant, Box 45, Covington, Ky.

LOUISIANA Alexandria—Knights of Pythias. April 17-19. John D. Brown, Box 7, Gray, La. Alexandria—State Fed. of Labor. April 3-5. E. H. Zwilly, Box 291, Shreveport, La. Alexandria—State Medical Soc. April 11-13. Dr. S. C. Hallaman, Alexandria, La. Alexandria—Un. Com. Travelers of Miss. & La. May 19-20. Mose Frank, Box 343, Shreveport, La. Lake Charles—Order Eastern Star. May 11-12. Miss F. B. Nelken, 4430 St. Charles ave., New Orleans. Monroe—State Pharmaceutical Assn. May 9-10. Geo. W. McDuff, 2712 Magazine st., New Orleans. Monroe—Pythian Sisters. May 22-23. Mrs. Amelia Harris, Jennings, La. Monroe—Knights of Pythias. May 22. Fred Adolph, 305 Tittle Guarantee Bldg., New Orleans. New Orleans—Un. Order of Druids. June 26. A. Gonzales, 843 Camp st. New Orleans—Southern Seedmen's Assn., May 29-31. New Orleans—Catholic Knights of Am. May 9-11. Henry Selmer, 606 Mercantile Nstl. Bk. Bldg., St. Louis, Mo. New Orleans—State Retail Hardware Dirs.' Assn. Early in May. R. D. Nibert, Bunkie, La. New Orleans—Rice Millers' Assn. May 8. F. B. Wise. New Orleans—La. Div. Internat'l Sunshine Soc. April 15. Mrs. F. Carnahan, 2204 Calhoun st. New Orleans—Encampment of Knights Templar. April 25-28. Lee S. Thomas, Baton Rouge, La. New Orleans—Travelers' Protective Assn. April — Geo. B. Boh, Magazine st. New Orleans—Southern Hardware Jobbers' Assn. April 18-22. Waldo M. Pitkin. Shreveport—State Dental Soc. May 8-10. Fred Ratzburg. Shreveport—State Sunday School Assn. April 11-14. Van Carter, 829 Maison Blanche Bldg., New Orleans.

MAINE Augusta—State Dental Soc. June 27-29. Dr. B. C. Graffam, 653 Congress st., Portland, Me. Bangor—N. E. Order of Protection. April 5. Forest E. Ludden, Auburn, Me. Bangor—Pythian Sisters. May 17. Edith L. Newcomb, Scarborough, Me. Bangor—Sons of Veterans. June — Edw. E. Gould, Rockland, Me. Bangor—State Fed. of Labor. June 6. H. B. Brown, Box 22, Augusta, Me. Brunswick—P. M. Odd Fellows. June 13. Maj. L. E. Robbins, Kittery, Me. Lewiston—Foresters of Am. May 10. John J. White, 38 Child st., Augusta, Me. Portland—Order of Good Templars. April 12-13. C. A. Maxwell, 67 West st. Portland—State Medical Assn. June — Dr. E. L. Bryant, 265 Hammond st., Bangor, Me. Portland—F. & A. M., R. A. M., & R. & K. T. Masons. May 2-4. C. B. Davis, 415 Congress st. Portland—Order Eastern Star. May 23. Mrs. A. H. Hooper, Biddeford, Me. Portland—State Letter Carriers' Assn. May 30. Wm. A. Powers.

MARYLAND Baltimore—Grand Army of Republic of Md. April 7-8. Rolt. C. Sunstrom, S. E. cor. Gay & Lombard sts. Baltimore—Rebekah Assembly. I. O. O. F. April 4-5. Susan Jones, 706 N. Gilmore st. Baltimore—Amer. Electrochemical Soc. April — J. W. Richards, Lehigh Univ., Bethlehem, Pa. Baltimore—Shield of Honor. April 18. W. J. Cunningham, 63 Franklin st. Baltimore—Odd Fellows' Lodge. April 17-18. Wm. A. Jones, I. O. O. F. Temple. Baltimore—Order Eastern Star. April 24. W. F. Boyd, 206 W. Belvidere ave. Baltimore—Order of Red Men. April 26. Dr. J. C. Littleton, 110 N. Paca st. Baltimore—Daughters of Am. May 9-10. Mrs. M. I. Connor, 2709 W. North ave. Baltimore—Knights Templar. May 18. Chas. Clark, Masonic Temple, Baltimore. Baltimore—State Dental Assn. May 2-4. J. H. Ferguson, 914 N. Charles st. Cambridge—Md. & Del. Retail Jewelers' Assn. April — G. M. Fisher, Salisbury, Md. Frostburg—State Firemen's Assn. June 7-9. Lawrence O. Cooney, Sparrows Point, Md. Frostburg—Order of Eagles. June 13-15. Dr. W. S. Sudler, 3323 Baltimore st., Baltimore. Salisbury—Junior Order. April 18-19. C. S. Davis, 100 N. Paca st., Baltimore. Westernport—Knights of Golden Eagle. May 22. D. F. Billmyer, 920 Madison ave., Baltimore.

MASSACHUSETTS Boston—Mass. Ice Dealers' Assn. Approx. First of April. O. S. Hayward, 18 Commercial Wharf, Boston. Boston—Mass. Laundry Owners' Assn. March 31-April 1. J. N. Kelly, 3 Box Place, Lynn, Mass. Boston—Women's Relief Corp. April — Mary E. Elliott, 657 Washington st. Boston—State Assn. Master Plumbers. April 3-4. W. H. R. Goudey, 33 Harvard st., Brookline, Mass. Boston—Sons of Veterans. April 11-12. H. F. Weller, 88 Tremont st. Boston—Bay State Checkers Clubs. April 19. E. W. Macdonald, 985 Washington st. Boston—Order Un. Workmen. April 25. C. C. Fearing, 12 Walnut st. Boston—Nat'l Assn. Cotton Mfrs. April 20-23. H. C. Meserve, 45 Milk st.

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Boston—Knights of Pythias. May 2-3. Geo. E. Howe, 15 Ashburton Place, Boston. Boston—Rebekah State Assembly. May 3. Mrs. S. A. Barry, 9a Monument Sq., Charlestown, Mass. Boston—Pythian Sisters. May 3-4. Mrs. E. L. Holland, 39 Worthen st., W. Springfield, Mass. Boston—Order Eastern Star. May 11-12. Mrs. Carrie Cushing, 82 Bromfield Rd., W. Somerville, Mass. Boston—Assn. Harvard Clubs. June — Geo. A. Morrison, care Bycyrus Co., S. Milwaukee, Wis. Boston—State Nurses' Assn. June — M. E. P. Davis, 19 Hoyle st., Norwood, Mass. Boston—Mass. Medical Soc. June 13-14. Dr. Donald Macomber, 321 Dartmouth st., Boston. Fall River—Am. Fed. Textile Operators. June — J. P. O'Connell, Box 272, Salem, Mass. Fall River—N. E. United Commercial Travelers. June 8-10. C. A. Haines, 325 Grove st., Melrose, Mass. Lynn—Knights of Malta. June 13. F. H. Willson, 1019 Colonial Bldg., Boston. New Bedford—State Fed. Women's Clubs. May 23-25. Miss Agnes L. Dodge, 265 Franklin st., Melrose Highlands, Mass. New Bedford—N. E. Typo. Assn. June 21-22. J. F. Murphy, Box 712, Providence, R. I. Pittsfield—Catholic Order of Foresters. May 24. Jos. J. Forrester, 17 Worcester st., Boston. Revere—Order of Eagles. June 17. M. J. O'Leary, Pittsfield, Mass. Springfield—Veterans of Foreign Wars. June 24-25. F. P. Casey, 67 Warren st., Boston. Springfield—Sons & Daughters of Liberty. May 10. Emily A. Davis, 1 Davis st., Marlboro, Mass. Springfield—Sons Am. Revolution, Nat'l Soc. May 15-16. P. F. Lerner, 918 F st., N. W. Washington, D. C. Springfield—Eastern Music Supervisors. April 12-25. Harry E. Whittemore, School Dept., Manchester, N. H. Springfield—Royal Arcanum. April 27-28. Wm. L. Kelt, 101 Tremont st., Boston. Springfield—N. E. Coal Dirs.' Assn. March 22-23. E. I. Clark, Room 932 Oliver Bldg., Boston. Worcester—Mass. Dental Soc. May 2-4. W. V. Ryder, 175 Newbury st., Boston. Worcester—Mass. Retail Jewelers' Assn. March 28-29. Louis S. Smith, 253 Cabot st., Beverly, Mass.

MICHIGAN Ann Arbor—State Assn. Letter Carriers. May 29-30. G. W. Keedle, 130 Green st., Flint, Mich. Battle Creek—State Music Teachers' Assn. June 27-29. J. G. Cummings, 400 S. Washington ave., Saginaw, Mich. Crystal Falls—Odd Fellows' Encampment. May 10-17. Isaac G. Reynolds, Ann Arbor, Mich. Detroit—State Dental Soc. April 10-12. Dr. Wm. A. Cook, 1833-35 David Whitney Bldg. Detroit—Soc. Industrial Engineers. April 27-29. G. C. Dent, 327 S. LaSalle st., Chicago, Ill. Detroit—Amalgamated Assn. Iron, Steel & Tin Workers of N. A. May 2. Fred Keightley, Room 501 House Bldg., Pittsburg, Pa. Detroit—Mich. Mfrs. Assn. May 4. John L. Lovett, 1303 Real Est. Exch. Bldg. Detroit—American Library Assn. June 20-July 1. Carl H. Millam, 78 E. Washington st., Chicago. Detroit—Women's Relief Corps. June 15-17. Sarah Millard, 1438 Lee Place. Detroit—Knights Templar. June 6-8. G. T. Campbell, Masonic Temple, Owosso, Mich. E. Lansing—Mich. Agril. College Alumni. June 18-21. C. W. McKibbin. Escanaba—Order of Eagles. June 20-21. R. Graham, 212 Ellsworth ave., Grand Rapids, Mich. Flint—State Medical Soc. June 7-9. F. C. Warnshuis, Powers Bldg., Grand Rapids. Flint—Knights of Columbus. May 30-31. Wm. E. Sturm, 310 E. Elm st., Monroe, Mich. Grand Rapids—Amer. Fed. of Musicians. May 8-13. Wm. J. Kerngood, 3535 Pine st., St. Louis, Mo. Grand Rapids—F. & A. Masons. May 23-24. Lou B. Winsor, Masonic Temple.

Grand Rapids—R. & S. M. & R. A. Masons. May 15-17. Chas. A. Conover, Coldwater, Mich. Grand Rapids—State Fnnal Dir. Assn. Last week in June. O. E. Kilstrom, 511 S. Union ave. Holland—Mich. League of Municipalities. June R. K. Lucas, City Clerk, Owosso, Mich. Lansing—State Elks' Assn. June 1-2. Geo. D. Bostock, Elks' Temple, Grand Rapids. Muskegon—Un. Commercial Travelers. June 1-3. M. Heuman, 106 E. Wilkina st., Jackson, Mich. Petoskey—The Indians. June 19-23. D. H. Eston, 318 E. 4th st., Cincinnati, O.

MINNESOTA Crookston—Order of Eagles. June — V. M. Grady, 118 E. Second st., Duluth, Minn. Duluth—Knights of Columbus. May 9. J. D. Mahon, 1711 19th st., Superior, Wis. Minneapolis—Minn. Retail Jewelers' Assn. Middle of April. E. M. Schwenke, New Richland, Minn. Minneapolis—State Div. Sons of Veterans. June 5-7. D. J. Dodge, Capitol, St. Paul. Minneapolis—American Assn. General Baggage Agents. June 28-29. O. A. Redell. Minneapolis—G. A. R. Dept. Encampment. June 14-15. D. J. Dodge, Room 231, New Capitol, St. Paul. Minneapolis—P. M., Odd Fellows. June — H. Reimers, 661 McLean ave., St. Paul. Minneapolis—Natl. Conference Big Brothers & Sisters. June 6-8. R. C. Sheldon, 200 Fifth ave., New York City. Minneapolis—Odd Fellows' Lodge. June 8-9. A. L. Bolton, 605 Pittsburg Bldg., St. Paul. Minneapolis—Odd Fellows' Encampment. June 7. M. H. McDivitt, 2707 E. Lake st. Minneapolis—Rebekah State Assembly. June 8-9. Miss Lucy Bolton, 1508 Ashland ave., St. Paul. Rochester—State Fire Dept. Assn. June 13-14. John A. Gross, Red Wing, Minn. St. Paul—State Bankers' Assn. June 20-21. G. H. Richards, 601 N. W. Bk. Bldg., Minneapolis. St. Paul—Knights Templar. May 17. J. Fishel, Masonic Temple.

MISSISSIPPI Amory—Un. Daughters of Confederacy. May 3. Mrs. L. R. McGee, Lula, Miss. Biloxi—State Pharmaceutical Assn. June 13-14. A. S. Coody, Box 18, Jackson, Miss. Browns Wells—State Med. cal Soc. May 9-10. T. M. Dye, Box 295, Clarksdale, Miss. Cleveland—State Sunday School Assn. April 4-6. W. Fred Long, Box 123, Jackson, Miss. Jackson—Miss. Bankers' Assn. May 9-10. Geo. B. Power, Box 34, Jackson, Miss. Jackson—Odd Fellows' Lodge. May — W. S. P. Doty, Grenada, Miss. Jackson—Rebekah State Assembly. May 16. Mrs. Jennie Stainer, West Point, Miss. Laurel—Knights of Columbus. May — S. J. Kinsella, Greenville, Miss. Laurel—Junior Order of Miss. April — W. D. Hawkins, Box 592, Meridian, Miss. McComb—Order Eastern Star. May 9-10. Mrs. Inez Shafer, McComb, Miss. McComb—Knights of Pythias. May 10. H. M. Quinn, Box 633, Meridian, Miss.

MISSOURI Jefferson City—State Medical Assn. May 19. Dr. E. J. Goodwin, 3529 Pine st., St. Louis. Excelsior Springs—Mo. Bskers' Assn. May 16-17. W. F. Keyser, I. O. O. F. Bldg., Sedalia, Mo. Excelsior Springs—Mo. Pharmaceutical Assn. June 13-16. Dr. H. M. Whelpley, 2342 Albion Place, St. Louis. Hannibal—State Fed. of Labor. May — J. L. Wines, 44 Ballinger Bldg., St. Joseph. Kansas City—Shme Directors of N. Amer. April — Louis G. Fischer, Charleston, S. C. Kansas City—Mo., Kan. & Ok. Dental Soc. April 10-15. C. R. Lawrence, Enid, Ok. Kansas City—Photographers' Assn. of Am. May 1-6. J. C. Ahels, 421 Caxton Bldg., Cleveland, O. Kansas City—Mo. & Kan. Funeral Dir. Assn. May 8-10. C. A. Schoene, Milan, Mo. Kansas City—Loyal Order Moose, Mo., Kan. & Ok. May 8-10. F. Gorsline, 820 Edmond st., St. Joseph, Mo.

MONTANA Butte—Montana Stock Growers' Assn. April 18-19. E. A. Phillips. Kalspell—G. A. R. Dept. Encampment. June 20-22. Dr. G. H. Taylor, 4 Horsky Bldg., Helena, Mont. Livingston—Knights of Columbus. May 22-23. C. E. Herfuth, Box 495, Helena, Mont. Missoula—Grand Commandery, Knights Templars. June or July. C. Hedges, Jr., Box 896, Helena, Mont. (no badges).

NEBRASKA Columbus—State Travelers' Protective Assn. April 28-29. C. L. Hopper, 746 Brandeis Theater Bldg., Omaha. Columbus—State Elks' Assn. June 5-6. J. H. Cuddy, Chadron, Neb. Fremont—State Pharmaceutical Assn. June — J. G. McBride, Box 37, University Place, Neb. Hastings—The Gideons. June 3-4. W. S. Bloss, 2717 Pratt st., Omaha. Kearney—Un. Commercial Travelers. May 19-20. H. C. Price, 617 N. 9th st., Beatrice, Neb. Lincoln—Neb. Chiropractic Assn. June — Dr. E. L. Armstrong, Beatrice, Neb. Lincoln—G. A. R. Dept. Encampment. May 9-11. Harmon Bros, State House, Lincoln. Lincoln—Sons of Veterans. May — E. G. Drake, 410 S. 19th st. Lincoln—Knights of Pythias. May 9-10. Will H. Love, Pythian Temple. Lincoln—Pythian Sisters. May 11. Miss Blanch Hastings, Drawer 208, Central City, Neb. Lincoln—State Dental Soc. May 15-18. Dr. G. A. Grubb, Gater Block. Omaha—Central Commercial Teachers. May — Mary L. Champlin, Des Moines, Ia. Omaha—State Medical Assn. April 27-27. R. B. Adams, 1013 Terminal Bldg., Lincoln, Neb. Omaha—Military Order Loyal Legion. May 8. F. B. Bryant, 625 N. 41st st. Omaha—Order Eastern Star. May 9-11. Bose M. Owens, Masonic Temple. Omaha—F. & A. Masons. June 6. F. E. White, Masonic Temple. Omaha—State Funeral Dir. Assn. June 6-8. P. J. Merten, Jr., Blue Hill, Neb. Omaha—Neb. Harness Dirs.' Assn. June 6-9. Elmer Kennedy, St. Edward, Neb. Omaha—Order of Blue Goose. June — J. E. McLaughlin, 831 Omaha Natl. Bk. Bldg. Omaha—Knights Templar. April 6. F. E. White, Masonic Temple. Omaha—Royal Arcanum. April 25. S. P. Bestwick, 729 Peters Trust Bldg.

NEVADA Reno—Order Eastern Star. June — M. E. Talbot, Box 135, Virginia, Nev. Reno—F. & A. R. A. Masons. June 13-15. E. D. Vanderleith, 437 S. Center st. Sparks—Odd Fellows Lodge. June 5-6. Wm. Sutherland, Box 586, Reno, Nev. Sparks—Rebekah State Assembly. June 6-7. Miss L. R. Mudd, 118 Island ave., Reno.

NEW HAMPSHIRE Concord—Sons of Veterans of N. H. April — Oscar E. Davis, Alton, N. H. Concord—G. A. R. of N. H. April 13-14. Frank Battles, State House, Concord. Concord—F. & A. Masons. May 17. H. M. Cheney, 3 N. Main st. Concord—State Medical Soc. May 17-18. D. E. Sullivan, 7 N. State st. Manchester—A. O. U. W. Lodge of N. H. April 12. John C. Bickford, 855 Elm st. Nashua—Knights of Malta. June 15. T. D. Sale, 45 Exchange, Portland, Me. Rochester—Pythian Sisters. May 8-9. Lena G. Davis, 123 Church st., Laconia, N. H. Rochester—State Letter Carriers' Assn. Jan-25. Thos. J. Bell, Dover, N. H. Rochester—Knights of Pythias. May 9. Chas. M. Corson, 7 Masonic Temple, Dover, N. H. Weirs—State Dental Soc. June 20-28. L. J. Moulton, 15 N. Main st., Concord, N. H.

NEW JERSEY Asbury Park—G. A. R. Encampment. June 29. John A. Borden, Box 265. Asbury Park—Sons of Veterans of N. J. June 23-29. John L. Reagan, 74 Hudson st., Trenton, N. J.

Kansas City—Kansas Pharmaceutical Assn. May 15-18. D. F. Deem, Stark, Kan. Kansas City—Assn. Operative Millers. June 5-11. M. F. Dillon, 203 Postal Tel. Bldg. Kansas City—Natural Gas Assn. May 15-18. Wm. B. Way, 906 Oliver Bldg., Pittsburg, Pa. Kansas City—Holstein-Friesian Assn. June 5-10. F. L. Houghton, Brattleboro, Vt. Kansas City—Internat. Optimist Club. Third week in June. H. G. Hill, 824 N. Penna st., Indianapolis, Ind. Kansas City—Internat. Sunday-School Assn. June 21-27. Marion Lorraine, 1516 Mallers Bldg., Chicago, Ill. Kansas City—Natl. Fed. Women's Clubs. June 28-29. F. Colquhoun, 1341 Insurance Exch., Chicago, Ill. Kirksville—Travelers' Protective Assn. May 5-9. C. W. Gillidette, 330 E. Webster ave., Chillicothe, Mo. Mexico—Mo. Fed. of Music Clubs. April — Mrs. Wm. C. Hoefler, Jefferson City, Mo. Sedalia—Un. Commercial Travelers. June 2-3. R. J. Chadin, Box 504, Carthage, Mo. Sedalia—Women's Relief Corps of Mo. May — Mrs. Alice Armstrong, 4115 Terrace Place, Kansas City. Sedalia—Order of Red Men. May 16-17. W. P. Lightholder, 1 N. 7th st., St. Louis. Sedalia—State Letter Carriers' Assn. May 30. Earl Reed, Joplin, Mo. Sedalia—Degree of Poesontas. May 16-17. Mrs. Edna Osman, Box 262, Berler, Mo. St. Joseph—Knights of Columbus. May 9-10. J. T. Nugent, 3549 Olive st., St. Louis. St. Joseph—Knights Templar. May 23-24. R. F. Stevenson, 911 Locust st., St. Louis. St. Joseph—R. A. M. & B. & S. Masons. April 10-11. R. F. Stevenson, 911 Locust st., St. Louis. St. Louis—Millinery Traveling Men's Assn. June — Louis Wachtel, 404 Star Bldg. St. Louis—Order of Druids. June 12. P. Schafnig, 8 N. 13th st. St. Louis—Am. Zinc Institute. May 8-9. S. S. Tutthill, 27 Cedar st., New York City. St. Louis—Odd Fellows' Lodge. May 16-18. Ben Wilde, 3765 Lindell blvd. St. Louis—Rebekah State Assembly. May 16-18. Mrs. O. M. Parker, 1432 Blackstone ave. St. Louis—Am. Medical Assn. May 22-26. Dr. A. R. Craig, 535 N. Dearborn st., Chicago. St. Louis—Electric Med. Soc. May 9-11. W. E. Anbuchon, Leadwood, Mo. St. Louis—Amer. Proctologic Soc. May 22. Dr. Ralph W. Jackson, 251 Cherry st., Fall River, Mass.

Ashbury Park—N. J. Retail Jewelers' Assn. June 6. R. P. Hardegen, 909 Broad st., Newark, N. J.

Ashbury Park—Un. Commercial Travelers. June 9-10. C. H. Egel, 1281 Springfield ave., Irvington, N. J.

Atlantic City—Funeral Benefit Assn. Jr. Order. June — C. L. Cadwallader, 3521 Germantown ave., Philadelphia, Pa.

Atlantic City—Ry. Supply Mfrs. Assn. June 14-21. J. D. Conway, 1841 Oliver Bldg., Pittsburgh, Pa.

Atlantic City—Travelers' Protec. Assn. June 5-9. T. S. Logan, 915 Olive st., St. Louis, Mo.

Atlantic City—Natl. League of Masonic Clubs. May — C. A. Stevens, 608 Wash. Laun & Trust Bldg., Washington, D. C.

Atlantic City—Ind. Order Brith Abraham. May 14-16. M. L. Hollander, 37 7th st., New York City.

Atlantic City—Md. Bankers' Assn. May 16-18. Chas. Haun, cafe Merchants' Natl. Bank, Baltimore, Md.

Atlantic City—State Moose Assn. May — J. P. Mulhlim, Fair Haven, N. J.

Atlantic City—Order of Red Men. May 4. H. F. Steiner, 540 Federal st., Camden, N. J.

Atlantic City—Brotherhood of Am. May 9-10. John Rubl, 2208 Frankford ave., Phila., Pa.

Atlantic City—Natl. Fire Protection Assn. May 9-11. F. H. Wentworth, 87 Milk st., Boston, Mass.

Atlantic City—Degree of Pocahontas. May 11. Lela W. Thompson, Box 88, New Egypt, N. J.

Atlantic City—Ind. Order Brith Shalom. May 28-30. Martin O. Levy, 506-08 Pine st., Philadelphia, Pa.

Atlantic City—Am. Ry. Assn. Mechanical Div. June 14-21. V. R. Hawthorne, 431 S. Dearborn st., Chicago, Ill.

Atlantic City—American Soc. for Testing Materials. June 26-27. C. L. Warwick, 1315 Spruce st., Philadelphia, Pa.

Hillsdale—State Exempt Firemen's Assn. June 13. Edwin Close, Clifton, N. J.

Newark—Tail Cedars of Lebanon. April 26. M. Wright, Box 413, Trenton, N. J.

Passaic—Odd Fellows' Encampment. May 2. F. R. Jummel, Box 390, Trenton, N. J.

Paterson—Knights of Malta of N. J. May 4. Heuben Peters, 2017 Ealer Ave., Easton, Pa.

Spring Lake—State Medical Soc. June 20-22. Wm. J. Chandler, S. Orange, N. J.

Trenton—State Dental Soc. May 3-5. Dr. F. K. Hezelton, 223 E. Hanover st., Trenton, N. J.

Trenton—Knights Templar. May 9. J. M. Wright, Box 413.

Trenton—Eastern Com'l Teachers' Assn. April 13-15. F. A. Tibbitts, Dickinson High School, Jersey City, N. J.

Trenton—R. & S. Masons of N. J. April 18 (business meeting). Harry A. Pntnam, 17 Wilkinson place.

Trenton—Rotary Clubs' Conference. March 30-31. H. D. Matison, 366 Main st., Poughkeepsie, N. Y.

NEW MEXICO

Albuquerque—Knights of Columbus. May 8. W. A. Stricker, Raton, N. M.

NEW YORK

Albany—State Eclectic Medical Assn. April 20-21. Pa. T. D. Alderman, 606 St. Marka ave., Brooklyn.

Albany—Sons & Daughters of Liberty. May — Miss L. McClure, 171 Hillside ave., Jamaica, L. I., N. Y.

Albany—M. P. Exhibitors' League. May — S. I. Burman, 708 Times Bldg., New York.

Albany—Med. Soc. of N. Y., May 3. Dr. E. L. Hunt, 17 W. 43d st., New York.

Albany—Knights Templar. June 19-21. J. H. Bonington, 189 Montague st., Brooklyn.

Binghamton—Order of Eagles. June 12-14. W. A. Neale, Box 114, Ossining, N. Y.

Binghamton—Un. Commercial Travelers. June 10-12. W. M. Wian, 64 Utica st., Clinton, N. Y.

Brooklyn—State Orange Lodge. May 2. R. W. Dalley, 424 W. 47th st., New York City.

Catskill—Degree of Pocahontas. June 13. Annie Van Antine, 87 Brookside ave., Amsterdam, N. Y.

Chautauque—Gen. Fed. Women's Clubs. June 22. Mrs. G. W. Plummer, Woman's Club, Chicago, Ill.

Lake Placid—State Bankers' Assn. June 19-21. E. J. Gallien, 128 Broadway, New York City.

Newburgh—Rebekah State Assembly. May 15-18. Miss A. E. Rogers, 731 Amsterdam ave., New York.

New York—Music Publishers' Assn. June 13. E. T. Paull, 243 W. 42nd st.

New York—Natl. Assn. Music Merchants. Week of June 5. C. L. Dennis, 105 W. 40th st.

New York—Natl. Piano Travelers' Assn. May — Albert Behning, 217 W. 12th st.

New York—Order Golden Sceptre Grand Court of U. S. May 10. Miss M. Ballinger, 1553 N. Park ave., Philadelphia, Pa.

New York—Natl. Assn. Mfrs. May 15-17. G. S. Boudin, 35 Church st., New York.

New York—Newsdealers' & Stationers' Protective Assn. May 17. A. Mathews, 334 Fifth ave.

New York—Natl. Metal Trades' Assn. April 19-20. H. D. Sayre, 1021 People's Gas Bldg., Chicago, Ill.

New York—Associated Leather Goods Mfrs. April 6. M. S. Mosseson, 3 W. 29th st.

New York—The Associated Press. April 25. M. E. Stone, 51 Chambers st.

New York—American Paper & Pulp Assn. April 13. Dr. Hush P. Baker, 18 E. 41st st.

New York—Pi Kappa Alpha Fraternity. April 18-21. J. H. Johnston, 185 Madison ave.

New York—N. Y. Electrical Soc. June — G. H. Gny, 29 W. 39th st.

New York—Natl. Piano Mfrs.' Assn. June — H. W. Hill, 150 W. 40th st.

Oneonta—State Undertakers' Assn. June 20-22. G. L. Gilham, 150 W. 15th st., New York.

Oswego—Knights of Columbus. May or June. Frank Keaveney, Johnstown, N. Y.

Poughkeepsie—Odd Fellows' Lodge. May 23. H. Walker, 31 Union Sq., New York.

Poughkeepsie—State Branch Un. Natl. Assn. P. O. Clerks. May 30-31. Geo. Murphy, 624 13th St., College Point, N. Y.

Rochester—State Dental Soc. May 11-12. A. P. Burkhardt, 80 Genesee st., Auburn, N. Y.

Utica—G. A. R. Dept. Encampment. June 6-8. T. J. McConeky, Capitol, Albany, N. Y.

NORTH CAROLINA

Asheville—Carolinas & Ga. Laundryowners' Assn. June — C. B. Ross, care Model Steam Laundry Co., Charlotte, N. C.

Asheville—Order Eastern Star. June 13. Mrs. Mary C. Weatherby, Randleman, N. C.



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Charlotte—Order Sons of Amer. May 16. W. A. Daniel, 901 N. Main st., Salisbury.

Durham—Sons & Daughters of Liberty. May 25-26. A. W. Cole, 615 E. Davis st., Burlington, N. C.

Greensboro—Order of Red Men. May 2-4. W. H. Goodwin, Box 236, Elizabeth City.

Greensboro—State Fed. Women's Clubs. May 8-11. Mrs. T. L. Gwyn, Waynesville, N. C.

Hendersonville—N. C. Baraca Assn. June — Mrs. N. Buckner, 39 Ravenscroft Road, Asheville, N. C.

High Point—State Trav. Protective Assn. May — D. C. Crutchefield, Winston-Salem.

Winston-Salem—Hardware Assn. of Carolinas. May 16-17. T. W. Dixon, Box 728, Charlotte, N. C.

Winston-Salem—Odd Fellows' Lodge. May 16-18. John D. Berry, Box 363, Raleigh, N. C.

Winston-Salem—Rebekah State Assembly. May 16-18. Miss P. E. Beck, 38 Brookstown ave.

Winston-Salem—Medical Soc. of N. C. April 25-27. L. McBrayer, Sanatorium, N. C.

Winston-Salem—State Pharmaceutical Assn. June 27-29. J. G. Beard, Chapel Hill, N. C.

Wrightsville Beach—State Dental Soc. June — Dr. H. O. Lineberger, Raleigh, N. C.

NORTH DAKOTA

Bismarck—Knights of Pythias. June 14-15. W. T. Sprake, Casselton, N. D.

Bismarck—State Fed. of Labor. May 7-9. N. M. Anne, Box 299, Grand Forks, N. D.

Bismarck—Pythian Sisters. June 13-14. Lucy M. Lewis, Box 45, Neche, N. D.

Casselton—State Firemen's Assn. June 13. H. L. Reade, Bismarck, N. D.

Fargo—A. F. & A. Masons. June 20-22. W. L. Stockwell, Box 578.

Fargo—Order Eastern Star. June 22. Mrs. F. M. Hoskins, 504 4th st., Bismarck.

Fargo—Knights Templar. May — W. L. Stockwell, Masonic Temple.

Fargo—State Dental Assn. May — Dr. Solon Crum.

Grand Forks—Knights of Columbus. May — S. W. Callahan, Williston, N. D.

Grand Forks—Odd Fellows Lodge & Rebekah Assembly. June 7-8. Don McDonald, Box 624.

Grand Forks—Odd Fellows' Encampment. June 6. Chas. H. Lee, Walhalla, N. D.

Grand Forks—State Retail Merchants' Assn. June 13-15. W. A. Donnelly, Box 323, Fargo, N. D.

Grand Forks—N. D. Bankers' Assn. June 29-30. W. C. Macfadden, Fargo, N. D.

Jamestown—State Medical Assn. June 1-2. H. J. Rawe, Lisbon, N. D.

Valley City—Un. Commercial Travelers. June 8-10. J. M. Dresser, 423 Met. Bank Bldg., St. Paul, Minn.

OHIO

Bellaire—Un. Mine Workers of Am. March 19. W. M. Applegarth, Box 559.

Bucyrus—Sons of Veterans. June 12-16. Ed. S. Wilson, 46 W. 10th ave., Columbus.

Canton—State Sunday School Assn. June 13-16. A. T. Arnold, 307 E. Gay st., Columbus, O.

Cedar Point—Natl. Dist. Heating Assn. June 20-22. D. L. Gaskill, Elk Bldg., Greenville, O.

Cedar Point—L. S. & M. S. Pioneers. June 24. F. H. Hanson, 13521 Gainsboro st. E., Cleveland.

Cedar Point—State Teachers' Assn. June 27-29. F. E. Reynolds, 3610 Lydian ave., West Park, O.

Cincinnati—State Assn. Optometrists. June — F. A. Stengel, 142 State st. S., Marion, O.

Cincinnati—Am. Fed. of Labor. June 12. F. Morrison, A. F. of L. Bldg., Washington, D. C.

Cincinnati—Internatl. Labor Press of Am. June 12-17. R. E. Woodmansee, Box 15, Springfield, Ill.

Cincinnati—Metal Trades Dept., American Fed. of Labor. June 7-10. A. J. Berres, 402 A. F. of L. Bldg., Washington, D. C.

Cincinnati—Hdg. Trades Dept., American Fed. of Labor. June 7. Wm. J. Spencer, 501 A. F. of L. Bldg., Washington, D. C.

Cincinnati—Natl. Ornamental Glass Mfrs. June 24-27. Chas. C. Jacoby, 2700 St. Vincent st., St. Louis, Mo.

Cincinnati—Alpha Kappa Psi Fraternity. June 22-24. Ollie George, Atlanta, Ga.

Cincinnati—Appalachian Logging Congress. April — T. Sunderland, 807 Holston Bldg., Knoxville, Tenn.

Cincinnati—State Medical Assn. May 24. Don K. Martin, 131 E. State st., Columbus, O.

Cincinnati—Western Arts Assn. May 2-5. L. R. Abbott, 234 Div. ave., Grand Rapids, Mich.

Cincinnati—State Eclectic Medical Assn. May 16-17. Dr. J. F. Wulst, 2351 E. 5th st., Dayton, O.

Cincinnati—Internatl. Stereotypers & Electrotypers. July 17-22. Chas. A. Sumner, Kansas City, Mo.

Cincinnati—Ladies Oriental Shrine of N. A. April 18-20. Mrs. S. J. Summers, 85 Maryland Ave. Wheeling, W. Va.

Cleveland—Order Ry. Conductors. May 1. O. E. Whitney, Cedar Rapids, Ia.

Cleveland—Ladies' Anx. Order Ry. Conductors. May 11. Mrs. A. Higgins, Room 206, 1 W. Broad st., Columbus, O.

Cleveland—Amer. Foundrymen's Assn. April 24-28. C. E. Hoyt, 140 S. Dearborn st., Chicago, Ill.

Cleveland—Retail Credit Men's Natl. Assn. June 12-15. D. J. Woodcock, 312 N. 6th st., St. Louis, Mo.

Cleveland—Natl. Assn. Retail Grocers. June 26-29. H. C. Balscer, 416 R. A. Long Bldg., Kansas City, Mo.

Cleveland—State Funeral Dir. Assn. June 20-22. F. M. Barnhart, 112 S. Main st., Findlay, O.

Cleveland—Knights of St. John Supreme Commandery. June — L. G. Schue, 305 People's Bank Bldg., Evansville, Ind.

Cleveland—Northern Ohio Dental Assn. First week in June. Geo. B. Smith, Tremont, O.

Cleveland—Protected Home Circle. June 5-7. H. J. Luthard, 9316 Beacon ave.

Cleveland—Odd Fellows' Lodge. June 13-17. H. D. Chatlin, 1. O. O. F. Temple, Columbus.

Cleveland—State Assn. Stationary Engrs. June 15. G. P. Klasyge, 1297 Cranford ave., Lakewood, O.

Cleveland—State Protective Legion. Second week in June. Mrs. N. M. Cox, 860 Rose Bldg.

Cleveland—Rebekah State Assembly. June 20-22. Emma M. Bell, 392 W. Fourth ave., Columbus, O.

Columbus—State Haymakers' Assn. May 8. Ed. P. Richardson, Room B H. & S. Block, Newark, O.

Columbus—Degree of Pocahontas. May 9. Ella M. Browning, 221 E. 5th st., Uhrichsville, O.

Columbus—Order Red Men. May 9-10. T. J. Irwin, Box 143, Martins Ferry, O.

Columbus—Un. Commercial Travelers. June 9-10. R. F. Somerville, Box 347, Dayton, O.

Columbus—Order Bagmen of Backad. June 27. Louis Wirth, 601 Fourth Natl. Bank Bldg., Cincinnati.

Portsmouth—Ladies' Aux. Un. Spanish War Veterans. June — Mrs. G. Barrick, 900 Elmora ave., Akron, O.

OKLAHOMA

Durant—State Letter Carriers' Assn. May 30. L. H. Berry, Oklahoma City.

El Reno—Pythian Sisters. May — Maud Jensen, 1001 W. Watt st.

Enid—P. M., Odd Fellows' Lodge. May — L. H. Kerr.

Enid—Odd Fellows' Encampment. May 16. H. A. Herwig, Box 704, Guthrie, Ok.

Henryetta—Okla. Elks' Assn. May 8-9. E. E. Rippatrick, 612 Amer. Natl. Bldg., Oklahoma City.

Muskogee—R. A. M. & R. S. Masons. April 4-6. Jas. A. Scott.

Oklahoma City—State Pharmaceutical Assn. April 11. H. S. Caldwell, Grand ave.

Oklahoma City—Order of Eastern Star. April 11-12. Mary Alverson, 318 W. Padon st., Blackwell, Ok.

Oklahoma City—State Medical Assn. May 16-18. C. A. Thompson, 503 Barnes' Bldg., Muskogee.

Oklahoma City—Knights Templar. May 16. G. W. Spencer, Masonic Temple.

Oklahoma City—Okla. Bankers' Assn. May 23-24. E. P. Gunn, 907 Colcord Bldg.

Okmulgee—Knights of Columbus. May 8. R. N. Siegfried, 201 Seamans ave., Tulsa.

Oklahoma City—State Branch, Natl. Assn. P. O. Clerks. May 30. Frank Pavotok, Clerks' Box.

Ponca City—Okla. Press Assn. May — E. S. Bronson, care American, El Reno, Ok.

Tulsa—Un. Com'l Travelers of Okla. May 10-20. Klah Hodges, Box 62, Ardmore, Okla.

Tulsa—Ok. Sunday School Assn. March 23-30. C. H. Nichols, 1229 E. 9th st.

OREGON

Albany—R. & S. Masons. April 12. J. Richmond, 145 E. 33rd st., Portland, Ore.

Eugene—Rebekah Assembly. May 16. Mrs. Ella E. Frazier.

Eugene—State Retail Jewelers' Assn. May 7-9. M. French, Box 217, Albany, Ore.

Eugene—Odd Fellows' Lodge. May 23-24. E. E. Sharon, 217 Chamber of Commerce, Portland, Ore.

McMinnville—P. of H., State Grange. June 5. Bertha J. Beck, R. D. 3, Albany, Ore.

Newport—G. A. R. of Ore. June 20-22. James M. Fugh, 575 Courthouse, Portland.

Portland—Knights of Columbus. June — A. A. Mickel, 495 S. Winter st., Salem, Ore.

Portland—Order Un. Workmen. April 18. D. C. Herrin, 415 Oregon Bldg.

Portland—Order Eastern Star. June 13-15. Miss N. M. Kinley, Pettock Bldg.

Portland—Masons of Ore. June 14. Jas. F. Robinson, Masonic Temple.

Roseburg—State Letter Carriers' Assn. June 24. F. P. Holm, 422 Blackstone st., Portland.

The Dalles—Ore. Laundryowners' Assn. May — V. A. Speer, 405 Oregon Bldg., Portland, Ore.

PENNSYLVANIA

Altoona—Sons of Veterans' Auxillary. June — Katie E. Carr, 927 N. 5th St., Camden, N. J.

Altoona—Women's Relief Corp. June 6-8. Laura W. Willow, 217 Willow st., Johnsonburg, Pa.

Altoona—Sons of Veterans. June 7-8. V. H. Shambaugh, 1521 4th ave., Philadelphia.

Altoona—G. A. R. Dept. Encampment. Week of June 4. S. P. Town, 1523 Arch st., Philadelphia.

Bedford Springs—Natl. Assn. Bldg. Owners & Managers. June 19-24. H. G. Loomis, 1901 Omaha Natl. Bank Bldg., Omaha, Neb.

Buena Vista Springs—State Pharmaceutical Assn. June 20-21. L. Saalbach, 5620 Wellesley ave., E. E. Pittsburg, Pa.

Chester—Order Un. American Men. June 6. H. O. Holstein, 420 Market st., Harrisburg, Pa.

Erie—Un. Commercial Travelers. June — C. W. Frey, 110 S. Jared st., Dubola, Pa.

Harrisburg—Protected Home Circle. June 27-29. A. D. Gue, 25 Woodford ave., Pittsburg, Harrisburg—Order Eastern Star. June 12-16. Mrs. A. W. Barnes, 307 S. Rebecca st., Pittsburg, Pa.

Johnstown—State Eclectic Medical Assn. May 24-25. Dr. M. V. Hazen, 410 N. 3rd st., Harrisburg, Pa.

Lancaster—Knights of Malta. May 9-11. H. F. Steigleman, 916 N. Lingo st.

Lancaster—La. Funeral Dir. Assn. June 14-18. W. S. Newcomer, 2108 Perryville ave., Pittsburg.

Monongahela—Order of Eagles. June 5-8. A. J. Dougherty, 431 3rd ave.

Philadelphia—Am. Supply Mens' Assn. June 5-9. A. Lauterbach, 4726 N. Warnock st.

Philadelphia—American Marine Expo. May 8-13. J. Howard Goodwin, 803 Real Estate Trust Bldg.

Philadelphia—Daughters of Revolution, Gen'l Soc. May — Mrs. W. L. Cunningham, 2351 Gd. Concourse, New York City.

Philadelphia—State Assn. Master Pimbers. May 9-10. M. P. McClure, 1001 Capitol st., Harrisburg, Pa.

Philadelphia—Ladies of Golden Eagle. May 9. Mrs. E. F. Logan, 814 N. Broad st.

Philadelphia—Knights of Golden Eagle. Second week in May. L. Gallagher, 814 N. Broad st.

Philadelphia—Am. Water Works Assn. May 16-19. J. M. Diven, 153 W. 71st st., New York City.

Philadelphia—Natl. Assn. Hosiery Mfrs. May 22-26. John McCullough, care Miller, Franklin & Bassett, New York City.

Philadelphia—American Order Steam Engineers. June 27. J. W. Valrent, St. Georges Bldg., 15th & Arch sts.

Philadelphia—Natl. Foreign Trade Council. May 10-12. O. K. Davis, 1 Hanover Sq., New York City.

Philadelphia — Atlantic Coast Shipbuilders' Assn. May 8. O. S. King, 1791 Walnut st.

Philadelphia—Amer. Academy Political & Social Science. May 12-13. Prof. J. P. Lichtenberger, Univ. of Pa., Philadelphia.

Philadelphia—Natl. Assn. Greeting Card Mfrs. May — Fred'k Leonard, 291 Broadway, New York City.

Pittsburg—Natl. Pipe & Supplies Assn. May 16-17. Geo. D. McAlvaine, 909 Oliver Bldg.

Pittsburg—Pa. Greeters' Assn. June — L. Eischberger, Colonial Hotel, York, Pa.

Pittsburg—Rebekah State Assembly. June 6. Mrs. H. M. Hitter, 1723 Arch st., Philadelphia.

Pittsburg—Odd Fellows' Lodge. June 6-8. U. A. Hall, 1723 Arch st., Phila., Pa.

Pittsburg—Greeters of Am. June 26-28. L. A. Fuller, 1633 Arapahoe st., Denver, Col.

Portville—Patriotic Order of Americans. May 23. G. W. Shaffer, 101 W. Douglas st., Reading, Pa.

Scranton—State Fed. of Labor. May 9-13. C. F. Quinn, Commonwealth Trust Co. Bldg., Harrisburg, Pa.

Scranton—Knights Templar. May 22-24. A. H. Thomas, Masonic Temple, Philadelphia.

York—Order of Red Men. June 13-15. T. L. Fraser, 1523 W. Girard ave., Philadelphia.

RHODE ISLAND

Natick—Order Red Men. May 25. H. F. Carpenter, Box 67, Central Falls, R. I.

Providence—Odd Fellows' Lodge. May 2. K. H. Wilson, 86 Weybosset st.

Providence—Knights of Columbus. May 25. F. H. Wm. P. Nolan, 261 Admiral st.

Providence—Foresters of Am. May 25. F. H. Bellen, 209 Ind. Ter. Co. Bldg.

Providence—Rebekah Assembly, I. O. O. F. of R. I. April 13. Mrs. Cora Hedrick, 43 W. 1st st.

Providence—N. E. Order of Protection. April 19. R. W. Syddall, 13 Evaleen st., Central Falls, R. I.

Providence—Royal Arcanum. April 27. O. M. Bishop, 107 Westminster st.

Providence—State Medical Soc. June 3. J. W. Leach, 111 Broad st.

Providence—Natl. Conference Social Work. June 22-29. Maj. Wm. H. Parker, 25 E. 9th st., Cincinnati, O.

Providence—Natl. Probation Assn. June — Chas. L. Chute, 370 Seventh ave., New York City.

SOUTH CAROLINA

Columbia—Southern Poster Adv. Assn. May 8-10. J. E. Cassidy, Box 682, Knoxville, Tenn.

Columbia—State Sunday School Assn. June 20-22. L. C. Palmer, Spartanburg, S. C.

Florence—Knights Templar. April — Jos. Lindsay, Chester, S. C.

Florence—R. & S. M. & R. A. Masons. April 11-12. O. Frank Hart, Columbia, S. C.

Georgetown—State Dental Soc. First part of June. F. C. Dye, Mansion House, Greenville, S. C.

Rock Hill—State Medical Assn. April 18-19. Dr. Edgar A. Hinea, Box 99, Seneca, S. C.

Spartanburg—Degree of Pocahontas. April 13. Mrs. B. Livingston, 934 Main st., Newberry, S. C.

Spartanburg—Odd Fellows' Lodge. May 10. S. C. Killingsworth, 1438 Main st., Columbia, S. C.

Spartanburg—Rebekah Assembly, May 9-11. Mrs. T. W. Danielsen, 1413 Pendleton st., Columbia, S. C.

SOUTH DAKOTA

Aberdeen—State Bankers' Assn. June 7-8. L. J. Welch, Ipswich, S. D.

TENNESSEE

Chattanooga—Southeastern Hardware & Impl. Assn. May 9-12. Walter Harlan, 460 St. James Bldg., Jacksonville, Fla.

TEXAS

Amarillo—Panhandle Press Assn. April 21-22. F. R. Jamison, Box 150.

UTAH

Provo—R. A. Masons, May 3. G. W. Craig, Salt Lake City—State Dental Soc. June —.

VERMONT

Bellows Falls—Knights Templar of Vt. May —. H. H. Ross, Burlington, Vt.

VIRGINIA

Bristol—State Fed. of Labor, May 1. John Gribben, Newport News, Va.



TRADE Parisian MARK ADAMS

IMPORTED HAND-MADE BEADED BAGS

FOR CONCESSIONAIRE AND SALES BOARD HOUSES

PRICES: \$2.00 to \$7.50 EACH

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NEW YORK, N. Y.

Lynchburg—Odd Fellows' Lodge, May 9-10. T. W. Davis, Jr., 401 Lyric Bldg., Richmond, Va.

WASHINGTON

Aberdeen—R. & S. Masons, May 17. H. W. Tyler, Masonic Temple, Tacoma, Wash.

WEST VIRGINIA

Bluefield—State Sunday School Assn. May 15-17. W. A. Snow, 1008 Union Bank Bldg., Charleston, W. Va.

WISCONSIN

Antigo—Knights of Pythias, June 20. Wm. M. Gillet, 320 Goldsmith Bldg., Milwaukee.

Milwaukee—F. & A. Masons, June 13. Wm. W. Perry, 470 Van Buren st.

WYOMING

Sheridan—State Dental Assn. June 20-22. Earl C. Andrews, Box 253, Cheyenne, Wyo.

CANADA

London, Ont.—Canadian Fraternal Assn. May 11. Wm. F. Montague, Drawer 349, Hamilton, Ont.

Regina, Sask.—Retail Merchants' Assn. June —. F. E. Raymond, 312 Canada Bldg., Saskatoon, Sask.

PARK LIST

(Continued from page 177)

Kitchener, Ont.—Riverside Park, Bridgeport Street Ry. Co., props.; George O. Phillip, mgr.

Montréal, Que.—Sohmer Park, D. LaRose, mgr.; vaudeville, booked by U. B. O.; plays bands.

CHAUTAUQUA DATES Circuit and Independent

REDPATH CHAUTAUQUA SYSTEM Crawford A. Peffer, Mgr., White Plains, N. Y.

Table with columns for dates (JUNE, JULY, AUGUST) and locations (e.g., Webster, N. Y.; Hiram, N. Y.; Plattsburg, N. Y.).

THE SWARTHMORE CHAUTAUQUA ASSOCIATION

Paul M. Pearson, Director, Swarthmore, Pa. PILGRIM CIRCUIT (Tentative Schedule)

The Independent Co-Operative Chautauquas How Would You Like

To Have Had the Privilege of Selecting Your Chautauqua Program From the Following List of Talent?

PARTIAL LIST OF SPEAKERS W. J. BRYAN, America's greatest orator. THOS. R. MARSHALL, former vice-president and Chautauqua headliner.

THE SADDLERS, health and efficiency lecturers. MRS. PETER OLESEN, one of the foremost women in politics. HARRY L. FOGLEMAN, business expert.

PARTIAL LIST OF MUSIC VAN GROVE CONCERT CO., Isaac Van Grove, Mary Garden's accompanist, director. KRYL AND HIS BAND, nationally known.

READERS AND ENTERTAINERS CHARLES C. GORST, "the bird man." MANLOVE, "the man of many faces."

117 Big Independent Co-Operative Towns Are Building From This List for This Summer Their Greatest Programs

What About Yours For 1923? The Independent Co-Operative Chautauquas JAMES L. LOAR, General Manager BLOOMINGTON, ILL.

SPEAKERS NEEDED

To supply 8,551 Chautauquas and 8,795 Locum Courses, and all the calls for Rotary, Kiwanis, Lions and other clubs requires a lot of speakers.

HOME TALENT PRODUCERS

Harrington Adams, Inc., Fostoria, Ohio. John B. Rogers Producing Company, Security Building, Fostoria, Ohio.

VICTORIA I. M. KELLER, Lecturer and Teacher, Practical and Applied Psychology.

- 10 Sonderton, Pa. 3 Townsend, Mass. 12 Serrano, Pa. 4 Orange, Mass. 13 Open 5 Valley Falls, N. Y.

D CIRCUIT (Tentative) Schedule

- JULY 25 Taunton, Mass. 16 Shelburn Falls, Mass. 26 North Attleboro, Mass. 19 Holyoke, Mass.

NORTH-SOUTH SEVENS (Tentative) Schedule

- MAY 29 Durbam, N. C. 17 Sblippensburg, Pa. 30 Kingston, N. C. 18 Mechanicsburg, Pa.

AMERICANADIAN SEVENS (Tentative) Schedule

- MAY- 29-4 Ossining, N. Y. 18-24 Atbol, Mass. 30-5 Newburgh, N. Y. 19-25 Framingham, Mass.

COLONIAL FIVES (Tentative) Schedule

- MAY 6-12 Open 19-23 Camp Hill, Pa. 13-19 Open 20-24 Downingtown, Pa.

JUNE

- 1-6 Murfreesboro, N. C. 15-20 Westbury, N. Y. 7-12 Littleton, N. C. 17-21 Northport, N. Y.

- 3-8 Newberry, Pa. 26-31 Windsor, Pa. 4-9 Reno, Pa. 28-1 Delta, Pa.

INDEPENDENT CO-OPERATIVE CHAUTAUQUAS

James L. Loar, General Superintendent. (Tentative) Dates

- Altamont, Ill., July 7-11. Alton, Ill., July 9-13. Ames, Ia., Aug. 14-18.

INDEPENDENT CO-OPERATIVE CHAUTAUQUAS

- Atlanta, Ga., Oct. 16-21. Columbus, O., July 24-29. Hartford, Conn., Sept. 4-9.

INDEPENDENT CHAUTAUQUA DATES

- Aberdeen, S. D., July 7-11. Abingdon, Ill., Aug. 13-18. Albion, Ia., Aug. 15-20.

COIT-ALBER CHAUTAUQUA CO., Chicago, Ill.

- Aberdeen, S. D., July 7-11. Abingdon, Ill., Aug. 13-18. Albion, Ia., Aug. 15-20.

- Hamilton, Ill., Aug. 13-20. Hannibal, Mo., Aug. 13-20. Jacksonville, Ill., Aug. 13-20.

RACING DATES

(GRAND CIRCUIT)

- Atlanta, Ga., Oct. 16-21. Columbus, O., July 24-29. Hartford, Conn., Sept. 4-9.

RACING DATES

(OHIO SHORT SHIP CIRCUIT)

- Akron, June 12-17. Berea, June 5-10. Berea, Aug. 21-26.

RACING DATES

(LAKE ERIE CIRCUIT)

- Altoona, Pa., Aug. 14-19. Apollo, Pa., July 31-Aug. 5. Beaver Falls, Pa., Sept. 15-23.

GREAT FREDERICK FAIR OCTOBER 17, 18, 19, 20, 1922. FREDERICK, MARYLAND H. M. Cramer, Supt. Privileges

JUNEAU COUNTY FAIR Mauston, Wis., Aug. 23, 24, 25 and 26. ALL-DAY FAIR. FULL RACING PROGRAMME. WANTED—High-grade Attractions. Shows, Rides and Concessions. W. F. WINSOR, Secretary.

MEN'S NECKWEAR Silk Ties....\$4.00 and \$6.00 per Dozen Bow Ties..... 2.25 per Dozen Wash Ties..... 2.25 per Dozen Knit Ties..... 4.50 per Dozen 25% with order, balance C. O. D. MELTSNER NECKWEAR CO., 24 East 21st St., New York

NEW PACKAGE OF CANDY

FOR CONCESSIONAIRES OPERATING IN ANY THEATRES, TENT SHOWS, GRAND STANDS

LARGER PACKAGE AND MORE ATTRACTIVE BETTER CANDY AND MORE OF IT BETTER PREMIUMS AND MORE OF THEM



HOWARD'S QUALITY CONFECTIONS
Contains a quality Confection and a Novelty or Souvenir in each package.
Package may be opened and examined before purchasing CONTENTS, 1 OZ. OR OVER.

THIS PACKAGE (AS ILLUSTRATED), 6 IN. LONG, 3 IN. WIDE, 1 1/2 IN. DEEP.

HOWARD'S QUALITY CONFECTIONS ARE PACKED 250 BOXES TO THE CASE

A COMPLETE SET OF BALLEYS IN EACH CASE. NO ORDER ACCEPTED FOR LESS THAN ONE CASE

250 PACKAGES \$11.25 500 PACKAGES \$22.50 1000 PACKAGES \$45.00

ONE-THIRD DEPOSIT WITH ORDER AND THE BALANCE C. O. D.

J. J. HOWARD, 617 S. Dearborn St., Chicago

Attractive ballys for ladies and gentlemen that are useful and appreciated. Domestic and Imported Novelties and Souvenirs in every package.

SPECIAL NOTICE

We do not prepay express charges. "Why"? BECAUSE it is not fair to the Concessionaires operating within one thousand miles of Chicago. Firms that do prepay express charges compel Concessionaires operating within this limit to pay for the big express charges that are necessary to some points of greater distance.

The many requests from the various concessionaires induced me to get out a package of this kind, and I am satisfied that it is the most wonderful package together with premiums that has ever been offered. This being verified by the concessionaires that have already seen my package.

Additional Carnival News

DeKREKO BROS.' SHOWS

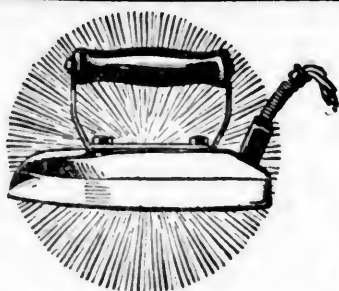
Purchase Railroad Equipment of Clark Greater Shows—Add "Torpedo Planes"—Fredericksburg, Tex., Opening Stand

Those who see DeKreko Bros.' Shows this spring will hardly recognize in this rebuilt, enlarged, modernized collection of attractions the DeKreko Bros.' Shows of the past, according to General Agent Harry E. Crandell. Superintendent K. DeKreko and Assistant Superintendent Fred Wheeler have had a large force of wagon builders, car repairers, painters and decorators on the equipment. Every car has been thoroughly overhauled and repaired until vouched by railroad inspectors who passed on the work that they are in perfect condition; every wagon has been made uniform in width and length and will compare favorably with those of any other company; several new wagons have been built and there will be nothing "gilted" this season. The cars and wagons are turned over to the painters and decorators and before another week rolls around the "red and green special" will be ready to hit the road.

Jack Baker has the Whip in first-class shape, and it will also be turned over to the painters this week. Charley "By Golly" says the "Jinny" is ready to start taking in dime; the decorations of the swing by Artist Schneider are works of art, and with the new Wurlitzer organ this attraction will more than hold its own. Earl McCarty has the Big Ell Wheel in excellent shape, and it also is ready for the opening. Louis Grasser has his "Crazy Tangler" overhauled and repainted. Joe Kopeky, who will again have charge of the Athletic Arena, is enjoying himself at his home in Sugarland, Tex., but says he will be on hand when the time comes.

Curly Adams will have an exceptionally strong lineup in the Wonderland Museum and work on this new attraction is progressing. Gus Wagner and wife will have their "Curiosity Shop" with the show this year, and Gus is rebuilding his platform wagon. The wagon and front for the "Human Fish" are nearing completion. This is another new attraction under the DeKreko banner and has been built complete from the ground up in winter quarters. The front will be of the wagon type, with additional panels giving it a thirty-foot width. The "fronts" and other equipment for the Minstrel Show and Frolics of 1922 are ready for the painters.

The Torpedo Planes, new riding device, have arrived in winter quarters. This makes four rides in the lineup for the opening and when the Seaplanes join in June the riding device complement will be complete. The Submarine Show and Jungland are being put in condition, but as these attractions were new last fall L. J. Broughton, their owner, has very little to do on them to have them in readiness. Manager Jean DeKreko, after "gunshoeing" the ground for several days, returned with the news that he had purchased the three sleeping



ELECTRIC IRONS

Standard American Iron, Equipped with Feed Through Switch. Guaranteed. Small quantities.....\$3.25 ea. Imported Iron, Standard American Equipment. Guaranteed. Small quantities 2.35 ea. Special Quotations in Quantity Lots.

INCANDESCENT LAMPS

300-Watt Nitrogen Ind. make.....\$1.00 ea. All sizes and types Mazda Lamps at Special Discounts.

Strauss & Blum, Inc., 254 W. 41st St., N. Y. City
Bryant 253; and 7243.

cars from Clark's Greater Shows. These cars have arrived in quarters and are being completely overhauled and repainted.

Kelso and Williams, who have the cafe on the lot and the dining car, promise an innovation in eating emporiums. General Agent Crandell and his wife arrived from their winter home in Florida, and after he and the "Boss" had their heads together for a couple of days Harry left for "parts unknown," the "Missus" remaining in winter quarters to get their new stateroom ready and have her concessions made ready for the opening.

DeKreko Bros.' Shows will "break in" the season of 1922 at Fredericksburg, Tex., under the auspices of the Fire Department, in the heart of town, week of April 10.

J. GEO. LOOS SHOWS

Ready To Start Season's Grind at Fort Worth, Tex.

Ft. Worth, Tex., March 7.—All is in readiness for the big opening of the J. George Loos Shows here. The show is to again furnish the midway attractions for the Southwestern Exposition and Fat Stock Show March 11 to 18, and to say that all will again have cause to be perfectly satisfied can easily be predicted.

Mr. Loos, the owner of the show, has spared neither time nor money to make this one of the best traveling organizations on tour.

The management has embraced a good many new ideas in the makeup of the show and it will stand as a credit to the effort of a real showman in the outdoor show world.

The Loos aggregation goes out as a twenty-five-car show, traveling on its own train, and it is safe to say that, with Harry Noyes at the helm to pilot, the spots selected will mean prosperity to all concerned.

The people of the company have been arriving in bunches and everyone is very optimistic about the season.

The following is the lineup as it will appear when the opening gun is fired: The Follies, musical comedy; Austin's Big Circus Side-Show, Auto-Motorhome, Trained Animal Show, Spencer's Mystery, Dixieland Minstrels, Athletic Show, Col. Moss' Wild West, Freak Animal Show, Lilliputian Village, "Dinty Moore's Saloon," "Up in Mabel's Room," "Human Roulette," "Wild Oats," "Land of Midnight Sun," "Seaplanes," "The Whip," Ferris Wheel, Carry-Us-All, about 50 concessions, and with Montgomery's Band.

Everything is favorable for the getaway. There are some fine rates on the railroad and a great crowd is expected. The show has received some of the finest publicity that it has ever had, and this section is in a pretty good condition.—G. RAYMOND SPENCER (Press Representative).

Look at the Hotel Directory in this issue. Just the kind of a hotel you want may be listed.

DENVER STATUARY & DOLL CO.

MANUFACTURERS OF CUPID DOLLS, HAIR DOLLS, LAMP DOLLS, AND ALL KINDS OF STATUARY.

SEND FOR OUR LATEST PRICES.

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WANTED WANTED

For Rollo Harpster Attractions

We open early in April, playing the Cream of Wisconsin and Michigan. WANT Shows not conflicting with Minstrel, Hawaiian Village and Athlete Shows. Concessions all open, except Cook House and Juice. Grand Shows, \$20.00; Wheels, \$35.00 Per Week. We pay all after joining. Address MR. ROLLO HARPSTER, Nixdorf Hotel, Milwaukee, Ws. Mr. Harpster has taken over Mr. McARDell's interest. Show formerly known as McARDell & Harpster Attractions.

CAR FOR SALE

OR RENT—Bargain—68-ft. Pullman, 18-ft. Exhibit Room, 5 Salesmen Offices; A-1 condition. Parked, Chicago. Wire. E. H. LOCKHART, 2 Columbus Circle, New York City.

WANT GOOD, RELIABLE FREAKS

or anything suitable for Indoor Museum Show. In Omaha until June. Balance season under canvas. Send photos and lowest salary. Buy your own tickets. Salary starts as soon as you get here. Write C. L. McDONALD & CO., 4312 Marcy St., Omaha, Neb.

THE NEW MODEL CORK SHOOTING AIR RIFLES. SHOOTS TWO SIZES CORKS. We Repair Old Guns Like New.
A CIGARETTE SHOOTING GALLERY is a concession that will pay you to live up with. Our new model Air Rifles will make it a pleasure for anyone to operate this game. To save time and be sure of prompt delivery please order from this price list. To avoid any possible delay, please send deposit with order. Pump Action Cork Guns, \$7.75 Each; \$40.00 per Half-Dozen. Lever Action Cork Guns, \$3.75 Each; \$20.00 per Half-Dozen. Corks sizes No. 5, No. 4, \$1.50 per 1,000; \$6.50 per 5,000. BLUMENTHAL BROS., 3314 Dawson St., Pittsburg, Pa.

TO DOUGHNUT MAKERS—I have the best Formula on the market. Keeps moist for weeks. Making big money for me. The longer kept the better they get. Will send complete Formula for one dollar. ELIZABETH JOHNSON, 303 Pennsylvania, Wichita, Kan.

MILLER BROS. SHOWS

Hit Cold Weather for Opening at Montgomery, Ala.

Montgomery, Ala., March 7.—It was raining last Thursday when the Miller Bros. Shows arrived here, after a fine week at Pensacola, Fla., and the Gunter Park was in good condition, due to the rawness of the weather the work of putting up was slow. Friday it was cold and clear, but, "taking the bull by the horns," Manager Morris Miller opened the shows and with a temperature near freezing got a first-class crowd. Saturday it began to warm up and on Monday the weather man, seeing that the spirit of the caravan could not be frozen, decided to behave and gave some real spring weather. Prospects for the week are exceptionally bright, as a fine line of publicity has been promoted and the town appears to be ripe for a carnival.

But on Thursday in cold and rain W. B. (Maw) Tate got the cookhouse up in quick time, and "old Java" and "two-over-light" hit the spot. Captain Farley's Midgets were seated around a kerosene heater in their big truck and "Gawge" camped out in his "sedan." T. A. (Kid) Stevens had troubles all his own, cold hands being easily found by hard hammers and by the time his 22 concessions were up he was nursing as good a grouch as the lot could hold.

The shows have been holding "open house" for the circus folk who are wintering here, and the varied courtesies of the show world have been freely exchanged. On Sunday "Maw" Tate, Morris Miller, Charlie Benjamin and the writer were the guests of Manager Davy Odom, of the Gollmar Circus, at the latter organization's winter quarters, and were present at a Shrine ceremonial, when a baby camel, recently born into the Gollmar animal family, was christened "Alcazar," the name of the local Shrine. Davy and Manager Lum Clark, of the Clark and Shropshire Circus, were visitors here, and were the management's guests for an afternoon and evening.

"Hamburger" George Roberts joined here with a concession and Mrs. Roberts will travel with him. Charlie Arnold has erected a "Corn" game and, with a fine line of groceries and tinware as premiums is raking in the shekels. The Filipino Midgets are still holding their top money place, followed closely by Serpentina, the Moore Family and the Minstrel Show.—J. WELLINGTON ROE (Press Representative.)

BERGER NOT WITH COOPER

John L. Cooper, general manager of the Cooper Rialto Shows, writes The Billboard as follows: "It has been brought to my attention that a number of people are laboring under the impression that Louis J. Berger, general agent, will be connected in that capacity with this show this season. This is not the case and Mr. Berger will not be connected with the organization in any way. Mr. Berger and myself have talked about his doing some work for the show, but owing to his buying an amusement park, near Philadelphia, it will be impossible for him to do so."

Let Those That Serve You Best Serve You Most

Progressive Specials All Winners

20 and 24 Inch Composition Dolls With Mama Voices.
20 and 24 Inch Composition Dolls With Angora Suits.



HULA HULA (Patents Pending)



FATIMA (Patents Pending)

HULA-HULA, equipped with a New Brass Clock Motor Movement guaranteed to work about 20 minutes in one wind. Assorted Colors, Silk Dresses.

FATIMA, "A Brand New One," with Rolling Eyes. When you see this one you'll be surprised. Shakes a mean hip and rolls a wicked eye. Will get all the money in the sweet by and by.



WOOD FIBRE UNBREAKABLE, ASSORTED BRIGHT COLORS.



COLONIAL NITE LITES. WASHABLE HEADS AND HANDS



WOOD FIBRE UNBREAKABLE BOUDOIR ELECTRIC 18-INCH LAMP

Compare our merchandise and prices with others and then place your orders.

PROGRESSIVE TOY COMPANY, 102-4-6 Wooster Street, Phone Spring 2644, NEW YORK CITY

BIG SPRING SELLERS - Match Them If You Can



RUBBER BELTS, Best quality. Black and brown, Fancy buckles. Doz. \$1.75. Gross...\$18.00
FOUR-IN-ONE TOOL. Always a big seller. Per Gross...\$7.50



DICE CLOCK Each \$1.00
7 in 1 Indian Head Bill Fold Doz. \$2.25



SHELL CHAINS, white and colored. Per Gross...\$10.00
NEEDLE BOOKS, like cut. Per Gross, \$7.50. With 4 papers Needles. Per Gross, \$6.00

GENEVA RAZORS Doz. \$3.00. Gross, \$33.00.
MIDGET TIME CLOCK. Each 50c.

LEVIN BROS. Wholesale Only Est. 1886 Terre Haute, Ind.

SALESBOARD OPERATORS PEN and PENCIL BOARD

Write for prices on our new
Can be worked in any territory. SOMETHING NEW.
THE NORTH JERSEY SALES CO., Jersey City, N. J.

MUSICIANS WANTED

Solo Cornet and Clarinet, for FINGERHUT'S AMERICAN BAND, with Zeldman & Pollie Expo. Shows. Opening April 15. State experience.
JOHN FINGERHUT, Bandmaster, 1049 Broadway, Martins Ferry, Ohio.

Something New The Night Light Vanity Case

A Sell on Sight Proposition



Here It Is—Look It Over

Every woman and girl lays down the money for one or more of these the moment she sees it. They sell from \$7.00 to \$12.00 each, as fast as you can get them. They cost you from \$3.50 to \$7.00 each, according to style.

Each Vanity Case is equipped with an electric light, complete toilet outfit, such as memo pad, lip stick, rouge box, powder case, coin purse and a full sized mirror, etc., finished in patent leather, plain leather, and an assortment of colors.

\$4.00 remittance brings you sample, postpaid.

HILL & KING
Peoples Gas Bldg.
CHICAGO, - ILL.
Phone, Harrison 7783

BENEDICT CORRADO

Season 1922—Bandmaster Polack Bros.' 20 Big Shows.
GREETINGS TO MY MANY FRIENDS.
BENEDICT CORRADO, 62 6th Ave., New York.

Make \$600.00 in Next 6 Weeks

Walter Harris made over \$600.00 in 6 weeks. What Harris did you can do, as he is no freak of nature—just an ordinary man. The secret of his success is in what he sells.

The 8-inch Dressmaker's Shears have been the Big Money Makers for the Boys this last year. (We had them before the War, till the price and poor deliveries forced us to drop them.) The Shears are a premium used with Lucky 11 and others of our Popular Assortments and Make Business Hum.

We Now Announce Our Latest and Greatest Find—



We Have Just had Made for us a new, patented Snear, GOLD PLATED HANDLES AND A "JEWELLED SETTING" in the end of bolt. THE GREATEST FLASH POSSIBLE. Closed the deal just in time to revise this ad to make this announcement and have made hurriedly this cut to show the "Jeweled Setting." MUST BE SEEN TO BE APPRECIATED. You offer the Shears FREE selling Lucky 11 for only \$2.00, a store value of \$3.35, the Dressmaker's Shears valued at \$1.50 make a total value of \$4.85, and ALL TO YOU FOR ONLY 90c.

Let a lady get these shears in her hands and the money is yours. She cannot resist them. GOLD PLATED HANDLES—Balance highly polished nickel plate throughout. REMEMBER THE PRICES. Lucky 11 costs 60c, Shears 30c, total cost 90c—YOU SELL FOR \$2.00. Store Value, \$4.85.

The Big Spring Rush On

Here's 1922 Greatest Sensation. Davis Agents finding sales better than ever. It's the big flash of the Big Assortment with the 8-inch Shears, gold plated handles and fully nickeled blades that makes sales easy.

THIS IS THE LUCKY 11 IN THE SWELL DISPLAY CASE. Only Twenty Sales a Day Means \$13.00 to \$22.00 Profit for You.

Costs You 60c
With Shears 90c
You Sell For \$1.50 to \$2.00
Your Profit 100% to 150%



SPECIAL OFFER TO "BILLBOARD" READERS
Ten Boxes Lucky 11
10 Shears DISPLAY CASE FREE
\$9.00
YOU SELL FOR \$20.00
YOUR PROFIT \$11.00

CREW MANAGERS—This is the time to get after the business strong. More Crew Men are lining up with us now than ever before. Conditions are more favorable, better men can be located, and sales are coming great on our packages. With a crew of 6 men or women you should average 500 Boxes a week. They will make good money that will hold them with you, and you should clear \$100.00 to \$150.00 a week. **GET OUR CREW MANAGERS' PROPOSITION.**

CREW MANAGERS—You have seen our Lucky 11 ads for 10 years and have promised yourself to get lined up with Davis some day. **WHY NOT NOW?** Best time to get started and organize your crew and go after REAL B & MONEY for 1922. Liberal discount to quantity buyers. Our packages sell every day—every season of the year. Come with us TODAY. COMPLETE SAMPLE OUTFIT, INCLUDING DISPLAY CASE, SENT POSTPAID FOR \$2.00.

TERMS—Small orders Cash in Full, Large orders, one-third to one-half cash with order according to distance and size of order, balance C. O. D. All goods F. O. B. Chicago, excepting sample outfit offered as prepaid.

This Cut Greatly Reduced. Actual Size, 6 1/2 x 13 1/2 Inches.

PORTRAIT CREW MANAGERS:

How about it? Don't you need something to stimulate business? Our packages make a hit and boom business. More portrait men have been coming to us for help in keeping up sales; while others have switched their crews over to selling our goods, selling something people consume and consider necessities and not luxuries. It will pay you to send in for a trial lot.

CONCESSIONAIRES:

Carnival Agents, etc. Our goods have a great flash, appeal to the women folks, give good value, are daily and household necessities. We have a large variety, as we can give you articles from 1c up to \$2.00. Big business done every year with Carnivals, Parks, Fairs, Bazaars, etc.

TRUST SCHEME WORKERS:

Big money is being made on what is known as the trust scheme. Goods are left with the women and children to sell, they receiving a premium for their work. We have a high-class proposition along this line, but an improvement on the old plans. **BARRELS OF MONEY** in this for the man with some money to swing the deal and who can handle the people under him. **IF YOU ARE AFTER SOMETHING LIKE THIS NOW IS THE TIME TO LINE UP.**

SHEET-WRITERS:

Couldn't you separate the people from their money easier if you were to leave them a premium along with the receipt? We have something showing big value, to suit any price you can afford to pay. Investigate our proposition.

QUICK-ACTION COUPON

E. M. DAVIS, Dept. 9133, Chicago, Ill.
Hello, Davis! I am at last with you. From now on count on me. **HERE'S MY STARTER.**
Enclosed find \$9.00. Send me the Special Offer of 10 Boxes Lucky 11, 10 Shears with Sample Display Case Free or

\$.....for.....Boxes Lucky 11 and Shears at 90c
\$.....for.....Boxes Lucky 11 at 60c
Complete Outfit, with Display Case, Prepaid for \$2.00.

Send me the dope for Crew Managers, Concessionaires, Carnival Agents, Trust Scheme Workers, Sheet Writers, General Agents. (Check one interested in.)

Name
Address
City State

We have been here 25 years. Know what the boys want. Have built up an enviable reputation and enormous business by giving service and satisfaction.
E. M. DAVIS COMPANY, Dept. 9133, CHICAGO, ILL.

LOUIS J. BERGER : : : MANAGEMENT : : : OLIVER V. BUCKLEN
BONNIE BRAE PARK - - PHOENIXVILLE, PA.
 Want For Season's Opening: BIG RIDES. Will give grand proposition. MERRY-GO-ROUND. Will Furnish Building.
 CONCESSIONAIRES and FREE ACTS,
 Address LOUIS J. BERGER, 616 Elm St., YOUNGSTOWN, O.

"THE STRIKE-OUT KING"

Designed To Promote Interest, Exercise and Entertainment

New York, March 8.—"The Strike-Out King" is a new fascinating "baseball" game, invented by William R. Meyers and Harry R. Meyers. The device, it is claimed, will not only aid in perfecting the control of seasoned baseball pitchers, but will develop the arm, eye and body of the sport-loving person.

"The Strike-Out King" derives its name from the regular baseball game, since the main object is to throw three "strikes" out of an allotted six balls to be thrown. There are three lifelike and fully uniformed figures, a batter, catcher and umpire, the public being the pitcher. Standing about 35 feet from the figures, five cents is deposited in the slot arrangement, whereupon six genuine baseballs are released to the "pitcher." If a strike is thrown the ball is caught by the "catcher" automatically and, simultaneously, a bell rings, the umpire raises his hand denoting a "strike" and a mechanical device registers the point numerically. If a "ball" is thrown, another indicator records it. Thus it automatically keeps the score.

There is combined in the "action" of this game thrills, excitement and fascination, and to such an extent that "pitchers" are wont to leave it when once they get started. Aside from its being one of the greatest of pleasure resort games and money-getters ever conceived this device will no doubt be used in school and college gymnasiums, aboard ships and mayhap among baseball team managers for "warming up" purposes. "The Strike-Out King" is claimed to be absolutely fair and square and conducive to science, skill, control and exercise. George Felix, a showman of many years' experience, says: "It's one of the fairest and squarest games I have ever seen, and one glimpse at it makes one feel like putting on a glove and shouting 'Play ball!'"

A corporation, comprising some of the best known men in show circles, has been formed and, with such names as Jas. M. Brennan, Morris Schlesinger, Henry Ziegler, Geo. Felix and Harry R. and William R. Meyers on the list "The Strike-Out King" will no doubt prove to be one of the nation's most popular games. The factory, show rooms and offices of the firm are located in the McCreedy Building, 64-74 West Twenty-third street (corner of Sixth Avenue), this city.

CALIFORNIA EXPOSITION SHOWS

Boston, Mass., March 7.—H. F. Hall, of the California Exposition Shows, and Frank Spellman recently came in after a long trip of booking, and the contracts they both had almost fill up the season, and with all the show paraphernalia painted up the management is finishing up final details and getting ready to say "Let's go." There will be five new rides with the California Shows this year, comprising Chase's merry-go-round and Ferris wheel and the California Shows' "Seaplanes," "Whip" and "Teaser." All the shows will have new tents, with new banners. All the old concessionaires have again signed up.

The show will play a long season this year, as it already has eight falls in the East, and will go South, as next year it will only play the West. Ralph Decker was a recent caller at the shows' headquarters and said that he had nine concessionaires ready, also that he will have one of the best cookhouse concessionaires with any show of this size. Steve Decker and Johnnie Raymond and Harry Eddle and wife were also callers. Harry is busy with his string of boxers, John Ryan called and signed his four concessions, and said he has all new tops. J. O. Gordon contracted his grocery wheel and "Pop-Corn Mike" also signed recently. All of which is according to a "show representative" of the above shows.

TRAVER CHAUTAUQUA CORPORATION

FORMERLY

TRAVER EXPOSITION SHOWS

5 RIDES

2 FREE ACTS

WANT

Clean Shows, also Educational Shows, that will play to the best people. Will furnish outfits to reliable showmen. Want few legitimate concessions that must work for ten cents, as this organization will play cities that are closed to ordinary carnivals. Show opens early in April. Address

Traver Chautauqua Corporation, 1547 Broadway, New York

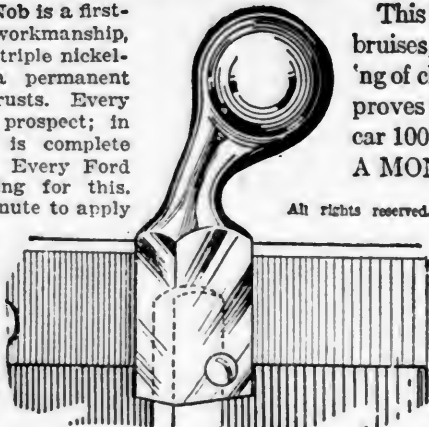
"HUMPTY-DUMPTY"

FASTEST SELLING NOVELTY EVER MADE FOR CONCESSIONAIRES. SAMPLE \$1.50.
AL. MELTZER & CO. ALWAYS FIRST WITH THE NEWEST 219 So. Dearborn St., CHICAGO

HERE'S A REAL MONEY GETTER

STREET MERCHANTS—STORE DEMONSTRATORS AND CARNIVAL MEN.

The Loraine Nob is a first-class piece of workmanship, made of metal, triple nickel-plated, with a permanent finish. Never rusts. Every Ford owner a prospect; in fact, no Ford is complete without them. Every Ford owner is looking for this. Takes but a minute to apply with a screw driver, and, when once on a Ford car the owner would not part with them any sooner than he would the wind shield.



All rights reserved.

This NOB eliminates bruises, cuts and tearing of clothes. And improves the looks of the car 100%. **BOYS, IT'S A MONEY GETTER.**

THE LORAIN S. & R. CO., 25 N. Dearborn St., Chicago, Ill. Dept. A

WADE & MAY SHOWS

To Start Season With Three or Four Weeks in Detroit.

Detroit, Mich., March 7.—The coming season will find the Wade & May Shows better equipped than ever before. Messers. Wade and May have spent the entire winter getting attractions which they think will be a credit to their midway.

The show will open here in Detroit for three or four weeks of engagements on different locations, then take to the road with fifteen cars, and will carry two free acts and a fifteen-piece band. Work in winter quarters is humming. Mr. May advises that he has investigated in several towns and believes the depression in business is over and that there is a bright outlook for clean amusements.

Among the latest people to arrive at winter quarters are Geo. We'ah and wife, who have the cookhouse. They motored thru from Cincinnati. George is building a new outfit, 18x30, and from the looks of things it will be one of the best. J. S. May has contracted for the lamp dool wheel. Word was received from George Crowell, of Pierce, Mo. (who has had the candy race track with this caravan the past three seasons), that he and his wife would reach here about April 1. James Watson, of Dayton, O., who has the Penny Arcade is expected to come in daily. James has all new-built machines. James Morrison (Cotton Candy Daddy) says he is ready for the season to start and predicts it to be good. Mr. Wade and wife, Mrs. Mitt, Mrs. May and Mrs. Young motored over to Adrian, Sunday, and spent the day with Mr. Wade's father.—JAMES MACKIE (Show Representative).

Look thru the Letter List in this issue.

PERCY MARTIN'S FAMOUS MIDWAY SHOWS

MARTIN & LIEBERWITZ, Owners.

SHOW OPENS APRIL 22nd at RIDGELEY, WEST VA.

Across the River from Cumberland, 7 minutes' walk from Baltimore St. Shops all working at Ridgeley, also the B. & O. R. R. Shops, at Cumberland, are now working full force. Conditions are picking up fast in this vicinity and money is plentiful. Three good spots to follow Ridgeley. Then week May 22-27, Cumberland, downtown on the streets (Center Street). Grafton, W. Va., Decoration Day Week. Thomas, W. Va., 4th of July Week. Fair season starts with Pennsboro, W. Va., Aug. 28th. Show out until Xmas. We own 3 Rides and 5 Shows complete. WANT Tattooed Man or Woman for Side-Show. Attractions for Platform Shows, salary or per cent. Colored Performers that double band and orchestra for Minstrel Show. CONCESSIONS—A few choice Wheels still open. Can place all kinds of Grind Stores. Concessionaires, address JOE LIEBERWITZ, Cumberland, Md. Plant People address JACK W. SCHAFFER, Cumberland, Md. All others address PERCY MARTIN, Cumberland, Md.

ATTENTION! Concessionaires and Wheelmen!

Knitted Silk Ties to retail at 50 cents each. Standard size, washable Four-in-Hand Tie.

Your Profit, 180%

80 Styles and Color Combinations.
 Shipped Parcel Post to any point in U. S.
 Send 25c for sample.

BIG SALES

QUEEN CITY PRODUCTS, inc. (Manufacturers)

725 Jefferson Avenue, Buffalo, N. Y.

PUT and TAKE BOARDS

45c Ea. in Lots of 50 or more. 50c Ea. in Lots of 25. 60c Ea. in Lots of 10

The PUT AND TAKE BOARD is a 500-hole Salesboard containing two different sets of tickets, one set marked PUT and the other TAKE. When a player draws a ticket marked PUT he pays the amount marked on the ticket. When he draws a ticket marked TAKE you pay him the amount in trade and merchandise. Constant action assured, as every other ticket is a winner. There are 250 PUTS and 250 TAKES. Here's the way it figures out for the retailer: ONE BOARD BRINGS \$12.50, 30% PROFIT ON MERCHANDISE, \$18.75. TOTAL PROFIT, \$31.25. A sample will be sent upon receipt of 75c. No free samples.

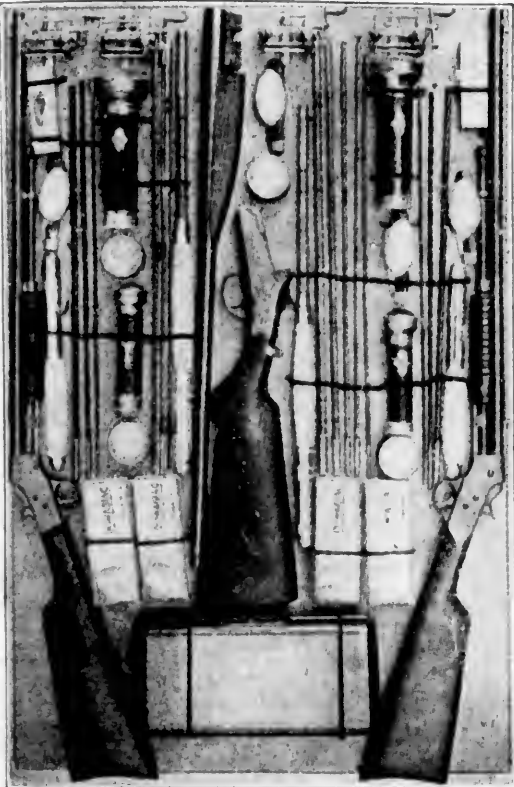
TERMS: 25% cash with order, balance C. O. D. F. O. B. Chicago.
 A. C. BINDNER, 5443 South Ashland Avenue, Chicago, Illinois.

MAGAZINE MEN, ATTENTION!

Ours is the best paying high-class proposition in America. Write for particulars.
 CLASSICAL SERVICE CORP., Magazine Specialists, 145 W. 45th St., NEW YORK CITY.

FISHING TACKLE AND GUNS APPEAL TO ALL MEN. QUALITY TACKLE ASSORTMENTS WILL SELL THIS SEASON. DON'T WASTE YOUR TIME AND MONEY ON DOUBTFUL SELLERS.

YOU CAN'T BEAT THESE PRICES



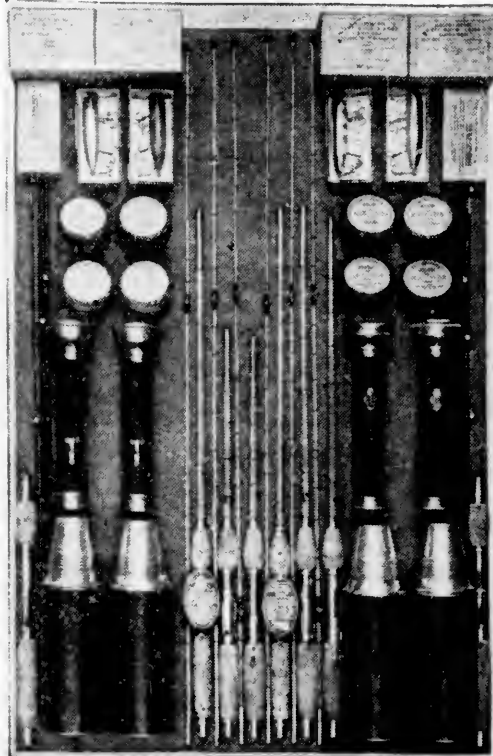
No. 229—31 BIG PREMIUMS—BEST VALUES EVER OFFERED

- 2 Steel Casting Rods (Amberoid Agates), Guides.
- 4 Quadruple Reels,
- 2 Al Foss Pork Rind Baits,
- 4 Fishlines,
- 4 Flashlights,
- 1 Tackle Box,
- 4 Campers' Folding (Knife, Fork and Spoon) Sets,
- 4 Dowaglac Minnows,
- 2 Lancewood Fly Rods,
- 1 Single-Barrel Shotgun,
- 2 Stevens Repeating Rifles, (One for last sale).

Merchandise mounted on a 2x3-foot Display, one 3,000 5c board included. Some of our customers sell this on a 10c board.

Takes In.....\$150.00
Sale Price..... 45.00

You can make money when you buy at our Prices



No. 300, the Last Word in an Exclusive High Class Sportsman's Assortment—34 Super Value Premiums

	Retail Value	Total
4 South Bend Anti-Back Lash Reels,	\$12.50	\$50.00
6 Dowaglac No. 2 Heddons Split Bamboo Fishing Rods.....	6.00	36.00
6 Bass Oreno Bait.....	.95	5.70
8 Silk Lines Peach Oreno.....	1.90	15.20
2 Steel Casting Rods, Amberoid, Agate, Guides, Double Grip Handles	7.50	15.00
4 Flashlights, 3-cell	1.50	6.00
4 Hot and Cold Bottles.....	1.25	5.00
		\$132.90

Mounted on 2x3-foot Display and shipped complete with 3,000 10c salesboard.

Takes In.....\$300.00
Special Sale Price.... 90.00



L. C. CHASE STEAMER RUGS NO. 540

Closely woven, beautiful fast colors. Deep fringe. Motor size, 54x76.

Price, \$5.75 Each. \$48.00 Dozen.

This beautiful Robe sells. Every day you delay means profits lost.



South Bend Anti-Back Lash Reel

Two Reels in One. Regular Price, \$12.50.

OUR PRICE:
\$10.95 Each. \$98.00 Dozen.

If South Bend makes it, we have it. Send your orders to us and save money.

SUPER-VALUES HEDDONS No. 6 ROD
4½x5-foot length.

Regular Price, \$12.00.
Our Price Each, \$10.80.
Our Price Dozen, \$96.00.

If Heddons make it, we have it. Get our wholesale prices on Fishing Tackle.

TERMS:—CASH OR DEPOSIT OF 25% WITH ORDER AND BALANCE C. O. D.

ANCO SALES CO., 513 E. 43rd St., CHICAGO, ILL. ESTABLISHED 1908

FAMOUS NAT REISS SHOWS

Manager Harry G. Melville "On the Job" at Winter Quarters—To Have All Wagon Fronts

On account of the vast amount of work on the equipment and show paraphernalia, to get it ready for the opening engagement of the season, it became necessary that Manager Harry G. Melville, of the Famous Nat Reiss Shows, be at winter quarters in person, to see that no time is wasted, as pertains to detail, etc. Coincident with this requirement, Mrs. Nat Reiss and Mr. Melville gave up their apartments in Chicago and moved to Streator, Ill., where the shows are in quarters, and both will call the latter city "home" until the show inaugurates its tour there on April 29.

As this season will see nothing but wagon fronts for each show, it became necessary to build four new fronts, which means new wagons to do this. Then, the train is being thoroughly overhauled, which will practically make the rolling stock as good as new. Twenty men are now at work in the winter quarters and the cookhouse has been in operation for the past six weeks. The Reiss Shows will inaugurate the 1922 season at Streator under the auspices of the Children's Play Grounds Association, and at the close of this engagement the shows will move direct to one of the largest steel mill towns in the United States, where a two weeks' stay will be made on two dif-

AGENTS, STREETMEN, HOUSE CANVASSERS, CONCESSIONAIRES, Etc.

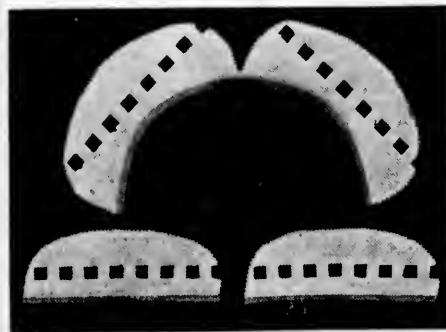
MAKE BIG MONEY SELLING

LEATHER COLLAR AND CUFF SETS

Made of genuine white leather, with attractive assorted trimmings of red and blue. Best workmanship. Can be washed. Every woman a customer.

BEST \$1.00 SELLER EVER PRODUCED.

Send Today \$1.00 for Three Sample Sets and Quantity Prices.



REAL LEATHER GOODS CO., 482 Broome St., NEW YORK CITY

ferent lots, then into Chicago, where ten weeks will be played under the central body of probably the largest foreign organization in the world.

General Agent George H. Coleman has lined up some lots that have never been played before by a carnival show.

The equipment of several of the independent shows has arrived at the winter quarters to be painted and gotten ready. The buildings used for this purpose are kept warm by charcoal stoves, which Manager Melville provided.

The new private car that will be the home of Mrs. Reiss this season has arrived and is now standing on the side-track, with the balance of the train, and in another week will be provided with costly furnishings that will assure the lady of a "home on wheels" second to none in the show business. Mrs. Reiss is now superintending the purchasing of the furniture and draperies to suit her taste. There will be a parlor, dining room, kitchen and two bed rooms, as well as an observation end and two bath rooms.

It will require twenty cars to transport the equipment of the Reiss Shows, and ten head of draft horses will be carried to assist in loading and unloading the wagons from the train and do the spotting of the wagons on the lot. The five teams owned by the Reiss Shows are considered to be as fine a lot of horses as was ever carried with a traveling show.—ROYAL NOBLE (Press Agent).

36 INCH TINSEL DRESSES \$10.00 Per 100 **MIDWEST HAIR DOLL FACTORY** **36 INCH TINSEL DRESSES \$10.00 Per 100**

A. N. RICE, Owner
 NEW LOCATION, 1621 LOCUST ST., KANSAS CITY, MO.
 OUR NEW \$1.00 BABBA LAMP IS NOW READY. WRITE FOR CIRCULARS. SAMPLES, PREPAID, \$1.00 EACH.

"AIRPLANE CIRCLE SWING"
 Shipped by Uzzell Corp. to Frank Churchill in the Philippines

New York, March 8.—An "Airplane Circle Swing" is now operating thruout the Philippines with the traveling show owned and operated by Frank Churchill. The R. S. Uzzell Corporation delivered this ride in January and expects, within the next month or two, to receive reports on its reception at the carnival in Manila, where it was first to be operated. The Uzzell shipment covered a complete "Airplane Circle Swing", namely, the machine itself, the six Uzzell "Biplane Airplane Cars", two complete Frech trucks, the portable fence, the gasoline engine, with radiator and fan for cooling, and the clutch; the A-frame for raising the tower from the truck, the two winches and attachments for telescoping the tower. The deal was closed by cable, in so much as Mr. Churchill knew the Uzzell Corporation thru a visit in 1920 to the United States, at which time he bought a "Frolic" from the Uzzell organization and has since operated it thruout the Philippine territory with a most satisfactory profit.

TEXAS KIDD'S FRONTIER SHOWS
 The Texas Kidd Frontier Shows had the biggest opening night of the season at Goose Creek, Tex. The Wild West Show was especially well patronized and the other attractions and the concessions had good business.

Mr. and Mrs. Greenburg left recently to join the Reed Shows, as did Mr. and Mrs. B. Kennedy. Mr. and Mrs. Ted Custer have also left the company. Texas City is the spot for the week of March 6, then the show will head for the Rio Grande valley and into Northern Texas, where it will play fairs and picnics. Three more horses have been added to the Wild West, making 31. New sidewall has been purchased for this big attraction. Texas Kidd will purchase two cars, so that the show can travel in passenger service. Goose Creek really looked on opening day like the old of carnivals. Madam Bodica has been doing nice business, and Triplett and Glover are also doing well. Mr. Gilstrap, manager of the new cookhouse, and his wife and baby recently arrived on the show. The lineup now has four shows and thirty five concessions. On opening night at Goose Creek the members of the show were treated to a banquet, the local hand furnishing the music, and everybody grestly enjoyed themselves. It was given in honor of Martha Lewis, the only "Miss" on the Texas Kidd Shows. Mrs. Texas Kidd expects to go home in a few days and will rejoin at Galveston.—H. M. CUTLER (for the Show).

WILL FEATURE WILD WEST
 Dayton, O., March 9.—K. G. Barkoot informs The Billboard that he will feature a first-class Wild West attraction on his midway this season, and is now in correspondence with parties who are in a position to furnish some of the best to be obtained in the riding, roping and bulldogging line. Mr. Barkoot hints that he has an offer from a man who will bulldog a steer from an airplane and, if the feat can be successfully accomplished to his satisfaction, will be the headline feature of the Barkoot Shows.

HERE at LAST
JIMMIE HICKS and HIS FAMOUS CALIFORNIA LAMP-DOLL

\$1 SHADE Not Stenciled. Positively Hand-Painted in Pure Oil. Will endure all weather conditions. Modern and Exclusive Designs. The most brilliant transparent Shade on the market.

DRESSES In Harmony with above shade. Many unique and up-to-date Designs and Patterns.

DOLL SPEAKS FOR ITSELF. SAME STANDARD AS ALWAYS.

The Best. Write for Catalogue.

PAN-AMERICAN DOLL & NOVELTY CO.
1115 BROADWAY, KANSAS CITY, MO.

K. G. BARKOOT
Books Educated Horse
 Dayton, O., March 8.—K. G. Barkoot has made arrangements with Fred Snyder, of Eaton Rapids, Mich., to exhibit his famous trained horse with the Barkoot Shows this coming season. This animal, it is said, begins where many others leave off, and according to those who are competent to judge is the only rival to the late Princess Trixie who was so big a drawing card years ago at the Jamestown Exposition, where Mr. Barkoot was heavily interested in some of the main attractions on the "War Path". It was always Mr. Barkoot's desire to exploit a horse of the Princess Trixie caliber, and he made flattering offers to W. H. Barnes, the then owner of Trixie, but to no avail, as Barnes was booked for a European tour. The Barkoot Shows, thru their enterprising manager, will, however, this year try to have as popular a favorite as the Jamestown horse was in 1907.

COOPER RIALTO SHOWS
 Youngstown, O., March 8.—The Cooper Rialto Shows are fast rounding into shape, and from all appearances will be one of the best of the smaller outfits to hit the road. The lineup of shows booked to date is as follows: Prof. Mack's Electric Platform Show, Charles E. Fox's Athletic Show, George Garzouzi's Arabian Show, Furbhouse and Cooper's World Wonders pit show, the last two being under the supervision of Dr. D. A. Powers, and owned and operated by the management. Besides the above mentioned, Mr. Cooper has four complete outfits, which he will turn over to reliable people to operate. The show will carry three rides. Among the old concessioners already booked are H. S. Bedell, Frank Findley, Jack Maret, Edward Shirley and Dan Bill Kelley. Among the new faces well known in the concession business will be Wilbur Smith, cookhouse; J. W. Kelly, blankets; Buck Weaver, doll lamps, and Maude Bedell, novelties. The show now holds contracts for ten cities in Ohio, Indiana and Michigan and will open down-town in Ashtabula, O., April 15. The winter quarters at Ashtabula are now open, and the management cordially invites visitors. It is not a storeroom or an imaginary winter quarters, but resembles a large busy work shop. All of which is according to an executive of the above shows.

SHERWOOD-MULLEN IN DETROIT
 Detroit, Mich., March 8.—Robert Sherwood and Claude D. Mullen, accompanied by the former's talented little daughters and Mrs. Mullen, arrived here Monday, to join the personnel of the Brown & Dyer Shows, with which they will have their electrical extravaganza, "The Edge of the World". They have taken up an apartment at 1345 LaFayette street and from now until the shows open their season will devote all their time and energy to the rehearsing of their extensive program and the proper use of the electrical equipment, a great amount of which has been supplied them by the management, along with a beautiful wagon front and elaborate tented interior.

HAMBURGER TRUNKS **COOK-HOUSE GOODS**

Jumbo Burners, Griddles, Tanks, Pumps, Doughnut Outfits, Kettle Corn Peppers, Candy Floss Machines, Juice Outfits, Candy Furnaces, Steam Tables, Warmers, Sausage Kettles, Waffle Machines.

CANDY FLOSS MACHINE HAND POWER \$150.00 ALL ELECTRIC \$200.00

GEM AUTOMATIC DOUGHNUT MACHINE \$100.00

No 9 BUDDY DOUGHNUT STAND \$100.00

No 29 CREAM WAFFLE STAND \$107.00

No 04 HOT Scone \$100.00

TALCO SOFT DRINKS LEMONADE GRAPE JUICE 20 GAL. \$12.00

TALCO SOFT DRINK STAND \$85.00

No 11 MONEY BITS CONFECTION STAND \$112.00

No 10 PEANUT CANDY STAND \$117.00

JUICE BOWLS 3 GAL. \$2.80 6 GAL. \$4.40

PEACH GLASS TANKS 6 GAL. \$6.00 12 GAL. \$10.00

Our line of Cook-House and Concession Equipment and Supplies is well known and the most complete and reasonably priced in the country. We have just the sort of goods the Roadman needs. You are cordially invited to write us, stating your requirements, and we will mail catalogues.

TALBOT MFG. CO., No. 1317-19 Pine St., St. Louis, Missouri.

BEADED BAGS

The biggest flash for your money. Imported and domestic bags from—

50c to \$7.50

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

N. Y. BEADED BAG HOUSE, 57 W. 37th St., NEW YORK CITY

SILVER FINISH TEASPOONS LESS THAN 2c EACH



PURE ALUMINUM, MIRROR FINISH TEASPOONS—A remarkable premium and give-away article. Looks like silver, with the fine wearing qualities of Aluminum.

PRICE, \$2.75 PER GROSS. SAMPLE DOZEN MAILED FOR 30c. Can also supply Tablespoons, Forks, Basting Spoons and Ladles at correspondingly low prices.

LIPAULT CO., Dept. B, 1028 Arch St., PHILADELPHIA

Veterans Attention

TERRITORIES OPEN EVERYWHERE

Write today for information on the best-selling ex-service men's magazine. Only live wires wanted.

SAMPLE COPY 25 Cents

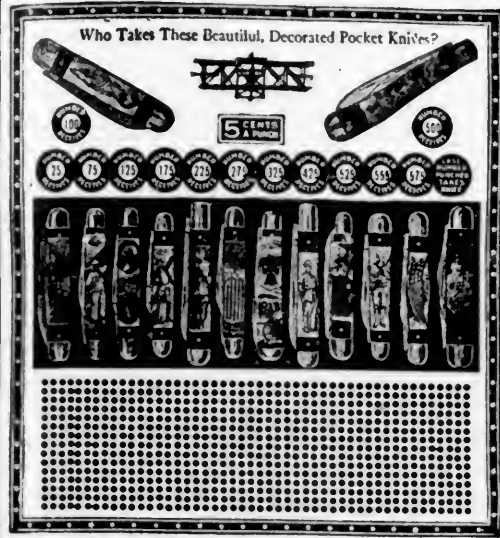
VETERANS LIFE 186 REMSEN ST., BROOKLYN, N. Y.

Enterprise Shows

CAN USE two more Shows that don't conflict with what I have. Attractive proposition to same. A gilly show with a good territory. Concessions all sold but Unbreakable Doll, Palmyrista, High Striker, Baskets, Pillows, Perfume and Groceries. Good proposition to Mechanical Show. Open April 29, Warren, Ill. Two Saturdays.

H. H. DREIBELBEIS, Manager, Warren, Illinois.

YOU'LL START THE NEW YEAR RIGHT



by getting next to our
Exceptional KNIFE DEALS

No. 121 DEAL—14 Art Photo Knives, 2-blade with 600-hole Board.

Per Deal, \$3.75

No. 120 DEAL—14 high grade, brass bolster, 2-blade Knives. 800-hole Board.

Per Deal, \$5.00

No. 118 DEAL—Assorted sizes, 14 Knives, 2-blade, art photo, very fine, brass line and bolsters.

Per Deal, \$6.50

Rohde-Spencer Co.
WHOLESALE ONLY
Entire Bldg., 215 W. Madison St., CHICAGO, ILLINOIS

The Very Best Returns



The Mills O. K. Mint and Gum Vender Earns \$20.00 to \$50.00 Weekly

More than 56,000 of these machines have been sold to merchants and operators in the United States and Canada.

The O. K. Vender automatically vends a standard five-cent package of mints or gum for every nickel, and occasionally pays premiums in trade checks. The player can see just what he gets before play is made.

The Mills O. K. Vender is the best—most attractive and most popular. Write for prices.

Be A Machine Operator

1922 Model Mills Counter O. K. Vender.

Let us show you how to start in the most profitable business in the world. From a small beginning thousands of prosperous machine operators have become financially independent.

Thousands of merchants are glad to have operators furnish them machines on a fifty-fifty basis. The returns to the operator are wonderful.

Write us for information and suggestions.

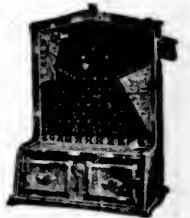
Mills Target Practice

Operates either for pennies or nickels. Earns from \$10.00 to \$25.00 weekly.

The Target Practice makes an unusual appeal to the players—the element of skill holds their interest. The players' coin is always in sight.

The machine pays awards in gum or candy—no blanks.

FREE! Complete catalogue—special folders and plans. Target Practice. Write today for money-making facts. Price, \$20.



Mills Novelty Company

Jackson Blvd. and Green St. CHICAGO - ILLINOIS

The World's Largest Manufacturers of Coin-Operated Machines.

BAGS - BAGS

PLYMOUTH BAG

Size 14x15 inches. Dull or bright leatherette.
Price, \$5.50 Per Doz.
Sample Bag, 60c, prepaid.
Made in same material as 3-in-1 Bags.

3-IN-1 BAG

Price, \$4.00 Doz. Sample Bag, 45c, prepaid.

Made of long grain black waterproof leatherette. Size 12x17 in.



Write for catalogue of 35 other style Bags and Aprons.

Central Mail Order House

223 COMMERCIAL ST.

BOSTON, MASS.

BUSINESS OPPORTUNITY

Don't look any further if you want the big money this season. See our advertisement on page 160 and your big profits are there, if you are a live wire. Better eating Ice Cream Pies can't be made than CHEMO.

SAM E. SPENCER SHOWS

Advice from an executive of the Sam E. Spencer Shows, wintering in Brookville, Pa., is to the effect that carpenters and painters are busy in winter quarters building and painting new show fronts and getting the other paraphernalia in shape for the opening of the new season on April 29 at that place, other data as to showfolk booked with the shows so far and the staff being as follows:

Julius Rosenberg and Mr. Arenia have contracted their string of concessions, their second year with this show. Joe Gerber has his concessions booked with the show, as has J. Beham his cookhouse. Walter Ulrich is superintendent of the Big Ell wheel. Victor M. Barnes is superintendent of the carousel (second season); Al Miles to take full charge of the Athletic Show, and Prof. George Boxwick will have the Big Ten-in-one in the midway lineup of pay attractions.

The executive staff is comprised of Sam E. Spencer, prop. and mgr.; F. L. Scribner, asst. mgr. and gen. supt.; Mrs. Sam Spencer, secy. and treas.; John C. Gifford, auditor; Bert Rosenberg, gen. agt.; Frederick DeConsey, special and press agt.; "Scotty" Erb, supt. concessions; John Scribner, musical director; Ben Holmes, trainmaster; J. A. Beham, electrician; Julius Rosenberg, legal adjuster, and Thomas Fanning, general announcer.

CANADIAN ALLIED SHOWS

The Canadian Allied Shows are getting things lined up for their spring opening in Montreal. Manager Francis is well known in show circles and has had vast experience, having been in Eastern Canada in the moving picture business for the past ten years, and is this year returning to the outdoor field amusement.

Mr. Francis is to spare no expense toward making this show a success and he has engaged a hustling and well known showman to represent him in advance. Leo M. Bistany is out and scouting around for the show and latest report was that he had some nice contracts signed up. Mr. Francis has already given his order for a "Seaplane," also for a big top for the Hippodrome show. The Canadian Allied Shows will start as a ten-cent show and well equipped.—J. J. ROBERTS (Press Representative).

BUY DIRECT FROM MANUFACTURER

Dolls and Carnival Supplies



19-INCH, \$8.50 DOZ.
Dressed in metal cloth, with pantaloons, trimmed with marabou.

19-INCH, \$11.00 DOZ.
Metallic Silk Hoop Skirt, with pantaloons, trimmed with tinsel.

19-INCH, \$12.00 DOZ.
Metallic Silk Hoop Skirt, with pantaloons, trimmed with marabou.

16-INCH, \$7.00 DOZ.
Metal Cloth Dress, trimmed with marabou.

16-INCH, \$8.25 DOZ.
Metallic Silk Hoop Skirt, with pantaloons, trimmed with tinsel.

16-INCH, \$9.00 DOZ.
Metallic Silk Hoop Skirt, with pantaloons, trimmed with marabou.

MAMA DOLLS
Walking and Talking. Guaranteed unbreakable. \$24.00 DOZ.

25% Deposit must accompany all C. O. D. Orders.

PEERLESS DOLL HEAD CO.
45-47 Crosby St., NEW YORK CITY
Local and Long Distance Phone Canal 7548.

CURTIS L. BOCKUS SHOWS

Lynn, Mass., March 8.—The Curtis L. Bockus Shows, with winter quarters at 132 Chestnut street, this city, will open their season in April.

The organization is to appear in an enlarged edition in equipment, but will continue as a ten-car show. No grift and no girl shows are permitted with the Bockus Shows at any time. The appearance this season will undoubtedly surprise the boys who have been with the organization for several years as nearly all equipment will be entirely new. Special paper of the four-color variety is now in print and the assortment will equal that of any twenty-car show on the road.—E. CLIFFORD (Show Representative).

OTO BROS.' GREATER SHOWS

Iron Mountain, Mich., March 8.—Work in all branches of the Oto Bros.' Greater Shows, in winter quarters here, is rounding out in splendid shape, with the Oto brothers, Leonard Joseph and Bert, superintending every detail of the new show fronts and the building of other new paraphernalia.

To date the management has booked five shows, two rides, twenty-five concessions and a fifteen-piece band under the direction of Joseph Oto, and by the time this caravan is ready to take the road it will make one of the smartest aggregations of his six on tour.

Among those now in winter quarters are Mr. and Mrs. Floyd Gibson, Albert Distadio, Carl Carlson, Philip Conery, Howard Hicks and Floyd Larsen. The show opens here in Iron Mountain on April 24. All of which is according to a "show representative" of the above shows.

OLDTIME WAGON SHOWS

(Continued from page 82)

was proprietor. Pete Snn equestrian director, Frank C. Cooper general agent, Harry Shalleross boss carnyman. George Irving had the Annex. The show closed, however, in August and returned to Plymouth.

The Sun Brothers had a successful wagon show for years that came as far east as New York State, and finally went on rails and became famous in the South. This article does not claim to have covered the entire list; doubtless many of the lesser shows have been omitted, but trusting to my memory and the assistance of that good oldtimer, George H. Irving, who furnished considerable of the information, the article is fairly comprehensive.

FAIR SECRETARIES—PARK MANAGERS

A good Band is an indispensable adjunct to the success of your Fair or Park, from an entertainment standpoint. The BEST is none too good for your patrons. Why overlook

EWING'S BANDS

FIFTEEN-PIECE MEN—W. M. EWING, Director.
FIFTEEN-PIECE LADIES—MISS VIVIAN EWING, Director.
EITHER ONE A FEATURE ATTRACTION AND BOX OFFICE WINNER. Thoroughly trained Musicians, Soloists and Singers. NOW BOOKING SEASON 1922. For time and terms write W. M. EWING, Director, Champaign, Illinois.

THE SALEM FAIR

AUGUST 22 TO 26, 1922, SALEM, INDIANA.

Now booking Concessions for the best Fair in Southern Indiana. Make your contracts early and get the choice locations. Nothing but Legitimate Concessions booked. All others save your postage. Member Ohio Valley Fair Circuit. Address all communications to
CHAS. R. MORRIS, Secy., Salem, Indiana.

TRENTON NEW AMUSEMENT PARK

Philadelphia Toboggan Co. just completing \$150,000 investment in Rides. Big Acts and Bands write me your open time. Opening for Dodgem, Frolic, Photo Gallery, Palmistry and Pony Tracks. Address
GEORGE D. BISHOP, Arcade Bldg., 15 East State St., Trenton, N. J.

MAGAZINE MEN

I have the best two-payment card on the market. \$1 Best Sellers. No collection less than \$1.00 and up to \$3.00. Also have plenty fast selling specials and rates are right to producers. When writing state who you are now with and the kind of credential you use. Any information given will be held strictly confidential.
JOHN R. DUDLEY.
309 S. La Salle St., Chicago, Ill.



Agents, Attention!

Something New

The only thing of its kind on the market—ALUMINUM STEEL WOOL HOLDER. A sale in every home and restaurant. A wonderful instrument for holding steel wool in cleaning and polishing grease, burnt food, soot, etc., from aluminum ware, silverware, brass, enamel and other fine cooking utensils. SAMPLE 5c. Manufactured by TEXIE PRODUCTS COMPANY, 600 Ann Avenue, Dallas, Texas.

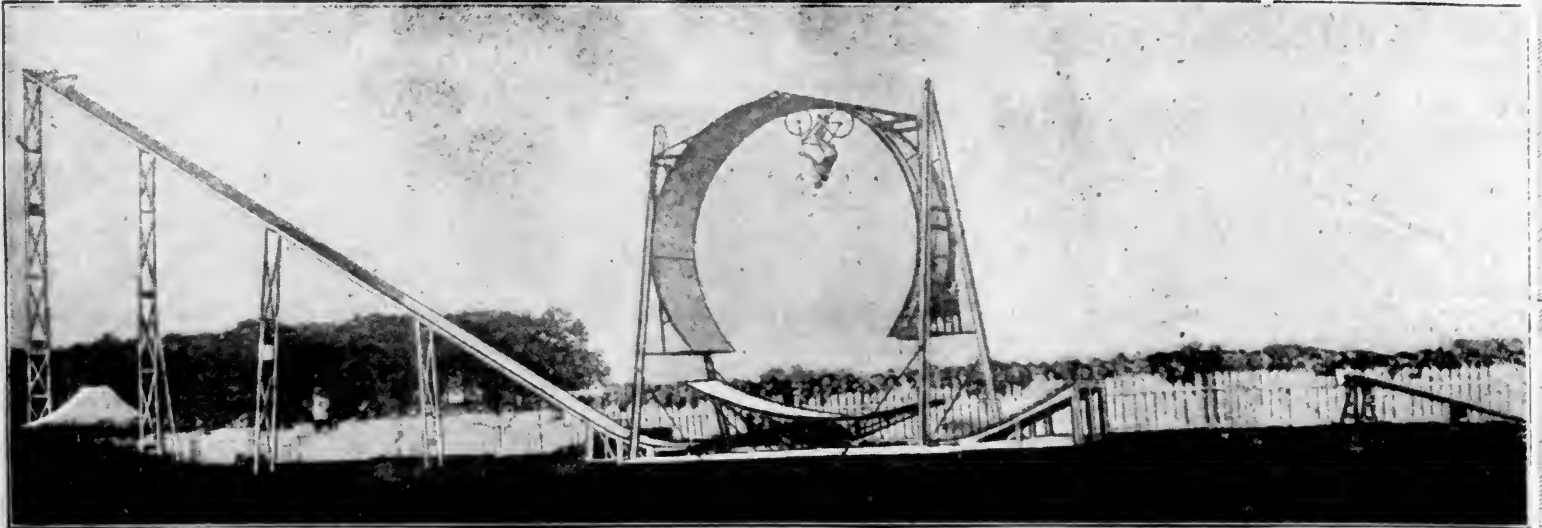
PARK AND FAIR MANAGERS

NICHOLAS CHEFALO

WAS A PHENOMENAL SUCCESS
AT OLYMPIA, LONDON, ENGLAND, IN HIS

LOOP-THE-LOOP and LEAP-THE-GAP

AN ACT THAT WILL DRAW ALL THE PEOPLE ALL THE TIME AND HOLD THEM IN YOUR GROUNDS



THE BIGGEST OUT-DOOR ACT AND THE BEST DRAWING CARD, AN ACT THAT HAS BEEN FEATURED THROUGHOUT AMERICA, AUSTRALIA, EUROPE and the ORIENTAL COUNTRIES

IF YOU NEED SUCH AN ACT LET ME HEAR FROM YOU.

NICHOLAS CHEFALO,

Address Care The Billboard, 1493 Broadway, NEW YORK

SHADOWGRAPHS

By CHAS. ADDRESS

Los Angeles, March 4.—By request of Will Farley, the local representative of The Billboard, I covered the billiard tournament or contest by Champion Schaefer and his traveling mate (the little Frenchman I forgot his name) at the Athletic Club. Attendance both nights was big. It was a treat to see the son of the old wizard more than duplicate his father's wonderful command over the ivories.

Sam Haller is surely the "man of the hour" and is justly styled the amusement encyclopedia. If anyone wants to know about anything pertaining to amusements they are invariably referred to Sam. He has some big deals on, including the World's Fair in Japan, and has already sent over one ship load of artists and paraphernalia. This, with the promotion of a million-dollar amusement park in Los Angeles and other smaller deals, keeps him on the go at all times.

At a private dinner party a few days ago at Capt. H. S. Tyler's home at Palms, Cal., I had the pleasure of meeting Walter Maginley. The first thing he said to me was, "Charley, do you remember the last time we met?" and I said "No." He said: "Thirty years ago in Atlanta, Ga., when your circus was in opposition to the Howe London Show." And it is gratifying to know that he is not any different as a millionaire than when he was just a common, small "fry" with the old-timers years ago.

I also spent a great day with Al G. Barnes at his wonderful winter quarters at Palms. To say that Mr. Barnes will have the most beautiful and elaborate winter quarters in the United States, covering eighty acres, right on the highway between Los Angeles and Venice, is putting it mildly. As Capt. Tyler said the other day, "There is not a parallel" in the history of any amusements in the world to equal this show. Only think that ten years ago when I was his first manager his entire possessions would not amount to over a thousand dollars, and today he is one of the wealthiest men in show business." My day wound up with a delightful visit to his palatial home,

A "GIVE AWAY"

For 1 1/4c

PERFUME PRICES KNOCKED OUT
WHEELMEN,
PERFUME STORES,
VENDERS,
CARNIVALS, FAIRS, etc.

READ

You can give a one-dram Bottle of Perfume to each player and a large 6-oz. Bottle of French Perfume to the winner, all of which will cost you only 50c for a 20-reel play. No blanks. If your reel is larger, figure 1 1/4c for each additional play. In other words, a "give-away" costs you 1 1/4c. Write quick. Send your order today. 6-oz. assorted colors and odors, cut glass stopper—tied with silk—highest quality, \$3.00 per dozen. 1 Dram Vial (give-aways), \$1.75 per gross.

VAN BRIGGLE CO.

2848 Van Buren St.,

Chicago, Illinois

where I met Mrs. Barnes, his charming wife, and their three children. Murray Penneck, the new manager of the Barnes Circus, and Mr. Peck, traffic manager, are much in evidence at the quarters.

Sky Clark, so goes the gossip, made a "killing" with his war show at the Orange Show, San Bernardino, Cal.; in fact, was the only show that "copped the goods." Everyone was glad to know this, for Sky is very deserving, and next to Sam Haller can't be beat for general information and sound knowledge in show business.

LATLIP'S EXPO. OF RIDES

To Again Open Season at Portsmouth, Ohio

Charleston, W. Va., March 9.—The opening date of Captain Latlip's Exposition of Rides is drawing near, and all the rides have been carefully overhauled, all new parts and fresh paint having been added. Red Riley, who will take full charge of the rides, has been a busy man at the winter quarters at Portsmouth, O.

Latlip's Rides will again open at Portsmouth, playing right in the heart of the city. It will be the first attraction to play that city. Nearly all the showfolks with the Latlip attractions are well known in the town. A big opening is expected by all.

The World War Veterans, whose auspices these attractions will be played under, have already started boosting for the big opening week, which will be the second week in April.

Earl Buckert has put the finishing touch to all his concessions. He will have ten of the best in the game. He has also added a new Deico electric light plant, which will light his concessions only. The free attraction will be Captain Latlip's double (net) high dive and Little Rita, the Child Wonder, in her high ladder act.

All new auto trucks will be used to haul the outfit from the train to the lot. Harry Lewis, the general agent, has the show booked up to July 4 week, after which the string of fairs will start.—BOY REX (Show Representative).

Look thru the Letter List in this issue.

SPECIAL Cody's Big Pit Show SPECIAL

Could not be at St. Louis, as advertised, account auto accident, which burned all mail, so those who wrote please write again. Remember, this is a top-money show, being the first and only Pit Show ever built with a HUNDRED-FOOT PANEL FRONT and LIGHTED BY MORE THAN 7,500 WATTS OF ELECTRICITY, making grandest flash of any Pit Show ever built. So state your proposition accordingly. (Owing to accident time is limited and have no time to dicker. If your act ends with something to sell, make your terms the lowest, as this show gets the people and you have big crowds to work to. All others state what you can and will do and salary expected in first letter. All must be ready to join on wire. No time to write. All must report not later than March 30, as we open with the MAJESTIC EXPOSITION SHOWS at Murphysboro, Ill., April 3rd. Pay your own wires. C. O. D. wires will be refused. Parties with banners will be given preference. CAN USE Midnets, Giants, Fat People, Glass Blowers, Long-Haired People, Bearded Lady, Glass Jumper, Mazle, Punch, Mindreading, Buddha, Novelty Musical Acts, Knife Thrower, Rifle Shot, Armless Wonder, Fire King, Human Pin Cushion, Juggler, Equilibrist, One-Man Band, Sword Swallower, Sword Walker, or anything suitable for one of the highest class Pit Shows on the road. Address PIT SHOW CODY, Murphysboro, Ill. P. S.—Have proposition for Glass Blowers that will make your eyes open.

CONEY ISLAND, N. Y.

All or any part of vacant space, 200x300 feet, on Surf Avenue, 20th to 21st Streets. Also 170x120 feet on Ocean Front—for any amusement enterprise. Coney Island will be the greatest amusement place in the world. The Board Walk will be completed early this summer. Our property is located in the heart of this Board Walk. Will also lease "The Washington Baths," 3,000 bath houses. Apply at once to DAVID FRIEDMAN, 44 W. 77th Street, New York City, N. Y. Telephone: Schuyler 6666.

\$10.00 Old Ivory Electric Boudoir LAMP	\$1.50	\$1.50
5	2	2
5	1	1

MENTION US, PLEASE—THE BILLBOARD.

Always Something New! Another Winner!

This Board Has 2,000 Holes and Takes In \$100.00.
Pays Out \$46.00 IN TRADE.

Sells to retailer for \$25.00, which gives him a profit of \$29.00 on each deal, besides the profit on the TRADE.

THINK OF IT!

This board gives away two old ivory electric boudoir lamps ELABORATELY DECORATED. Price of this deal with two boudoir electric lamps—\$14.50.

NOVELTY SALES COMPANY

902 Walnut Street, - - PHILADELPHIA, PA.

FAIRS, PARKS, CIRCUS, CARNIVALS, CELEBRATIONS

FREE ATTRACTIONS

Opera Companies
Vaudeville Shows
Tabloids

For
Every
Occasion

CONCESSIONS "TANAGRA"

The Latest and Most Surprising
Novelty—Greatest Money-Maker
And Many Others

GAMES

The Shimmie Goose
The Lucky Duck

Absolute Novelty—Record Breaking
Money-Maker—Fully Protected

MIDGETS — CHINESE — DIVING SHOWS — BANDS — FIREWORKS

ASK FOR PARTICULARS

Wirth-Blumenfeld Fair Booking Ass'n, Inc.

GREATEST INTERNATIONAL AMUSEMENT EXCHANGE

HEART OF

1579 BROADWAY
SUITE 221
STRAND THEATRE BLDG.

NEW YORK CITY

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3862 BRYANT
7368

ALSO AT LONDON—PARIS—BERLIN—SYDNEY

NEWS FROM BIG ELI FACTORY

Jacksonville, Ill., March 8.—E. A. Cotton, of London, Ont., Can., was a visitor at the Eli Bridge Co. factory Feb. 27 and 28. He came to place an order for a No. 5 Big Eli wheel, which is being purchased by his brother, Geo. A. Cotton. This wheel will be operated in the City of London, Canada, the coming season.

A No. 5 Big Eli wheel was recently shipped to Ralph Finney, of Brooklyn, N. Y. Mr. Finney will operate a company bearing his own name the coming season. His years of experience has proven that a BIG ELI is a necessary part of his midway.

Lee A. Sullivan, superintendent and secretary-treasurer, has just been released from a three weeks' quarantine. He was confined to his bed for over two weeks with a severe case of diphtheria. His many friends in the amusement business will be glad to hear of his complete recovery.

Several sets of special decorations for Big Eli seats have been recently completed and others placed in work in the paint department. Ed Fine, H. C. Harwager and Louis Fink will carry decorations on their Big Eli seats this year.

The Big Eli wagons are of fine finish and appearance. Many visitors have pronounced them the best constructed wagons they ever inspected. There is a demand for standard interchangeable riding device wagons by the up-to-the-minute ride man.

C. Vanderlip, of Winnipeg, Man., Can., was a visitor here February 27. Mr. Vanderlip is planning to operate a Big Eli the coming season.

Among purchasers of 1922 model Big Eli wheels are Louis Fink, New York City; Henry Heyn, Omaha, Neb.; J. C. Weer, Adrian, Mich.; C. H. Hohnadie, Beaver Falls, Pa.; J.

WANTED! WANTED! WANTED!

DODGEM

or similar Ride; also Concessions of all kinds; have buildings to house same. Park opens April 15th. Located in heart of city. Population, 30,000. Adjacent city of 50,000, with interurban hourly and concrete road to same. Port Arthur has semimonthly payroll of \$600,000.00.

PORT ARTHUR PLEASURE PIER PARK, Port Arthur, Texas
SANDEFUR & ERICSON, Lessees.

AMERICAN LEGION OF LANCASTER, PA.

WANTS

to get in touch with the biggest, best and cleanest Carnival on the road. None too large. Get in touch at once with DAVID BARBANELL, care American Legion, Lancaster, Pa.

BUSINESS OPPORTUNITY

Yes, we furnish you free of charge all instructions on CHOCOLATE CREMO PIES, that delicious Ice Cream Pie, made while you wait. Fresh every minute. The pie where the chocolate don't break off. The pie with the picniet. Formulas for WERDER'S FAMOUS CANDY APPLES are free. See our advertisement on page No. 160.

E. Wallace, Santa Monica, Cal.; Michael Centanni, Paterson, N. J.; Geo. A. Cotton, London, Ont., Can.

C. Horton, of Decatur, Ill., spent Thursday, Feb. 17, at the Big Eli factory and will probably become a Big Eli owner, operating his wheel with a traveling company the coming season.

Henry Heyn, a Big Eli operator of many years' experience, came to Jacksonville March 4, and spent several days inspecting the Big Eli factory. Mr. Heyn has placed his order for a No. 5 Big Eli for early shipment.

C. E. Wood, who operated his Big Eli with the J. T. McClellan Shows last year, is spending the winter in Jacksonville. He expects to take the road for the coming season early in the month of April.

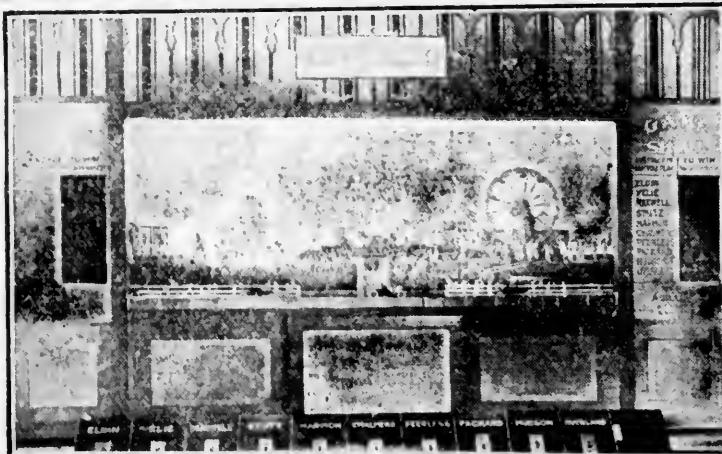
ANNOUNCES THREE "WINNERS"

New York, March 8.—The L. & G. Premium Co., a new house, is announcing to the concession and premium trade three sure-fire money-getters, they being beaded bags, umbrellas and parasols, and the "Vera-globe" silk underwear, a new item that is worthy of consideration. This item is in several flashy colors and designs. The firm also has a general line of carnival merchandise on hand. Their salesroom is at 245 West 47th street, with Arthur J. Gingras in charge. Mr. Gingras for a number of years has been one of the leading merchandise concession men and knows the needs of the concessioners.

Hotels with the professional atmosphere are what you want. The Hotel Directory in this issue may serve you.

NEW IDEA ELECTRICAL CREATION SEASON'S SENSATION AUTO RACER A FAST GAME OF SKILL.

MOTOR DRIVEN RACE.
PLAYERS WATCH FLASHER.
PLAYERS PUSH BUTTONS.
QUICK ACTION.
RACE OVER.



GREAT BALLY HOO. NO TANGLE. NO TROUBLE. SET UP IN HALF AN HOUR. EVERYBODY LOOKS. CLEAN ATTRACTION.

Patent Applied For

AUTO RACER A FAST GAME OF SKILL.

ASKAL CO., 11 Montour Way, Pittsburg, Pa.

ACCIDENT INSURANCE
John J. Kemp, 55 John st., New York City.
Kilpatrick's, Inc., Rookery Bldg., Chicago.

ACCORDION MAKER
R. Galanti & Bros., 239 34 ave., N. Y. C.

ADVERTISING
The Fair Publishing House, Norwalk, O.

ADVERTISING NOVELTIES
S. Cohen & Son, 824 S. 2d st., Phila., Pa.
Cruver Mfg. Co., 2156 Jackson Blvd., Chi., Ill.

AERIAL ADVERTISING
J. H. Williams, 220 W. 49th st., New York City.

AEROPLANE FLIGHTS AND BALLOONING
Solar Aerial Co., 5213 Trumbull, Detroit, Mich.

AFRICAN DIPS
Cooley Mfg. Co., 50 N. Western ave., Chicago.

AGENTS' SUPPLIES
Berk Bros., 343 Broadway, N. Y. C.

AIR CALLOPES
Pneumatic Calliope Co., 345 Market, Newark, N.J.

ALLIGATORS
Alligator Farm, West Palm Beach, Fla.
Cocoa Zoo, Cocoa, Fla.
Florida Alligator Farm, Jacksonville, Fla.

ALUMINUM COOKING UTENSILS
Fair & Carnival Supply Co., 126 5th ave., NYC.

ALUMINUM FOR CARNIVAL TRADE
Shipped immediately. Write for information about our rapid service for show people. SUNLITE ALUMINUM CO., Milwaukee, Wisconsin.

West Bend Aluminum Co., 111 5th ave., N. Y. C.

ALUMINUM FEATHERWEIGHT STAGE CURTAIN ROLLERS
Amelia Grain, 819 Spring Garden st., Phila.

ALUMINUM WARE
Premium Supply Co., 179 N. Wells st., Chicago.
Sterling Aluminum Co., Erie, Pa.
U. S. Tent & A. Co., 229 N. Desplaines, Chi.

AMERICAN FEDERATION OF MUSICIANS
Jos. N. Weber, Pres., 110 112 W. 40th st., N. Y. C.
W. J. Kerngood, Secy., 335 Pine, St. Louis.
EXECUTIVE COMMITTEE
C. A. Weaver, Musicians' Club, Des Moines, Ia.
A. C. Hayden, 1011 B st., S.E., Washington, D.C.
Frank Borgel, 68 Inlight st., San Francisco, Calif.
H. E. Brenton, 110 W. 40th st., New York, N.Y.
C. A. Carey, 170 Montrose, Toronto, Ont., Can.

AMUSEMENT DEVICES
Amuse. Device Co., 434 E. Court St., Cin'ti, O.
Blow Ball Race, 4015 13th, Milwaukee, Wis.
Boat Race, Cahill Bros., 519 W. 45th, N. Y. C.
Dayton Fun House & R. D. Mfg. Co., Dayton, O.
Miller & Baker, Rm. 719 Liberty Bldg., Bridgeport, Conn.
C. W. Parker, Leavenworth, Kan.
Sycamore Nov. Co., 1326 Sycamore st., Cincinnati.

ANIMALS AND SNAKES
Henry Bartels, 72 Cortland st., N. Y. C.
H. V. Snake Farm, Box 275, Brownsville, Tex.
Phint's Porcupine Farm, North Waterford, Me.
Max Geisler Bird Co., 28 Cooper Sq., N. Y. C.

HORNE'S ZOOLOGICAL ARENA CO.
Direct Importers and dealers in WILD ANIMALS, BIRDS AND REPTILES, KANSAS CITY, MO.

Iowa Pet Farm, P. O. Roslyn, Va.
Louis Ruhe, 351 Bowers, New York City.
Hiram J. Yoder, Bee Co., Tuleta, Tex.

ANIMALS (Sea Lions)
Capt. Geo. M. McGuire, Santa Barbara, Cal.

ART PICTURES
European Supply Co., Box 12, Uptown Sta., Pittsburg, Pa.

ARTIFICIAL FLOWER BASKETS, ETC.
Brandon Co., 439 S. Irving ave., Chicago, Ill.

ASBESTOS CURTAINS AND FIRE-PROOF SCENERY
Amelia Grain, 819 Spring Garden, Phila., Pa.

AUTOMATIC MUSICAL INSTRUMENTS
North Tonawanda Musical Instrument Works, North Tonawanda, N. Y.

AUTOMOBILE ROBES
Fair & Carnival Supply Co., 126 5th ave., NYC.

AUTO TUBE REPAIR KITS
R. M. Bowes, Inc., 124 E. Ohio st., Indianapolis.

BADGES, BANNERS AND BUTTONS
I. Kraus, 131 Clinton st., New York City.

BADGES, CUPS, MEDALS AND SHIELDS
Bent & Bush, Inc., Boston, 9, Mass.

BADGES FOR FAIRS AND CONVENTIONS
Cammell Badge Co., 339 Washington, Boston.
Hodges Badge Co., 161 Milk st., Boston, Mass.

BALL CHEWING GUM
Mint Gum Co., Inc., 27 Bleecker st., N. Y. C.
National Gum Co., Inc., 42 Spring, Newark, N.J.

BALL GUM MACHINES
Ad Lee Novelty Co., 155 N. Michigan, Chicago.

BALLOONS
F. G. Seyfang, 1195 Broadway, N. Y. C.

BALLOONS (Hot Air)
(For Exhibition Flights)
Northwestern Balloon Co., 1635 Fullerton, Chgo.
Thompson Bros. Balloon Co., Aurora, Ill.

BALLOONS, WHIPS, CANES, NOVELTIES AND DOLLS
Advance Whip & Novelty Co., Westfield, Mass.
Airo Balloon Corp., 603 3d ave., N. Y. C.
E. G. Hill, 423 Delaware st., Kansas City, Mo.
Kendel & Graham, 785-87 Mission, San Fran.
Mohlman Rubber Co., Ashland, O.
Mueller Trading Co., 27 1/2 2nd st., Portland, Ore.
Newman Mfg. Co., 641 Woodland ave., Cleveland, O.
D. & L. Reader, Inc., 121 Park Row, N. Y. C.
Singer Bros., 536 Broadway, New York.
Tipp Novelty Co., Tippecanoe City, O.
H. H. Tammam Co., Denver, Colorado.

BAND INSTRUMENTS
Nuss Mfg. Co., 11th & Mulberry, Harrisburg, Pa.

BAND ORGANS
A. Christman, 4627 Indep. ave., K. C. Mo.
North Tonawanda Musical Instrument Works, North Tonawanda, N. Y.

BANNERS
U. S. Tent & A. Co., 229 N. Desplaines, Chi.

BASKETS
Bayless Bros. & Co., 704 W. Main, Louisville.
Burlington Willow Ware Shops, Burlington, Ia.
Kendel & Graham, 785-87 Mission, San Fran.

TRADE DIRECTORY

A Buyers' and Sellers' Guide and Reference List for Show World Enterprises and Allied Interests

RATES AND CONDITIONS
Your name and address, if not exceeding ONE LINE in length, will be published, properly classified, in this Directory, at the rate of \$12, in advance, per year (52 issues), provided the ad is of an acceptable nature.

COMBINATION OFFER
One year's subscription to The Billboard and one line name and address inserted in 52 issues, properly classified, for \$15.

RATES FOR TWO-LINE NAME AND ADDRESS
If a name and address is too long to insert in one line there will be a charge of \$3.00 made for a whole or part of second line used, or \$21.00 a year. The Billboard and two-line name and address, under one heading, \$24.00 a year.

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Fair & Carnival Supply Co., 126 5th ave., NYC.
Fair Trading Co., Inc., 133 5th ave., N. Y. C.
Geo. Gerber & Co., 42 Weybosset, Providence, R.I.

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Fair Trading Co., 133 5th ave., N. Y. C.
Products of American Industries, Inc., 169 E. 32nd st., N. Y. C.

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(For Concessions)
Mission Bead Co., Los Angeles, Cal.
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BIRD REMEDIES
The Peptoast Co., 415 E. 148th, New York City.

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NEWPORT GUM CO.'S SPEARMINT GUM
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NEWPORT, KENTUCKY.

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Amer. Sales Co., 817 Sacramento, San Francisco, Cal.
A. Albert, 320 Market, San Francisco, Cal.
S. A. Dawson, Grand Central Palace, N. Y. City.
Fair & Carnival Supply Co., 126 5th ave., NYC.
Geo. Howe Co., Astoria, Ore.
Henry Importing Co., 2007 2d ave., Seattle, Importers' Bldg., 815 Cham. Com. Bldg., Chicago.

CHINESE BASKETS Write for Prices and Circular.
GEO. HOWE CO.,
32 Union Square, New York, or Astoria, Oregon.
Lee Dye Co., Victoria, B. C.
Oriental Nov. Co., 28 Opera Place, Cincinnati, O.
Shanghai Td. Co., 22 Waverly, San Francisco.
Sing Fat Co., Chinese Bazaar, San Francisco.
U. S. Tent & A. Co., 229 N. Desplaines, Chi.



Why Buyers Consult the Trade Directory When in Need of Goods

—Because the reader or buyer can quickly turn to the show world business commodities, conveniently arranged so that a regular or an occasional reader can refer to the large variety of merchandise instantly.

—Because the name and address of the firm supplying the goods appears under the heading describing the articles, making it easy for the reader to patronize the firms that advertise in the Directory under a special heading.

—Because it is referred to daily for the things needed during the winter and summer season in show world enterprises.

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—Because it is the best and cheapest one and two-line name and address advertising to be had in a medium that reaches show world people and the allied enterprises.

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Kindel & Graham, 785-87 Mission, San Fran.
Oriental Nov. Co., 28 Opera Place, Cincinnati, O.
U. S. Tent & A. Co., 229 N. Desplaines, Chi.

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Chicago Costume Wks., 116 N. Franklin, Chicago

CALCIUM LIGHT
Philadelphia Calcium Light Co., Phila., Pa.
St. L. Calcium Light Co., 516 Elm st., St. Louis.

CAMERAS FOR ONE-MINUTE PHOTOS
Chicago Ferrotype Co., Chicago, Ill.

CAN OPENERS
Berk Bros., 343 Broadway, N. Y. C.

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Gellman Bros., 829 Hennepin ave., Minneapolis.
E. G. Hill, 423 Delaware st., Kansas City, Mo.
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R. H. Humphreys' Sons, 1022 Callowhill, Phila.

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Fair & Carnival Supply Co., 126 5th ave., NYC.

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Eastern States Supply Co., New Haven, Conn.
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U. S. Tent & A. Co., 229 N. Desplaines, Chi.

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CIRCUS TENTS
U. S. Tent & A. Co., 229 N. Desplaines, Chi.

CIRCUS WAGONS
Beggs Wagon Co., Kansas City, Mo.

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Actors' Equity Assn., 1032-33 Masonic Temple Building.
Allied Amusement Assn., 220 S. State st.
Chautauque Managers' Assn., 216 S. Mich., ave.
Chicago Opera Assn., Inc., 58 E. Congress st.
Chicago Opera Assn., Inc., 1701 S. Wabash ave.
Civic Music Assn. of Chicago, 410 S. Mich. ave.
Drama League of America, 60 E. Van Buren st.
Natl. Bureau for Advancement of Music, 410 S. Michigan ave.
Poster Adv. Assn., Inc., 407 S. Clinton st.
Showmen's League of America, 35 S. Dearborn ave.
United Film Carriers' Assn., 220 S. State st.

CLUBS
Apollo Amusement Club, 213 S. Wabash ave.
Chicago Drummers' Club, 175 W. Washington st.
Chicago Mendelssohn Club, 64 E. Van Buren st.
Chicago Musicians' Club, 175 W. Washington st.
Colored Theatrical & Professional Club, 3159 State st.
Opera Club, 56 E. 7th st.

TRADE UNIONS
American Musicians Office, 218 S. Clark st.
Musicians' Prot. Union, 3831 S. State st.

CINCINNATI, O. ASSOCIATIONS
Moving Picture Mach. Operators, 132 W. 5th, Musicians Headquarters, Local No. 1, A. F. of M. Mercer & Walnut st.
Theatrical Mechanical Assn., 132 W. 5th st.

BROOKLYN, NEW YORK ASSOCIATIONS
National Conjurers' Assn., 18 McDonough st.

NEW YORK ASSOCIATIONS
Actors' Fund of America, Broadway & 47th st.
Actors' Equity Assn., 115 W. 47th st.
Actors' Equity (Motion Picture Agency) 229 W. 61st st.
American Artists' Federation, 1440 Broadway.
American Burlesque Assn., 701 7th ave.
American Dramatic & Composers, 148 W. 45th st.

American Federation of Musicians, 110 W. 40th st.
American Guild of Organists, 29 Vesey st.
American Society of Composers, 56 W. 45th st.
Associated Actors & Artists of America, 1440 Broadway.
Assn. of America Music, 123 W. 48th st.
Actors' League, 41 Union Square.
Catholic Actors' Guild, 229 W. 42nd st.
Chicago Opera Assn., 33 W. 42nd st.
Chorus Equity Assn., 229 W. 51st st.
Chorus Equity Assn. of America, 33 W. 42nd st.
Civic Concerts Assn., 1 W. 34th st.
Colored Vaude. & Bene. Assn., 424 Lenox ave.
Drama Society, 131 E. 15th st.
Dramatists' Guild, 41 Union Square.
Eastern Theater Man. Assn., 1476 Broadway.
Eastern Vaudeville Man. Assn., 1493 Broadway.
Furrest Dramatic Assn., 260 W. 45th e.
French Dramatic League, 32 W. 57th st.
Grand Opera Chorus Alliance, 1547 Broadway.
Internat'l. All. of Theatrical Stage Employees and Moving Picture Operators, 110 W. 40th st.
International Music Festival League, 113 E. 34th st.
Interstate Exhibitors' Assn., 467 Broadway.
Jewish Pub. Service for Theat. Enterprise, 1400 Broadway.
M. P. T. Assn. of the World, Inc., 32 W. 47th st.
Motion Picture Directors' Assn., 234 W. 55th st.
M. P. Theater Owners of America, 1482 B'dway.
Music League of America, 1 W. 34th st.
Music League of America, 8 E. 34th st.
Music Pub. Prot. Assn., 56 W. 45th st.
Musical Alliance of the U. S., Inc., 501 5th ave.
Musical Art Society, 33 W. 44th st.
National Assn. of Harpists, Inc., 63 River Drive.
Natl. Bureau for the Advancement of Music, 105 W. 40th st.
National Burlesque Assn., 1545 Broadway.
Photoplay League of America, 25 W. 45th st.
The Players, 16 Gramercy Park.
Professional Women's League, 144 W. 55th st.
Road Men's Assn., 676 8th ave.
Society of America Dramatists, Composers, 220 W. 42nd st.
Stage Society of New York, 8 W. 40th st.
Stage Women's War Relief, 38 W. 45th st.
United Scenic Artists' Assn., 161 W. 46th st.
Vaudeville Managers' Prot. Assn., 701 7th ave.

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Amateur Comedy Club, 150 E. 36th st.
Authors' Club, Carnegie Hall.
Burlesque Club, 125 W. 47th st.
Burlesque Club, 161 E. 44th st.
Cinema Camera Club, 220 W. 42nd st.
Dressing Room Club, 200 W. 139th st.
Film Players' Club, 138 W. 46th st.
Frans' Club, 110 W. 48th st.
Gamat Club, 42 W. 58th st.
Green Room Club, 139 W. 47th st.
Hawaiian Musical Club, 160 W. 45th st.
Hebrew Actors' Club, 108 2nd ave.
Hebrew Actors' Club, 489 5th ave.
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The Lambs, 123 W. 44th st.
The Little Club, 216 W. 44th st.
MacDowell Club of New York, 108 W. 55th st.
Metropolitan Opera Club, 139 W. 39th st.
Musicians' Club of New York, 14 W. 12th st.
National Travel Club, 31 E. 17th st.
New York Press Club, 21 Spruce st.
Roberson Club, 335 W. 45th st.
Rotary Club of New York, Hotel McAlpin.
Three Arts Club, 340 W. 85th st.
Travel Club of America, Grand Central Palace.
Twelfth Night Club, 47 W. 44th st.

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I. A. T. S. E., Local 35, 1547 Broadway.
Motion Picture Operators, 101 West 45th, N. W. cor. 6th ave.
Musical Mutual Prot. Union, 201 E. 86th st.
Musical Union New York Federation, 1236 Lenox st.
Theatrical Prot. Union, No. 1, 1482 Broadway.

PITTSBURG, PA. ASSOCIATIONS
Pittsburg Assn. of Magicians, 600 Savoy Theater Bldg.

UNIONS
Billposters' Union, No. 3, 235 Fifth ave.
I. A. T. S. E., Magee Bldg., Webster ave.
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Musicians, No. 60, of A. F. of M., Manufacturers Bldg., Duquesne Way.

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Philadel. Actors' Progressive Assn., 133 N. 8th.

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Internat'l. Alliance Theatrical Stage Emp. 400, 36 S. 16th.
Internat'l. Alliance Theatrical Local 8, Heed Bldg.
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Musicians' Union Penna., 610 N. 10th.
Musicians' Protective Assn. Loc. Union A. F. of M., 115 N. 18th.

KANSAS CITY, MO. CLUBS
Musicians' Club, 1017 Washington.

TRADE UNIONS
Moving Picture Operators' Caln., 813 Walnut.

SAN FRANCISCO, CAL. ASSOCIATIONS
Accordian Club, 1521 Stockton.
Players Club, 1777 Bush.

TRADE UNIONS
Moving Picture Operators, 109 Jones.
Musicians' Union Local 6, 68 Haight.
Theatrical Stage Employees Local 16, 68 Haight.

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Colored Actors' Union, 1227 7th, N. W.

JERSEY CITY, N. J. ASSOCIATIONS
Society of American Musicians, 230 Union.

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Benton Dramatic Club, 2653 Ohio.
Musicians' Club, 3535 Pine.
Phoenix Musical Club, 1712 S. 3rd.
St. Louis Symphony Orchestra, Univ. Club Bldg.

ASSOCIATIONS
Musicians' Mutual Benefit Assn., 2355 Pine.

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Wallace Graham Bureau, Brandon, Man., Can.

CONFETTI AND SERPENTINES
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 Chicago Costume Wks., 116 N. Franklin, Chicago.
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 Minnesota Statuary Co., 1213 Washington ave.,
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 dramatic editor, Knickerbocker Bldg., N.Y.C.
 Call, Maida Castellum, critic and dramatic
 editor, 112 Fourth ave., N. Y. City.
 Commercial, Mrs. H. Z. Torres, 38 Park Row,
 New York City.
 Daily News Record, Kecey Allen, critic and
 dramatic editor, Hotel Hermitage, Times
 Square.
 Journal of Commerce, Edward E. Pidgeon, 1493
 Broadway, New York City.
 News (Illustrated) Miss McElliott, 25 Park
 Place, New York City.
 Sun and New York Herald, Lawrence Reamer,
 critic; John Logan, dramatic editor, 250
 Broadway, New York City.
 Telegraph, Leo Marsh and Renold Wolf,
 Eighth ave. and 50th st., N. Y. C.
 Times, Alexander Woolcott, critic; George S.
 Kaufman, dramatic editor, 217 West 43rd
 st., New York City.
 Tribune, Percy Hammond, critic; Beauvais B.
 Fox, dramatic editor, 154 Nassau st.

World, Louis DeFoe, critic; Quinn L. Martin,
 dramatic editor, Pulitzer Bldg., N. Y. City.
NEW YORK EVENING PAPERS
 Daily Women's Wear, Kecey Allen, Hotel
 Hermitage, N. Y. C.
 Evening Post, J. Ranken Towse, critic; Chas.
 P. Sawyer, dramatic editor, 20 Vesey st.,
 New York City.
 Evening Sun, Stephen Rathbun, 280 Broadway,
 New York City.
 Evening Telegram, Robert Gilbert Welch,
 7th Ave and 16th st., New York City.
 Evening Globe, Kenneth MacGowan, critic;
 Miss Allison Smith, dramatic editor, 75 Dey
 st., New York City.
 Evening Journal, John MacMahon, critic and
 dramatic editor, Knickerbocker Bldg., N.Y.C.
 Evening Mail, Burns Mantle, critic; B. E. Holz-
 man, dramatic editor, Room 1205, 220 West
 42d st., New York City.
 Evening World, Charles Darnton, critic; Rida
 Dudley, dramatic editor; Pulitzer Bldg., New
 York City.

CHICAGO PAPERS
 Chicago Daily Tribune, Sheppard Butler, 7 S.
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 Chicago Herald and Examiner, Ashton Stevens,
 163 W. Washington st., Chicago.
 The Chicago Daily Journal, O. L. Hall, 15 S.
 Market st., Chicago.
 The Chicago Daily News, Amy Leslie, 15 6th
 ave. North, Chicago.
 The Chicago Evening Post, Charles Collina, 12
 S. Market st., Chicago.
 The Chicago Evening American, "The Optimist,"
 360 Madison st., Chicago.

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 Boston Post, Edward H. Crosby, Boston, Mass.
 Boston Herald, Philip Hale, Boston, Mass.
 Boston Globe, Charles Howard, Boston, Mass.
 Boston Advertiser, Fred J. Harkins, Boston,
 Mass.

BOSTON EVENING PAPERS
 Boston Traveler, Katharine Lyons Boston, Mass.
 Boston American, Fred J. McEane, Boston, Mass.
 Boston Telegram, F. H. Cushman, Boston, Mass.
 Boston Transcript, H. T. Parker, Boston, Mass.

BALTIMORE MORNING PAPERS
 The American, Robert Garland, Baltimore.
 The Sun (no one especially assigned to dramatic
 criticism), Baltimore, Maryland.

BALTIMORE EVENING PAPERS
 The Evening Sun, John Oldmixon Lambdin, Bal-
 timore, Md.
 The News, Norman Clark, Baltimore, Md.

ATLANTIC CITY (N. J.) MORNING PAPERS
 Gazette-Review, Arthur G. Walker, Atlantic
 City, N. J.
 Daily Press, Will Casseboom, Jr., Atlantic City,
 BROOKLYN (N. Y.) EVENING PAPERS
 Citizen, H. E. Tower, critic and dramatic
 editor, 397 Fulton st.
 Eagle, Arthur Polaek, critic and dramatic
 editor, Eagle Bldg.
 Standard Union, John Brockway, 292 Washing-
 ton st.
 Times, Walter Oatrelner, critic and dramatic
 editor, 4th and Atlantic avenues.

ALBANY (N. Y.) MORNING PAPERS
 The Argus, Wm. H. Haskell, 44 Chestnut st.,
 Albany, N. Y.
 Knickerbocker Press, William H. Haskell, 44
 Chestnut st., Albany, N. Y.

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 Times Union, Miss Maril A. Meyers, 10 Magnolia
 Terrace, Albany, N. Y.
 Evening Journal, Christine Birrell, 75 No.
 Pearl st., Albany, N. Y.

NEW HAVEN (CONN.) MORNING PAPERS
 The Register, dramatic editors, Frank H. Smith
 and Stanley J. Garrey, New Haven, Conn.
NEW HAVEN (CONN.) EVENING PAPERS
 Times-Leader, C. W. Pickett, New Haven, Conn.
 Journal Courier, Arthur J. Slogane, New Haven,
 Conn.

PITTSBURG MORNING PAPERS
 Dispatch, Paul M. Young.
 Gazette-Times, William (Bill) Lewis,
 Post, Wm. J. Bahmer.

PITTSBURG EVENING PAPERS
 Chronicle Telegram, Robert Chilton,
 Leader, J. K. Eng.
 Pittsburg Press, Chas. Gilmore, critic aud. 11b.
 Sun, Frank Merchant.

WASHINGTON MORNING PAPERS
 The Post, Frank P. Morse, Post Bldg., Wash-
 ington, D. C.
 The Herald, Earle Dorsey, Washington, D. C.
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 The Star, Phillander Johnson, 1100 Penn. ave.,
 Washington, D. C.
 The Times, Harry O. Longhorst, Munsey Bldg.,
 Washington, D. C.

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 Anderson & Weber, Longacre Theater, N. Y. C.
 David Belasco, Belasco Theater, New York City.
 William A. Brady, Playhouse, New York City.
 Geo. Broadhurst, Broadhurst Theater, N. Y. C.
 F. Ray Comstock, Princess Theater, N. Y. C.
 Wendell Phillips Dodge, 110 W. 42nd st., N.Y.C.
 John Cort, 1478 Broadway, New York City.
 A. L. Erlanger, New Amsterdam Theater, N.Y.C.
 H. H. Frazer, 1441 Broadway, N. Y. City.
 Goetzl Theat. Enterprises, 1482 B'way, N.Y.C.
 Morris Gest, Century Theater, N. Y. City.
 John Golden, Hudson Theater Bldg., N. Y. C.
 Arthur Hammerstein, 105 W. 40th st., N. Y. C.
 William Harris, Jr., Hudson Theater, N. Y. C.
 Arthur Hopkins, Plymouth Theater, N. Y. City.
 Adolph Klausner, 110 W. 42nd st., N. Y. City.
 Marc Klaw, 1531 Broadway, New York City.
 Henry Miller, Henry Miller Theater, N. Y. C.
 Oliver Morosco, Morosco Theater, N. Y. City.
 Henry W. Savage, Cohan & Harris Theater, NYC.
 Selwyn & Co., Selwyn Theater, New York City.
 Lee & J. J. Shubert, Shubert Theater, N. Y. C.
 Richard Walton Tully, 1482 Broadway, N. Y. C.
 A. H. Woods, Eltinge Theater, N. Y. City.

DRUMS (Snare and Bass)
 Barry Drum Mfg. Co., 3426 Market at., Phila., Pa
 Ludwig & Ludwig, 1611-1613 & 1615 N. Lin-
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FAIR ADVERTISING
 U. O. Colson Co., Colson Bldg., Paris, Ill.

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 Garrick Theater Bldg., 64-W. Randolph st.,
 Chicago, Ill.

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 Sing Fat Co., Chinese Bazaar, San Francisco.

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 B. L. Gilbert, BB, 11133 S. Irving ave., Chicago
 DeWitt Sisters, Grand Blvd. & E. Prairie ave.,
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 (Manufacturers, Dealers in and Rental Bureaus)
 Peerless Film Laboratories, Oak Park, Ill.

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 American-Italian Fireworks Co., Dunbar, Pa.
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 Byrnes-Weigand Co., 127 Dearborn, Chicago.
 Conti Fireworks Co., New Castle, Pa.
 Gordon Fireworks Co., 190 N. State st., Chicago.
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 Illinois Fireworks Display Co., Danville, Ill.
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 Box 612, Schenectady, N. Y.
 International Fireworks Co., main office Jr. Sq.
 Bldg., Summit Ave. Station, Jersey City, N.
 J.; Br. office, 19 Park Place, New York City.

THE INTERNATIONAL FIREWORKS CO., Henry
 Boddert, President, Established 1893, Scientific
 Manufacturers of Pyrotechnical Novelties, 806-808
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Martin's Fireworks, Fort Dodge, Ia.
 Newton Fireworks Co., 25 N. Dearborn, Chicago.
 N. A. Fireworks Co., State-Lake Bldg., Chicago.
 P. A. Manhattan B'g Fireworks, 18 Pk. Pl., N.
 Y.; 111 W. Monroe st., Chicago.
 Pan-American Fireworks Co., Ft. Dodge, Ia.
 Potts Fireworks Display Co., Franklin Park, Ill.
 Schenectady Fireworks Co., Schenectady, N. Y.
 Thearle-Dunfield Fireworks Display Company, 36
 S. State st., Chicago, Ill.
 Unexcelled Mfg. Co., 22 Park Pl., N. Y. City.
 M. Wagner Displays, 34 Park Place, N. Y. City.

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 R. H. Humphrys' Sons, 1022 Callowhill, Phila.
 O. E. Lindh, Inc., 512 N. 9th, Philadelphia, Pa.

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 De Winne, Albert, 8 Boulevard du Midi, Brus-
 sels.
 Hoste, O., 13 Boulevard Emile Jacquain, Brus-
 sels.
 O'Donnel, 21 Rue des Beguines, Brussels.
 DENMARK
 Pless, Gebr., Amsagade 18, Copenhagen.
 EGYPT
 Ph. Sarkis, Bureaux Postes 996, Alexandria.
 FRANCE
 Agence Brouette, 21 Rue Sainlier, Paris.
 Agence Dahan, 32 Rue Chaussee d'Antin, Paris.
 Agence Pasquier, 25 Rue de la Michodiere, Paris.
 Agence Pierre Moreau, 10 Rue Duperré, Paris.
 Agence Tournes de L'Amérique du Sud, 20 Rue
 Laflotte, Paris.
 Baud & Howell, 6 Rue de la Paix, Paris.
 Lajeure, E., Spectacle Office, 19 Boulevard Mont-
 martre, Paris.
 Meunier Agence, 69 Faubourg, St. Martin, Paris.
 Model Agence, 36 Rue Montholon, Paris.
 Pitau, R., Rue d'Hauteville, Paris.
 Roche, C. D., 15 Rue de Trevisse, Paris.

PROVINCIAL
 Agence Florian, 19 Rue Hellot, Toulouse.
 Agence Ibbett, 5 Rue Palais-Gallien, Bordeaux.
 Agence, Yve Allard, 12 Rue Nollès, Marseilles.
 Antony, 2 Rue Curio, Marseilles.
 Barrière, J., 15 Rue des Dominicaines, Mar-
 seilles.
 Dorval, Theater des Nouveautés, Toulouse.
 Ferard, L., Spectacle Office, 34 Allee de Meli-
 hant, Marseilles.
 Goubert, M. A., 84 Rue Senac, Marseilles.
 Hohlens, 438 Cours Lafayette, Lyons.
 Laurent, B., Dir. Apollo Theater, Avignon.
 Rasimi, E., 16 Rue Bellacordiere, Lyons.

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 Bamberg, Edouard, Post Box 632, Amsterdam.
 Cauverys, Agencur, Roeterstraat, Amsterdam.
 Dekkers, G. A., Hoonsdstraat, Rotterdam.
 Koster, William, Jruisstraat, The Hague.
 Lamp, P., Loan Emmastraat, The Hague.
 Saks, E., Wagenstraat 66, The Hague.
 Van Gelder, Max, Central Theater, Amsterdam.

ITALY
 Battaglio, Max, Via S. M. Maggiori, 154, Rome.
 Rossi, Vittorio, Salome, Margherita, Rome.
 Rossi Vittorio, 2 Via M. Vittoris, Turin.

NORWAY
 Arnosen, Thos., Frediksstnat.

POLAND
 Franzak, Rud., Coliseum, Lwow.
 Krumer, J., Nowy Swiat, Warsaw.
 Mroczkowski, M., Zircus Warszawski, Warsaw.

ROMANIA
 Kayaer, J., Strada Radu Woda, Bukarest.

SPAIN
 Bayes, Fernando, Plaza del Teatro, Barcelona.
 Batlle, Juan, Calle Union 7, Barcelona.
 Colomer, Asalto 42, Barcelona.
 Corzana and Perezoff, Asalto 12, Barcelona.
 De Yazduy, M., Theater Romea, Carretaz, 14,
 Madrid.
 Hernandez, Rublo, 7 San Gregorio, Madrid.
 Lelpoc, Vincent, Grand Casino, San Sebastian.
 Parish, Leonard, 8 Colmenares, Madrid.

SWEDEN
 Almloef, Chas., Roslagsgatan 17, Stockholm.

SWITZERLAND
 Kranebitter, E., Stamenbachstraa, Zurich.
 Kurtaal, Directory Roy, Geneva.
 Willers, Fr. Irchelstrasse, Zurich.

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 Kingery Mfg. Co., 429 E. Pearl, Cincinnati, O.
 Tarbell Mfg. Co., 220 W. Illinois st., Chicago.

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 Maurice Levy, 406 Lyceum Bldg., Pittsburg, Pa.

INCOME TAX ADVISER
 Albert B. Holecck, 8 So. Dearborn, Chicago.

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RAIN INSURANCE, Etc.
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 The MacLeod Co., Bogen st., Cincinnati, O.
 Waxham Light Co., R. 15, 330 W. 42d, N. Y. C.

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 Heaney Magic Co., Desk Y, Berlin, Wis.

MAGIC PLAYING CARDS
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 French Marabou, 7 Bond st., New York City.
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(Continued from page 193)

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Goldwyn Pictures Corp., 16 East 42nd st., N. Y.
Master Films, Inc., 130 W. 41st st., N. Y.
Associated Exhibitors, 25 West 45th st., N. Y.
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Allan Holubar Production, Hollywood, Cal.
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Edgar Lewis Productions Co., Inc., Los Angeles, Cal.
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Alan Crossland Productions, Los Angeles, Cal.
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AMATEUR TRAPEZE PERFORMER WISHES to join reliable partner for double trapeze act. One that is booked with circus preferred. Height, 5 ft., 10; weight, 135. LESLIE FERGUSON, Ensenore, New York.

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Educated, 25, Clever Speaker.

Will join carnival as asst. to manager; clerk or other capacity. Address BOX E. D. W., Billboard, Cincinnati. mar18

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AT LIBERTY—ADVANCE AGENT WITH truck. Contracting and some painting (or back on show). Man—Glow, blackface and tickets. Lady—Contortion, Roman rings and real monkey act. Both do sketches. Had lots of tent show experience. We carry our own baggage and props. THE TRACYS, 545 Canal St., Eaton Rapids, Michigan.

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A-1 ADVANCE AGENT and his helper want's season's work; reliable, energetic and sober; with any circus, carnival, chautauqua, overland or wagon show. Can drive a car. Will produce good results. Address AGENT, Billboard, St. Louis.

AT LIBERTY—I sell Balloons, Whips or Gold Bricks, or anything else. Who wants me? CHRIS FULLER, Burlington, Vermont.

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A-1 Five-Piece Orchestra—Piano, violin, saxophone, trombone and drums with xylophones. We feature soft syncopation and harmony. Address R. J. SHEPPARD, care Sheppard's Orchestra, Beloit, Kansas.

A-1 Organized Orchestra of eight experienced union musicians for high-class picture or vaudeville house. Must be permanent. It is essential that the management recognizes and appreciates the services of an orchestra to his theatre and community. If desired more musicians, and real ones, may be added. ORGANIZED ORCHESTRA, Billboard, Cincinnati.

At Liberty—"The Original Aces," snper six-piece dance orchestra; specialize in up-to-date dance music and original novelty. Wish to locate for summer season. Prefer resort, pavilion or pleasure boat. Address DONALD HUMPHREYS, care New Logan Hotel, Brockwayville, Pennsylvania.

At Liberty—Experienced Baritone; troupe or locate; concert band or location preferred. Address 204 Pulo St., Lake Charles, Louisiana. mar25

At Liberty—Five-Piece Dance Orchestra by March 15 for hotel, dance hall or summer resort. Combination consists of piano, saxophone, cornet, banjo, drums and xylophones. All young men. Read music as well as fake. Union. Write ORCHESTRA LEADER, 700 South 6th St., Burlington, Iowa.

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At Liberty June 1—Black & Blues

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At Liberty—Organized Six-

piece refined novelty dance and concert orchestra for hotel, cafe, summer resort or dance hall; prefer hotel, cafe or summer resort. Can start any time after March 15th; best of references; photos on request; members of A. F. of M. Address E. CLARKE, Henry Clay Hotel, Suite 401, Detroit, Michigan.

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five-piece combinations in the business; strictly up to the minute in all respects; want resort location; nothing but the best considered. 213 1/2 N. Talbott, Indianapolis, Ind.

At Liberty—Ten-Piece Band

for circus or carnival; A. F. of M. and uniformed; send your terms with contract. Write or wire. LEO BRUETTE, 1617 Patterson Pk. Ave., Baltimore, Maryland.

Band and Orchestra Director

and teacher wants location in Middle West. Thoroughly experienced and capable; complete equipment; if interested write. BAND AND ORCHESTRA DIRECTOR, care Billboard, Cincinnati, Ohio. mar25

Belmont Society Orchestra at

liberty June 1 for summer contract. Viola, sax., banjo, piano, drums. Double instruments, featuring real barmony and syncopation. Tuxedos. Photo on request. References. Address B. R. MANSER, 541 Washington St., Appleton, Wisconsin.

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working for a nation-wide reputation, want to locate in Los Angeles. Mr. Manager, this is your opportunity to book the only orchestra of its kind in America. Would consider lease. At liberty September 1st. Address Missoula, Montana.

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Now playing fashionable winter resort. Will be at liberty March 15. None but high-class propositions considered. Address LEADER, care Billboard, Cincinnati. mar18

Imperial 6 A. F. M. Are Now

open for summer engagements, dance halls or hotel work preferred. Music for all occasions. Only first-class work considered. LEADER H. P. ARNOLD, 710 Clarendon Ave., S. W., Canton, Ohio.

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medals and diplomas from best bands in Italian army, now director of the Virden Liberty Band, and celebrated cornetist, also instructor of piano and instruments of band, to improve his position would change to become master of a society, factory or lodge band. JOHN PELLICAN, Box 995, Virden, Ill. apr15

New World Septette—Consist-

ing of 5 talented children playing 1st violin, obligato violin, cornet, piano and drums; assisted by their parents (trombonist and cellist) respectively; are open for engagement for the summer; these children have been well trained; have an extensive repertoire, both classical and popular, and will create a sensation; ensemble includes a promising singer (soprano) pupil of Louis Schell; for press notices, terms, etc., write JOHN A. MCCROHN, 603 Plantation St., Worcester, Massachusetts.

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chestra wishes engagement. Piano, violin, banjo, sax. (doubling on clarinet) and drums; will go anywhere; references. LEE SHERMAN, 161 E. 95th St., N. Y. C. Phone, Lenox 5228.

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tra (experienced union musicians) wants season engagement at park or summer resort. At liberty after April 1st; references furnished. Address MUSICIAN, 228 Portage St., North Canton, Ohio.

A SNAPPY FOUR-PIECE DANCE ORCHES-

tra wants summer resort or park. Will go anywhere; play by contract only. WARREN W. PARKER, W. Market St., Logansport, Indiana. apr8

AT LIBERTY—TUBA B. & O.; TROUPE OR locate. CHAS. KIEFFER, Box 601, Fort Pierce, Florida.

AT LIBERTY FOR SUMMER SEASON—OR- ganized orchestra of 8 pieces for concert or dance; feature drummer; reliable hotel and resort managers write; reference. Address D. F. W. MUSICAL DIRECTOR, care Billboard, Cincinnati, Ohio.

AT LIBERTY AFTER MAY 1ST—5-PIECE jazz dance orchestra; piano, sax., violin, banjo, drums; have appearance, ability and strictly reliable; references. M. WIGHTMAN, 5808 Highland Ave., St. Louis, Missouri.

CREATORS OF REAL DANCE MUSIC. Unique in melody and coloring. Artistic; snappy rhythm, Tuxedo or fancy. Booking hotels, dance pavilions or resorts; summer season or short engagements. American Federation Musicians. Address "CAPT.," 2300 W. Adams St., Chicago, Illinois. apr1

DANCE AND HOTEL ORCH. OPEN FOR EN- gagement March 25. High-class proposition only. VIOLINIST, Salt Air Hotel, West Palm Beach, Florida. mar18

FOOTE'S FAMILY BAND AT LIBERTY—SIX piece. LENNIE FOOTE, New Haven, Ky.

ORGANIZED ORCHESTRA AT LIBERTY April 1—Now playing Keith vaudeville and feature pictures; will consider theatre, resort or first-class dance proposition. ORGANIZED ORCHESTRA, care Billboard, Cincinnati.

THE NEWPORT ENTERTAINERS. SIX- piece combination of A-1 musicians and harmony singers. Piano, drums, violin (doubles cornet), saxophone, banjo, four mallet xylo- phone artist (doubles on sax and piano); when possible we use two pianos. This band has played some of the best engagements in the country and is open only to reliable booking agents, theatre mgrs., hotels, summer resorts and dance pavilions. Address EARL NEW- PORT, 4218 Cornelius Ave., Indianapolis, Ind. mar25

THE ORIGINAL WILDS ORCHESTRA—SIX pieces; at liberty for summer resort, hotel or dance hall; an exclusive novelty orchestra playing the very best grade of concert and dance music; 1 employ only musicians of national reputation. Address P. R. WILDS, Manager, 1210 Shawmut St., Grand Rapids, Michigan.

AT LIBERTY MAY 1—High-class Concert and Dance Orchestra—piano, violin, saxophone, cello and drums. Can furnish more if wanted. This orchet has been together for years. Wish position summer resort or picture theatre for summer. Large library. Address G. M. HALEY, Keith Theatre, Charlotte, North Carolina.

REAL DANCE ORCHESTRA—Five men; union; at liberty for summer dance engagement, hotel or park; first-class engagement only; also Piano and Drummer for any engagement. THE ALLIANCE FIVE, 628 So. Haines Ave., Alliance, Ohio. mar18

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AT LIBERTY—AA BILLPOSTER. MARRIED, sober and reliable. Thoroughly experienced in all line including construction work. Can drive car. References. P. EHRIG, 1234 Third St., Jackson, Michigan. mar25

AT LIBERTY—AA Billposter. Age 23. Five years' experience. Wants job as porter and learn advance on carnival or dramatic show. Please state best salary and if send ticket all in first letter. Can give reference. E. L. YANCEY, 10, 312 W. 7th St., Columbus, Tennessee.

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At Liberty—A-1 Griddle Man. MORGAN BROWN, Maywood, Ind. mar25

Madam Stella Stanko, With "Dixie Expo. Shows," Bainbridge, Georgia, March 20-26.

S. S. George (Cardless) at Lib- erty for circus season; do MAGIC (CARD- LESS), ventriloquism punch; if you are look- ing for a real MONEY-MAKER for this season get busy; my terms are selling privileges and your limit. R4 118 Lawrence St., Lowell, Massachusetts.

Will Book My Cook House with carnival company. TIM CONNOR, 145 Wilson Ave., Gallon, Ohio.

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AT LIBERTY—TICKET SELLER, WATCH- man or special policeman; park, theatre or on the road; best references. CHRIS FULLER, Burlington, Vermont.

In Answering Classified Ads, Please Mention The Billboard.

(Continued on page 196)

Organist—Thoroughly Experienced and reliable, wants engagement in first-class theatre. Good organ and real salary essential. Address E. H., care Billboard, Cincinnati. mar18

Real Harmonica Player—I Am the harmonica player you want if you want one: play popular songs, rag and imitations; would like rube or scaboozy make-up; am 23; neat appearing and a good fellow. Write EDWARD LAUGHLIN, General Delivery, Cleveland, Ohio.

Real Snappy Dance Drummer at Liberty June 1st; for fast dance orchestra; troupe or locate, but prefer summer resort; young, neat, reliable; A. F. of M.; read and fake; Ludwig equipped; only high-class orchestras need apply. Ticket if far. M. C. MAAS, Bowdler, South Dakota.

String Bass—Experienced in better class picture music, invites correspondence with orchestra directors. Age, 35. Three years present position. Two weeks' notice necessary. A. F. of M. 802. South preferred. T. W. A., care Billboard, Cincinnati, Ohio. mar25

Tenor Banjoist Wishes To Join fast dance orchestra; young, neat, reliable; read, fake; harmonize; solo or cords. Ticket? yes. Prefer traveling or summer resort; others considered; thoroughly experienced. Address BANJOIST, 803 So. 14th St., Fort Dodge, Iowa.

Two Young Men at Liberty May 1; Trombonist and alto saxophone; prefer summer resort; band or orchestra; union. Address MUSICIAN, Route 3, Box 34, Richmond, Virginia.

Trumpet and Leader—With years of experience in R. R. and wagon shows; with a good rep. of music; don't ask my lowest; but state limit; all friends write. CHAS. E. VALENTINE, Bandmaster, Bielock Park, Peekskill, New York.

Violin Leader at Liberty—First-class violin leader. Violin or baton. Large library. Proper musical setting for pictures. First-class engagements only. Union. A. C. MARSHALL, 220 W. High St., Lexington, Kentucky.

Violinist—Desires Summer Engagement with reliable dance orchestra; age, 17; prefers seashore, ballroom, dance pavilion or hotel. Address VIOLINIST, 133 Bank St., Bridgeton, New Jersey.

Violin (Leader) at Liberty for pictures or road shows; strong, true tone; good library; slight reader; not a soloist, just a business "fid." Will guarantee satisfaction in every respect; your salary; go anywhere; union. Address S. M. DUNCAN, 233 S. Second, Louisville, Kentucky.

Violinist—Doubling Tenor banjo; wishes to join organized hotel or dance orchestra; schooled and experienced musician; only first-class proposition considered; state all first letter; references. Address VIOLINIST, 213 10th St., Yankton, So. Dak.

Violinist Leader and Wife Pianist; both experienced and professional musicians; large library of music of the better class. MUSICIANS, Box 505, Iarned, Kansas.

Wanted—Position Where I can change from trumpet to French horn, or quit music business for livelihood; no job too small. C. H. B., care Billboard, Cincinnati, Ohio.

World's Greatest Saxophonist at liberty and brother clarinetist for Municipal Band or A-1 Dance Orchestra; both play sax and clarinet; permanent location only. Address WORLD'S GREATEST SAXOPHONIST, Billboard, New York.

A-1 SOLO CELLIST (MALE) AND A-1 PIANIST (LADY) desire first-class permanent position (cellist doubles on trumpet). Will join on two weeks' notice. LEO HANSEN, 444 Joachim St., Quebec City, Canada. mar18

A-1 DRUMMER AND XYLOPHONIST AT LIBERTY for dance or theater work. Thoroughly experienced in all lines; also play tympani; A. F. of M.; prefer East; will go anywhere. Write, stating salary. XYLOPHONIST, Academy Theater, Lynchburg, Virginia. mar18

A-1 FLUTIST AT LIBERTY—TWELVE years' experience in motion picture and vaudeville. Two weeks' notice required. Age, 32. Reliable. A. F. of M. Want to locate. Address J. F. NEMEC, Sedalia Theater, Sedalia, Missouri. mar18

A-1 VIOLINIST, 35, AND DRUMMER, 25; Experienced; desire permanent engagement for pictures, vaudeville or dance orchestra; violinist cues pictures, doubles on cello; has large library; both reliable and sober; go anywhere. Address VIOLINIST, 4712 Alaska Ave., St. Louis, Missouri.

A-1 VIOLINIST OR LEADER FOR MOVING picture or vaudeville; best references. VIOLIN, 246 Frederick St., Hagerstown, Md.

A-1 DRUMMER AND PIANIST—MAN AND wife; union; experienced theatre musicians; large library; desire position in good theatre orch.; drummer plays bells, xylophone and tympani. Address BOX 256, Mitchell, S. D.

A-1 CLARINETIST—DOUBLING STRONG novelty and comedy juggling and musical acts; many years experience; change wardrobe and acts for week. THE GREAT KNETZGER, care Billboard, Cincinnati. mar25

ALTO SAXOPHONIST—READ, IMPROVISE and play in tune; experienced, young, neat appearing and absolutely reliable. Tuxedo; A. F. of M.; double clarinet if contract. M. O. MALMQUIST, 874 Prospect St., Appleton, Wisconsin. mar18x

AT LIBERTY—CORNETIST; PREFER STOCK; will double stage; no experience, but talented. ROY HARPSTER, P. O. Box 53, West Cairo, Ohio.

AT LIBERTY—EXPERIENCED BbB BASS; want permanent orchestra or band job; will consider circus or carnival; good references. BOX 904, Wolf Point, Montana. mar25

AT LIBERTY—CORNETIST; FOR CIRCUS or carnival. Say it all quick. Wire or write LEO BRUETTE, 1017 Patterson Pk. Ave., Baltimore, Maryland.

AT LIBERTY—A-1 TRAP DRUMMER; EIGHT years of experience in all lines; prefer dance work. WILLIAM HENNING, Elmhurst, Illinois. x

AT LIBERTY—FLUTE AND PICCOLO FOR movies, hotel, band or dance; young; married; no agitator; can deliver; write, don't wire. E. D. HILL, North Vernon, Indiana. apr1

AT LIBERTY MAY 1ST—EXPERIENCED cornetist, flutist, trap drummer; ladies; summer engagement, hotel, dance work preferred. A. B. C., care Billboard, New York.

AT LIBERTY—ORCHESTRA LEADER; VIOLIN and bassoon; fine library; troupe or locate. GEO. R. YOUNG, Shirley, Indiana.

AT LIBERTY—LADY CORNETIST AND PIANIST. BOX 26, care Billboard, Cincinnati.

AT LIBERTY—CLARINETIST, UNION, CONSIDER anything. Prefer circus. Address MUSICIAN, 86 West Forest, Detroit, Mich.

AT LIBERTY—EXPERIENCED ORGANIST and pianist for picture theatre; union, local 10. ORGANIST, 5009 Blackstone Ave., Chicago, Illinois.

AT LIBERTY FOR LYCEUM OR CHAUTAUQUA engagements; banjo trio doubling Hawaiian instruments; good appearance; good line of music. Address F. POE, 700 Grand Ave., Evansville, Indiana.

AT LIBERTY—A-1 BbB BASS; FOR SMALL show of any kind or location. Experienced in both lines. All replies to M. JONES, 947 Richmond St., Cincinnati, Ohio. mar25

AT LIBERTY—CLARINETIST; EXPERIENCED in vaudeville, pictures or troupe; union; also play E flat. DAVE G. POLAND, 923 Linden Ave., Springfield, Ohio.

AT LIBERTY—A-1 TRAP DRUMMER; PLAYS the stuff and right tempo; vaudeville experience. Played with Maud Mueller's Kings of Syncopation, big-time acts and leading orchestras. Write. Join us wire. AL DONAHUE, 587 Summer St., Holyoke, Massachusetts.

AT LIBERTY—TRUMPET; EXPERIENCED in all lines; troupe or locate; union. HARRY C. STAHLER, 647 Third St., Albany, New York. mar18x

AT LIBERTY APRIL 15—A-1 VIOLINIST and pianist (man and wife); picture, concert, dance; large library. GOMETZ, Billboard, New York. apr1

AT LIBERTY—CORNET PLAYER AND BAND director; for dance orchestra or concert band; teach all band instruments; young, married and reliable. D. E. MOORE, Tupelo, Mississippi. mar18

CLARINETIST—UNION; THOROUGHLY Experienced in all theatre business. Wishes position theatre, hotel or dance orchestra; summer engagement with municipal band considered; reason for this ad. theatre destroyed by fire; locate only. HARRY KUNKLE, Gen. Del., Tupelo, Kansas.

DRUMMER—DANCE OR THEATER; SIGHT reader, A-1 faker; xylophones, bells; double Casaphone; young, neat. DRUMMER, 8202 Hoffman Ave., Cleveland, Ohio. mar25

EXPERIENCED LADY CORNETIST AND PIANIST desires engagement in orchestra with theater or stock company. Permanent address MUSICIAN, 210 So. 16th St., Keokuk, Ia. mar25

FIRST-CLASS TENOR BANJOIST—BIG TONE, lead and harmony. At liberty after March 20. Double on cello. Address ALEXANDER, Billboard, Chicago.

LADY PIANIST, SINGER, ARTISTE—EXperienced sight reader; join orchestra, theatres, hotels, mountains, seashore; only best people answer; wire or write. ROSETTE KRUSE, 201 W. 91st St., New York.

LADY PIANIST AND VIOLINIST—BOTH double saxophone; open for hotel, theater, band, chautauqua May 1; experienced; union. MUSICIANS, 413 N. Tioga St., Ithaca, New York. mar18

OBOE—EXPERIENCED; AT LIBERTY APRIL 1; wishes engagement in theater or first-class band. EXPERIENCED OBOE, care Billboard, Cincinnati.

TENOR BANJO—AT LIBERTY FOR DANCE orchestra, doubling mandolin, banjo and Hawaiian guitar; union; age 20; fake, read some; neat appearance; furnish Tuxedo; will go anywhere. Address GILBERT VANOSDALE, care Harmony Five, Benton, Illinois.

TROMBONE AT LIBERTY—EXPERIENCED both in band and orchestra. Write D MOR-ELLI, Box 269 Wheeling, West Virginia.

TWO FIRST-CLASS LADY MUSICIANS, Experienced in all lines; flutist doubles banjo; cornetist plays saxophone and bassoon. IRMA DROWNE, 25 Battery St., Providence, R. I. mar25

A-1 LADY TROMBONE AT LIBERTY—Three years same job. Dance, movies, anything. Address SLIDE, Billboard, Cincinnati.

A-1 ROUTINE VIOLINIST, thoroughly experienced in all lines, desires permanent theatre or hotel engagement. Will consider steady location anywhere. VIOLINIST, General Delivery, Boston, Massachusetts.

ALTO SAXOPHONIST—Union. Thoroughly experienced in band and orchestra. Cello or saxophone parts in orchestra. Can double clarinet in few weeks. Age, 24. Studied reliable, clean and capable, but do not extemporize or fake. At liberty for band, theatre, hotel, dance or repertoire show. Salary reasonable. Address "ALTO SAXOPHONIST," care The Billboard, Cincinnati, Ohio. mar18

AT LIBERTY—Pianist and organist, for permanent position in theatre, curing pictures, alone or with trap drummer. Improvise, read, Reliable. Age, 35. Good appearance. Best reference. Write or wire. Top salary. Reliable managers reply. PIANIST-ORGANIST, 334 Eighth St., Portsmouth, Ohio. mar25

AT LIBERTY—Violinist; 12 years' experience. High-class Pictures, Vaudeville, Dance Work near Chicago. A. F. M. Address W. C. A., care Billboard, Chicago.

AT LIBERTY—A-1 Banjoist. Pick or finger player. Lately featured with Moreland's "10-1 Heads," 10-piece dance orchestra (now disbanded). Pickers lay off. Address C. B. RAY, Box 368, Williamsport, Pennsylvania.

AT LIBERTY—BbB Bass Player. Circus, carnival or others. Absolutely honest and reliable. State all in first letter. J. R. WILLIAMS, Douglas, Mich. x

AT LIBERTY—Lady Drummer wishes theatre engagement with five or more musicians. Union. Experienced in all lines. Prefer State of Pennsylvania. LILLIE CORNELL, care General Delivery, Westfield, New Jersey.

AT LIBERTY—Two A-No. 1 Cornettists open for engagement, hotel, resort, concert band, or any first-class proposition. Feature solos, duets. Will sign season's contract. State terms when answering. Address ALBERT F. DOBECK, 122 N. Wisconsin St., Elkhorn, Wisconsin.

AT LIBERTY—Business Trumpet, B. and O. Am no jazz sound or soloist. A. F. of M. Address MUSICIAN, 228 Portage St., North Canton, Ohio.

AT LIBERTY—Snare Drummer. T. ARMANDO, 334 E. 113th St., New York City.

AT LIBERTY—Violinist; legitimate, experienced business violinist; played in Halto Theater and Krug Park of Omaha, Neb., all 1920. Prefer straight M. P. show; small orchestra. Would consider dance or cafe in case show only runs nights. Prefer just afternoon and night playing M. shows only, but not too particular. 25 years' all around experience; A-1 man for conscientious manager; also double Alto. Address GEO. E. RAUSCH, care General Delivery, Kansas City, Missouri. x

AT LIBERTY—Feature Harmony Alto Saxophonist, for a fast dance orchestra that releases. Play arpeggios, broken chords, etc. Soft round tone. Read a little fake like the devil. Can double a little violin. Travel or locate. Now playing with college orchestra. No Tux., but will get one if necessary. Contract only considered. Will go anywhere, but can't afford a fortune for a ticket. Can come immediately. Write or wire "BOB" RETT, 360 Vernon Ave., Beloit Wisconsin.

AT LIBERTY—Violinist; double Saxophone and Banjo; can furnish first-class Pianist and Violinist; vaudeville, pictures, etc. BARETT, Walton Theatre, Pulaski, Virginia. mar18

AT LIBERTY—Barrett's Orchestra for dance, pictures, etc. Violin double saxophone or will work single. 50 Main St., East Orange, New Jersey. mar18

AT LIBERTY—Pianist, Organist and Operator; man and wife. Man, experienced Operator. Wife, first-class Vaudeville Pianist and Organist. Address PIANIST AND OPERATOR, care Billboard, Cincinnati, Ohio. apr1

AT LIBERTY—A-1 Lady Violinist (leader). A. F. of M. Large library. Only offers from reliable managers considered. Write P. M., care Billboard, New York. mar25

C MELODY SAXOPHONIST at Liberty—Prefer permanent Novelty Jazz Orchestra. Age 18, very neat and good appearance. Read, fake and jazz; have clown suit, good voice. Post and reliable orchestras save stamps. Not union. Address MUSICIAN, Box 466, Gaiter, Illinois.

CLARINETIST AT LIBERTY, after giving two weeks' notice. Call CLARINETIST, 658 W. Pike St., Clarkburg, West Virginia. apr8

CLARINETIST AT LIBERTY—A. F. of M. Twenty-five years' professional experience with good routine. Hotel orchestra or good vaudeville house preferred. Picture grind not considered. Address VINING CLARINET, R. R. 4, Dayton, Ohio. mar18

DRUMMER, of the Indiana Five. Will be at Liberty May 1. Would like to connect with a live dance orchestra in the Middle West or West. Address TOMMY ATKINS, 726 9th St., N. St. Petersburg, Fla.

FIRST-CLASS VIOLA—A. F. of M. Experienced. Symphony, movies, etc. Double trumpet. J. G. L., care Billboard, Cincinnati, Ohio.

FLUTIST AT LIBERTY—Experienced in all lines. Guarantee satisfaction. H. M. DUESLER, Ashland, Kentucky. mar25

Eb TUBA, B. AND O. CELLO OR BASS parts in Orchestras, Dramatic or Chautauqua. Experienced. Don't ask my lowest. Write; state salary. BERT POTTER, Harper, Kansas.

EXCELLENT FLUTE, thoroughly experienced, wishes permanent position; union; fine reader and strictly reliable. Address MUSICIAN, 318 Gate St., Logansport, Indiana. mar25

EXPERIENCED TRUMPET—Any good offer. Will locate. Also barber. Can teach hand. Vaudeville house preferred. C. C. MCCARTHY, 63 11th St., N., Minneapolis, Minnesota.

ORCHESTRA LEADER: Violin double Alto in Band. A-1 library; experienced. A. F. M. Rep. Show Mgr.'s address DEE CAMPBELL, 505 1/2 North Hudson, Oklahoma City, Oklahoma.

POSITION WANTED as Slide Trombone Player, or will double on Trombone and Alto. MAURICE W. MCCORMICK, Box 291, Greenup, Illinois. mar25

PARKS AND FAIRS

3e WORD, CASH (First Line Large Black Type) 2e WORD, CASH (First Line and Name Black Type) 1e WORD, CASH (Set in Small Type) (No Adv. Less Than 25c)

At Liberty — Billy Remsey. Novelty man, also singing, hard shoe dancing, talking, punch, black, silly kid, Irish. Send tickets. Can join on wire. 24 Somerset St., Boston, Massachusetts.

Attention, Attention — Now contracting my three acts. High swinging wire act, original comedy table act and CREAMY juggling act. Send for circulars. JOSEPH CRAMOR, 123 E. New York St., Indianapolis, Indiana. mar18

Baby Doll, Fat Girl, at Liberty. Would like to hear from reliable outfits, also parks and beaches. Address care WORLD MUSEUM, Philadelphia, Pennsylvania.

Chas. Skiver, Balloonist—Performing one to five parachute drops each ascension. Managers of fairs, celebrations, national land sales write for prices. 1852 S. State St., Indianapolis, Indiana. x

Maxwell Bros., Comedy Bars. Lots of action.

Music for Dancing—Popular songs between dances. Fine belly, draws the crowds. "Magnavox" does all. Have outfit with services. Percentage or flat. Write C. EDWARD FELDSCHEER, 123 Jamaica Ave., Astoria, Long Island, New York.

Pepper & Stoddard Want Every park manager and fair secretary to see our ad on page 170. Eastern fairs preferred.

Tom and Bessie Hayes—Crest of all athletes, open for fairs, parks and celebrations. Two sensational circus acts. For terms perm. address Sandusky, Mich. apr8

We Have the Greatest Three-act aerial show in the world. Guaranteed attraction. Prices right. BONETTE BROTHERS, Enfield, Massachusetts. apr8

AT LIBERTY—SAILOR JIM WHITE; FORMER navy's strongest man; a real act. 133 Mildred St., Philadelphia, Pennsylvania.

CAPT. CHAS. E. COLE, HIGH DIVER, NOW looking season 1922—parks, fairs and celebrations of all kinds. Committees desire sensational free act of this kind write CAPT. CHAS. E. COLE, 609 Company St., Adrian, Michigan.

CONTORTIONIST AND HANDBALANCER—Now contracting for fairs and celebrations. A new act that ranks with the best. For particulars write LEO DEMERS, 413 North 7th St., Manitowish, Wisconsin. apr8

LASERE AND LASERE—TWO GUARANTEED novelty outdoor free act for coming season. Open for indoor events until May. Carey, Ohio. apr1

MAJESKA—PALMIST, CRYSTAL GAZER, VALENT season 1922, East Coast. Season 1919-20 Ashbury Park. Season 1921 Atlantic City. All communications, terms, etc., care Billboard, New York. mar25

PALMIST AND WIFE WANT TO LOCATE either in a park or beach. Will work 50-50 or flat rent, or will let wife sell tickets. Would travel with a good carnival or any way in this line of business. Have had Coney Island experience, am good office worker and have also worked at North Beach and Wheeling Park, W. Va. Prefer park on per cent. Address 5181 Kinkaid St., East End, Pittsburg Pa.

CHARLES GAYLOR—Giant Frog, Gymnastic Free Attraction. LEE TOY, Chinese Oriental Acrobatic Equilibrist. Two great free acts for fairs, celebrations, etc. Particulars, 3306 17th St., Detroit, Mich. jun3

PERCY HOWELL, Clown Comedian, King of Buggy. Gloom Chas.; free act, one-man band, xylophone-washboard and drums. Grandest array of comical intellect ever assembled in any one human being. This service for sale to the circus, fair secretaries, promoters, live-wire carnivals, theaters and others. One odd year in Washington, D. C. with sign of advertisement on my back doing street comedy which is a sure traffic blocker. A silent act of repute. Funny actions that are funny. Address PERCY HOWELL, 1118 New Jersey Ave., S. E., Washington, D. C. x

In Answering Classified Ads, Please Mention The Billboard.

(Continued on page 198)

THE LA CROIX (Lady and Gentleman)—Beautiful...

THE LOSTERS—Booking parks and fairs for this...

PIANO PLAYERS

3c WORD, CASH (First Line Large Black Type)

A-1 Dance Pianist—Union. Read and fake. Only reliable orchestras.

At Liberty—A-1 Pianist. Nine years' experience in vaudeville and pictures.

Pianist at Liberty—Experienced in pictures and vaudeville; good library.

Wanted—Position as Pianist in vaudeville or motion picture. Permanent.

Young Lady Pianist—High-class musician, desires position alone or with orchestra.

A-1 PIANIST LEADER FOR TABS AND PICTURES. Head, fake, transpose, arrange and take down from voice.

AT LIBERTY—REAL VAUDEVILLE PIANIST; thoroughly experienced in vaudeville, musical comedy and pictures.

PIANIST—UNION; PICTURES; CAN PLAY vaudeville tablids. Employed; wish change.

PIANIST AT LIBERTY—EXPERIENCED IN all lines, alone or with orchestra; reference; also play organ.

POSITION—BY VERY FINE PIANIST, either in high-class vaudeville or motion picture work.

AT LIBERTY—Lady Pianist. A. F. M. Ten years' experience in movie and vaudeville theatre orchestras.

AT LIBERTY—First-class Piano Player. Play any kind of show. Double. Responsible. Specialty. Best of reference.

AT LIBERTY—First-class Pianist for vaudeville act. Reason for ad just closed with big time act.

BEST PICTURE PIANIST desires connection with first-class house. Climate causes desire of change.

PIANIST wishes position; Dance, Cafe, Hotel Orchestras. Am clever dance man read fast, not at sight, fake and improvise, arrange, capable leader.

VAUDEVILLE ARTISTS

3c WORD, CASH (First Line Large Black Type)

A-1 Artist Violinist Wants connection with big time vaudeville act. Address E. C. SIN, Violinist, 292 E. 15th St., New York City.

Ed Conklin, Magician and Juggler. Six different acts Magic, jugglmg, balancing, trunk, mall sack and strait-jacket escapes.

Emil Walter, Classy Female Impersonator, 2204 Fifth Ave., Birmingham, Alabama.

Topmounter for Hand-To-Hand act at liberty; height, 5 ft., 2 in.; weight, 130; we'll built; no amateurs. MELROSE, care The Billboard, Cincinnati, Ohio. mar25

Wanted at Once—A Job With A-1 hypnotist who has had at least 5 years' experience; I am amateur hypnotist; also M. P. operator; I should prefer someone with M. P. concern. Can leave at once. Write W. S. PERKINSON, Corvna, Maine. x

AT LIBERTY—MILLER THE MAGICIAN; open for engagement with a reliable medicine show. State your best. Address General Delivery, Flint, Michigan. x

AT LIBERTY—WARREN'S NOVELTY ACROBATS. Three people—one clown, two straights—featuring world's best and youngest midcet acrobat and wire walkers, trapeze performers.

AT LIBERTY—PALMISTS, CRYSTAL GAZERS, singers, mind-readers, etc., for the season. Representatives everywhere; want new ones for growing list. PROF. BRAGANZA, Back Bay, Boston, Massachusetts.

TEAM, MARCH 18—MAN, AGE 27, ANYTHING cast for. Sing quartet. Also union piano leader. Twelve years' experience. Wife ingenue, soubrette, ingenue parts and lead numbers and puts 'em over. Both of us reliable.

PAMAHASIKAS PETS, the standard attraction. The only show like it. Presents the best trained birds and animals, under the personal direction of Prof. Pamahasika.

AT LIBERTY—A Colored Jubilee and Concert Co. A company of singers, players and entertainers. Experienced, versatile company. For vaudeville, fairs, free acts and parties.

PAMAHASIKA'S FAMOUS BIRD ACT and Society Circus wants to hear from managers of Parks, Piers, Fairs or any other outdoor resort wanting a high-class standard feature Attraction.

COMEDY MUSICAL ACT and Punch and Judy Show. New booking celebrations, picnics, etc. Satisfaction guaranteed committees. Write, CHAS. WILLIAMS, 2720 Park Ave., St. Louis, Missouri. apr8

PAMAHASIKA'S DOG AND PONY SHOW—High-class entertainment. Can be engaged. For particulars write GEO. E. ROBERTS, 2224 N. Fairhill St., Philadelphia, Pa. Pamahasika's Pets' Headquarters. mar25

FEMALE IMPERSONATOR AT LIBERTY—For musical comedy or vaudeville. L. GIBSON NOEL, 704 7th St., Carrollton, Kentucky. mar18

PAMAHASIKA'S FAMOUS BIRD ACT—The best trained and starred in America. For open dates write GEO. E. ROBERTS, 2224 N. Fairhill St., Philadelphia, Pennsylvania. Headquarters Pamahasika's Pets. mar25

MAGICIAN AT LIBERTY, SEASON 1922—One or two-nights. Side Shows or Carnival only. State all first letter. L. J. EASTMAN, Pepin, Wisconsin. YOUNG MAN wants to get on stage. Can sing and act well. What have you to offer? L. M., Billboard, New York.

ACTS, SONG AND PARODIES 3c WORD, CASH. NO ADV. LESS THAN 25c. 5c WORD, CASH. FIRST LINE LARGE TYPE.

Acts, Sketches, Minstrels — Plays written to order. Terms for a stamp. E. L. GAMBLE, Playwright, East Liverpool, O.

Author of Vaudeville Ideas—Parodies, songs, acts. Terms reasonable. BERT MARION, 268 W. 43rd St., New York City.

Free Catalogue—Acts, Plays, Books. AL FLATICO, 1213 Superior, Cleveland, Ohio. apr22

J. C. Bradley, Writer of Exclusive Vaudeville Material. 110 King St., New York. apr8

Punch and Judy!!—You Can do it. I teach correctly. Costs little. Send stamp for details. LIONEL SCOTT, 719 First, New Orleans, Louisiana.

Red Hot Off the Press—The Little Wit Stick, 50c copy; worth \$5.00. WIT STICK PUB. CO. (405), 1531 Broadway, New York. mar25

ABSOLUTELY ORIGINAL PIANOLOGUE—Beautiful Belinda, thrilling story. Burlesque piano accompaniment suggested. Twisting birds, heroine's sighs, storm, duel. \$1.25. WALTER BEN HARE, Springfield, Mass. mar25

ACTS—"A Day Underground," Irish, German, 2 Straights; something new. "Working the Bluff," 2 males, 2 females; good fare. Both suitable for big-time. Other acts. J. JEROME NOLAN, Mahanoy City, Pennsylvania.

ACTS, SKETCHES, MONOLOGS and Special Songs written to order. Original exclusive material guaranteed. Reasonable prices. J. C. BRADLEY, 110 King St., New York. apr8

AGENT—Your act is great. I want you to play my entire circuit. Act—Thanks for the offer, but I was booked solid at my first showing of the new act I got from the PORESS THEATRICAL SUPPLY CO., Box #12, Boston, Massachusetts. mar18

A MESSAGE—There is novelty wanted in the show business today. New acts, new faces, new ideas. The managers are more than willing to pay large salaries for suitable material. They are seeking everywhere to find acts that will please their patrons.

ACTS, SKETCHES, MONOLOGUES to order. NAT GELLER, 538 East 175th St., Bronx, New York.

A RIOT OF LAUGHS!—Get the "Famous Collection of Ben Sawdust Stories." Only one dollar. JOHN J. KENNY, Room 405, 1531 Broadway, New York. mar18

CLARENCE A. STOUT, writer of "O Death, Where Is Thy Sting," will write original melodies to lyrics, including piano arrangements. Work guaranteed. Write for lowest prices. CLARENCE A. STOUT, Vincennes, Indiana. mar25

DANCE ACT—Never used in U. S. A. knockout. Further information write PROF. AND MRS. ROCKVAM, Mankato, Minnesota. mar25

DO YOU KNOW why many acts lay off while agents scout wildly around looking for acts to book, offering big salaries? Do you know you can't succeed with old cut and dried material that has been heard time and a ain by your audience? Do you know that you can get a real act written by big-time artist and be successful by stating what kind of act you want and send one dollar and a half to PORESS THEATRICAL SUPPLY CO., Box 1912, Boston, Mass.?

DRAMATIC SKETCH for all male characters. Easy to stage. Emotional \$1.00. BAHIL SARASIN, Playwright, Box 607, Beneta, California. mar25

FOR SALE—(cheap) Manuscripts, Melodramas, Comedies with pep and punch; great for Tent Shows, Vaudeville Acts, Recitations; great for Comedians. List for stamp. WOODWARD PLAY CO., Findlay, Ohio. mar25

FOUR SURE-FIRE PARODIES for \$1.00—Quality, not quantity. I also write to order. C. MART JACOBS, 1619 Pine St., Scranton, Pennsylvania. mar18

FUNNY SONG PARODIES—1922 copyright material on "Surely Tennessee," "Tucky Home," "Dapper Dan," "When Shall We Meet Again," "I Wonder" and 15 other late hits, all for \$1.00. For funny act material that is different write OTTIE COLBURN, 13 Clinton Ave., Brockton, Massachusetts.

HOKUM COMEDY—Three act, six people script. It's a riot. Price \$10. Also a lot of good Black-face sketches at \$1 each. MACK, 128 N. 27th St., Paris, Texas.

"HOKEM SONGS"—List 25c free. FRANK C. QUEEN, 1601 Cone St., Toledo, Ohio. apr1

I WILL REVISE YOUR LYRIC for fifty cents. Satisfaction guaranteed. SAMUEL J. KELLER, 25 Elm St., Lock Haven, Pennsylvania.

I WRITE ORIGINAL VAUDEVILLE ACTS at reasonable prices. (Established.) J. C. BRADLEY, 110 King St., New York. apr8

JOKES FOR MINSTREL SHOWS—A collection of Jokes, Gags and Riddles. Valuable to those arranging for minstrels. \$1.00 per set. CLEVE, care Billboard, Chicago, Illinois.

JUST RELEASED—The slang classic recitation: "Take It From Me, Kid." Surefire hit in vaudeville for 12 years. 50 cents. WILLIAM CLANCY, 403 Warner Building, Bridgeport, Connecticut.

"LONESOME CITY BLUES" Featured by Moran & Mack, Song 25c; orch. 25c. CHAS. H. LEWIS, 1008 Campbell, Kansas City, Missouri. apr1

LOOK, SPECIAL THIS ISSUE ONLY—Any kind of a Monologue, \$2.00. Twenty Original Gags, \$1.00. Double Act, any kind you wish, \$10.00. Four Recitations, \$1.00. CARSON & D'ARVILLE, 560 West 179th St., New York City.

MINSTREL MONKEY-SHINES, 10c per sheet. Plays, Specialties, Songs, Tabs, Recitations, Parodies. HALL PAYNE SERVICE, Lima, Ohio.

MUSIC REVISED AND ARRANGED—Original. Legible. BELLE SCHIRAG, Fine Arts Studios, Summit and Cherry Sts., Toledo, Ohio. apr1

MUSIC PRINTING BY ALL PROCESSES—Big reduction in prices. WARNER C. WILLIAMS & CO., Dept. 11-F, 944-50 E. D. W. Place, Indianapolis.

NUT COMEDY, 4 pages, printed both sides. \$1.00. GUY WEST, Billboard, Cincinnati. apr1

ORCHESTRA LEADERS—25c will bring you "Mary, Fairy, You're My Sweet Cuckoo," 11 and Piano, including Saxophone. Sensational and one of the sweetest waltz songs ever heard. Regular copies 30c. Professional singers send for free copy. Address JOHN H. SAUNDERS, Music Publisher, Rockville, Connecticut.

PARODIES—Tucky Home, April Showers, Type for a Bungalow. Guarantee hits or money refund. \$1 each. BERT MARION, 268 W. 43d St., New York City. apr1

PLAYS, Vaudeville Acts and Minstrel First Parts in manuscript form for professional and amateur. Send stamp for catalogue. NEW YORK PLAY BUILDING, 2665 Decatur Ave., New York. apr22

PLAYS TYPEWRITTEN. Scripts and Parts, \$10.00. Small cast. WILLIAM AND JOSEPHINE GILES, Weston, Ohio.

REASONABLE MATERIAL, Square Dealing, Prompt. Original exclusive material written to order. Wiga, Costumes, Magic Tricks, Games, etc. Terms for stamp. BEEBE STITELY HOUSE, Havana, Illinois.

SEND TEN CENTS—Kaiser's Talk to Satan. Latest Hits. Parodies, 50c each, three for \$1.25. B. BEEBE, Batavia, Illinois.

SKETCHES AND PLAYLETS to order. MACK, 927 Allen, Springfield, Massachusetts.

SKETCHES WANTED—Good two or three-people Dramatic Sketches. Also good Blackface Acts. Describe and price in first letter. CHAS. McDONALD, Paris, Texas.

SONGS—Humor, Comedy, Large list free. WILL G. FRY, Box 746, Reading, Michigan. apr1

SONGWRITERS! Your Lyrics revised, professional style for \$1. Short time only. JOHN J. KENNY, Room 405, 1531 Broadway, New York.

STAGE SECRETS AND TRICKS of the Trade, being the confessions of an actor. Everyone interested in theatricals should read this book. Postpaid 50c. Dealers, Jobbers, etc. List for red stamp. A. W. BROWN, 644 22d St., Oakland, California.

"THE VILLAGE MARSHAL," Great sensational Comedy Drama, in 3 acts. Also other copyrighted plays, with pathos, pep and sure-fire comedy. List for stamp. SHERMAN L. JONES, Findlay, O. mar18

TABS, MUSICAL COMEDIES, 1 and 2-hour shows. Snappy new material. Stamp for list. Box 487, San Francisco, California. apr1

THREE NEW ACTS, with exclusive rights, for sale cheap. Particulars. Address ARTHUR WHITMAN, Whitman, Massachusetts.

WANTED—Talkers to know that I write you free convincing openings for \$1.00. These openings can be used on any show. Get a new line for the coming season. PAT MURPHY, 223 Adams, Memphis, Tenn. mar18

10 ALL DIFFERENT VAUDEVILLE ACTS and Monologues, 50c; New Joke Book, 25c; 100 different Comic and Dramatic Recitations 25c; new Nakup Book, 15c; or send \$1 for all, including 150 Parodies on popular songs. Catalog free. A. E. REIM, 3818 North Ave., Milwaukee, Wisconsin. mar25

700 SONGS for \$1.00. Add this line to your mail order business and get the coin. Also my wholesale price list. Everything prepaid. All for \$1.00. R. P. SUPPLY CO., 1311 W. Ohio St., Chicago, Ill.

100,000 NAMES (typewritten) of Amateur Song Writers, Individual Mail Order Sheet Music Buyers, Dealers, Jobbers, etc. WARNER C. WILLIAMS & CO., Dept. 11-F, Indianapolis.

AGENTS AND SOLICITORS WANTED 3c WORD, CASH. NO ADV. LESS THAN 25c. 5c WORD, CASH. FIRST LINE LARGE TYPE.

Agents—Let the World Know Christ's message to earth through vibratory force of mind; revealing the laws of nature. Single copy 25c; 50, 15c each; 100 or more, \$1. BARBARA RIGLER, 3122 Fifth Ave., Chicago.

Agents—New Self-Wring Mop just out; only practical one of its kind; agents get circulars. UNIVERSAL APPLIANCE CO., Sheboygan Falls, Wisconsin.

Agents, Streetmen, Canvassers. Appendixen, the Pencil never lost; always ready, never mislaid. Something new, just imported. Doz., \$1.00. Sample, 20c. currency. JOS. ALEXANDER, 24 East 21st Street, New York.

Agents Wanted—Men, Women, profitable proposition; stamp for particulars and samples. MAJESTIC MONOGRAM CO., 222 Third Avenue, New York City.

Agents, Solicitors and Concessions Men: Exceptional opportunity awaits men and women for an absolutely new imported article that will sell on a qht. FOREIGN MANUFACTURERS' AGENT, 1200 Title Guaranty B'ldg., St. Louis, Missouri.

Agents—Sell the "Endicott" Back-o-Nec Collar Button; the only perfect button for the back of the neckband. It lies flat; no hump; long point; quickly adjusted; collar removed instantly; everlasting. By gross, \$4.00. C. O. D. 25% in advance. Sample, 10 cents. Send now to B. B. CO., 27 Grant Ave., Endicott, New York.

Agents—Sell Our Line of Good Cigars and establish a permanent business. Sample box of 50 cigars, banded, wrapped in tinfol individually, Corona size, 4 1/2 inches; smokes, tastes like 10c article, \$1.50 postpaid. MASTERSTONE CIGAR MFG. CO., 2185 E. 70th St., Cleveland, Ohio.

Agents, Streetmen — Make Money, sell Shifter Emblema and By-Laws. Samples and particulars, 25c. BULLARD, B 75, Flint Sta., Fall River, Massachusetts.

Agents — Big Profit Selling Broom Protectors. Something new. Every house prospective buyer. One dozen, 75c; one gross, \$7.50; samples, fifteen cents. GEO. BENDER, 3 Fernando St., Pittsburg, Pa.

Agents, Medicine Men, Canvassers. A big opportunity for you selling liquid Greco for Corns, Warts and Callouses. It's a good side line. Costs you \$1.20 a dozen. Express prepaid. You sell for 25c each. GREGOIRE, 611 Rimmon St., Manchester, N. H. mar25

Boys, Here's Some Real Money. Genuine Leather Key Ring Purse, with six hooks. Sells 50c. Special, \$1.75 doz.; \$20 gross. KORNBLEET SALES CO., 1333 McGee, Kansas City, Missouri.

In Answering Classified Ads, Please Mention The Billboard.

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Cost \$5.00, Sells \$100.00. Make it yourself. Secret, including source of supply, \$1.00. CASELLA, 215 East 122d Street, New York.

'Cutwell' Pocket Pencil Sharpeners reduced to \$14.40 per gross, \$1.25 per dozen. Order direct from this adv. Sample, 25c. ROMAN ARNDT, 3131 Meldrum Ave., Detroit, Michigan.

A Harvest for Agents—Cherokee Indian Herbs and Iron Soluble Powder, in small 16c pictureque cartons, each carton makes one quart of rich blood tonic. Something new; guaranteed; marked \$1.00. Quick Red of Indian Liniment Pa n Killer, 50c. Send \$1.00; receive full-size carton of both, prepaid, and special wholesale terms to agents. Answer quick for exclusive territory. CHEROKEE REMEDY CO., 2014-K Olive Street, St. Louis, Missouri.

Genuine Kum-A-Part Kuff Button. Regular \$1.50-\$1.75 value, postpaid, \$1.00. Xmas stock. JEWELRY & NOVELTIES COMPANY, Box 519, Trinidad, Colorado.

Novelties, Imported Novelties. Fastest selling line for Concessionaires, Carnivals, Shows, Expositions, Fairs, Bazaars, Games, Premium Users. Write for list. E. J. LOESCH, Importer, Foreign Manufacturer's Agent, 50 Church St., New York City.

Pocket Mirrors—Send Kodak picture, with 35c. Will tint and mount in beautiful mirror. Enlargements, 8x10, from photo, snapshot or negative, \$2.50. None finer. THE STUDIO, 3122 Fifth Ave., Chicago.

Pocket Manicure Set—Three high-grade steel instruments in small leather case. Quick seller. Everybody wants one. Three dollars dozen. Sample thirty-five cents. E. J. LOESCH, Importer, 50 Church St., New York City.

Self-Threading Needles—Sample Paper, 10c; \$4 per 100. Needle Threaders Sample, 10c; \$3 per 100. HUTTER SPECIALTIES, Box 222, Milton, New York.

Sell Jokers' Business Cards—New snappy stuff; 18 samples, 6c. WILCOX, 3851 Michigan, Detroit, Michigan.

Slum Jewelry for Fairs, Parks, Wheels and Games is our leader. List ready. ADVANCE SPECIALTY CO., Columbus, Ohio.

The Mail Order Advance—A 20-page magazine for agent, buyer and mixer. Sample copy, 10c. SCOTT, 515 Durango, Toledo, Ohio.

1,000 1x2-In. Labels, \$1.25; Check or money order. About 20 words. Agents' propositions, Pen Knives, Roll Labels, etc. IRVIN WOLF, Station E, Desk B4, Philadelphia.

A BUSINESS OF YOUR OWN—Make sparkling Glass Name Plates, Numbers, Checkers, Medallions. Signs. Big illustrated book free. E. PALMER, 501 Wooster, Ohio.

ADVERTISE—Country town newspapers. List for stamp. PENNELL, Cornington, Kentucky.

AGENTS, DEMONSTRATORS—Another popular Sunbeam product, "White Way" Waterproof White Shoe Cleaner, powder form. Makes a flashy demonstration. Featured in most popular store on Broadway last summer. Book your stores early. Rig money all summer. Large size, \$12.00 per gross (sells 25c); small size, \$10.00 per gross (sells 25c). F. O. B. Cleveland. Terms: Cash with orders. Samples, 20c. SUNBEAM SPECIALTY CO., Cleveland, Ohio.

AGENTS make big money selling something needed in every home. Send Quarter for sample. BOND, 741 W. Lexington St., Baltimore, Maryland.

AGENTS AND CANVASERS—Wonderful seller—Cocoanut Oil Shampoo. Agents make \$40 to \$50 weekly. Other specialties. HUDSON SOAP WORKS, 275 Greenwich St., New York.

AGENTS—Ginger up your sales with our line of snappy household articles. All new ones. Rig profits. 3 samples and particulars, 25c. CIRCLE SALES CO., Dept. 34, Moline, Illinois.

AGENTS—Sensational hit, new rubberized gingham Aprons; attractive, waterproof, rapid seller. Particulars, EYBE & LEE, Box 152 N. S. Station, Pittsburg, Pa. Dept. 83.

AGENTS, STREETMEN, DEMONSTRATORS—Recent discovery; made 400%. Everready Mending Sticks, instantly mends leaks in all metals. Wonderful seller. Gross, \$5.00. Samples, 15 cents. Particulars, MODERN SPECIALTY CO., Haganan, New York.

AGENTS, STREETMEN, DEMONSTRATORS—New Back Collar Button and Tie Holder. Banishes collar and tie troubles. Saves ties, collars, time and temper. Every collar wearer a live prospect. Retails at 25c. You'll be surprised how fast you can hand them out after a demonstration any place. Send 12c for sample and particulars. KINION-CHILDERS NOVELTY COMPANY, Box 354, Sand Springs, Oklahoma.

AGENTS—Needle Books, 107 Needles, 5c. We have large line of wire and metal specialties, also Spiral Curtain Rods and General Merchandise. HUNT MFG. CO., Box 1652B, Paterson, N. J.

AGENTS, CANVASERS, SALESMEN AND SALES-BOARD OPERATORS—Make this your banner season; make some real money placing silk shirt salesboards. Send \$25 for sample board, with particulars and wholesale prices. A. W. BOWEN, 59 West 135d St., New York.

AGENTS—Sell the "Keyless Door Lock." Sample and particulars, 25c. Trial dozen, \$1.25. ROMAN ARNDT, 3131 Meldrum Ave., Detroit, Michigan.

AGENTS—Wonderful inventions create sensations wherever shown. Our Gas Lighters light any gas a match will. No danger. Immense sales. Rig money. Three different samples, 25c. Eclipse Pocket Lighters, made from shell fired in the world war; fully guaranteed for one year; every smoker buys. Sample 25c. Shootable Gas Lighter, something new; looks and acts like a revolver. Pull the trigger and shoot! Guaranteed. Will be a big seller and money maker. Sample, 50c. Also agents get in on these articles before the other fellow does. Salesmen calling on the retail trade write us. Full particulars free. MATCHLESS, 2153 Congress, Chicago.

AGENTS, WAKE UP—Sell our latest 25c Songs. "You Can't Keep From Loving Me," "Hugs," \$5 cash in 100 lots. All our "Fair," "Theatre," "Home" and "Street Solicitors" make big money. Why not you? Sample copies, 10c. (Q. R. S. Roll, \$1.25.) HAYCORN PUB. CO., 307 E. North St., Indianapolis, Indiana.

AGENTS WANTED—To sell Waterproof Aprons. No experience necessary. Big profits. Quick sales. We tell you where to go and how to sell them. Dept. G-1, PEARLESS APRON CO., Dayton, Ohio.

AGENTS, PITCHMEN—Sell Delsile's Self-Diagnostic Chart, Restorative Movements, Remarkable. No more doctor bills. Treat yourself. RAD PUB. CO., Box 361, San Diego, California.

AGENTS, ATTENTION—Make \$50 weekly selling song that's setting the world wild. Send 10c stamps for your sample to SMITH MUSIC PUBLISHING CO., 2705 Hunt, Detroit, Michigan.

AGENTS, DEMONSTRATORS—Rug Cleaner demonstrations were made famous from Coast to Coast by Sunbeam Cleaner. This brand was sold only on our personally conducted demonstrations in the past. We are now placing this popular package, same quality, same size, on open market at \$12.00 per gross, c. a. h. F. O. B. Cleveland, Ohio. Send 15c for sample. SUNBEAM SPECIALTY CO., Cleveland, Ohio.

AGENTS—If you handled Salescards and are tired of the old style "stale and worked-to-death" deals, we have some new and altogether different. Biggest surprise of your life. Clean, honorable. Wide open field, no competition, but you must act quick. Complete sales device, including merchandise samples, to show meaning business, 60c. postpaid. Item by any convenient way. MINERVA PRODUCTS CO., 27 E. 24th St., New York.

AGENTS WANTED—Those who follow Beach Resorts, Carnivals, Circuses and Expositions, to handle Wonderful Polishing Cloths. None better for Silverware or Jewelry. No messy powders or paste to bother with and everybody a prospect. Trial size, 25c. Full trial, advance \$2, postage prepaid. Big profit. Sample cost and body to cry. L. G. PEARSON CORPORATION, 3 Falls St., Niagara Falls, New York.

AGENTS, DEALERS AND TRUST SCHEMERS can cash in quick profits handling our new Self-Threading Needles. Big bargains. New assortment and Aluminum Thumbtacks. Sample and Price List No. 113 free. FRANCIS J. GOODY, Box 266, City Hall Station, New York. Established 1882.

AGENTS, DEMONSTRATORS—Either sex. A wonderful new kitchen necessity. Aluminum 6-in-1. Makes 12 uses. Women buy on sight. Agents make \$6.00 hourly with no previous selling experience. Dozen, \$4.50; gross, \$15.00; 6-Dozen Lots, \$24.00, prepaid. Too busy to notice inquiries unless \$5c enclosed for sample and particulars. If not satisfied, return sample, back goes your 65c. Start now for day. L. LEONARD CO., 7 E. 17th St., Tulsa, Okla.

AGENTS WANTED—For Auto Inner Tube Valve Wrench. Cleans thread and releases air instantly. Sample for 10c in stamps. Streetmen and Demonstrators wanted. GEO. D. STEVENS, Torrington, Conn.

AGENTS, CREW MANAGERS—Big profits selling Princess Shampoo. Sure winner, steady repeater. Best proposition of all. Write quick. EMPIRE SUPPLY CO., Jamestown, New York.

AGENTS—I have a pocket article that can be worked in spare time. Sample and terms, 10c. F. J. KEENEY, 601 First Ave., New York.

AGENTS—Big money; steady; imported specialty; absolute necessity; world's best; get cheapest; quick seller; repeat; exclusive territory. Free sample. ZALIEL CUTLERY WORKS, World Building, New York City.

AGENTS WANTED—To sell 3-in-1 Shopping Bags. Best on the market and 15% profit. Send 75 cents for sample and quantity price. HOOSIER PRODUCTS CO., Dept. 6, Terre Haute, Indiana.

AGENTS make 500% profit handling Auto Monograms. New Pictures, Window Letters, Transfer Flags, Novelty Signs. Catalog free. HUNTON CO., Dept. 123, Star City, Indiana.

AGENTS—"Sur-Fire Spark Intensifiers" needed on every car to insure perfect ignition. Good seller; good profits; exclusive territory. KRAUSHAAR-TURNER MFG. COMPANY, Liverpool, N. Y.

AGENTS—A good living and a possible fortune can be made by manufacturing and selling goods that are universally used. Our trade secrets, formulas, processes, etc., teach you how. List and full particulars for the asking. WHEATON & CO., New Bedford, Mass.

AGENTS—The new patented "Refillable Razorblade" is going to be a great seller. Why? Because the following are just a few of its uses: Seam Ripper, Pencil Sharpener, Cardboard Cutter, Doctor's Nail-File Cutter, Glass Clipper, Ink Eraser, Corn Cutter and Key Ring Knife. Send 25c for sample and particulars. ROMAN ARNDT, 3131 Meldrum Ave., Detroit, Michigan.

AGENTS AND SALESMEN—Big money selling Silk shirt salesboards. Working sample and selling plans, with full particulars, for 25c. A. W. BOWEN, 59 West 135d St., New York.

AGENTS, STREETMEN, DEMONSTRATORS—Silver Plated and Polish plates brass and copper with pure silver. Makes a copper cent look like silver. Best retail price, Formula \$1.00. Ask us. SUPERIOR SUPPLY CO., Box 621, Gatesburg, Michigan.

AGENTS AND DEMONSTRATORS—Formulas for anything, 25c each. FRANK H. O'BRIEN, Chemist, 215 Clunie Bldg., San Francisco, California.

AGENTS—To sell Rat Serum; rids premises of rats and mice within 3 to 6 days; nonpoisonous to other animals; everybody buys and repeats. 3-cm. package retails 50c; your profit 10c. KRIEGER MFG. CO., 3710 Finney St., St. Louis, Missouri.

AGENTS, MAIL MEN, DEMONSTRATORS—New 25c Specialty replaces costly machines. Minute's demonstration gives astonishing proof. Make 200 an hour at one cent each. Full instructions and sure-fire sales plan 25c. EMMIE FRANCIUM, Lenox, N. C.

AGENTS—Write me right now for description and particulars of article that shows you 100% profit. Act now. LOUIS TANGEMAN, Coldwater, Ohio.

AGENTS—Imported Oriental Antique Rings get top money. Sell on display. Immense profits. Exclusive line. Address IMPORTER, 636 Chamber of Commerce Bldg., Los Angeles, California.

AGENTS, SALESMEN, DEMONSTRATORS—Send red stamp for list of money getters. A. W. BROWN, 643 22nd St., Oakland, California.

AGENTS—Enormous profits. Start manufacturing Polar Pie; new sensational flavor. Ice cream in sealed chocolate shell. 10c package; cost 2c. We furnish everything except the cream. Outline and complete instructions, \$27.50. SHAFER & CO., 521 Jackson, Chicago.

AGENTS—\$10.00 daily with our Luminous Horseshoe, with horse's head in center; shines Good Luck in the dark; cost 7c; sample, 25c. NOVELTY CO., 213 3rd St., Union Hill, New Jersey.

AGENTS! BUY DIRECT!—25c Polishing Cloths \$1 dozen, prepaid. ERNST GONNEVILLE, 1129 West King, York, Pennsylvania.

AGENTS—A red stamp gets me free booklet descriptive of hundreds of Manufacturers, Formulas and Trade Secrets. C. K. MATTHEWS, Hempstead, New York.

AGENTS—Make and sell own goods. Article costs 1c. Particulars free. ELECTRO CO., B. Quincy, Illinois.

AGENTS—Something every man has been looking for. Profit, 75c on dollar. No canvassing with my new sales plan. Big repeater. Selling plan and useful sample 50c, worth many times more. Money back. McDONALD, 1522 W. Lantano St., Baltimore, Md.

AGENTS, CREW MANAGERS, men and women wanted everywhere. You always wanted to make big money. Here it is. Quick. Easy. You need no experience to sell Eureka Extension Curtain Rod, the wonder of all rods. The latest and most durable one on the market. No nails, screws or brackets. Once demonstrated, sells itself. Sample, 35c. EUREKA MFG. CO., 1508 Market St., St. Louis, Mo.

AGENTS—Sell the Improved "Auto Key Ring." Sample and particulars, 10c. ROMAN ARNDT, 3131 Meldrum Ave., Detroit, Michigan.

AGENTS, STREETMEN—I have a new novelty of interest to men. Makes 'em laugh and buy. Big profit. Sample and details for 10c (incl.). PRIVATE AMUSEMENT CO., Marshall, Michigan.

AGENTS—New different. Everplay Phonograph Needle plays 27,000 records. Better tone, better reproduction. Not a jewel needle. Cannot damage records. Saves \$40 in ordinary needles. Sells \$1.00. No dealers to back. EVERPLAY, Third Floor, McCay Bldg., San Francisco, California.

AGENTS—600% profit. Free samples. Gold Window Letters for stores offices. Large demand. Anybody can do it. Big future. Exclusive territory. Can travel, side line. ACME LETTER CO., 2300B Congress, Chicago.

AGENTS—Wonderful seller, 96c profit every dollar sales. License unnecessary. No stock to carry. Sample free. MISSION BEAD CO., Office L. Los Angeles, California.

AGENTS—Sell Wonderlog Polishing Cloths. Good commission. Cleans silverware and jewelry. No messy powders or paste. A 35c size for 25c. Good for one. L. G. PEARSON CORP., 3 Falls Street, Niagara Falls, New York.

AGENTS—Free trial offer. Harper's Combination Brush Set and Fibre Broom. Consists of five parts. Has ten different uses, guaranteed for two years' wear and costs less than three coin brooms. It sweeps, washes and dries windows, scrubs and mops floors and does five other things. It is an easy seller because it is practical and fits the needs of the times. Over 100% profit. Write today for our free trial offer. HARPER BRUSH WORKS, Dept. D, Fairfield, Iowa.

AGENTS WANTED—To represent us in the sale of a four-piece Kitchen Set, used in every home. Sell on sight for a price that makes agents a handsome profit. Impossible to purchase its like in hardware stores for double the price. Sample, \$1.25, and full particulars sent upon request. KITCHEN SPECIALTY CO., Box 276, Bradford, Pennsylvania.

AGENTS ARE CLEANING UP on "Hot Spots" transformations; extra; owner wants them; make old cars run like new. Sample, 50c. PEARLESS MFG. CO., 2406B Central Ave., Minneapolis, Minn.

AGENTS, DEMONSTRATORS—Sure hit selling our large improved 50-cent size Oil Liniment for rheumatism, colds, sore throat, etc. Something new. Easy to sell. Price, \$18.00 gross. Some are using 2 gross a week. CURTONE CO., B. 56, Pemberton, New Jersey.

AGENTS—Sell Waterline Laundry Soap; 150 other household necessities. Big line. Big profits. Quick repeaters. Free instructions. Write quick for terms. WOLVERINE SOAP CO., 302 Water St., Portland, Michigan.

AGENTS—Big profits putting sign letters on store and office windows. Low prices on our letters. Large demand everywhere. Experience unnecessary. Line brings five samples. LIHEY LETTER CO., 77 Chapel St., New Haven, Connecticut.

AGENTS, STREET MEN—Spring Broom Protector. Every housewife buys. Costs 4c, sells for 25c. \$1.00 per hundred. Sample, 10c. W. GLASER, 423 York St., Cincinnati, Ohio.

AGENTS WANTED for a new imported Orange Peeler. Big money maker. Sample, 25c. G. A. CHANDLER, 36 W. Randolph St., Chicago.

BRAND-NEW NOVELTIES AND SPECIALTIES that sell. Don't rest a minute until you have written for latest bulletin. NORTHWESTERN PRODUCTS CO., 20 East Jackson, Chicago, Illinois.

BIG MONEY MAKER AT FAIRS—Child can work it; pirates keep off; copyrighted. Our Egyptian Symbol Hand of Destiny Predictions astonish skeptics. Wonderful aid to crystal gazers. Mind readers, magicians, noted seers, write its predictions; are scientific, accurate, reliable. Palmists endorse it. Sells 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 264, San Diego, California.

ALUMINUM SMOKING PIPE, featherweight, 25c (incl.); 5 for \$1. TOOL MFG. CO., St. Louis, Mo.

CALIFORNIA FLOWER BEAD NECKLACES 48c each. Limited supply; assorted colors. SEELEY STUDIO, 409 Hancock St., Brooklyn, New York.

CONCESSIONAIRES, NOVELTY DEALERS—We are Importers. Balloons, 80c gross; Barking Dogs, \$1; Squawling Pig, 75c doz.; Leather Purse, \$1.10 doz.; Oil Paintings, 30c; Baskets, 5c; Beads, 15c; Unbreakable Animals 15c; Wheel Jewelry, 90c gross. MUEHLER, IMPORTER, 27 1/2 Second, Portland, Ore.

DEMONSTRATOR SALESPeOPLE earn \$150 week. Electrical. Genuine electrical treatment in own home. Enormous profits. Mention Billboard. ELLEC TREAT MFG. CO., Peoria, Illinois.

CONCESSIONAIRES, Street Men and Demonstrators, sell the new Crazy Ball. Rocks, jerks, circles, rests on incline, takes irregular course and cannot be controlled. Wholesale seller. Write for money. Circulars young and old. WILLARD MULTITool MFG. CO., Lansing, Michigan.

DEALERS, AGENTS—The only lubricator that really lubricates. The Turner patented Spring Spreader and distributor will make you real money. Circular free. HARRY STRIKER, 232 N. 12th St., Elwood, Indiana.

DEMONSTRATORS—Sell Dandee White Rubber Patches, self vulcanizing. \$1 size sent prepaid; \$5 per dozen. DANDEE PATCH CO., 75 Endicot Arcade, St. Paul, Minnesota.

"DENGEMO" PORTRAITS—Amusing and interesting. Hand-painted, attractive folders. Over 100% profit. Live sellers, 25c assorted, \$5.35. Sample, 50c. Post, assorted, \$1.25. Quantity list and money-back guarantee. TEARSTUDIO, Station C Box 335, Los Angeles California.

DISTRICT MANAGERS—Big profits. Men capable of organizing and managing crews of lady solicitors. Write for list of 1000 clear \$100 per week with the B. & G. Protector. The original and best protector on the market. Every woman needs and buys it. Two grades, B. & G. RUBBER CO., 618 Penn Avenue, Dept. 131, Pittsburgh, Pa.

DISTRICT MANAGER—Exclusive territory. No investment or bond required. Open an office, put out crews. Silk flossery. Dept. M. PRIENI SILK COMPANY, 530 Euclid Ave., Cleveland, Ohio.

EARN \$60-\$100 WEEKLY selling new auto necessity to avoid glaring headlights. Nothing like it. All autolists buy on sight. AMERICAN REFLECTOR CO., Dept. 70, Hammond, Indiana.

ENLIST YOUNG FOLKS to sell for premiums our Perfumes. Case holding 24 small Vial Perfumes. Cost 16 cents, you get \$3.00. Case holding 24 Packets Perfumed Sachets; cost 40 cents, case, you get \$3.60. Big assorted colognes and scents. No less than 15 boxes sold, one-half cash, balance C. O. D. DANA-TON, PERFUME CO., 20 E. Lake St., Chicago, Illinois.

EXCLUSIVE TERRITORY OPEN—Imported solid brass Automobile Lock. Opens like a safe. C. O. D. \$1. Money back not pleased. List good new cities free. JONES IMPORTING CO., 253 W. 111th New York.

FREE—Formula Catalog. A true guide to wealth. Write for it today. S. & H. MANUFACTURING LABORATORIES, Boylston Building, Chicago.

FIVE LIVE, PATENTED AUTO ACCESSORIES—Oil Gauze, Windshield Cleaner, Hose Clamp, etc. No investment. Big commission. Address SALES MANAGER, 616 St. C, Omaha, Nebraska.

FORTY TO FIFTY PAGES check full of money-making Plans, Formulas, Ideas. A real magazine. Attracting free subscription offers. Sample copy, 10c. EVERYBODY'S BUSINESS DIGEST, Memphis, Tenn.

FREE INFORMATION—Write today for particulars. Make money with this wonderful article for men. Give us, JOHN CARLTON, 216 Thorpe Bldg., Los Angeles, California.

GO INTO THE EXTRACT BUSINESS—We furnish everything; Circulars, labels, bottles, extract in kegs. You bottle, label and sell 6 ounces, 50c; 12 ounces, 90c. Big profits. Particulars free. OZARK PRODUCTS CO., Cherry St., Springfield, Missouri.

GOLD WINDOW LETTERS, Portraits, Frames, Pen-and-Ink, Pastels, Religious and Negro Sheet Pictures, Medallions, Merchants' Signs, Waterproof Aprons. Free catalog of 100 fast selling specialties. 30 days' credit JAMES C. BAILEY CO., Desk M-4, Chicago.

HEATLESS TROUSER PRESS, \$1.00. Z. ISRAEL COMPANY, General Post Office Box 169, New York.

HERE'S A BIG NEW MONEY MAKER—Remarkable new invention, "Simplex Ironing Board Covers." Positively the fastest seller in years. Women go wild about them. Here is an article you can sell at nearly every home. Men and women agents can easily make \$15 to \$30 a day. You always want to make big money—here it is. No matter what you are selling now, you owe it to yourself to investigate this proposition. It may mean more money for you than you ever made before. One of my new agents went out and sold 100 of these covers in two days, making a profit of \$75.00. You may do as well. Write immediately, today. Address: W. J. LYNCH, Box 718, Springfield, Ill.

HOW TO SELL—AND WHAT—Every issue a text book on salesmanship. Tells you how, when and what to sell. Shows up the illegal license game. Puts you in touch with most profitable fast-selling lines and reliable manufacturers. Sells for 20c an issue. Worth \$20 to anyone trying for a larger income. Three months' trial subscription, 25c. (Stamps accepted.) Address: HOW TO SELL—AND WHAT, 22 West Monroe St., Dept. BC, Chicago.

IF YOU CAN PLAY PIANO you can make money demonstrating and selling our Standard Sheet Music. One man sold approximately 2,000 copies in two weeks. At different salable copies and proposition, \$10.00. We are publishers of the world-famous "Reine Waltz." WARNER C. WILLIAMS & CO., Dept. 11-F, 941-950 E. W. Place, Indianapolis.

INCREASE YOUR INCOME in a pleasant way selling complete line of beautiful Hosiery. All your friends are your customers. Write HEICHEL'S HOSIERY MILLS, S. E. Cor 10th and Columbia Aves., Philadelphia.

"MAKE YOUR OWN ICE"—Ice Cream made without ice. Used for all purposes where ice is used. Complete instructions, \$1.00. Silver Plated without Battery or Mercury, \$1.00. We are now in position to furnish most any workable formula wanted. Tell us your wants. REXAL CO., 4055 Minnehaha, Minneapolis, Minnesota.

LATEST NOVELTY, the Midnet Match Lighter (patented); harvest time for agents; all smokers buy; sample and terms, 7c. stamps. JONES, Box 101, South Chicago, Illinois.

MAKE A DOLLAR AN HOUR. World-wide seller. Every merchant, householder buys 8c profit every dollar sale; details. Address MYERS, Box 280, Reading, Pennsylvania.

MAKE AN ICELESS REFRIGERATOR—Plans, 35c. Inexpensive, reliable. Address MYERS, Box 280, Reading, Pennsylvania. mar18

MAKE \$12.00 DAILY—Wonderful sellers. Sample free. Write quick. Either sex. Steady work. BERTON BELLIS, St. Louis, Missouri. mar18

MAKE \$35 TO \$100 WEEKLY—EVERY WEEK—Agents, demonstrators, concessionaires, sales-board operators and dealers. If you are a "live wire" and want to make a small fortune this season write at once for factory prices on the fastest seller you ever heard of. Our Electro Hot Plate takes the grand prize as a money-getter. Indispensable in the home; ideal for traveling. This electrical wonder stove boils, cooks, fries, toasts and heats—seven inches in diameter, handsome, nickel-plated, right and compact. Serviceable all times. Complete, with cord and plug. Packed two dozen to a carton. Sample \$1.00, postpaid. If you mention The Billboard, Get busy quick with this coin coaker. Write right now to F. B. BLAIR, 203 Columbia St., Utica, New York.

MAN IN EACH TOWN—To refinish chandeliers, brass beds, automobiles, by new method, \$10.00 daily without capital or experience. Write GUNMETAL CO., Ave. G Decatur, Illinois. apr15

MANUFACTURE ORIENTAL MENDO. Mends most anything; powerful, durable. Instructions \$1.00; money order, INVERNON, GLOBE CIRCULATOR, 86 Columbia Terrace, Weehawken, N. J.

MEDICINE SHOWS—Sells Laxated Herbs and Iron (a soluble powder). Dissolve in water. Tastes good. Does not sour. Tones the Blood, Nerves, Stomach, Kidneys, Liver and Bowels. Send 10c for a \$1.00 package that makes one pint (32 doses), 100 packages, \$10.00, postpaid. CHAS. FINLEY, Drug-Ed., 4151 Olive, St. Louis, Missouri. apr1

MEDICINE AGENTS with ZUMOTA REMEDY CO., Springfield, Massachusetts.

MEN—Big opportunity for Crew Managers. 100% profit on biggest, soldier magazine. Send 10c stamp. SOLDIER 7 E. 15th St., New York City.

MEN'S SHIRTS—Easy to sell. Big demand everywhere. Make \$15.00 daily. Underseal stores. Complete line. Free samples to workers. CHICAGO SEIST CO., 208 So. La Salle, Factory 102, Chicago. mar25

MIDGET COLLAPSIBLE GARMENT HANGERS sell fast. Perforated, in beautiful leather case. 100% profit. Sample, 25c. Money back if not satisfied. KALINA COMPANY, 3816 Alabama Ave., Brooklyn, 2 New York.

MILLIONS WILL BE SOLD—Latest creation. \$2.00 investment nets \$50.00 for 3 days' work. Reel stamp for full particulars. DEPARTMENT 102, 4035 Haha Ave., Minneapolis, Minnesota. mar18

MOLES, WARTS, FALSE GROTHS removed without knife, blood or pain; 1922 discovery. GARDNER KALINIK, Duluth, Minnesota. act8

NEWEST AND FASTEST Selling Household Article out. Agents wiring for gross lots. Sample free for 10c postage. LADWIG MFG. CO., 1369 Broadway, New York. x

NO DULL TIMES selling food. People must eat. Federal distributors make big money, \$3,000 yearly and up. No credit or experience needed. Guaranteed sales. Unsold goods may be returned. Your name on packages. Build your own business. Free samples to customers. Repeat orders sure. Produce extra territory. Ask now. FEDERAL PURE FOOD CO., Dept. 3 Chicago. mar18x

NOTE—Streetmen, Fair Men and Carnival Men, with the coming of the outdoor season soon get in line with OUT-O-SITE, patented article holder. It's an entirely new and puzzling novelty and will prove a big money maker. It's the first open season on the market. Sample outfits with gross lot prices will be sent upon receipt of 27c in stamps. PENN SALES & DISTRIBUTING CO., Berwick, Pennsylvania. apr8

NOW IS THE TIME you can sell to contractors and large users. Exclusive territory. We supply best quality Paints, Stains and Varnishes at prices that will get you the business. Write quick and sell to big users. WARNER C. WILLIAMS SUPPLY CO., 944-950 E. D. W. Place, Indianapolis. x

OVER 25% PROFIT—Every home, store, office, garage needs. Easily carried—quickly sold. Free sample. CHAPMAN CO., 807 Dwight Bldg., Kansas City, Missouri. apr2x

PHONOGRAPH RECORDS, 10c. New 10-in. double disc. 5 samples, \$1.00 cash. GENERAL SUPPLY CO., Springfield, Ohio.

TAILORING AGENTS WANTED—Make \$50.00 to \$100.00 and more per week selling our wonderful all-wool, one-price line. Suits sell for \$29.50, none higher. Retail stores ask at least \$50.00 for the same quality. Also strong line of featherweight fabrics to sell at \$16.75 per suit. You collect your profits at once. We act as customer for best goods. Write for beautiful 649 Swatch Outfit and powerful co-operation. Illustrations write at once. SALES-MANAGER J. E. SIMPSON, INC., Dept. A-61, 831 West Adams Street, Chicago, Illinois. mar18

REPRESENTATIVES, men and women, as manufacturers' agents in States, counties and towns. Success assured. Protection guaranteed. NARDINE MEDICAL CO., INC., Johnson City, New York.

ROGERS SILVERWARE—25-piece sets. Every piece stamped. "Rogers". Complete set, \$3. 91c sets, \$17.50. Best flash obtainable. One-third cash, balance C. O. D. Write today. RADIUM GEM COMPANY 557 5th Ave., Brooklyn, New York.

RUMMAGE SALES make \$50.00 daily. Representatives wanted everywhere. Experience unnecessary. We'll start you. Wholesale headquarters "CLIF-CBOS," 609 Division, Chicago.

SALESMEN, Crew Managers, Canvasers—We sell Hoosier rock bottom mill prices. Earn over \$50 weekly with our line. AMERICAN HOSIERY MILLS, Norristown, Pennsylvania.

SELF-THREADING NEEDLE BOOKS are the fastest selling agents' proposition on the market. A sale in every home. Costs 5c sell at 15c. Send for samples. ATLAS NEEDLE WORKS, 143 East 23d St., New York. mar25

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(Continued on page 202)

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MONEY-MAKING FORMULAS—Home Made Ice. Make ice in a few minutes in your own kitchen for a few cents. Arabian Cement, mends all china, tin, iron, etc.; fire and acid proof. Solderall, stick form, Waterproof Shoe Polish, Magic Washing Compound, Genuine Snake Oil, Herb Tea Powders, Transferine Fluid, stretcher's, transfers any picture to paper, cloth, etc.; Kleeno Carpet and Rug Cleaner, Frozen Perfumes, in solid transparent cake form; Magic Cleaner, cleans all; removes paint, grease spots from everything, clothes to silver, etc.; Instantly; Monarch Spit-Fire, tiny speck lights pipe; Coal-less Coal, burns better than coal, lasts longer, hotter fire; Marvel Pain-Killer Cloth for toothache, rheumatism, Neuralgia and all aches and pains, rubs the pain away; Wonder Corn Plaster, fits corn like postage stamp, removes corn to stay removed, painless. Guaranteed Formulas, each 50c. ALLEN'S ENTERPRISES, 1227 Milwaukee Ave., Chicago, Ill. mar25

MONEY—Do you want to make big money? Then get started in a raised and filled doughnut kitchen. Selling new formula doughnut to be filled with all kinds of "ruff" fillings. The people are going wild about them. Easy to make. Write MAYNARD NOBLE, Box 1001 Tampa, Florida, the doughnut expert. mar25

NEW BOOK—1,000 Formulas, Trade Secrets, etc. Prepaid, 25c. LIND'S, 1214 W. 34th St., New York. mar25

ONE FORMULA FREE. What kind do you want? Simply send ten cents for typewriting and mailing. Descriptive formula book free. C. K. MATTHEWS, Dept. 1, Hempstead, New York. mar25

ORIGINAL SNAKE OIL—World's greatest painkiller; wonderful for rheumatism, toothache, aches of all kinds. Made for 2¢, sell for 25c. Guaranteed Formula, 50c. Catalog free. S. & H. MANUFACTURING LABORATORIES, Boylston Building, Chicago. apr29

RARE OPPORTUNITY with these ten guaranteed formulas. Very small money required to start. Can make it home or anywhere. Send \$1.00 for the ten guaranteed Formulas: Liquid Metal Polish, Paste Pomade, Metal Polish, Liquid Toilet Soap, Borax Soap, Perfume, Oil for Typewriter or Bicycle, Furniture Polish, Rust Eradicator, Iron Eradicator, Oil Paste for Blacking Boots and Shoes, Silver Fluid for Silvering Brass and Copper. BOSTON MERCHANTS, 219 Broome St., New York. mar18

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SHAVE WITHOUT A RAZOR—Fuller's original Super-Epalletine Self-Shaving Cream. Formula and full directions for use, 25 cents (silver). Sellin rights included. C. FULLER, 4 1/2 Winoski Ave., Burlington, Vermont. mar25

SUNBRITE makes old Carpets and Rugs look like new; wonderful renovator; cleans instantly; no rinsing; no drying; absorbs and evaporates; huge profits. Guaranteed formula, \$1. S. & H. MANUFACTURING LABORATORIES, Boylston Building, Chicago. apr15

TATTOO MARKS REMOVED—Six formulas that will take out tattooing. Price, \$1.00. HARRY V. LAWSON, Box 1206, Los Angeles, California. apr15

T. T. TOOS REMOVED—Safe, simple and scarless. Each a positive remover. No expensive acids, etc. Formulas, prepaid, \$1.00. PROF. HOWARD, 261 Thomas St., Athens, Georgia. mar25

TATTOOERS' SECRETS EXPOSED—Instructions on Tattooing 50c. Formula for Removing Tattoos, 50c. PERCY WATERS, 1035 Randolph, Detroit. apr29

THE ROYAL GAZETTE—is a wonderful magazine of money-making plans. Formulas, schemes, tips and ideas. It will show you how to make money money. Sample Copy, 10c. JACOB I. GOLDBERG PUB., 2367 Second Ave., New York. mar25

TRANSFER SOLUTION FORMULA—Transfer to paper or cloth, 25c. FRANK H. O'BRIEN, Chemist, 215 Clunie Bldg., San Francisco, Calif. mar25

1,000,000 FORMULAS—Sell Formulas. Make immense profits, \$5.00. MILLER, 526 Main, Norfolk, Virginia. mar18

3,000 PRICELESS FORMULAS—Guaranteed and tested. 1,500 million copies sold. \$1.00. ALLEN'S ENTERPRISES, 1227 Milwaukee Ave., Chicago, Ill. mar25

IRON RUST SOAP—Removes iron rust spots, ink and stains instantly; easily made. Guaranteed formula, \$1. S. & H. MANUFACTURING LABORATORIES, Boylston Building, Chicago. apr15

17 AUTO SPECIALTY FORMULAS, 25c each. Coal Saver Formula, Dime. Original Lashone Formula (makes the eyelashes grow), \$1.00. Can furnish any formula at low prices. 110LT SERVICE BUREAU, B5803 Dorchester Ave., Chicago. mar25

FOR RENT, LEASE OR SALE

7 1/2 WORD, CASH. FIRST LINE LARGE TYPE.

FOR RENT—Theatre for Pictures and Vaudeville. Seating capacity 500. County seat. Good location. Town has one small show, not big enough. Address H. H. STUBEN, Ottawa, Ohio. mar25

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FOR SALE—Gillespie Amusement Hall, Dancing, roller skating, basket ball, etc. Address M. H. MARR, Gillespie, Illinois. mar25

LOOK, SHOWMEN—Big Opera House. Newly decorated, new steel ceiling, new scenery, big stage, heat, lights and janitor. 400 seats. Running water. Will let for Road Shows, Vaudeville, etc., only. No competition. Or will sell picture equipment and lease. HOWARD THEATRE, Monroeville, Ohio. mar25

WANTED TO LEASE Dance Hall in Park or Resort. Have excellent orchestra. Ten years' experience managing pavilions and parks. Will consider managing park on percentage. Highest reference. No lemon. Apply MGR., care Billboard, Cincinnati, Ohio. mar25

FOR SALE—NEW GOODS

40 WORD, CASH. NO ADV. LESS THAN 25c. 60 WORD, CASH. FIRST LINE LARGE TYPE.

All-Metal Penny Pistol Machine, copper oxidized. Greatest money getter for arcades, carnivals. Price \$60.00. Get third cash with order, balance C. O. D. collect. INTERNATIONAL MUSTOSCOPE CO., 536-46 West 23rd St., New York. mar25

Army Blankets—Four-Pound wool, \$3.50 each, prepaid. IDEHOUB, Foley, Alabama. mar25

Do You Operate a Liberty or Victory Root Beer Barrel? We can save you money. P. O. BOX 4037, Miami, Florida. mar25

Green Carnations, St. Patrick's Day souvenirs. Small \$1.00 per hundred; large \$2.50. Samples 10c. Tissue novelties. MERRENS SYSTEM, Galton, Ohio. mar25

New Iron Mutoscope Machines. Weigh seventy pounds. Best looking machine ever put on the market. Works by hand. \$60.00 complete with reel. Act immediately. Biggest money getter for arcades and carnival shows. See picture in spring Billboard. INTERNATIONAL MUTO SCOPE REEL CO., 548 West 23rd St., New York. mar25

In Answering Classified Ads, Please Mention The Billboard.

NOVELTY PAPER DOLLS AND ANIMALS for children. Fast 25c seller. See 50 for sample pack- age of four. CLOISTER SHOP, 1909 Locust St., St. Louis, Missouri.

PHONOGRAPH RECORDS, 10c. New ten-inch double disc; 5 samples, \$1.00 cash. GENERAL SUPPLY CO., Springfield, Ohio.

START OUT RIGHT THIS SEASON. Get a Pop- Em-in Bucket and get top money every day. Rocket and Ball, \$20.00. No canvas needed. F. W. AMMAN, 510 Baum St., Cincinnati, Ohio.

FOR SALE—SECOND-HAND GOODS 3c WORD. CASH. NO ADV. LESS THAN 25c. 5c WORD. CASH. FIRST LINE LARGE TYPE.

Buy Your Mutoscope Reels and Mutoscope parts direct from the manufacturer, the only one in the United States and the largest reel concern in the world, and save for yourself the jobber's profit. INTERNATIONAL MUTOSCOPE REEL CO., 536-46 West 23rd St., New York.

For Sale—Complete Doughnut Outfit. Consists Talbot doughnut trunk, Morgan doughnut machine; used only one week; ready for business. Address DOLORES, 917 N. La Salle St., Chicago.

Twenty Second-Hand Iron Mutoscopes, complete with reel, each \$40.00. Good condition. INTERNATIONAL MUTOSCOPE CO., 536-46 West 23rd St., New York.

A BARGAIN—Crystal Maze attractive front; must see. Any reasonable offer takes it. Don't miss unless you mean business. PETER J. SHEA, Palace Gardens, Detroit. mar18

ADD-A-BALL GAME IN BOX, balls and chart, \$5.00. MILT ROBBINS, Petersburg, Illinois.

ADVANCE ELECTRIC MACHINES, \$1: Peanut Machines, \$3.75; Advance Ball Gum Venders, \$3.50; Mills Fortune Teller, \$9; 3,000 Cards and two counter size Post Card Machines, all \$30; two counter size Post Card Machines \$30; three Hoover Name-Plates, \$30; three counter size Moving Picture Machines, like new, each one \$129; \$12; Penny Scale, \$18; Ideal Post Card Machines, like new, \$10 each; Mills Target Practice, \$9; one 5 and 4-slot Flat Gum Vender, with 1,000 Boxes, \$11; Assorted Pictures, \$100 a hundred, for machines. Want to buy Mutoscope Reels, send deposit. FRED YANCE, 524 South Campbell Ave., Chicago, Illinois.

ARCADE MACHINES BARGAIN—20 Calliope Picture Machines, \$30 each; 7 Regent Picture Machines, \$22 each; 10 Rosenthal, \$18 each; 10 Quartoscopes, \$18 each; 10 Exhibit Card Machines, \$15 each; 4 Rosenthal Illustrated Song Machines, \$20 each; Single Target Automatic Rifle, \$140; Rover Name Plate, new style \$37, old style \$30; Mills Singing Hats, Waxed Chameleon Muscle Developer, Punching Bags, \$50 each; Automatic Card Pistol, delivers target with each coin, \$37.50; Cattle Grip, one-side grip and one Mills Lifter, \$12 each; Rubber Neck Roller Money Back, \$55; Mills Hat Blower, \$30; Stewart Blower, \$50; 9 Edison Phonographs, D. C., 110 V., \$28; 10 Mutoscopes, \$35. All above machines are guaranteed in perfect working order. One-third deposit with order, balance C. O. D. GLOBE AMUSEMENT CO., 97 Fulton St., Brooklyn, New York.

ARE YOU INTERESTED IN first-class Penny Arcade Machines at the right price? Never again will you have such an opportunity. Don't buy any arcade supplies for this season until you have written us. M. LINICK, 102 California Ave., Detroit, Michigan.

AUTOMATIC FISHPOND FOR SALE—Guaranteed condition. Used short time. Cost \$330, sell for \$125. CARLTON, 2738 Atlantic Ave., Brooklyn, N. Y.

BALL GUM MACHINES—10 Advance, \$15.00 each; 2 Masflow, \$2.50 each; 3 Famous, \$4.00 each. HAL C. MOUDY, Danville, Illinois.

BANNERS—New six-sixteen feet Snake Banner; price, \$25.00. Three-eight-ten feet Lady Sword Walking, Living Half Lady, Mindreading; used; perfect condition. Three for \$25.00. RAY BRISON, 116 Linden, Reading, Pennsylvania.

BICYCLE AND UNICYCLE to ride on wire nickel-plated. BILLY LINDEMAN, 504 So. 14th St., Sheboygan, Wisconsin.

BIO WAFFLE-HAMBURGER BOX, Snake Show, Mounted Snake Skins, etc. TOM DEES, Box 32, Bessemer City, North Carolina.

BROOM ILLUSION, now \$15; Escape Act with 4 pairs cuffs, etc., \$15; Magic Table, \$2; Poole Bros.' Mind Reading, 1 person, \$2; Wooley's Mind Reading Act, 2 people, \$1; Fire Eating Act, 25c; Dice Box, \$5; Egg Bag, \$1. Stamp? W. WOOLEY NOVELTY CO., Peoria, Illinois.

CANIL YACHT RACE FOR SALE—Twelve-boat machine, new last season. Write or call F. HASSINGER, 514 Leonard St., Brooklyn, New York.

CARROUSELL, with Top, Side Wall, Organ, 4 1/2-horse power Gasoline Engine, 2-horse power Motor for Organ, \$1,500.00. Raffle, Puzzle, \$300.00; Set Saw, six boats, \$500.00; six Wagons, \$83; Concession Top, Side Walls and Frame, \$50.00, 8x10 Top, Side Wall and Frame, \$75.00. Baby Game, complete, \$10.00. Two Hoop-La Frames and Tops, each \$10.00. Two Steeping Tops, \$10, \$15.00, 10x14, \$20.00. Lot of extra Horses and Animals, \$5.00 each. National Ball Game, \$10.00. Two eight-number P. C. Wheels with cases, \$15.00 each. One 12-number 11 re. Shoe Flasher, \$30.00. One 15-number Star, \$20.00. One 16-number Star, \$25. Four Picture Heads, \$10. One New Chicken Farm Game, 30 number, operated same as race track, \$50.00. All the above goods are bargains for anyone going in the amusement business, as I am going out. Half cash, balance C. O. D. C. E. ERYIN, 2533 North Front St., Philadelphia, Pennsylvania.

CIGARS, \$3.25 per 100; Carpenter's Chest, \$2.50; Perfume Spindle, \$4.25, complete; SHARRMAN, Roll-down, "Not Japanese," \$1.00. MISHRMAN, 13 Smith, Poughkeepsie, New York.

COMPLETE OUTFIT—1416 Cookhouse, Show Top, 20x40; Concession Outfits, 8x8 and 8x13. All tents khaki; no junk. S. PLUMMER, 511 So. William St., Dayton, Ohio.

COMPLETE PITCH-TILL-YOU-WIN, with stock, tent and frame, \$125.00. One High Striker, \$20.00. E. BAUST, Indianapolis, Indiana.

OYE DROPS—15x24; Western and Midway. Both \$20.00. ED BURRIDGE, Box 515, Clarksville, West Virginia.

CLOSING OUT—Going on road April 1. The following goods goes dirt cheap for cash: Lunch Wagon, \$50.00; Box Ball Alley, \$20.00; Pop Corn Machine, \$15.00; 75 Pairs Roller Skates, \$35.00; 4 Cone Organs, \$5.00; Hand Organ, \$15.00; Folding Organ, \$15.00; Mandellette P. Camera, \$3.00; Account System, \$50.00; 8 Organ Pipes, \$6.00. Further particulars address JOHN V. MULLIKIN, Box 44, Montezuma, Iowa.

COWBOY'S SILK BUCKING HORSE NECKER-TIE, \$2.00. Heavy Leather Helmet, excellent condition, \$2.00; Coking Cowboy Act, typewritten, \$1.00. HARRY STONE, 23 Bancroft, Worcester, Massachusetts.

DEUTSCHE RECORDS, Musical Instruments, Books and Novelties. Catalogue, 2c. CENTRAL SUPPLY HOUSE, 615 Seneca Ave., Brooklyn, N. Y.

ELECTRIC SHOCK MACHINES—5 Acme New Style, \$650 each; 2 Old Style, \$5.00 each; Mills Firefly, \$5.00; equipped with new batteries and in good order. HAL C. MOUDY, Danville, Illinois.

ELECTRICAL LIGHTING EFFECTS—Clouds, Ripples, etc. We have on hand for immediate delivery second-hand Stage Lighting Apparatus, Spotlights, \$15 up; Strip Lights, Chandeliers, Plug-ins; Boxes, Dimmers, Cable, Gels and Lenses. RI-ALTO STAGE LIGHTING 304 West 52d St., New York.

ELECTRICAL STAGE EFFECTS—Clouds, ripples, fire waterfalls, spotlights, stereopticons, rheostats, studio lights, condensers, lenses. NEWTON, 303 West 15th St., New York.

ELEVEN PROFESSIONAL MAGIC TRICKS—Creation Red Cross, Three Handkerchiefs to Large American Flag, Carpet Bagdad, Push Exchange Bag, Flower Production, Linking Rings, Flash Handkerchief Production, Linking Rings, Flash Handkerchief Production, Crystal Handkerchief Basket, new Wine and Water, Flag Between Handkerchief, Flag and Candle Combination. Used; perfect condition. Price, \$22.50. RAY BRISON, 416 Linden, Reading, Pa.

EVANS' DEVIL'S BOWLING ALLEY—Used three months, good as new, \$50.00. C. R. RAYMOND, 134 North St., Portland, Maine.

FOR SALE—Slot Machines: Cattle Pucks, new Century, Big Six fine condition; Mills Dewey and Liberty Bells. Wood cabinet Counter Machines, \$40.00 each; Iron Cabinet, \$15.00. Penny Machines cheap. COONIE MALOON, Union City, Indiana.

FOR SALE—Popcorn and Peanut Machine, Kingery No. 300; used 2 years; in operation every day. Leaving town. J. D. McHENRY, Shelbina, Mo.

FOR SALE—10 Mutoscopes; oak cabinets; complete with reel; \$25.00 each. MILLER, 1209 Broadway, Brooklyn, New York.

FOR SALE—Nickel-Plated Single and Double Trav- eel and Roman Rings. PAUL F. KOLB, care Bill- board, New York City.

FOR SALE—Merry-Go-Round; 24 horses, 4 chariots; complete with Lion & Healy Band Organ and two Engines. Cheap for cash. SWING, 1227 Smalley Ave., Muscatine, Iowa.

FOR SALE—Shooting Gallery, Light Studio Outfit, Penny Arcade Machines. Reasonable. STEVE GEORGEPOULAS, 13 S. Halsted St., Chicago, Ill.

FOR SALE—One Penny Weighing Scale, mirror front. First \$30.00 take money. CASINO POOL PARLOR, Kulpmont, Pennsylvania. apr1

FOR SALE—Leedy Tympani, 25 and 27; new; in boxes; bargain; \$140. B. MINER, Oblong, Illinois.

FOR SALE—Arcade Machines. Enclose stamp for list. SUPERIOR WEIGHING MACHINE CO., Box 75, Shamokin, Pennsylvania. apr2

FOR SALE—One 5c Medal Stamping Machine, \$15.00; one Cattle Cadillac Scale, like new, \$28.00; ten Firefly Electric, \$8.00 each; ten Wizard Fortune Tell- ers, \$7.00 each. One-third cash, balance C. O. D. CHAS. B. LAKE, 20 Spencer St., Providence, R. I.

FOR SALE—A large rich wine colored Belgium velvet Curtain. Never used. Will sell for cost of making. Apply McNALLEY STORAGE AND TRANS- FER CO., 547 West 37th St., New York.

FOR SALE—Vaudeville Show Outfit. Curtains, Spirit Cabinet, Marionettes, etc. Write for particulars and make offer. Address HARRY B. CLARK, 2665 Dick- erson Ave., Detroit, Michigan.

FOR SALE, BARGAIN—Ten Pinnet Bowling Alley, complete equipment, good condition, \$90.00. REED, 6591 Deary St., Pittsburg, Pa. mar18

HIGH STRIKERS, FUNNEL GAMES, Thirty Dol- lars up; Shooting Gallery cheap; Ferris Wheel, Merry-Go-Round, lot other goods. Particulars sent for stamp. MOORE BROS., Lapeer, Mich. apr8

I HAVE FOR SALE—One 70-ft. Balloon for \$75.00; one 65-ft. Balloon for \$50.00; three Parachutes, \$20.00 each. All in good condition. C. C. BONNETT, Enfield, Massachusetts. mar18

KEY RING OUTFIT, Die, etc., \$3.00. Stamp? W. WOOLEY, Peoria, Illinois.

KOTTON CANDY MACHINE—Like new. Combi- nation hand and electric. Used only few days. Delts make. Cost Two Hundred. Seventy-Five Dol- lars takes it. Have other business. F. E. CHASE, Box 22, Mount Hope, Kansas.

LORD'S PRAYER PIN, with B. & L. Microscope, Small Bible and Banner. Condition perfect. First \$100.00 takes outfit. HERRICK SALES CO., 423 West 2d St., Chester, Pennsylvania.

MACHINE BARGAINS—Arcade Machines, Planos, Scales, Music Box, Mutoscopes, Baseball, Pucks, Dewey and Bells in 5c and 25c play; Mills 20th Century Twins, 25c and 50c play; Drop Pictures rented, 50c per set. ADAMS NOVELTY CO., Lowell, Massachusetts.

MILLS OPERATOR BELLS, Target Practice, Base- ball, Fortune Tellers, Ball Gum, Shock Machine, lot of Repair Parts, Cheap. W. LANG, 631 Divis- ion St., Toledo, Ohio.

MILLS SLOT MACHINES—Two floor O. K. Gum or Mint Venders, \$50.00 each; two Counter Bells, \$30.00 each. Guaranteed in good condition. One-third deposit with order. C. J. HOLZBACH, 2533 Dupont, So. Minneapolis, Minnesota. mar25

MINIATURE RAILWAY—14-in. gauge engine and tender complete, \$150.00. F. KNOEPFLER, 67 S.oulard, St. Louis, Missouri. mar25

MINUTE TINTYPE CAMERA and Tripod, used 2 days, \$10. COLVIN, Ansted, West Virginia.

ORIGINAL DANCING DOLLS—The greatest selling novelty in the world. Samples, 25c. Special in- ducement to dealers. DEWEY TURNER, Remsen- burg, Long Island.

PANAMA CANAL Lecture Outfits; bargains. WYND- HAM, 21 7th Ave., New York.

PENNY SLOT SCALES—National, \$24.00; Mills Standard Springs, \$25.00. All rebrowned, look new and in first-class condition. HAL C. MOUDY, Dan- ville, Illinois.

PENNY SLOT MATCH VENDERS—Advance Globb, \$4.00; one Mills, \$3.00. HAL C. MOUDY, Dan- ville, Illinois.

PRINTING PRESSES, Type, Paper Cutter, Stapler, Electrotypier, etc. Complete outfit cheap. QUACK- ENBUSII, Big Flats, New York.

REVOLVING BILLIARD GAME—Something entire- ly new; protected by patent. Look out for in- fringement when buying. Protect yourself and order the original. ALEXANDER, 315 20th St., Brooklyn, New York.

RYE AND CHAMPION Gum and Chocolate Ma- chines, 4-slot, \$10.00. HERRICK SALES CO., 423 West 2d St., Chester, Pennsylvania.

SLOT MACHINES—20 counter size solid oak Muto- scopes, penny slot; like new, with reel, \$45 each. B. MADORSKY, 97 Van Buren St., Brooklyn, N. Y.

SHOOTING GALLERY in fine condition. 250 knock- out birds, five rows of moving objects, 14 targets, 60 lbs. wheel, seven guns. Will send photo. \$500.00 cash. W. A. HARMON, 1769 E. 18th St., Cleveland, Ohio.

SIX (8) BALL ROLL-OVER TABLES—48 holes, highly varnished; same as new; perfect condi- tion. Cost \$7.50 each. Best tables ever made. 15 inches wide; 5 1/2 feet long. Will sell for \$15.00, including half a ton half deposit, balance C. O. D. L. C. THURBER, Patchogue, New York. x

SLOT MACHINE OUTFIT—Consisting of 29 Ma- chines, all used in arcade last summer. \$875 takes them. B. MADORSKY, 97 Van Buren St., Brooklyn, New York.

SLOT MACHINES—Regina Hexaphones, \$200.00 each; Mills Perfumes, 4 bottles, \$8.00; Wizard For- tune Tellers, \$7.00; Iron Scales, \$17.50. SIM- LINGTON, 2541 Larimer, Denver, Colorado.

SLOT MACHINES—10 Miniature Oak and Mahogany Counter Mutoscopes, penny push button, with reel, \$35 each. B. MADORSKY, 97 Van Buren St., Brook- lyn, New York.

STRAIT-JACKETS, \$8.00; Torture Anchor, \$8.00; Split Post, \$3.00; Thumb Cuffs, \$3.00. No list. TRUDELL, 170-B Meadow Rd., Lowell, Mass.

THE BATTLE OF GETTYSBURG—50 colored slides. HOWARD LINDSEY, Sacandaga, New York.

THEATER PIANISTS, TEACHERS—Will sacrifice 100 sheets of fine Music and wax expression, for \$3. Some used, good condition. Bargain sure to please. GEORGE HUBBARD, 573 Illinois, Riverside, Calif. mar18

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TOTEM NOVELTY CO. Rebuild Iron Operator Bells into 25c play, with all the latest improvements. Repair or rebuild any coin-operated machine built at reasonable prices. Buy Slot Machines, any kind, any condition. Want 500 Target Practice. For Sale—50 Wood Cabinet 25c Bells, 20 25c Iron Bells. Want 100 25c Ben-Hurs, 25 Cattle latest Bells, 10 large Fortune Tellers. 205 South Ave., Aurora, Illinois. x

TWO KONKIN BUCKETS, practically brand new. Buckets are complete, consisting of hood, frame and bucket. Price for both, \$100, or single bucket, \$60 JACK SIEGEL, 412 Lafayette St., New York City. apr1

TYPEWRITER—Standard folding, with carrying case; same size and folds like the Corona; good condi- tion; \$25.00. R. NELSON, 1234 Fifth St., Detroit, Michigan.

USED MONARCH PICTURE MACHINE—Same as new. In Central Trunk. Complete. Worth \$200; first \$10, Folding Organ, used twice; same as new; cost \$40, first \$20. Above must be big bargains or money back. RICTON, 134 W. 7th St., Cincinnati, Ohio.

WALK THROUGH FUN HOUSE, \$350.00; 36-inch Wheel, 16 numbers, looking glass trimmings, \$35.00; 12 small Wheel, 14 inches, 8 numbers on one side, 12 numbers on other, with case, \$15.00; 2 Add-A- Ball Games, knockdown, \$35.00; 1 Electro Train, works where wheels don't \$18.00; 1 Hoop-La Game, \$10.00. EUGENE BAUST, 938 Bellevue Place, Indi- anapolis, Indiana.

WANTED TO SELL—a bargain: 1 Circus Stage, Felt Matting, round, 23 feet diamet, 2 inches thick, covered with canvas, in two sections, with straps and buckles; first-class condition; fitting any stage; ready for packing in two waterproof canvas bags; as good as new; price, \$75.00 cash. Also one Coconut Matting in two sections, to buckle, round, 21 feet diamet, \$20.00 cash. DE MARCE, care Billboard, New York City.

WANTING SPRINGLESS SCALES and Guessing Scales, Regina Hexaphones, Ryeide Venders. Very cheap. HAWES, 1137 Vine St., Philadelphia.

2 GAMES OF SKILL-BALL—Just the thing for Grind Store. HARRY VAN VLIET, Port Ewen, New York.

3 PORTABLE BOX BALL BOWLING ALLEYS—36 feet long; in good shape; used last year at Geauga Lake; \$60 each; crated. 2 Add-A-Ball Games, Taylor make; both for \$15. 2 Revolving Dart Wheels for hand-thrown darts; both for \$15. 1 Eight-Foot Pop-In Game, using celluloid balls; can be worked several ways; \$20. Japanese String Game, over 300 strings; 2 games that make a 10-ft. store; packed in one crate; this is a winner; \$75. GROVER KORTON, 4353 Warner Rd., Cleveland, Ohio.

4 KONKIN POP-EM-IN BUCKETS complete, \$20 each, or the 4 for \$75. All good as new. E. E. BRADY, 1804 11th St., Altoona, Pennsylvania.

26 LEATHERETTE UPHOLSTERED SETTEES. Good as new, \$1.24. Will sell for \$400, 5 16- inch Electric Fans, \$65 apiece; sale price, \$25 apiece. 36-bulb Electric Sign, 5x3 ft., \$480; sale price, \$100. Write R. ROCKVAM, Mankato, Minn. mar25

20 MILLS OAK CABINET COUNTER BELLS, \$35.00 each. Cast Iron Frames with straight glasses, com- plete, \$3.50 each. PUNCTURELESS TIRE CO., Mo- bile, Alabama. apr4

2.000 FLAT FOLDING CIRCUS CHAIRS, any num- ber, \$11.00 per dozen. C. E. FLOOD, 7320 Decker, Cleveland Ohio. apr4

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RICTON'S CHAIN OF ROOMING HOUSES, Cin- cinnati, Ohio. Home at No. 131 W. 7th St. Phone, Canal 1731-L. Performer's desirable rooms, when in the Queen City go to following houses, all are Ric- ton's. Ricton is sole owner, not just agent: No. 405 W. 7th St., No. 134 W. 7th St., No. 118 E. 8th St., No. 909 Mound St., No. 1419 Elm St., No. 411 W. 7th St., No. 1206 Plum St., No. 708 W. 9th St., No. 5 E. 8th St., No. 112 E. 9th St., No. 613 W. 7th St. and No. 703 Pearl St., just oppo- site Pennsylvania Depot.

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Ex-Service Men, Don't Be Idle. Write for full particulars. E. ALEXAN- DER, 845 Broad St., Room 23, Newark, N. J. mar18

Musicians, Especially Trom- bones, state salary. Carnival work. Open April first. Salary positively sure. Write "DECOLA," 1421 Congress St., Chicago, Ill.

The Justus-Romain Co. Wants real Novelty Team, change strong for week. Prefer one to play piano. JOHN J. JUSTUS, 924 Litchfield Ave., Wichita, Kansas.

Wrestlers, Boxers for Athletic Show; experienced men only. Want com- plete ring outfit. Reply, stating full details. DUKE BARRY, Connelville, Pennsylvania.

ACROBATS, Trowns, Silent Acts. See Instruc- tions and Plans. JINGLE HAMMOND. apr1

A MANAGER—Each section, for moving picture road show, featuring "Even in Eden" and "Apple Pies." Small investment. SATIRIC PICTURES, 617 Candler Bldg., New York City. apr1

ARTISTS—Would you care to earn enough in your spare time to pay your R. R. fares, excess and commission? Some are even able to make their entire salary with it. Let us help you. PEEBLESS APRON CO., Dept. G-2, Dayton, Ohio.

ATTENTION! OPERATIC SINGERS WANTED—Ten- or, Contralto, Soprano. Join Big Time Quartette. Operatic experience not absolutely necessary. Write "FOXY SINGER BAND CAN'T BE BEAT," Box 313, Hastings, Minnesota.

CLOWNS AND COMICS—Big Management New Clown Stunts. See Books. JINGLE HAMMOND. apr1

DETECTIVE EARN BIG MONEY—Travel. Excel- lent opportunity. Fascinating work. Experience unnecessary. Particulars free. Write AMERICAN DETECTIVE SYSTEM, 1963 Broadway, New York. may20-1922

OTO BROTHERS' GREATER SHOWS wants Shows, Riding Devices and Concessions. Ball Games, \$20.00; Grind Stores, \$37.00; Wheels, \$30.00. Show opens 24th of April. Charles Denham, How- ard Boys, write, Iron Mountain, Michigan. mar25

FERRIS WHEEL OPERATOR—Must be sober and Reliable. Answer FREDERICK EHRING, Ker- shaw, South Carolina. mar25

LAOY PIANIST—One who can sing for standard Broadway act. State particulars. HARRY WAL- TERS, Victory Hotel, Detroit, Michigan.

LYRIC WRITER—Would like to collaborate with melody writer. 50-50 proposition. JOS. BOYLE, 1238 Nelson Ave., Hichbridge New York.

MEN WANTED—Take orders for all music and in- struments. Samples and proposition, 15c. EAST- ERN MUSIC CO., North Adams, Massachusetts.

PAMAHASUKA'S PETS, a standard attraction. Ed- ucated Birds, Dogs, Cats, Monkeys, Pony. Wants good assistants. Oper Act, Lady of Gentleman to work Bird and Animal Acts. Write all first letter. G. O. E. ROBERTS, Manager, 2324 N. Fairhill St., Philadelphia, Pa. Telephone, Diamond 4057. mar25

PEOPLE FOR WEEK-STAND REPERTOIRE SH'W under canvas opening May 15. CARL M. DAL- TON, Lacrosse, Wisconsin. apr1

REAL VAUDEVILLE PEOPLE WANTED—Musical Acts, Novelty Acts, Piano Player, Man for Lead Comed. Those doubling acts and band given prefer- ence. Single and Double Acts. Men help on more. State what you can and will do. Change for six nights. All must send photos. State lowest and pay your own. Write, don't wire. Show opens first of April, under canvas. Address G. L. GREEN, 210 Hess Avenue, Evansville, Indiana.

"SAWING A WOMAN IN TWO"—See Instruc- tions and Plans. H. JOHNSON.

WANT COLORED MAN for Snake Pit. McINTOSH, Blanch St., Battle Creek, Michigan. mar27

WANTED—One man in each town to act as Demos- trator for new Ford Grammet; simply show this to advertise it and get name and addresses of those who see it; will send by mail to those in- terested and pay you good for names that you interest. If you're looking for something good write quick for job. N. L., Box 29, Vincent, Iowa.

WANTED—A good proposition to live workers on our Grind Stores at Moxall's Park. Must be able to talk and deliver the goods. Write quick. E. R. APPELGATE, Box 166, Zanerfield, Ohio.

In Answering Classified Ads, Please Mention The Billboard.

(Continued on Page 204)

WANTED—For test med. show. Performers in all lines. These double in hand given preference. Want especially Novelty and Musical Acts. Send photos. Men must help it up and down. State all and lowest salary first letter. Address G. L. GREEN, 210 Hess Ave., Evansville, Indiana.

WANTED—AERONAUTS. Reliable people for parachute jumping. Experienced preferred, but will consider amateurs. Also one Inside Man who understands inflator. State age, weight, experience and salary. Send photo, which will be returned. RILEY BALLOON CO., P. O. Box 230, Flint, Michigan.

WANTED—Full Stock Company. Play under tent, three-day and week stands. Auto show. State Director with new plays. Those who can sing, dance or play instruments given first chance. Year-round position for the right parties. Address J. C. BAROLET, Heights P. O., Box 8, Houston, Texas.

WANTED—Magician-Hypnotist that also does mind-reading. Can also use good Blackface Song and Dance Comedian that can change for week. Must be a sober and reliable people. Others closed without notice. Thirty weeks, opening May 1. MOSELY BROS., 2224 S. Topeka Ave., Wichita, Kan.

WANTED—Girls. Dancers and Drummers, or willing to learn. Good amateurs considered. Please state all and mention lowest salary. All photos returned. KEAN'S KILTIES, Orlando, Florida.

WANTED—Three Young Women; one who has got experience in Handling Seesaws and two to assist Magician. MAX WHITEONE, care Gen. Del., Windsor, Ontario, Canada.

WANTED AT ONCE—Trap Drummer. Union musician. Pictures only. Play only big stuff. Must be first class. Full line of traps. Apply LEADEE STRAND THEATRE ORCHESTRA, Binghamton, New York.

WANTED—Young Lady that likes horses and learn to be a lady rider with high school and jumping horses. State age, height, weight and if any experience. To travel with high-class show of thirty-eight years' standing. Please send photo. Address BARNY H. DEMAREST, 566 Broad St., Broad St. Theatre Bldg., Newark, New Jersey.

WANTED—M. P. Camera Man with A-1 camera. Long season. Sure salary. Must be low. W. M. TEMPLE, Mason City, Iowa.

WANTED—All kinds of people for Western Comedy Play. Can place man with short-cut script. Band Played. Also Piano Player that can do Parts. One-night stand preferred. Long season. If you are a manager take over your own show. I want reformers. This is our 16th season and never closed in the middle of the season. State lowest salary. We pay all after joining. Those that wrote before write again. Show must first week in May. KETROW BROS., 1511 Sheridan St., Anderson, Indiana.

WANT SNAKE PIT WORKER (MALE). MCINTOSH, 124th St., Battle Creek, Michigan.

WANTED—Ground Fast Tumblers and Middle Man for tumbling act. Salary no object to real Trick Tumblers. Explain the kind of routines you can do. Address TUMBLING ACT, 1341 S. Sangamon St., Chicago, Illinois.

\$50,000 IN CASH PRIZES every month is offered in competitions in United States. For information address J. BOYLE, 1258 Nelson Ave., Highbridge, New York.

HELP WANTED—MUSICIANS
 2c WORD. CASH. NO ADV. LESS THAN 25c.
 4c WORD. CASH. FIRST LINE LARGE TYPE.

The Justus-Romain Co. Wants
 Musicians, including Leader, for band and orchestra. JOHN J. JUSTUS, 924 Litchfield Ave., Wichita, Kansas.

Wanted — Trombonist That
 Doubles Saxophone. Able to play standard music, also dance work. Real proposition. Write PAT HUNT, Ravenna, Ky.

A-1 TUBA—Also other Brass and Drums. Experienced Director. Complete standard library. Own my instruments. Carnival or local. No women or pets. Two weeks' notice. Ticket? No. W. F. BURT, Huron, South Dakota.

A-1 VIOLINIST—For Feature Pictures. Standard music. Must have good strong tone, also be able to play legitimate jazz. Write fully. "NAGAEL", care Billboard, Cincinnati. Frick, Payne, wire.

DANCE MUSICIANS interested in business education should write JACKSON UNIVERSITY, Chitticotho, Missouri. apr1

MED. SHOW WANTS Piano Player. Must read and double some instrument in band. Address 210 Hess Ave., Evansville, Indiana.

MUSICIANS WANTED on all instruments, for 25-cent show. Open March 25. Write or wire JOE MORRIS, care Billboard, Chicago.

MUSICIANS WANTED TO KNOW that I buy, sell, exchange and repair Saxophones and Clarinets. Send me price list. I always give you the best price for what you want. One trial will convince. ALFRED SEGURA, 474 Central Park West, New York City.

MUSICIANS FOR CARNIVAL—Trombones, Baritone and Drums. State salary. Open May 1. Write LEADER, Paola, Kansas.

MUSICIANS WANTED for my Second Show. Young Musicians that want to become real concert players. Two weeks' training in the French Conservatory of Music before taking the road. No jazz. Only the best kind of music played. Send for full information. J. C. BAROLET, Heights P. O., Box 8, Houston, Tex.

ORCHESTRA LEADERS WANTED—To feature our numbers at dance engagements. We pay for it. Sample copies and proposition, 15c stamps. EASTERN MUSIC CO., North Adams, Massachusetts.

BEEHLER AMUSEMENT CO. WANTS Vaudeville acts that can do two changes. Novelty, Musical, Comedian. Sketch Teams write. Also want Young Woman who can take lead in Dramatic Sketch; prefer one that does specialty. Long, pleasant season under canvas. Money every week. Send photos, which will be returned. State your lowest salary. We pay all after joining. Salary must be low and in keeping with the times. M. C. BEEHLER, Manager, care Palace Hotel, Peru, Indiana.

SAXOPHONISTS AND TROMBONISTS—See Instructions and Plans. WILLIAMS, Kansas City. mar18

WANTED—Solo Clarinet Player. Pay \$55.00 a month. An Assistant Solo Clarinet Player, \$50.00 a month. A good Baritone Player for rank of Sergeant. Apply to WARREN OFFICER, A. C. PENTLAND, 3rd Field Artillery, Camp Knox, Kentucky. mar18

WANTED—Pianists, Organists; learn pipe organ; theoretical playing; exceptional opportunity; position. Address THEATRE, care The Billboard, New York City. mar18

WANTED MUSICIANS—High-class Cabaret Entertainers. Cornet, Trombone, Drums, Cornet and Trombone must be able to sing vocal solos and put them over. Drummer who can play four-hammer xylophone. You must be A-1, high-class, all around musicians away above the average. Able to be featured man in an all-star soft symphonic sextet. Young, neat and refined. No booze or dope. Tuesdays. If you cannot qualify to above save stamps. Year-round evening work—four hours. Open May 1st. State all in first letter and send photo if possible. Also salary expected. O. M. IRONS, Sioux City, Iowa.

WANTED—Piano Player, doubling Eb Bass. Max Fisher write. II. L. CARPENTER, 803 Withers St., Lynchburg, Va.

WANTED—Lady Pianist and Violinist for first-class cafe. Pleasant engagement; clean work. If you sing, play an Wire, staying all. MGR. B. ANDRIN, American Cafe, Haynesville, Louisiana.

INFORMATION WANTED
 2c WORD. CASH. NO ADV. LESS THAN 25c.
 4c WORD. CASH. FIRST LINE LARGE TYPE.

Harry Verner's Address
 wanted. EDWARD L. SLATTERY, New Orleans, Louisiana. mar25

ANYONE KNOWING the whereabouts of Beatrice Gibson, address MRS. WRIGHT, 93 Dean St., Brooklyn, New York.

INSTRUCTIONS AND PLANS
 2c WORD. CASH. NO ADV. LESS THAN 25c.
 4c WORD. CASH. FIRST LINE LARGE TYPE. NOTICE!

Advertisements under this head must be confined to instructions and Plans only, either printed, written or in book form. No ads accepted that offer articles for sale.

A Real Opening—A Convincing
 ing door talk by a master mind, suitable for Hawaiian Village or girl show. You can demand a real salary with this spiel. A limited number at \$1.00. JAS. WARD, 61 W. Chestnut St., Chicago, Illinois.

Earn Weekly Salary Addressing
 Envelopes at home, spare time. Either sex, your own old or full particulars. 10c. F. LE GRAND FAXNTER, 1144 N. Karlov Ave., Chicago, Illinois.

How To Become Manager or
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"How To Keep Fish Alive Out of Water" for 5 days if necessary without harm. No special breeds is required. A money maker for carnivals and carnivals. Very easy to do at little expense. A limited number will be sold to protect the purchaser from overflow competition. No fake or magic trick. This great secret not yet being used on the market. Money order or cash is advisable for payment to avoid delay filling your order. Price only \$2.00 for full guaranteed instructions. If dissatisfied your money will be refunded when asked. Write at once, this may be the last time this "ad" will appear. MR. H. G. THOMAS, 1624 Catharine St., Philadelphia, Pennsylvania.

Ice Cream Pie—Real Ice Cream
 in a chocolate shell. New sensational seller. Nearly all profit. Easily and rapidly made without machinery or other expensive equipment. Formula and complete instructions. \$1. C. WILLIAMS, 242S Brooklyn, Kansas City, Missouri. mar25

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Learn Sign Lettering in Few
 simple lessons, \$1.00. H. STEVE, Solvang, California.

Rubber Belt Salesmen—Make
 your own belts at cost of one cent each from materials obtainable in any town. One man can make two gross daily. No machinery required. Buckles cost thirty cents dozen. Complete instructions, \$1. CHAS. COONERS, Clayton St., Mason, Georgia.

Transferring Photos to Watch
 dials, cases, etc. Instructions for a dollar bill. JOSEPH GRIMME, JR., Box 269, West Newton, Pennsylvania. mar25

ACROBATS, CLOWNS, SILENT ACTS—Acrobatic instruction and Exclusive Material arranged to order. Silent and Novelty Acts a specialty. Get my complete acrobatic instruction course. Covers ground tumbling, clown stunts, falls, contortion, balancing, etc., including the most difficult feats and my easy safe method for all practice, \$2.00. Free with each course, set of plans for constructing acrobatic peeps. Write for list of novelty acts; easy to learn. JINGLE HAMMOND, 257 Norton, Pontiac, Michigan. apr1

ACROBATICS—A 10-Lesson Course. New and revised. Send \$1 for Lessons No. 1 and No. 2. Complete course, \$5. Particulars free. ROYAL PUBLISHING CO., Box 1054, St. John, N. B., Can. apr8

A FLASHY Twelve-Minute Juggling Act. No skill. 25 diagrams. Lessons only fifty cents. E. P. CONRAN, 2235 N. 4th St., Philadelphia.

ARTISTS—Operate profitable local Cut Service. Particulars, stamp. M. E. CLARKE, Ottawa, Kan.

AFTER READING X. LA RUE'S advertisement, this issue, "How To Become a Hypnotist," read it again and again and see what you've missed.

AT ALL TIMES and through all ages of mankind the solution of the mysteries of mind and matter in the performance of the hypnotist is one of the million who would give half of what they possessed if they could perform such wonders! Did it ever occur to you that every hypnotist was just human like yourself, at one time knew nothing about it? He got his information from some one. That's what you'll have to do. Try X. La Rue's Short Method of Hypnotizing. A leaflet of instructions of about two thousand three hundred words (price one dollar, sent anywhere mail goes). Read the instructions carefully. Shake those creepy feelings out of your system and go at it. The writer of these instructions follows the Non De Plume is (X. La Rue) started with less information than is offered in this leaflet of instructions. Now his name is known from Coast to Coast and from the Lakes to the Gulf. Also in foreign countries. Inquiries not answered. The Billboard this issue of a hundred thousand copies should have a million readers. Among them some who would like to become a hypnotist. Messengers on all other notes and cards. All for one Dollar Bill. If you are one of this class you might assist in making your dreams come true by sending at once for X. La Rue's Short Method of Hypnotizing and go at it. Don't wonder, get neat. Nuf sed. Address S. C. RUCH, Publisher, Westchester, Tennessee.

AT LAST!—Fine imitation typewritten letters made by anyone, without glue, gelatine, hectograph or other messy methods. Thousands copy guaranteed exactly as clear as the first. Cost, 8c per thousand each, legible copies, which bring results. At last you can secure the printed instructions for making this marvel. 50c, postpaid. MURRAY'S, Sturkis, Michigan.

BECOME AN IMPORTER—Various articles directly imported demands big profits and unlimited opportunities; goods of all description, from large machinery to a small Hair-Pin. We will send original source of German manufacturers and exporters of any line of goods desired. Price for name and address of one firm, 25c, or five names and address for \$1.00, this includes original letters, etc. State your requirements. J. CHRISTENSEN, Lock Box 224, San Francisco, California.

"BECOME A Lightning Trick Cartoonist." Entertain in vaudeville. Make money giving Chalk-Talks at clubs, lodges, etc. Send \$1.00 for 23 Trick Drawings, evolutions, turn-over stunts, with chatter and instructions from a professional cartoonist. BADA ART SERVICE, Oshkosh, Wisconsin. L. Berlant, Stamford, Conn., writes: "I made my first public appearance as a Chalk-Talk Artist. Your stuff went over big. Joseph Shafer, Pittsburgh, Pa., writes: 'I'm your Trick Drawings at a church entertainment and made big hit. I have two engagements for month of March.'" apr1

BEGIN DANCING CORRECTLY—Avoid mistakes. Improve wonderfully. New fashioned Standard advanced steps following, music, style, etc. everything; ballroom dancing taught easily, quickly by mail. Stage dancing taught at studio. Send for particulars. BOYD'S, 314B Studio Bldg., Kansas City, Missouri. apr3

BEST MONEY-MAKING Mail Order Plan ever offered; it's new; a whirlwind seller. You can multiply 500 copies for \$2.00, sells readily at 35c to 50c a copy. Order pulling three "ads" and descriptive letter furnished. Girls, movie fans and thousands of others grab at the chance to buy a copy. I am going to sell a limited number with a copy sales letter, etc., included for only \$1.00. Money returned to dissatisfied. LEO ALTRINGER, 214 North Court St., Rockford, Illinois.

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COMPLETE PLANS AND INSTRUCTIONS for making Keapsa Dolls and Statuary. Learn how it's done, 25c. THE NEVADA SALES COMPANY, Box 1022, Reno, Nevada.

COMPLETE COURSE IN ACTING—Book form, 20 complete lessons. How To Study Parts, Character, Makeups, Voice Culture, How To Get a Start. Complete Regular price, \$1.00. Special to Hollywood readers, 25c, postpaid. CHARLES CLIFFORD, West Kossuth St., Columbus, Ohio.

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DON'T SLAVE FOR OTHERS—Let us start you in a profitable Mail Order Business. Your spare time at first will convince you of the wonderful possibilities. We show you how. Literature free. SENECA SALES CO., Postoria, Ohio. mar25

EARN \$1.00 PER HOUR writing form letters. Instructions in full quarter. HOLT SERVICE BUREAU, B5803 Dorchester, Chicago.

EARN WEEKLY SALARY addressing envelopes at home. Spare time. Either at young or old. Full particulars, 10c. T. E. CRAWFORD Box 4, Uniontown, Pennsylvania. mar25

FAKED LIGHTNING ARTIST. 25c! Faked Pictures in Sand, 25c; Instructions for Black Art Show, 50c; Fire Eating, 25c. MACY, 121 Norfolk, Roanoke, Va. mar18

FIFTEEN CHEAPEST Bull Pit Illusions on earth, with 28 diagrams, only one dollar. E. P. CONRAN, 2235 N. 4th St., Philadelphia.

FOUR BITS brings you a valuable plan with tips, schemes and special articles by well-known writers, for six months. Three months, two bits; one month for a dime. BLANKY, Box 471, Green Lane, East Liverpool, Ohio.

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HOW TO MAKE CONTORTO OIL Rub for Rheumatism, Stiff Joints, Formula, \$1. H. C. FISHER, Box 151, Newcast., Indiana. apr23

I POSITIVELY GUARANTEE anyone to learn Short-hand in 24 hours. Complete instructions \$1. THE RAIL AND SPEAR SHORT-HAND SYSTEM, General Post Office Box 520, New York, New York. mar18

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JUST OFF THE PRESS—"Four Full Hands of Card Tricks," by Charles T. Jordan. Twenty brand new effects with ordinary cards over a dozen of them impromptu. Printed, copyrighted instruction sheet, 19 by 25 inches, for \$2.00. Postpaid, \$2.50. "Four Full Hands of Down-to-the-Minute Magic Tricks," uniform with the above same price. Sold \$1.00 for the forty tricks. 2-cent stamp brings descriptive circular. CHARLES T. JORDAN, Box 101, Penrose, California.

LEARN PIANO PLAYING by ear in one week. Results guaranteed. \$1.00. STERLING SYSTEM, Mount Joy, Pennsylvania. mar18

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LEARN A TRADE in a few minutes. Travel where you please and make \$5 a day. Instructions, 25c. WM. PALASH, 1855 St. Marks Ave., Brooklyn, N. Y.

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LOOK, MR. MAGICIAN!—Side-Show Illusions you can build: Human Octopus, Orak, the Writing Snake; Electric Girl Act, Penetration, or boring a two-inch hole thru any part of the body. Snake with Human Head in tank of water. Walk-Around Peggy, Spidora Galata, and, of course, the much talked of Sawing a Woman. All the above, complete drawings and descriptive matter, for \$1. R. D. LEWIS, 117 West Grant, Minneapolis, Minnesota.

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MAKE BIG MONEY AT HOME silvering mirrors. Full instructions, 25c, silver. PEERLESS SUPPLY, Ravenden, Arkansas. mar25

MAKE \$1,000 in less than month. No canvassing. Only one person in each county allowed this plan. Send 25c (coin) today. WALLY JOHNSON, Dept. B, 5401 Princeton Ave., Chicago, Illinois. mar18

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MIND READING ACT—For two people (copyrighted); covers 5 different "effects"; only \$5. Send stamp for particulars to PROF. ZALANO, Tyrone, N. Y.

MONEY FOR YOURSELF without agency graft or trickery. No capital needed. Send 25c with advertisement. Money returned if not as represented. HARDY H. STONER, 1665 Columbia Ave., Indianapolis, Indiana.

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NOTE!—If you cannot sing or dance, read this: Do you realize that vaudeville is paying big salaries to good comedy novelty acts and glad to get them? Here is your chance. Full instructions, drawings and all details how to produce three Comedy Novelty Acts without singing, talking or dancing, sent for \$1.50. POHRENS THEATRICAL SUPPLY CO., Box 1912, Boston, Massachusetts.

NOVELTY ENTERTAINER'S GUIDE. Bunch of faked-up acts that pass for skill. Rag, band, Reversed and tearful pictures, tidies, easy pictorial banner painting, commercial cartoon portrait lessons, chalk chats, enlarging schemes, wrinkles, etc.; 4,700 words only one dollar. E. P. CONRAN, 2235 N. 4th St., Philadelphia.

OPPORTUNITY SEEKERS!—Don't pass this up! If you want to make money, I will give you absolutely free four legitimate mail order plans for one year's subscription to "The Matters Monthly," a real mail order magazine. Order now! This is your chance. Rate, \$1.00 a year; sample copy, 10c. COLOMBIA SPECIALTY CO., Cuba, Box 425, Sta. A, East Liverpool, Ohio. mar25

PLAY PIANO BY EAR in a few days. Play Rag, Jazz and Popular Music with that irresistible swing and rhythm that voluntarily makes one's body sway, arms swing and feet shuffle in rhythm with the music. Don't waste time to line to master the keyboard by the old method of learning to play by reading notes. Our method is simple, clear and concise, and will show you how to play with the same distinctive and individual style that characterized the playing of the author of our Self Instructor in Piano Harmony and Ear-Playing, the popular Music Composer, Mr. George W. Bellardine. Send \$1.50 (special introductory offer) road only until April 1, 1922 for a return it to us within the five days and we will refund you your money. HARMONY MUSIC COMPANY, 1642 Oite Avenue, Cincinnati, Ohio.

In Answering Classified Ads, Please Mention The Billboard.

POKER SHARKS—Learn poker secrets. 25c. DILLINE, 31 N. Warren Ave., Columbus, Ohio. mar25

PUBLISH A MAGAZINE under your own name. Large profits and commission adv. We furnish you the magazines monthly; 50 copies, \$1.50. Sample copy sent anywhere with plan for 25c. BEAL PUBLISHERS, 295 Eckford St., Brooklyn, N. Y. mar25

RESISTO'S SECRET, "Strongest Man Cannot Lift You." No apparatus. Complete instructions, \$3.00. MILLER, 528 Main, Norfolk, Virginia. apr8

SATAN'S CARD TRICK, amazing, instructions and apparatus. 10c. Secret of Twenty Great Feats of Magic. 25c. Challenge Handicap Act, with drawings, \$2.00. NATIONAL DISTRIBUTING CO., Room 28, Labor Temple, Toledo, Ohio.

"SAWING A WOMAN IN TWO"—Anybody without previous experience can easily cheaply build and present this sensational big money maker. Great for stage, slide show, etc. Complete instructions and building plans; two methods, one woman \$1.00, two women \$1.00, both \$1.50; in both methods head and feet in view while sawing. Hurry; have only 20 sets. Money refunded if all sold or not satisfied. H. JOHNSON, 1212 Heaubien, Detroit, Michigan.

SAXOPHONE JAZZING, Laughing Tremolo and Triple-Tonguing simplified, \$1.00. Guaranteed. STELLING STUDIOS, Mount Joy, Pennsylvania.

SEE MADAM PAUL'S Guaranteed Beauty Secrets (with instructions), advertised in Formula column

START PLEASANT, Profitable Mail Order Business. Plans free. CHAMBERS PRINTING WORKS, Kalamazoo, Michigan. apr15

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THEATRICAL SCENE PAINTING taught by mail. Most practical and inexpensive course in existence. Learn an exclusive trade; it pays big. We also sell imported Theatrical Scenery Models. They are great. Send stamps for illustrated literature. ENKEBOLL ART ACADEMY, Omaha, Nebraska. apr8

TWELVE PRACTICAL PROFESSIONAL TRICKS. Several papers of typewritten manuscript. No junk. \$1.00. GEORGE NEWMANN, Kenyon, Minn. apr1

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USED CORRESPONDENCE COURSES at less than half original prices. Any school; any subject for men or women. Bulletin 1,008 free. Courses taught. INSTRUCTION CORRESPONDENCE EXCHANGE, 1966 Broadway, New York. apr22

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Carousel, cheap. Williams' 18-Horse Candy Race Track, \$25.00; Fifty Five-Piece Benches, \$18.00 a dozen. Rotary Pop Corn Machine, almost new, \$15.00. Devil Child and Banner, \$10.00. Deep Sea Horse and Banner, \$8.00. Indian Woman and Child, with banner, \$8.00. Deep Sea Turtle Banner, \$5.00. Alligator Banner, \$5.00. MEX. WAGLE, Box 316, Haigler, Neb.

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Spillman 2-Abreast Carousel. Account of sickness will sacrifice this machine for \$2,500, worth \$3,500. Newly painted and decorated. Looks and runs like new. Credit to any midway. Come and look it over. MICHAEL HORVATH, Marion, South Carolina.

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Consists Clown, Negro, White Mule, Irishman, Spaniard, Chinaman, Skeleton. All well dressed. Elegant curtain back drop. For quick sale, \$20.00. W. A. MCCARTNEY, Texarkana, Texas.

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Worth \$600.00; \$350.00 takes it. J. G. BOUWELL, 435 St. Clair St., Toledo, Ohio.

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fourth cost. Will sell our last season's banners for five dollars each, cost twenty dollars each, and all in fine condition. Boxing Roosters, Happy Family, Tattoo artist, Fat girl, Snake charmer, etc. NORTHWESTERN SHOWS, 36 East Woodbridge St., Detroit, Michigan.

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ARMY COTS, Simons make, steel, collapsible, from Camp Grant, slightly used, used to have, cost Government \$7.00 each, while they last, \$2.50 each, five for \$11. ten for \$20. Swell for hotels, resorts, traveling shows, your home, etc. In lots of ten or less; cash with order. R. E. THOMPSON, 175 Spruce St., Aurora, Ill.

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COMPLETE MOTORIZED ONE-RING CIRCUS—Six Ford trucks, used, two seasons, all special built bodies, decorated with carved work and painted red and gold; worm drive, pneumatic tires. Touring Car, Big Top, 50x80; three lengths Reserves, eight lengths Blues, nine 8x10 Side Show Banners, Poleys, Rigging, etc. Ph. Cloths, Pits, etc.; Cook House and sleeping equipment to take care of twenty people; Deagan Una-Fon. A complete one-ring outfit, ready to open, except paper. Will sell as a whole or separate. Good reason for selling. MYHRE'S MOTOR CIRCUS.

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CONCESSION TENTS, 8x10, khaki, with awning and bay curtains, finished up like new; price, \$30.00. These are wonderful values. Ball Game Hoops, new and used, \$10.00 up. Big Top, \$3.00. New 12-inch Cats, elegantly painted, \$10.00 per doz.; 100'-Em-In Game, with portable stand, \$10.00; Huckley-Buck in shipping case, \$10.00. Wheels, \$2.00 up. Edison Picture Machine, with Gag, Outfit, all complete, \$35.00. Army Rain Coats, fine condition, great for the lot; keep warm and dry. Sent postpaid \$1.45 each, while they last! Tell us what you need, sell us what you don't need! RAY SHOW PROPERTY EXCHANGE, 913 N. 17th St., St. Louis, Mo.

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ELECTRIC PUSH BUTTON BOARD, the fastest 100 grind on the road, has done \$130 in five minutes and you can step. Have stored in Michigan Khaki Top, 7 1/2-ft. white side walls, hinged frame, cook or juice, good for season. AL BURRELL, 393 "E" St., N. W., Washington, D. C.

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FOR SALE—Complete outfit, or will sell any part. Stored in Northern Indiana. Tent, 45x80, 9-ft. wall, poles and stakes complete, not a hole or patch; ten lengths of Blues, 8 high; complete Stage and Hix-gin, 16x24; two Margees, Switchboard and wiring complete; one 2 1/2 K. W. Generator, Dressing Room complete, Folding Ticket Office, Chairs, Scenery. Everything ready to set up. First-class condition and will sell cheap. F. S. GOBSON, Grand Theatre, Evansville, Indiana.

FOR SALE—14x20 Khaki Top, for Hoop-La Stand, Hinged Frame, 2 Trunks, 60 Hoop-La Boxes, over 100 Hoops, Counter Curtain for all around; used last year only; stored in Detroit Mich.; \$45.00 cash. Address MR. C. L. HOWARD, 425 American Bank Bldg., Kansas City, Missouri. mar18

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FOR SALE—Conklin Pop-It-In bucket, complete, with frame and hood, \$20.00; 10 Three-Marble Roll-Down Tables, \$5.00 each; 20-in. Wooden Wheel, 36 numbers one side, P. C. on the other side, \$5.00; Brans Set Spindle, \$10.00; 8 Four-Ball Pop-It-In Racka, \$3.00 each; 12x16 Top, 11-ft. side wall, with portable frame, used six weeks, \$100.00; 7 Watch-LA Ribbons, 40 Hoops, \$3.00; 2 large Swingers, complete, \$3.00 each; 10x12 Top, 7-ft. wall, portable frame, \$30.00; 8-ft. Pan Game, \$5.00; 10 Fiber Trunks, 40x 3x2 1/2 inches, in good condition, \$8.00 each; Evans Bee Hive, \$10.00. Half with order, balance C. O. D. J. C. RANCHES, 17 Watkins Terrace, Rochester, New York.

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FOR SALE—Small Penny Arcade Outfit, all in good order; lot of Gum and Peanut Machines, lot of Electric Shock Machine and Scales, Operator Bella and O. K. Venders, few dozen Beacon Blankets and Bells, Wheel Hoop-La Outfit, Penny Game, one Board, Sales Books and Stock, Gasoline Lights, Massachusetts. F. D. ROSE, 301 Main St., Gloucester, Massachusetts.

FOR SALE—Two Concession Tents, one 20x28, used one, \$50; one 15x10, \$15. Large Pony Wheel and Laydown Cloths, \$25, and a few miscellaneous articles cheap. H. HOCKING, 320 Brooklyn St., Winnipeg, Man., Canada.

FOR SALE—40-ft. Rocking Horse Merry-Go-Round, in good running order. EARL A. FOCHE, 551 Green St., Lebanon, Pennsylvania.

FOR SALE—\$300 buys a complete 10c Grind Show. Money maker. No expense. PEARSON'S BROTHERS, Gross Bldg., Milwaukee, Wisconsin.

FOR SALE—100x2 1/2-ft. Top, khaki; good for one season; with poles, 7 pit cloths, 9 banners, good as new; 2 ticket boxes, covers and bally stand over, 2 streamers 65-ft. each, reading Circus Side-Show; brass railing for bally Lotthrop's foghorn, complete Mystery outfit, new mirror, freak pig in bottle. Show is ready for work. Will sell all together or separate. P. W. WADSWORTH, 216 Davis Ave., South Jacksonville, Florida. mar18

FOR SALE—Around the World Aeroplane Game. Cheap. C. J. MURPHY, Elyria, Ohio. apr1

FOR SALE—Complete Road Show. Edison Exhibition Machine, Model B Gaa Outfit, large Fibre Trunk, 27x37. First \$50 takes outfit. W. H. MOORE, 246 Owens Ave., Lexington, Kentucky.

FOR SALE—Complete Five-Wagon Show, including stage, lights, four tents, cook house, seats, circus poster, plumes, cuts for herald, marquee, stored in Ager, Mass. J. G. LOMBARD, 1715 Vine St., Philadelphia, Pennsylvania.

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FOR SALE—One Tent, 40x90, square end, good for two seasons, new marquee and proscenium for same. First \$100 gets it. J. C. WADLINGTON, Shelbyville, Kentucky.

FOR SALE—3 Side-Show Banners, cheap. H. J. TANNER, 842 Aldine Ave., Chicago, Illinois.

FOR SALE—Cheap. Small pickout Pony, Milburn Circus Light, large size; 1 K. W. Generator, Peerless Moving Picture Machine, 24-inch Rolling Globe, one pickout Pony and one Dog, Banner, Fly, 20x24, four lengths Circus Seats, 4 high. HARRY WEYDIT, River Falls, Wisconsin. mar25

FOR SALE—12 lengths Blue Circus Seats, 7-tier high. Address F. L. ROBERTS, Highland, Mich.

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FOR SALE—Two abreast Dentzel Carousel, Horses look like new. Handy for carnival and nice for a park. CHRISTIANSEN, 2722 W. Fletcher St., Philadelphia, Pennsylvania. apr1

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HAVE ONE D. C. MOTOR, 110, 1-10-Horse Power Electric Sign, word Copy; 5 Reels of Film, Tuxedo Coat, size 40; ten Plans and Blue Prints, Escapes, Illusions. Will sell for cash or trade for Film. DOC JONES, Carroll, Iowa.

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KNIVES FOR RACK—Assorted colors, \$3.25 per 100; assortment of ten better kind \$5.00 per 100. Sam-les, 75c. A. W. DOWNS, Marshall, Michigan. mar18

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LAUGHING MIRRORS—Metal; set B. Photo Outfit, complete; Khaki Top and Frame, 26x26. LAURA ANDERSON, Amity, Iowa.

LAUGHING MIRRORS, dandy for Park, Carnival, Fairs, Halls, etc. Like new. BOX 86, Elyria, Ohio. apr1

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OLD SHOWMAN'S STORAGE WAREHOUSE, 1227 W. College Ave., Philadelphia, Pa., buys and sells Candy Boxes, Ice Cream Sandwiches, Sugar Puff Wafers, Popcorn, Peanut or Crispette Machines, Hamburger, Outfits; Copper Candy Kettles, Concession Tents, Games; anything pertaining to show, carnival or concession business. Write me what you want to buy or sell. mar25x

ONE AUTOMATIC and two Still Shooting Galleries. Cat Rack and Box Ball Allies, dirt cheap. A. I. FROWNFEITER, General Delivery, Wilmington, North Carolina.

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PEERLESS CORN POPPER, good as new, \$175. ADAM MOORE, Lapeer, Michigan.

SACRIFICE SALE—Perfume Store. I just bought this three months ago. I intended to do the road, but owing to business I have stored up quantities of 3 gross Sachet Perfume, 1/2-oz. bottle; 1/4-oz. 1/2-oz., 3/4-oz., 1-oz., 2-oz., 4-oz., 6-oz. Perfume Bottles and Spindles. Complete cost, \$165; first \$80 takes this. Paddle Wheel numbers on both sides, 60 numbers on one side. Size of wheel, 22 inches. \$100.00 takes this. Address PRINCE'S AMUSEMENT CO., 613 McDonough St., Sandusky, Ohio.

SAVE \$200 by ordering or buying now a good, clean ride, Jazz Swing, for parks, beaches, picnics, carnivals, Fairs, etc. Let us have your order now. It is ready for spring. Best and cheapest ride. HARRY SMITH, Gratz, Pennsylvania.

SEARCH LIGHTS—Very large, made by General Electric, for U. S. Artillery use; good as new; price, \$7.00 each. PALACE AMUSEMENT CO., Lake Ave., Asbury Park, New Jersey.

SEVERAL M. G. R. HORSES, \$5.00 each. BOX 86, Elyria, Ohio. apr1

SHOOTING GALLERY, good condition; one Electric Motor and one Electric Wurlitzer Piano; all for \$150.00. EARL SENEFF, Box 255, Odon, Indiana.

SHOOTING GALLERY FOR SALE—Finest, best, most practical and substantial outfit ever made. 4 different speeds of moving animals, Deer, Hais, Rabbits, Ducks; all work nice, smooth, nearly noiseless. Also lots of stationary Birds and Targets; lots of Prize and Paper Targets, Score Cards; large Fountain with Ball Trap and Balls; Arc Lights, Rifles, Steel Back and Side Steps and many other things too numerous to mention, all for \$600.00; worth 3 times that amount. Retired from business. Address J. HEROLD, Drawer M, Toledo, Ohio.

SHOWMAN'S OPPORTUNITY—50 strong Folding Canvas Benches, with backs; 50 benches will seat 250 people. Just the thing for airdomes, churches or parks. Sell all for \$100.00. One good Edison Exhibition Picture Machine at \$50.00. One good as new Generator, 60-amp, 50 amperes, for pictures \$20.00. A bargain at \$100.00. One B-flat, low pitch G. Pruffer Clarinet, 19 keys, full Boehm system; never used; cost \$110.00; yours for \$75.00. One Lockwood-Haver Picture Screen, 15x18 ft., with eyelets; new; yours for only \$10.00. Mail all orders to the CRYSTAL THEATER AMUSEMENT CO., Allen, Kansas. x

SHOWMAN—Hard luck and sickness forces me to sell my sensational Wireless Show, complete, for saddle, platform, magic of pit, anything you can picture. Easy to operate. Fully instructed. Also Wireless Talking Vase. Great for magic, 21-licht Airplane Game, motor driven; 6 Watch-LA Blocks, 10x8 Ball Game, complete, dolls and frame, 12-oz. canvas, never used. Complete Detective Dilemma phone act, above all guaranteed and bargain. Above show can be featured. MRS. GRALICK, 2133 North Leithgow St., Philadelphia, Pennsylvania. apr1x

SLOT MACHINES—15 Winters' White and Nickel Ball Game, \$3.00 each; one Theatre Seat Choke, \$1.75; 1 Comico Scho-master and Scholars, \$10.00; Stereoscopic Views, \$3.00 and \$5.00 per 100; one Small Bulwer, \$7.00. EASTERN NOVELTY CO., Wiscasset, Maine. mar23

SLOT MACHINES, new and second-hand, bought, sold, leased, repaired and exchanged. Write for illustrated and descriptive list. We have for immediate delivery: Mills or Jennings O. K. Gum, 2000, wooden case, Creator Bells, Cattle, Mills, Dewey, all in 5c or 25c play. Also Brownies, Eagles, Nationals, Judges, Owls and all styles and makes too numerous to mention. Send in your old Operator Bells and let us make them into money-getting two-bally machines with our improved coin detector. No pay-out slides. Our construction is fool proof and made for long distance operator with our improved parts. We do machine repair work of all kinds. Address P. O. Box 173 North Side Station, Pittsburgh, Pennsylvania. apr1x

THE NEW PATENTED JAZZ SWING is a decided novelty—sure to catch the eye—to get and hold the crowds. No large space required. No dancer. Requires no experience; a boy or lady can easily operate. Nothing to get out of order. For Parks, Carnivals and Picnics it has no equal. Appeals to all classes. A large earning capacity with smallest operating expense. One of the surest, safest and nearest money getters of all the amusement concessions. The New Patented Jazz Swing being light in weight, yet good, strong and safe, can be put up in less than two hours, and can be taken down in still less time. The weight, about one ton, permits it to be run by a two or two-and-a-half horse-power gasoline engine, or steam or electric power. A small package when down; a big flash when up. Twelve coaches, each accommodating two or three persons, go in a circle like a merry-go-round. Hooked on rods, same as horse-coaches, swing out as swing goes around. When swing stops the patrons get on and off at the same time. Gets the money quick—a fine ride and neat as you care to see. Painted red and blue. HARRY SMITH, Gratz, Pennsylvania.

THE GREATEST ILLUSION of all time. Entirely different and better than anything of its kind. Now working the best vaudeville houses in the country. "Sawing through a woman" done in plain view. Will sell 2 only at \$75.00 and worth it. This illusion works on the same principle as old box method and mopping up. W. R. LILLY, 1414 7th St., Parkersburg, West Virginia.

TALKING SCALE—It speaks your weight. Operated by dropping coin in slot. In good condition and cost \$125.00 new. Will trade for other show property or Vending Machines. Make offers. HAL C. MOUDY, Danville, Illinois.

TENTS—Used one day and one to three weeks. 12x12 up to 30x40 side walls at a bargain. Get list. ED B. HUTCHINSON, Tent Maker, Elmira, New York.

TENT—30x70, laced center; side walls, poles and stakes. Top treated with Preservo. Condition first-class. \$250.00. QUEEN FEATURE SERVICE, INC., Birmingham, Alabama. mar25

TENTS—90x110, 90x180, 100x180, 100x220, 110x210. All good condition. Sacrifice price. PEARL VAN, Northville, New York.

THE NEW PATENTED Doll Back Air Ride Shooting Gallery. The biggest novelty offered for years in the concession line. An attractive amusement, a decided novelty, sure to catch the eye and hold the crowd. No large space required. No danger. Requires no experience; a boy or lady can easily operate it. Nothing to get out of order. For Outdoors or Indoors, Parks, Carnivals, Fairs, Penny Arcades, Pool Rooms, Stairs or any public place. Appeals to all classes. Legitimate and skillful. Large earning capacity with small operating expense. A combination of a Doll Rack and Shooting Gallery, two of the best and surest money getters of all the amusement game concessions, improved and condensed in one. Saving space and not dangerous. Being light in weight and requiring only a 5-foot front and 12-foot depth to operate it, which is a big item of saving when space commands a high price. HARRY SMITH, Gratz, Pennsylvania.

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TWO DOUBLE-DECK SIDE-SHOW BANNERS, U. S. make, like new, 12x20, Magic and Mindreading. The two for \$6. Also four Banners, size 10x12, like new. The four, \$5. Pair large Clown Shoes and Suit, 6 Hand Coats and Caps. The lot, \$5. JOHN ARM, Box 802, Mayville, Kentucky.

TWO MILLS O. K. Floor Mint and Gum Venders—Guaranteed mechanically perfect, \$75.00 each. PEERLESS SALES CO., 2406 Central Ave., Minneapolis, Minnesota. mar18

WILL SACRIFICE property of deceased showman, consisting of Motion Picture Machine, Stereoscopic Films, Light Outfit, Lenses Slides, etc. A. E. GLOTHE, Burlington, Iowa. mar23

23 ARKANSAW KIDS, \$4; 4-ft. Slat Rack, new, \$12; 3 new Cats, \$1; 30-number Bicycle Wheel, road, \$10; 4-ft. Country Store, works with a ball, \$30, cost me \$20; Jameson Post Card, Button and Tintype Picture Machine, with Tripod, used one day, like new, \$25; 3 Evans Three-Pin Game \$30; Evans New Three-Marble Tivoli, \$8; Bartender Ball Game, \$12. Send deposit. FRED VANCE, 524 South Campbell Ave., Chicago, Illinois.

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REAL IRISH SONGS, words and music, 10 cents each; for 25c in mail. "The Stone Outside Dan Murphy's Door," "Tell Them That You're Irish," "The Irish Spruce," "The Hat My Father Wore," "Lay Me on the Hillside," "Sentenced to Death," "Three Leaves of Shamrock," "The Bard of Armagh," "The Fasten You Pluck Them the Quicker They Grow," "The Day I Played Baseball," "A Letter From Ireland," "My Old Dudeen." Send for lists to the Oldtimer, FRANK HARDING, Music Printing, Lithography and Publishing, 223 East 22nd St., New York City.

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Complete Equipment for Theatre—400 seats, 2 machines, generator, fans, etc., including balance of lease on building. Bargain. Brass outfitting or Shading Tubes, 35c each. Nicholasville, Kentucky. SAVOY THEATRE, Nicholasville, Kentucky.

FOR SALE—Two Picture Shows, complete equipment at a bargain; reason selling, to wind up partnership business. Location, Lebanon and Campbellville, Ky. No competition. Rent reasonable. Will bear close investigation. Write or wire J. E. LAWHORN, Somerset, Kentucky. mar25

FOR SALE—Only Show in county seat town of 2,000; first-class equipment, 300 seats, new 6-B machine, reasonable rent, good business. Reason for selling, have business elsewhere. C. B. HUDSON, Greenfield, Missouri.

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SPECIAL PRINTING OFFER—125 Blue Bond Letterheads, 125 Blue Envelopes, \$1.50, prepaid. Other work reasonable. NATIONAL ECONOMIC SPECIALTY CO., Leonia, New Jersey. apr8

YOUR BUSINESS CARD reflects your personality. If you appreciate an artistic, snappy looking card, use our process engraved patented Book-Form Cards. Always ready, always clean. Trial order of 100 Personal Cards, in book-form, with elegant case, \$1.50; business also, \$2.00. Quantity prices on request. Agents wanted. BOOK-FORM CARD SHOP, 3461 Clark Street, Chicago. x

50 NOTEHEADS and 50 Envelopes, printed not over 4 lines, \$1.00; 500 Noteheads, \$2.50; 500 Envelopes, \$2.25. DIV-LAWN STATIONERY CO., 3701 Diversey Ave., Chicago. mar25x

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Curtiss, Continental, Ohio. New Price List issued March 1. Get it.

10,000 6x9 OR 4 1/2 x 12 ODOGERS, \$12.00; 5,000, \$7.00; 20,000 4x9 Tonighters, assorted colors, \$15.00; 10,000 4x9, 10,000 Card Headers, 3 1/2 x 7, assorted bright, flashy colors, \$15.00; 5,000, \$9.00. 500 11x14 Tack Cards, printed 1 color ink, \$10.00; printed 2 colors ink, \$14.00. 500 Letterheads and 500 Envelopes, both for \$1.65. 500 Business Cards, \$1.95. Get our samples. Been in the show printing business 11 years. Nothing but the best. We save you money. WELLMAN SHOW PRINTING CO., Huntington, West Virginia.

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Partner Wanted (Lady or Gentleman), by Dramatist of national reputation, whose works have made more than one million dollars for managers. Must be of theatrical experience and possess some capital. Powerful play ready for production. Small cast. (Three women, four men.) A fortune maker that will be in demand from Coast to Coast. Address BOX 55, Plymouth, Massachusetts.

LADY WISHES GIRL PARTNER. \$500.00 required. Original big time vaudeville act, costumes, etc. furnished. Experience unnecessary. Awaiting quick reply. Work immediate. Write full particulars. B. V., care Billboard, New York.

PARTNER WANTED—For Illusion Show, \$150 required. CHAS. COLEMAN, Alden, New York.

PARTNER TO BUY half interest or incorporate rapidly growing music publishing firm. Exceptional opportunity. Wonderful catalog of promising hits. Four numbers widely exploited, showing up real hits. Can furnish A-1 credentials concerning all statements. Write wire or come. EDWARD McCORMACK, Mack's Song Shop, Palestine, Illinois.

PORTABLE CAROUSEL WANTED—Half interest or experienced partner. Write G. GAUSS, 1254 Franklin Ave., Bronx. mar25

WANT PARTNER—Middle age, of steady, clean habits, take charge of tent, seats, lights and front door; work steady vaudeville tent show; must invest \$200, have outfit, small towns, live in camp, small nut; will go 50-50. Address SHOWMAN, Box 97, Columbia City, Indiana.

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Merry-Go-Round — 2-Abreast preferred. It must be cheap for cash. State all in first letter. J. O. STEFFEN, 110 17th St., Milwaukee, Wisconsin.

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Chairs in good condition. Also one Booth for two machines. Price must be low. H. H. ROBEY, Spencer, West Virginia. mar18

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WANT TO BUY—Draw Pokers, Card Machines, Mills Crap Dice Machines, or what have you? RISTAU LAND CO., Kaukauna, Wisconsin. mar18

WANTED—A Charlott Ticket Box. J. A. ROTHERHAM, Revere Beach, Massachusetts. mar18

WANTED—Four Daily Wheels. Particulars. GUY FINCH, Newton, Iowa. mar18

WANTED—Tent, 41x90, complete, for portable rink, 7 or 7 1/2-ft. walls, in good condition and priced right for cash. State all in first letter. No junk. CARL J. FUCHS, Algona, Iowa. mar18

WANTED TO BUY—All makes Moving Picture Machines, Suitcase Projectors, Chairs, Comparators, Motors, Fans, etc. Write us before selling. State best cash price in first letter. MONARCH THEATRE SUPPLY CO., 721 So. Wabash Ave., Chicago. mar25

WILL PAY CASH for Ph-Cylinder Music Roll for a 47-key Niagara Musical Instrument Co. Organ. Address FRED MILLER, 3223 Snelling Ave., So., Minneapolis, Minnesota.

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WANTED—Concession Tent, with portable frame, not over 12-foot front; also Lay Down Wheel. G. E. T., care Billboard, Chicago.

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"ENVY," "PRIDE," starring Shirley Mason; two five-reel features; splendid shape; all lithographs, photographs; \$30 each. \$5 deposit; rewind examination. KAUFMAN SPECIALS, Memphis, Tennessee. mar25

FILM—"Little Girl Next Door," six reels, paper and photo, \$150; "East Lynne," six reels, plenty paper, \$150; "Alma, Where Do You Live?," "Man and Woman," "Gully Woman," "Daughter of Fate," "The Pays," "The Curse," "Like an Old Fool," "Roses and Thorns," "When My Ship Comes In," "Who Loved Him Best?," "Treason," "Her Second Husband," "Place in the Sun," "Reputation." All above are five reels each, paper and photos on most of them, \$50.00 per set. Rewind examination deposit covering express charges. HAYANOR, 736 S. Wabash Ave., Chicago.

FILMS—Good condition, \$3 and \$5 per reel. Some paper. Send for list. FRANK HUDDLESTON, Waterloo, Ohio.

FILMS FOR SALE—Face on the Bar Room Floor 11-reel Chaplin; Woman 16-reel Maurice Tourneur Production; Pathway (8), Frozen Warlock (5), Neptune's Daughter 16-reel Annette Kellermann), Protect Your Daughters (5), 1-reel Social Education—QUEEN CITY FEATURE FILM CO., 2212 Gilbert Ave., Cincinnati, Ohio.

FIVE REEL FILMS, excellent condition, \$20.00; Powers No. 6, like new, stand, upper lower magazines, \$22.00; good Simplex Rewinder, \$25.00; two new Research Machines complete, \$75.00 each. Write for particulars. Address GROBARCK, Eldridge Park, Trenton, New Jersey.

FOR SALE—Sensational five-reel Features, one and two-reel Slapstick and Bathing Girl Comedies. All with posters. CENTRAL FILM COMPANY, 729 Seventh Ave., New York.

FOR SALE—100 reels of good Films, 1 Picture Head, lot Carbons 2 Rheostats, Electric Burner, lot Slides, other stuff, all for \$175.00. HARRY SMITH, Gratz, Pennsylvania.

FOR SALE—Genuine U. S. Government War Film. The biggest clean up of the year; books like fire with Legions and Theaters; 5 reels, paper, slides, print new; wire quick; first money gets it. \$200. CENTRAL FILMS, Mason City, Iowa.

FOR SALE—"Where Are My Children." A powerful 5-reel sensational drama that appeals to all classes. The picture that made all New York talk. Wire quick. \$85. CENTRAL FILMS, Mason City, Iowa.

FOR SALE—Wonderful list of Features extraordinary. Comedies, Scenics. Get our list before buying. CENTRAL FILMS, Mason City, Iowa.

FOR SALE—Redemption, 7 reels, Evelyn Nesbit's greatest success; The Devil's Assistant, a real drawing card, 5 reels; Wolf Bayne, 5 reels, with Jack Hoxie; The Gun Fighter, 5 reels, starring Wm. S. Hart; Marriage for Convenience, 5 reels; Burlesque on Carmen, 5 reels, with Charlie Chaplin (needs no recommendation) and will pack any house wherever played; Mother, 5 reels (the best school and church picture ever made); Uncle Tom's Cabin, 5 reels (the only one original); Vendetta, 5 reels (sequel to Dante's Inferno); The Road of Tears, 5 reels; Where Are My Children, 5 reels; The Painted Doll, 9-reel super special; The Crisis, 9 reels, by Winston Churchill (America's greatest American story); The Passion Play, 3 reels. Also hundreds of others to select from. We handle only the pick of the world's productions. It will pay you to send for our list before buying elsewhere. Send a 3c stamp. We are the largest in the business. WESTERN FEATURE FILMS, 804 S. Wabash Ave., Chicago, Illinois.

FOR SALE—"The Thoroughbred." Frank Keenan at his best. First action story of the South and race track. First \$75 gets it. CENTRAL FILMS, Mason City, Iowa.

FOR SALE—The Escaped Convict, 2 reels, \$25.00; Pawn of Fate, 5 reels, with George Rehan, a real winner, \$75.00; The Cold Deck, 5 reels, Wm. S. Hart, \$100.00; Forbidden Fruit, 5 reels, \$50.00; Raffles, 7 reels, a real masterpiece, with John Barrymore, \$100.00; The Chickawalla, a great Western, 5 reels, \$75.00. We buy and trade more films a month than any other concern in a year. BLAND'S ATTRACTIONS, 1261 S. Central Park Ave., Chicago, Illinois.

FOR SALE—Extra Man and the Milk-Fed Lion, a 5-reel circus picture, \$30.00; Fall of Psychomel, full of action, \$30.00; The Pardon, 5-reel convict picture, \$30.00; The Criminal Thumb, 5-reel sensational, \$30.00; As a Man Sows, 5 reels, \$25.00; Women, 2-reel Chaplin, \$25.00; Passion Play, 1 reel, \$20.00. All my films are in good condition. Send a little deposit. I also have a Power's 6 Machine, complete, just overhauled \$75.00. PHILIP BLAND, 2711 Augusta Street, Chicago, Illinois.

FOR SALE—"Tarnished Life." An Olive Thomas Special. Picture that packed 'em in. Bargain. Price, \$65. CENTRAL FILMS, Mason City, Iowa.

FOR SALE—The following Films, which have been specially censored for use in Schools and Churches: Street of Seven Stars, 6 reels, \$10.00; A Married Coquette, 2 reels, \$15.00; Lulu, 1 reel, \$20.00. \$15.00; Meg's Curse, 2 reels, \$15.00; Reunion of Gettysburg, 2 reels, \$20.00; The Weaker Strain, 2 reels, \$15.00; Checkmate, 5 reels, \$35.00; The Runaways, 5 reels, \$30.00; Satan's Signature, 5 reels, \$40.00. One-reel Comedies, \$7.50 per reel; 2-reel Comedies, \$15.00 per set. WABASH FILM EXCHANGE, 804 S. Wabash Ave., Chicago, Illinois.

FOR SALE—"Hell To Pay Austin." Two-fisted, fast-moving story of the great Northwest, with Wm. F. Luoga, Dandy Western. \$75. CENTRAL FILMS, Mason City, Iowa.

FOR SALE—Upside Down 5 reels, featuring Taylor Holmes, \$60; 100 W.V.s, 7 reels, greatest picture ever made, \$100.00; Reformation of Dug Hole, 5-reel wild and woolly Western, \$75.00; Breezy Jim, 5-reel Western, \$65.00; Vengeance of the Wild, 5-reel animal, \$55.00; Eye of the Night, 5 reels, good for Schools and Churches \$60.00; The Wild Cat, 5-reel comedy-drama, \$45.00; The Runaways, good for Schools and Churches, \$65.00. E. ABRAMSON, 2711 Augusta St., Chicago, Illinois.

FOR SALE—"The Deemster." Hall Caine's masterpiece. Derwint Hall Caine in the title role. Biggest offer of the year. Sure-fire cleanup. Wire \$200. CENTRAL FILMS, Mason City, Iowa.

FOR SALE—East Lynne. Good condition. Plenty mounted paper. First \$40.00, twenty deposit. Ten other single reels thrown in. MARSHALL-MOORE CLUB, Akron, Ohio.

FOR SALE—A real money maker. Ford One-Ton Truck with Special Body for Load with a Wurlitzer 125 Organ in it; also new 2-H. P. Gasoline Engine that runs organ. Have big Stereograph feature for Kentucky. Only shown in a few towns. Have 20 other features, 2, 3, 5 reels; will sell as a whole or to suit. This is a gift-edge proposition. A money maker. Everything A-1 condition. Real bargain. Reason for selling, sickness. Also have paper on old subjects. Write or wire. JONES FILM ATTRACTIONS, Danville, Kentucky.

FOR SALE—"The Deemster." Hall Caine's 7-reel masterpiece production of life over 700 years ago, taken on the Isle of Man. Caricard of paper from ones to 24 sheets; slides, press sheets, tack cards. Wonderful buy. \$300. CENTRAL FILMS, Mason City, Iowa. x

HAVE 6 2-REEL COMEDIES, Slave's Beau, Alonzo's Wriggling Dancers, Flirting With Mermals, Mixing Sweethearts, Fatty's Canine Friend, Follies, \$15 per set. 2 for \$25 or first \$50 takes all. His program. Grab it quick. CO-OPERATIVE FILM CO., 744 S. Wabash, Chicago.

HOME PROJECTOR FILMS, 1c foot, 50 ft. up. Short Subject, Comedies, Dramas and Travel News. WEIR, 226 W. 50th, New York City.

HUNDREDS EXCELLENT FILMS, \$2 to \$5 reel. List for stamp. TEMPLE, Mason City, Iowa.

INFIDELITY, 5 reels, Anna Q. Nilsson, \$25; Turned Up, 5 reels, Floa Finch, \$35; Long Arm of the Law, 4 reels, Toll of Love, 4 reels, \$15; Blood Needling, Thos. Santschi, 3 reels, \$20; White Doves' Sacrifice, 3-reel Indian, \$20; 6 2-reel Westerns, with Wm. S. Hart, Ann Little, J. Warren Kerrigan and Al Jennings, \$12.50 per set; 2-reel Sensational and Love Dramas, \$10 per set; 2-reel Animal Picture, The Trap, Jungle Flashlight, Stanley in Starvation Camp, African Jungle Picture, \$15 per set; Motherhood, 3-reel Animal, with Best Egan, \$18; Bob Tide, with Kathryn Williams, 3-reel Animal, \$18. Wire deposit; allow rewind examination. Will make a special low price on the whole lot. THREE STAR FILM, 736 S. Wabash, Chicago.

LIFE IN INDIA, colored; 1 other reel; both \$6.00. Wanted Roundup or Bull Fight. W. WOOLLEY, Peoria, Illinois.

POSTERS—We have several hundred subjects, mostly 15x20 and Triangles, some mounted. Let us know your needs; all letters answered. HAYANOR, 736 S. Wabash Ave., Chicago.

PRICED TO SELL—Our Picture Road Shows: Black Stork, Protect Your Daughters, Little Girl Next Door, Where Are My Children, several hand-colored sets, also 1, 2, 3, 4 and 5-reel Sensational Features, Western Detective Dramas, Comedies and Educational. Address L. C. McELROY, 4153 State Line, Rosedale, Kansas. apr1

SEE YOUR FACE IN REAL MOVIES—You will appear in real Moving Picture Film like famous stars. Missy your friends. Send us any Brownie or Kodak (negative) of self or friend with 25 cents, or any photo with 50 cents and receive same filmed in three days. C. MOVIE PRODUCING CO., Box 4, Sta. T, New York.

In Answering Classified Ads, Please Mention The Billboard.

QUINCY ADAMS SAWYER, five reels. Quick sale, \$40. Big lot of reels. GEO. RIPLEY, Holland Patent, New York.

ROAD SHOW, biggest and best bargain ever offered. Machine Powers, 5; 101 Ranch Wild West in 3 reels; Little Lumber Jack, 2-reel Western; Widow (troupe), 1-reel comedy; His Lesson, 1-reel national. Good condition. Price for all, \$65.00. First draft for \$25.00 to cover express, balance C. O. D. Subject examination, take it. GEO. ENGESSER, St. Peter, Minnesota.

SMASHING VICE TRUST, six reels; perfect condition; paper, \$75.00, or exchange for Northern, C. LADARE, Park Hotel, Denison, Texas.

SPECIAL FEATURE FILM LIST—Bargain prices: also Serials. H. B. JOHNSON, 538 So. Dearborn St., Chicago.

SPRING CLEARANCE SALE—We offer for sale two and three-reel features, purchased from bankrupt concern. Special list of these subjects now available. Also regular stock of big feature productions and short subjects, any character desired. Our prices lower than ever before quoted. Lists mailed upon request. Rental service furnished to permanent theatres at \$1.00 per reel per week. Films rented to road shows at \$3.00 per reel per week. References required. NATIONAL FILM BROKERS, 4010 Penn St., Kansas City, Missouri. mar18

THE ROSARY, 7 reels, \$175. Will trade or buy. Beware of Strangers. CHICAGO FILMERS, care Billboard, Chicago.

THREE 3-REELERS, \$32; four 2-Reelers, \$24; one 4-Reeler, \$12; twelve Single Reels, \$24. Good condition. The lot for \$75. ELECTRICIAN, 638 South Preston, Louisville, Kentucky.

10 HELEN HOLMES 2-REEL RAILROAD DRAMAS, 10 1-reel Casey Comedies. Advertising on each complete. \$10 a reel. BOX 261, Daytona, Florida.

TRAVEL, EDUCATIONAL, NEWS, SUBJECTS for home projectors, 50 ft. up, 1c foot, or \$5.00 per reel. "CHAMPION," 226 W. 50th, New York City.

TWO-REEL WESTERN AND DRAMAS—\$3 per reel. Comedies, \$4 reel. Weeklies, \$2 reel. Five-reel features, including paper and photos; Ebony Comedies, Educational Scenes, \$10 per reel. Send for list. I. S. FISHER, 220 West 42d St., New York City.

VULCAN FILM CEMENT for either flammable or nonflammable film. Guaranteed. 25c per bottle, postpaid. SOUTHARD, 538 Sixth, Louisville, Ky. mar18

WE HAVE 1,000 COMEDY Stereoscopic Slides, No. 20 alike. We are closing out at 10c each, 6 for 50c. Send money with order. HAYANOR, 736 S. Wabash, Chicago.

WHEN MY SHIP COMES IN—A 5-reel feature with Jane Grey, paper and photos. Priced for quick sale, \$37.50. WM. ORR, 736 S. Wabash, Chicago.

YELLOW MENACE SERIAL, 32 reels, \$150.00. Loads of paper. Also 1 to 5-reel films \$2.50 up. Write for list. QUEEN FEATURE SERVICE, INC., Birmingham Alabama. mar18

200 REELS OF FILM, in singles and two to six-reel features. Bargain lists free. NATIONAL EQUIPMENT CO., Duluth, Minnesota. mar18

100 REELS, ONES TO FIVES. Great subjects; fine condition; strong paper (new). Genuine harrana. FRED AMER, 1149 Fair, Columbus, Ohio.

LARGE STOCK A-1 used Films for sale cheap. Send for bargain list. INDEPENDENT FILM EXCHANGE, 55 Jones St., San Francisco, Cal. mar25

2ND-HAND M. P. ACCESSORIES FOR SALE
5c WORD, CASH. NO ADV. LESS THAN 25c.
7c WORD, CASH. FIRST LINE LARGE TYPE.

6A POWER'S HAND DRIVE MACHINE and Booth, \$150.00 for both. FILM CO., 551 So. Salina St., Syracuse, New York. mar18

BARGAINS IN MACHINES for theatre or road shows. Films, Gas Outfits and Supplies. Mazda and Electric Equipment. Bargain list. NATIONAL EQUIPMENT CO., 409 West Michigan St., Duluth, Minn. mar18

BARGAINS IN MOVIE PROJECTORS for homes, schools, churches, road shows. Microscope Special, good condition, large lamphouse, fireproof magazines, adjustable lens, stereoscopic and movie lenses, etc. FILMS, WERNER BROTHERS, High Ridge, Missouri.

BIG BARGAIN IN NEW and second-hand Machines. Chairs, Supplies. Write me your needs. H. B. JOHNSON, 538 South Dearborn St., Chicago, apr1

COMPLETE ROAD SHOW CHEAP—Mottograph Machine, Billas Gas Outfit, Screen, Films. CHAS. COONS, Chadlira, New York.

COMPLETE ROAD SHOW—Edison Machine, twenty reels Film, Billas Gas Outfit, \$150.00. CHAS. McDONALD, Fitzhugh Ave., Paris, Texas.

DOUBLE 50 TRANSVERTER, with Volt and Ammeter, factory rebuilt guaranteed, \$340.00. ACME ELECTRIC, 1442 Hamilton, Cleveland, Ohio.

EDISON EXHIBITION M. P. MACHINE. In fine order, 12-foot picture at 80 feet, all lens take-up, etc., \$50.00. With Mazda 1 1/2-0-W. Lamp, \$60.00. Old Style Lubin Machine, all lens short focus; does good work; cal. burner; \$35.00. No take-up on this; runs film into case. Good Stereoscopic, \$10.00. Chace Films, \$5.00 per reel. W. F. GOWNE, Carsonville, Michigan.

EOISON KINETOSCOPE, with Arc, fifty; with incandescent hundred-watt lamp, eighty-five dollars. P. BUFORD, 208 W. 7th St., Austin, Texas.

EXHIBITION MODEL MACHINE, absolutely as good condition as new machine. Every worn part replaced. Steady as a rock. Complete, with lenses, extra large "Monarch" lamphouse, five magazines, etc., with new Billas Oxy-Acetylene Burner. Bargain for \$40.00. Would trade for good camera or Corona Typewriter. CARSTEN ALM, Hamar, No. Dakota.

FILMS for Toy and Professional Machines. All famous movie stars, \$3.00 per reel and up. Machine bargains also. Write for big list. MONARCH THEATRE SUPPLY CO., Dept. E. B., 724 So. Wabash Ave., Chicago, Illinois. mar25

FOR SALE—\$7.50 Seeburg Pipe Organ excellent condition. Make best offer. PALACE THEATRE, Muscatine, Iowa. mar18

FOR SALE—Powers 6-A Motion Picture Machine, dynamo 40 volt, 60 ampere; small Kingery Popcorn Machine; 35 reel film. WILLIS PIERCE, 1102 Ontario Ave., Sheboygan, Wisconsin.

INDUCTORS—Power's Ft. Wayne and Standard; 110 or 220 volts, 60 cycles, like new; \$40 each; 110 volts, 25 cycles, \$25. BRINKMAN, 116 W. 49th St., New York. Mail only.

MACHINES, Gas Outfits, Screens, or anything used in picture business. ORLANDO TYRRELL, Martins Ferry, Ohio.

MAZDA SPOTLIGHT for 1,000-watt lamp, all aluminum. Great for side shows. Light, portable. Connect anywhere. \$37.50. BEST DEVICES CO., 1514 Prospect Ave., Cleveland, Ohio.

MOTION PICTURE CAMERAS for local talent, news weekly or studio work. Bass offers a complete 400-ft. Williamson, Tessar F-3.5 lens, \$115.00; 300-ft. Urban, \$125.00; 400-ft. Williamson, studio model, F-3.5 Tessar lens, \$130.00; 200-ft. Pittman, Tessar F-3.5 lens, \$95.00; 400-ft. Dabbs Professional, inside magazine, two lenses, \$275.00; 400-ft. Universal, Tessar F-3.5 lens, slightly used, \$235.00; medium weight Panoram and Tilting Top Tripods, \$10.00; heavy weight Panoram and Tilting Top Tripods, \$55.00. C. O. D. shipments require deposit. Write or wire. The largest line in the country. BASS CAMERA COMPANY, Motion Picture Department, 109 So. Dearborn St., Chicago, Illinois. apr8

MOTION PICTURE MACHINE—Powers 5, 4 and 10 Reels Pictures, PAPER STOTLER, 1416 Cass St., St. Louis, Missouri.

MOTOR-DRIVEN MODEL D EDISON, complete; all new parts, new motor and attachment, \$25 worth of new extra parts; \$110 takes everything. Enclose stamp. COLMAN, Washington Court House, Ohio.

M. P. OUTFIT—New Cushman Electric Plant, Picture Machine, thirty reels Film, etc., for \$100.00. Worth double. Write for particulars. MACK, 126 N. 27th St., Paris, Texas.

MUST SELL QUICK—500 good Reels, \$2 and up; Model B Gas Outfit, complete, \$7; Economy Gas Outfit, \$5. Mail orders. OWL FILM EXCHANGE, Louisville, Kentucky.

MY BIG Airdrome Road Picture Show, consisting of moving picture machine, fifty-three reels of high-class pictures; also a bell unison, loud as twenty-piece band; also Ford ticket office. Plenty of seats, ropes, stakes, side roles, sleeping tents, comedy, screen; everything ready to open and take in the money. Actually worth two thousand dollars. Can now be bought from owner at a real bargain. Cash or trade. What have you? Traders save stamp. Write or come. ROBT. KELLY, Thyner, Illinois.

ONE POWER'S 6-A with motor drive, 110 volt, 60 cycle, \$150; one Power's 6-A, rebuilt head, \$37; one Hallberg Economizer, \$30. If sold at once, all for \$185. All in good condition. AMUSE U. THEATER, Ridgely, Maryland.

POWER'S 6 HAND DRIVE, \$75; Billas Oxy-Acetylene Light, two tanks, \$20; Billas Generator, \$10. ELECTRIC SERVICE, 638 South Preston, Louisville, Ky.

POWER'S NO. 5, Edison Exhibition, Atlas No. 3. Stereoscopic, 25 Pose Slides, Arc Lamps, Lamp Houses, Lenses, Gas Burners, Biscuits, Films, Song Slides, Concession Tents, everything for show people. PHILIP QUIGLEY, 117 W. Allen St., Philadelphia, Pennsylvania.

POWER'S NO. 6 CAMEROGRAPH, \$50. E. M. JONES, Adrian, Michigan.

POWER'S 5 MACHINE—Equipped with gas outfit, 10x12 new screen, rewind, oil, etc. Rent, 5c. Money order \$110 takes all. All makes new and used machines. Fans, Light Plants, Screens and everything used in business. Ask for what you need. We have it. STANDARD THEATRE EQUIPMENT COMPANY, Martins Ferry, Ohio.

REBUILD MACHINES, as good or better than new, at half price. Ten Power 6 and 6-A Machines and all other makes. Electric Calcium or Mazda Light, New Lamphouses and Heads. Mazda Equipment for any machines. Calcium Outfits and Supplies, 200 reels of films, Arc Lamps and Carbons. Supplies for Theatre and Road Shows. Machine Parts Bargain Lists free. Song Sets, Announcement and Advertising Slides. NATIONAL EQUIPMENT CO., 409 West Michigan St., Duluth, Minnesota.

REBUILD SIMPLEX, Power's Mottograph and Road Machines, with Mazda Lamps. Perfect, at lowest prices. BRINKMAN, 116 West 49th St., New York. may6

BENNETT'S ROAD SHOWS' ACCESS—Power's, Edison, Simplex, Lubin Parts; Mazda Lamps, all watters, Ozone, Limes, Ether. 224 North 13th St., Philadelphia.

ROAD SHOW PHOTO PLAY FOR SALE—Splendid condition. Standard advertising and novelties. C. W. BRIGGS, Palace Theatre Building, Berkeley Springs, West Virginia.

TRANSATLANTIC Motor Driven Suitcase Picture Machine. Others. Everything. Lists, stamp. FRED L. SMITH, Amsterdam, New York.

WHOLESALE PRICES—Picture Machine Booths, Theatre Chairs, Screens, Lenses, Compensars, Typewriter Slides, new and used Picture Machines. We can save you money. Write for catalog. WESTERN MOTION PICTURE CO., Danville, Illinois. mar25

WANTED TO BUY M. P. ACCESSORIES—FILMS
3c WORD, CASH. NO ADV. LESS THAN 25c.
5c WORD, CASH. FIRST LINE LARGE TYPE.

Two Good Prints on "Spreading Evil," seven reels. BOX 954, Atlanta, Georgia. mar18

Want A-1 Print Beware of Strangers. Colored Passion Play; films of all kinds, any length. Lists and all details first letter. CHICAGO FILMERS, care Billboard, Chicago.

Wanted—Life of Christ, Bible Pictures. Uncle Tom's Cabin and other comedy and Western films cheap. HARRY SMITH, Gratz, Pennsylvania.

WANTED—Sensational Pictures for Road Shows. Address McELROY, 4158 State Line, Rosedale, Kan. apr15

WANTED—First-class Road Features, Indian, Western and Comedies. Must be full of pep and in first-class condition. CROUCH'S PHOTO PLAYS, Shannon, Mississippi.

WANTED—Power's 5, 6, Machines, Heads, Equipment. Cash price. WALTER TYRRELL, Martins Ferry, Ohio.

VENICE PIER OCEAN PARK PIER SANTA MONICA PIER
LOS ANGELES
WILL J. FARLEY, VENICE
LONG BEACH PIER REDONDO BEACH SEAL BEACH

Los Angeles is still in a prosperous condition as to her theaters, and with many of the attractions drawing exceptional business. At the movie theaters there is a steady run of good pictures, and all as a consequence are doing well. At the Morosco and Majestic theaters the stock companies are entertaining on new runs with new plays; at the Majestic "Nobody's Money" is the attraction and the press comments have been pleasing. At the Morosco next Sunday will see the premiere of "Abie's Irish Rose"; it is said to be well adapted to the company and extraordinary preparations are being made to give it all the setting of a New York first performance. The vaudeville houses are still in good favor, and the Orpheum is selling out many nights a week. After the remarkably big week of Ethel Barrymore at the Mason Opera House we have the first and last farce of "Chaucery Ghost" in a "good" week the Barrymore engagement took the edge off the attendance. Following O'Leary comes the first time in America of Harry Tate and his "London Follies", to be followed by a return of "Irene". The piers have not had an equal chance with the theaters on account of rainy weather, but most of them have been well attended when the weather permitted. The real openings for the piers will be in another two weeks or so, and much activity is seen on all of them, with many new ideas for the coming summer. The new Lick Pier has announced a May 30 opening, and as it is the baby pier of the various beaches much interest is shown in it. At Long Beach many new attractions are being installed, and when the real summer opening is announced much that is new will be found for the visitors.

The event of the present week in these parts was the big carnival and circus at San Pedro. Messrs. Charles Keeran and his co-partners have put on a real celebration for the U. S. Navy Club, and as the attendance has been good to date much should be realized. They promised all their applicants that everything legitimate would run and no interruption has, so far, occurred. This is gratifying to the many showmen and concessioners who had spent money on previous celebrations, only to find that they had wasted it when the time arrived. There is no doubt that when Mr. Keeran again announces that he has something worth while all will be ready to believe him, and thereby make the event another big success as is this venture.

Austin McFadden, who is installing the big roller coaster on the new Dome Pier at Ocean Park, states that it is the most complete one he has yet erected. Many new novelties have been placed on it, and in the amount of track-age it is the largest ride ever built.

Sam Kaplan, of the Kaplan Shows, dropped down to Los Angeles from San Francisco for a few days' stay. He states that his show is ready to start in a few weeks as soon as the rains settle and good weather can be expected. Mrs. Kaplan is with him.

Eva Tancay is spending a vacation in Los Angeles sunning and resting from a hard tour in vaudeville, which ended a week ago here. She will resume her tour after having rested to her satisfaction.

Ralph Block, associate editor; Carey Wilson, author; Cedric Gibbons, art director; J. J. Cohn, production manager, and Edwin Justus Mayer, title writer, have all returned to the Goldwyn Studio after recovering from had colds and flu attacks.

L. C. Zelleno left last week to spend a week at the Catalina Islands. He will return next week to take up his duties where he left off. He states that he will never leave Los Angeles unless they put him out.

Luck Maslie, looking the picture of prosperity, is again back in the California sunshine. Luck has been in Phoenix, Ariz., for some little time on business. He says that he is not going to troupe this season, but will remain in the city in one of several offers.

Alexander Pantages is making ready for a trip on the high seas. He will get away before spring arrives if present plans remain unchanged. He will visit all the principal cities of the old world in search of new acts for his circuit of theaters. He has planned this trip for some time, and expects this time to be able to make it.

Charles J. Lick has an over force of men working to get his new Dome Pier at Ocean Park open for Decoration Day. He has so many applications for features that he is at a loss where he can make room for them. He is building many of the new rides and with the Dodge and the L. Mit already booked he will have to be content until the piling is driven for more room. The new dance hall, with its 27,000 square feet of floor space, will be the last word in dancing amusement. This will be part of the West Coast Circuit, which has established a name for palaces of dancing.

W. H. (Bill) Rice is again up and around, after six days in bed with the flu. While he is busy in the interest of the Sheesley Shows he is not himself in strength.

Mr. Loof of the Chutes Park, San Francisco, was a visitor in Los Angeles this week. He was visiting his home in Long Beach, and states that he will install many new features at Chutes Park this summer.

Production activities will be renewed within a few days at the Goldwyn studios. The executives are busy preparing for the hour when Samuel Goldwyn gives the word "shoot".

Lee King, for many years a theater treasurer in Chicago, his last stand being Woods' Theater, will be the treasurer at the Hillstreet (Orpheum, Jr.) here when it opens its doors next month.

Claude Lawes has just constructed a new game of skill for concessioners. It is a novel idea that has worked successfully in Europe, and will be readily used here as it is a game of skill with much earning and amusement capacity.

Col. Wm. Ramsden is again up and around. He was a visitor to the Orange Show and the Greater Sheesley Shows last week at San Bernardino.

Mr. and Mrs. John Sheesley were visitors in Los Angeles this week. The Sheesley Shows will play at Calexico and Yuma, then Los Angeles for a week, before going north for the season.

Guy Bates Post, the well-known actor, who resides in Pasadena, has just purchased his third motor car. He can always be found with Mrs. Post motoring around Southern California when not engaged in screen work. They are ardent motorists.

J. A. Ellis, who has the magnificent carousel on the Venice Pier, has a dog that is an attraction nearly as great as his machine. This dog will jump on the machine when it is running and while Mr. Ellis is in the pit the dog will run in the opposite direction to the machine, much after the treadmill fashion, until J. A. moves.

Sam Haller will be ready to announce in a few days the finishing of plans for one of the largest amusement enterprises in Los Angeles. He will create and manage this gigantic institution, which will be one of the largest ever attempted in the West.

Thos. H. Butler, well-known figure in Eastern film circles, has arrived in Los Angeles to assume charge of the office of J. E. Brulaton, distributor of motion picture films. He succeeds Adelaide Denk, who leaves this week to take up her former duties in New York.

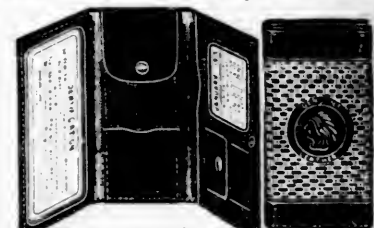
George Hines states that he will start erecting his "Over the Falls" on the Venice Pier in the next few days. George will operate it, as he is now sole owner of the ride.

The Pacific Coast Showman's Association is making wonderful progress since organizing two weeks ago. The membership cards will be ready in a day or so, and are very elaborate. The design is on one end a large palm typical of California, and on the other end a huge tiger with its mouth open in the attitude of giving battle. The center is the sun setting in the Pacific Ocean. The art work is the design of Billy F. Farley, son of the secretary, and is pronounced typical in every respect. All wishing to become members can get their membership cards at once.

Ben Piazza, for several years manager of the Orpheum Theater in New Orleans, arrived in Los Angeles this week to assume the management of the New Hillstreet (Junior Orpheum) Theater. Harry Slinger and Ascher Levy, both Orpheum executives of Chicago, also got in for the opening of the new house, which will be in a few weeks.

The Al G. Barnes Circus has put in a busy week, and all will be loaded and ready to leave winter quarters on March 4. They will travel on to Redlands, Cal., where they will open the season on March 7. They will return to Los Angeles for a stay of four days on March 19. All are anxious to see Murray Pennock have a successful season, as he is leaving many friends behind who are strong in their praise of his ability to make the best tour of the animal circus.

Buy Direct From The Manufacturer
\$23.50 Per Gross
Genuine Fine Black Leather 7-in-1 Billbooks



Basket Weave Design. Well finished. Heavy black leather.
Price, \$23.50 per Gross. Single Sample, 35c. One-third deposit with order, balance C. O. D.
Bredel & Company 337 W. Madison St. CHICAGO, ILL.

Magic Needle Threader

the only one that threads all needles—darning, sewing and machine needles. Represented by Berk Bros., New York; N. Shore, of Chicago; Levin Bros., Terre Haute, Ind.; Shryock, Todd, St. Louis, Mo. Send for terms in large quantities. Sample, 25c.

E. D. EBEL, CHICAGO, ILL.

2829 Abbott Ct., CHICAGO, ILL.
CAMPBELL COUNTY AGRICULTURAL SOCIETY, Alexandria, Ky., Sept. 6, 7, 8, 9, 1922. RALPH L. HATCHFORD, Secy. and Priv. Com. 326 Grandview Ave., Bellevue, Ky.

COOPER-RIALTO-SHOWS

J.L. COOPER-Gen. Mgr.

L.H. SCHMIDT-Mgr.

R.R. COOPER-Secy.

OPEN ASHTABULA, OHIO, DOWN TOWN, APRIL 15, 1922

MR. SHOWMAN: We have two new Platform Shows, suitable for Fat Girl, Snakes or any high-class single attraction of merit; complete Plant. Show outfit, and one other complete Show, with large top and front, suitable for any Feature Show. Will furnish these outfits to reliable people only. Want set of Aeroplane Swings and Venetian Swings; also one high-class Free Act, High Diving Act preferred. Want capable Contracting Agent, good Talker, and one good Promoter, Ticket Sellers and Help in all departments. Will sell X on all Wheels and Palmistry. Cook House and Juice, Doll, Doll Lamp and Blanket Wheels sold. All Grind Stores and Ball Games open. We have ten of the best towns in Ohio, Indiana and Michigan under contract, and will absolutely play the money spots. If you are interested in booking with a reliable Show and want a full season's work, then address JOHN L. COOPER, Gen. Mgr., Hotel Warren, Ashtabula, Ohio.

Additional Carnival News

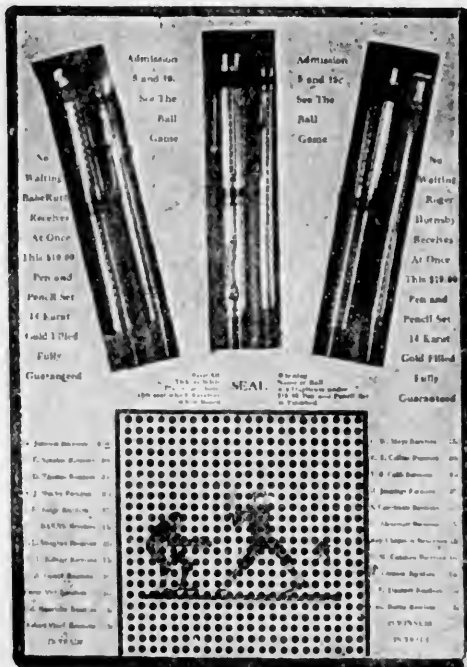
SMITH'S GREATER UNITED

Work Progressing Rapidly at Verona, Pa., Winter Quarters—Open April 29

Verona, Pa., March 8.—All the showfolks about the winter quarters of Smith's Greater United Shows are patiently waiting for April 22, the opening date. Not that there are any dull moments about the work shops, for every one is kept busy in his particular line, and will be almost up to the time that Prof. Carnovale's Military Band gives the opening concert.

Since K. F. (Brownie) Smith's arrival on February 20 from his home in Sellersburg, N. C., he has engaged apartments for the boys, to be used evenings as club rooms, where he has ordered refreshments (cola pop and sandwiches) served nightly, inat after the victrola and player piano concerts and an hour or so of wireless telephone or "radio concerts" sent broadcast by the Westinghouse Electric & Mfg. Co., of East Pittsburg, whose station call is known to radio operators as "K-D-K-A." The receiving end of this apparatus was installed by the show's chief electrician, R. F. (Dick) Carlin, for the owner of the building in which the club rooms are located, and he was fortunate enough to secure four extra receivers, so that six may "listen in" at the same time. These concerts are enjoyed immensely, not that they are heard any great distance, in this instance, but to think that a vaudeville artist, band or orchestra or a speaker can be heard by thousands of wireless telephone or radio enthusiasts without the aid of any connecting wires, (if things keep up a carnival manager can telephone his ad to The Billboard direct from his office wagon or the top seat of his Ferris wheel.)

The progress at the winter quarters shops is now very noticeable, with all repair work complete and Fred L. Stebbins and his assistant building a new front for the "Hawaiian Village." The painting of the cars was somewhat delayed on account of the inclement weather, also the laying of 250 feet of track, part of which was used to spot two new flats and a sleeper which the "Governor" purchased on his last trip westward. The Circus Side Show, with its new khaki top (15x30) and 10 brand new banners, is ready for the first rally. This show is under the management of Richard (Curly) Johnson. The banners were all made new by Manuel, the artist, of Louisville, Ky. "Pop" Erbe has his Athletic, Hawaiian and Tabletop shows, with their spread of new canvas, ready for the opening date. Frank Miller will manage the "Hawaiian Village," and Frank Sweet will manage and direct the tab. aggregation, Billy Barnes, the Ostrich Man, and his nurse and attendants, will leave their Tennessee home about April 15 for here. Barnes will be under the management of G. E. Young. The Plantation Show, with its new top and banners, is under the management of H. C. Muir, who also has his museum of wax figures to handle. "Red" Ellman shipped his "Whirl of Death" on March 3 from Milwaukee to winter quarters. Mr. Ellman is under management of Len Hull, "Amberia," a featured platform show, under direction of R. F. Carlin, and Cicero's Posing Beauties, under the management of C. Mauldin himself, are expected early. These in addition to the four rides owned



ACT QUICK! Salesboard Operators and Jobbers!

\$10.00, GOLD PEN AND PENCIL SALESBOARD, \$10.00

Entirely new from all other salesboards, the feature being a Five and Ten-Cent Admission to the Ball Game. Each slip contains names of prominent ball players. This deal consists of 484 Admissions. Income—Pay Out and Profit.

350 @ 10 cents each...\$35.00
134 @ 5 cents each... 6.70

Takes in when board is all punched out...\$41.70
Pay out in trade..... 5.40

Balance, excluding profit on trade.....\$36.30
PRICE, \$14.75.

C O. D., Certified Checks or Money Orders.

WOLFE SUPPLY CO.
Register Bldg.
Wheeling, West Virginia

by the management will make a very good lineup for the midway, on which will also be about 35 concessions, owned by such concessionists as Aschbach Kallman, E. M. Bennet, Joe Slayton and many others too numerous to mention at this writing. Sam Argo has the cookhouse, juice and candy stand, and Miller Ude and Steve Zitkovech with palmistry parlors.—R. F. (DICK) CARLIN (Press Representative).

BROWN & DYER SHOWS

Many Members Arrive at Winter Quarters To Prepare for Coming Tour

Detroit Mich., March 8.—The winter quarters of the Brown & Dyer Shows, at 1000 West Jefferson street, are being almost overcrowded, as every train is bringing people and their effects.

Among this week's arrivals are Joe Rodgers, manager of the "Scaplanes," who came from Pensacola, Fla.; Joe Loose, manager of the merry-go-round, from Reading, Pa.; Elwood Gibson, superintendent of the "Whip," from Charlottesville, Va.; Ben Snyder, manager of the dining car, from Elmira, N. Y.; Boh Sherwood and Claude Mullen, managers and producers of the "Edge of the World;" James H. Burnette and wife, from Dixon, Ill., managers of the cookhouse.

Capt. Curly Wilson and family returned from a visit to Providence, R. I. Alfred Dornberger returned from a visit to Canada.

General Agent Felix Biel announces that he has engaged H. E. Wallis, last season contracting press agent with the Hagenbeck-Wallace Circus, as one of the advance agents of the Brown & Dyer Shows.

Bookings are coming along nicely, reports the shows' general agent, who also says: "We will play a long season of fairs and celebrations."

Manager B. M. Turner writes from St. Petersburg, Fla., that he is enjoying his vacation and will return to Detroit by April 1.—FRANK LABARR (Acting Secretary).

ALADDIN TEMPLE CIRCUS

At Coliseum Building, Ohio State Fair Grounds, Columbus, April 3-8—John G. Robinson Director

Columbus, O., March 9.—John Robinson, veteran circus man, will be in active charge of the big Indoor Circus to be staged here April 3 to 8, under the auspices of Aladdin Temple, Nobles of the Mystic Shrine.

The circus will be staged in the huge Coliseum at the State fair grounds. Mr. Robinson was in Columbus this week arranging plans for the affair.

Shriners emphasize that the circus will be a "real one" in every sense of the word and that only professional talent will be employed. The following chairman for committees have been appointed: Tickets, E. J. Burkert; reserved seats, Robert B. Pausch; publicity, W. V. Harrison; bands, W. B. Heaton; parade, John J. Baird; secret service, Mayor Thomas; programs, Sinclair B. Nace; refreshments, Paul Bernard; entertainment, C. M. Vorhees; ballroom, John P. Kubus, and decorations, George M. Schwartz.

Have you looked thru the Letter List in this issue. There may be a letter advertised for you.

DUCKIE WALKER IT REALLY WALKS

They Win by a Waddle

PAINTED BRIGHT AND ATTRACTIVE
NEW IDEA FOR CARNIVAL DEALERS

BIG PROFITS :: QUICK SELLERS

Sample sent postpaid, 50c. Quantity price on application.

The Toy Kraft Co.

FACTORY: Wooster, Ohio. CHICAGO OFFICE: J. C. Jonas, 464 Palmer House

WANTED FOR SMITH'S SOUTHERN SHOW

Plant, People and Concession Agents, men and women. Help of all kinds. Lee Stanley wants Agents. Show opens April 10 at Huntington and will tour the coal fields of West Virginia. All mail to STEVE SMITH, Huntington, W. Va.

BUSINESS OPPORTUNITY

Our free instruction for CREMO PIEN, the new Chocolate Ice Cream Plus, made in front of the public at one-half the cost of others, and our Free Formula of WERDER'S FAMOUS CANDY APPLES will make big money for you. See our advertisement on page 160.

CANADA CANADA CANADA GREAT EMPIRE SHOWS

WANT One Show to FEATURE. Will furnish outfit. CAN PLACE Acts suitable for Society Circus.

Concessionaires The following choice Concessions still open: Blankets, Beaded Bags, Fruit and Groceries, Candy, Aluminum, Palmistry, Fish Pond, Devil's Bowling Alley, Spot-the-Spot, Shooting Gallery and Ball Games. Owing to being a heavy show, only limited amount of Concessions will be carried.

WANT Competent Riding Device Help for Whip, Merry-Go-Round, Ferris Wheel, Aeroplane Swings, "Twister" and Merry Widow Swings.

WANT Capable Trainmaster, Tractor Operator and Polers.

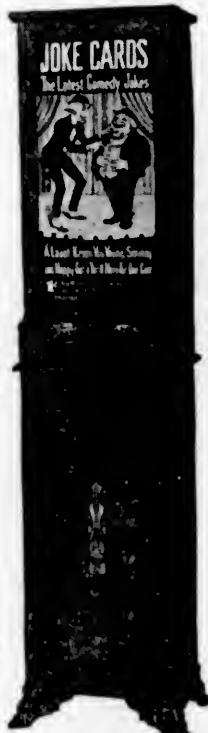
Address CHAS. COHEN, Manager, 707-708 COLUMBIA THEATRE BLDG., NEW YORK CITY.

Celebration Committees and Fair Secretaries wishing to contract with an Organization carrying six of the latest and best known Riding Devices and ten Big Clean Quality Shows, communicate with MAURICE B. LAGG, General Agent, 707-708 COLUMBIA THEATRE BLDG., NEW YORK CITY.

MACHINES THAT MADE THE PENNY FAMOUS

1922 OUR NEW LINE WITH LATEST IMPROVEMENTS 1922

WRITE FOR INFORMATION — STATE YOUR REQUIREMENTS



Model "F" Card Vender Improved slots—removable mechanism; lower compartment for card stock. Ht. 72"



Ideal Card Vender Fitted with our new improved slots. Thirteen inches high.



Model "G" Card Vender Improved slots; removable mechanism and other new features. 30 inches high.

ARCADES AND CARNIVALS

Everywhere the public congregate Exhibit machines have proved winners. They make a big "splash" for the investment and get top money. The model "F" card vender and Cent-O-Scope are floor machines for arcades and parks. The model "G" card vender and Stereoscope are built compact for use with carnivals and traveling shows. Special circulars describing these popular machines mailed upon request.

OPERATORS

Thousands of our machines are getting the money, placed out on a percentage basis. Our Ideal card vender and our Duo-Scope are small attractive machines, designed especially to install in school and drug stores, pool rooms, cigar stores, ice cream parlors, etc. Operators say these two little machines are great repeaters and get the coin faster than any other penny devices on the market. Send for descriptive circular and our proposition to operators.



DuoScope Holds 2 sets of real photo stereo views. Works by hand—uses daylight. Ht. 18"



ORACLE FORTUNE TELLER 17 inches high, 14 inches wide, 5 inches deep.



Cent-O-Scope—Improved model. Fitted with new loop device to keep film from wear and breaking. 60 inches high.

STEREO VIEWS — SOME WONDERFUL SETS — JUST RELEASED

Largest exclusive manufacturers in the world of Coin Operated Amusement Machines and Supplies.

EXHIBIT SUPPLY CO., 509 So. Dearborn Street, CHICAGO, ILL.

RUPPEL Greater Shows

OPEN MORRISTOWN, NEW JERSEY
FRIDAY, APRIL 28, TO MAY 6

Combined five companies will play Jersey's best, then Long Island. What we have—8 Shows, 5 Rides, Band and Free Attraction. Want Pit Show People, Grinders, Talkers. Will furnish outfits to reliable showmen that can show results. Concessions all open, except Blankets and Dolls. Want help in all departments. All people having business with me, answer this call. Winter Quarters, Morristown, N. J. Address all to 6 Elm St. Phone, Morristown 1704-M. Will be here until opening date.

BIG BARGAIN

Life-Size Boy and Girl Jointed Rag Dolls, All Dressed. Patented Round Heads, Just Like a Baby's.
Former price, \$42.00 Doz. Will close out at \$24.00 Doz.
Send \$4 and we will mail samples of each postpaid. These dolls have made big money at fairs.
The B.-K.-B. Line of Stuffed Character Dolls, Animals and Novelties are unique. Sample assortments, \$10.00 up.
THE BEERS-KEELER-BOWMAN CO., Inc., NORWALK, CONN.

YOU can earn \$5000⁰⁰ every year and share our profit

WE want more associates to sell "Weather Monarch" Raincoats and make themselves independent. Ours is absolutely a different plan. The most amazing proposition ever offered. We are an association of Raincoat Agents and Salesmen. We buy cloth for less. We sell for less. You make big commissions on your sales, and also share in our profits. Every month you take orders you, as member of the association, will receive your monthly profit check in addition to your regular commission which you receive on all sales. This is your opportunity to take up work that will make you independently well to do now and in the future. Be your own boss.

You Share In Our Profits

Do not pay us one penny, just take up the work, and, as a member of the association, reap the profit that comes from our collective buying and profit sharing. Part time can be used.

Full Complete Selling Outfit Free with full instructions that teach you everything. No experience is needed. All you do is to write orders and collect commission. We deliver direct to your customer by parcel post. Every coat made to measure and guaranteed superior quality. We train you. If you are experienced, you can make more money than ever before. Ask about our Duol Coat No. 999, the coat of a thousand practical uses. You can get your Raincoat Absolutely Free. Are you alert to ways of bettering yourself? Then write us today.
Associated Raincoat Agents, Inc. 442 to 450 N. Wells Street, CHICAGO, ILL.

OLD KENTUCKY SHOWS

Open SUTTON, W. VA., April 8th, Auspices Fire Department and Band.
WANTED—Shows and Concessions. Performers for Minstrel Show, write. Will book small Band for same.
WANTED—Girls for Springtime Show and good man to manage same. Concession Agents, write J. S. Bullock. All others address **BULLOCK & LEE, Sutton, W. Va.**
Independent Shows, Rides and Concessions for this date only, address **WM. ALLMAN, Secretary Committee.**

\$ILK KNITTED TIES\$

HERE IS THE BIGGEST ALL-YEAR MONEY MAKER FOR AGENTS, HUSTLERS, SALESMEN, STREETMEN AND JOBBERS.
We started the fastest money making proposition ever heard of in the U. S. A. Everybody wants, everybody buys SILK KNIT TIES. The demand is very large. We are shipping over 200 dozen a day. Send your order in today. \$36.00 per Gross; Sample Dozen, \$3.25.
STANDARD KNIT NOV. CO., 138 Montague St., Brooklyn, N. Y.

GOTHAM COMB CO., Inc., 136 East 26th Street, New York City



AMBERINE COMBS.

OUR NEW LINE NOW READY.



No. 68—Amber Dressing Comb, coarse and fine, exceptionally heavy stock. \$21.90 Gross.
No. 60½—Amber Dressing Comb, coarse, exceptionally heavy stock. \$21.90 Gross.

No. 350—Amber Pocket Comb, coarse and fine. Exceptionally heavy stock. \$7.20 Gross.
No. 14—Amber Fine Comb, medium size. \$13.80 Gross.
No. 15—Amber Fine Comb, large size. \$30.00 Gross.

No. 65—Amber Barber Comb, coarse and fine, exceptionally heavy stock. \$13.80 Gross.
Nickel Bound Cases for Pocket Combs. \$1.75 Gross.

SEND \$1.00 AND WE WILL MAIL YOU A COMPLETE LINE OF 8 COMBS, PREPAID. 25% deposit required on all orders. Send for our new Circular.

19 - PIECES - 19 ALUMINUM WARE PACKED IN CARTON \$6.50



SETS COMPLETE.

FOR FRUIT WHEELS. 65¢ EACH.



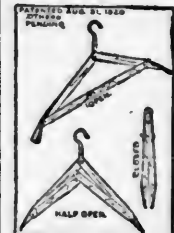
4 QUARTS.

SET OF THREE

At last we are in our new place, and this year we have a large line in anything that the carnival man needs. We are stocking up in a new line of 24-inch Dolls, which are the best dolls that ever were put on the market. We also carry a big line of Silver, Beacon Blankets, Sales Boards, Paddles, Candy, Aluminum, etc. Our new address is 30 EAST 4TH STREET.

CARNIVAL AND BAZAAR SUPPLY CO., - - 30 East 4th Street, New York City

Travelers, Attention!



"Nifty" collapsible hangers are the only collapsible hangers that can be used for both coat and trousers. Neat and handy. Each hanger stamped with your name. Three for \$1.00, six for \$1.50. An "Ever-handy" Paper Cutter stamped with your name and selling for 30c free with order for hangers.

HOFFMAN NOVELTY MFG. CO., Dept. A., 334 Paterson Ave., E. Rutherford, N. J.

Men's Shirts

Easy to Sell. Big demand everywhere. Make \$15.00 daily. Undersell stores. Complete line. Free samples to workers.

Chicago Shirt Co.

208 S. La Salle, Factory 135, CHICAGO

WHALE SWALLOWED JONAH Build a whale out of canvas and let it swallow. Kyle Collection of 30 Break Fish, 20 Sea Wonders and 1 1/2-ft. Sea Monster Saw Fish, 51 pieces mounted, \$150.00. Shell and Star Fish Baskets, lined with Pearls, 75c each. Bathing Girls in Shells, Pearls, \$1.50 per doz. Exchange Curiosities for Tents, etc. HENRY KYLE, 210 Tremont St., Galveston, Texas.

DOLLS

Unbreakable, beautifully assorted, dressed and colored. For \$10.00 we will send you one dozen assorted sized dolls from 10-inch to 19-inch.

FRENCH-AMERICAN DOLL CO. 317 Canal St., NEW YORK CITY, N. Y.

RICHLAND COUNTY FAIR

OLNEY, ILLINOIS. August 29, 30, 31, Sept. 1. Will book a good Carnival. DONOVAN D. McCARTY, Secretary.

ELKS' TEETH

WALRUS. The best quality obtainable. SEND \$1.50 FOR PERFECTLY MATCHED PAIR UNITED SPECIALTY CO., 1183 Glynn Court, Detroit, Michigan.

Prize-Cedar Chest-Prize

CONCESSION MEN—This is a real one, made of TENNESSEE RED CEDAR. A big hit. Send 75c for sample. Small quantities, 60c each. 50 or more, 50c each. L. J. ISENHOUR MFR., Transportation Bldg., Indianapolis, Ind.

H. A. BLOTNER and SAMUEL BLOTNER, Owners and Mgrs. HARRY A. PARKER, Gen'l Agt.

BLOTNER BROS. EXPOSITION SHOWS

SEASON OPENS SATURDAY, APRIL 15, in the best spot in New England.

Will play a season of thirty weeks of strong Auspices, Celebrations and Fairs. We have ten paid attractions. No more Shows or Rides wanted. Can place the following Concessions: **WHEELS**—Beaded Bags, Silverware, Fruit, Teddy Bears, Aluminum, Silk Shirts, Ham and Bacon and Clocks. **GRIND STORES**—Devil's Bowling Alley, Fish Pond, Pitch Till You Win, Score Ball, Pan Game, Cigarette Shooting Gallery, High Striker and Ball Games. **WANTED**—An experienced man on Unger Seaplanes. State all in first letter. **CAN PLACE** Sensational Free Act. Net High Dive, with own outfit, preferred. Tommy Keefe can place experienced Concession Agents on Lay-down and Sell-out Shows. Cy Young, write. Address Thomas Keefe, 23 Pentucket Street, Haverhill, Mass. All others address **BLOTNER BROS. EXPO. SHOWS, 18 Silver Street, Haverhill, Mass.**

CONDENSED NEWS FROM THE WORTHAM SHOWS

The winter quarters of Wortham's World's Greatest Shows in the State Fair of Texas Park at Dallas is a busy spot right now. In fact, it may be said that Central Texas is busy with Wortham enterprises. With the John T. Wortham Shows just out of winter quarters and successfully on the road, Wortham's World's Best Shows working night and day for the opening of the "Battle of Flowers" at San Antonio and the Wortham-Waugh-Hofer Alamo Shows driving ahead at Houston, there is some industry in showdom in the Lone Star State. The best way to give an idea of what the Dallas winter quarters looks like is to use the words of Capt. Fred Pawla, who said: "I often heard of the Clarence A. Wortham Shows as a thing of magnitude, but this— it is almost appalling in its magnitude and beauty." Capt. Pawla is here making plans for giving the public its first view of his wonderful drama, "Chateau-Thierry." Capt. Pawla was at the battle of Chateau-Thierry and his brush later painted the scenes where the Americans broke the crest of the last drive for Paris. The open air space in the Texas fair park is taken up with scores of wagons. Painters are busy decorating them with the color scheme of red and green. The fronts are being painted under roof and every branch of the amusement plan is represented in the industry around the big show making ready for its opening in Dallas April 15 to 21 inclusive of both dates. A special feature of the Wortham Shows this season will be a real wild Texas long-horn steer. He is wild, and the fun of the day comes in when the ambitious Wild West talent moves him into the barn at night—with the aid of four ropes and would-be cowboys from the show itself.—**BEVERLY WHITE** (Press Representative).

MAGAZINE SUBSCRIPTION PEOPLE

You will never realize how easy it is to get subscriptions until you have tried our Copyrighted-Patented Check System. Our bona-fide agents are authorized to issue a check drawn on our corporation for the amount collected by agent. We are the oldest cash subscription company in the business, and don't work along the lines of competitors. We can double your production and money if you are working the old two-pay system, or short terms. We won't give our supplies away in order to get receipts in circulation, so as to get in the second payment from the subscriber. We protect our crew managers, which is the backbone of a company. A crew working for crew managers listed with our office cannot get supplies at any price. Our list of periodicals has been weeded out of all inferior publications and contains only those of merit and demand. Send us one dollar for trial book, checks, credentials and sales talk. Get ready for the spring campaign. Production rates to crew managers. Write today. **NATIONAL SUBSCRIPTION CO., INC., 154 W. Randolph St., Chicago, Ill.**

"BARGAINS"

THE HOUSE OF BIG VALUES. **NEW YORK TRADING & SALES CO.**

Wholesale Jobbers of General Merchandise, 28 DELANCEY STREET, NEW YORK, N. Y. SEND FOR OUR MONTHLY BARGAIN BULLETIN.

HAIR DOLLS, 8 CENTS AND UP

WE ARE HEADQUARTERS FOR CARNIVAL AND FAIR SUPPLIES AND NOVELTIES. CONCESSIONAIRES, WRITE US. We will take care of your needs promptly and to the best advantage. **JONES DOLL, STATUARY & NOVELTY CO., 118 Main St., Galena, Kansas**

A. J. Northcraft, Manufacturer of Shooting Galleries

My price today is the same as my pre-war price!! If you have my old catalogue you can order from it!!

A. J. NORTHCRAFT 3032 Market St., St. Louis, Mo.

Wanted At Once for Ten-Pin Store Twenty pins, with or without tables. PHILLIP TAUB, 553 58th St., Brooklyn, New York.

CHINESE BASKETS PROMPT SHIPMENTS

NESTS OF FIVE—FOUR-LEGGED BASKETS—COMPARTMENT BASKETS—RATTANS—NESTS OF THREE

Write for Prices and Circular

420 COMMERCIAL STREET, ASTORIA, OREGON.

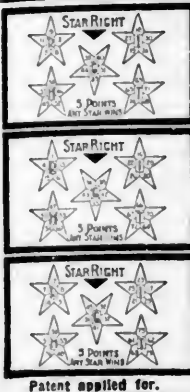
GEO. HOWE COMPANY,

32 UNION SQUARE, NEW YORK CITY. Phone Stuyvesant 1434

CONCESSIONERS—SOMETHING NEW—AGENTS SWEETHEARTS

THE NOVELTY PACKAGE CANDY. Sweetest of Sweets. No Sticky Papers—Not affected by weather. Made from pure sugar, blended with the white of eggs and flavored by the juice of cherries. TEN LARGE PIECES IN EVERY PACKAGE. Large and Flashy Ballys. Ten to the Hundred Novelties in the others. One certificate, redeemable for valuable premiums, in each and every box. \$45.00 PER THOUSAND PACKAGES. Packed in Cartons of 250 Packages each. Shipped in any Multiple of that Amount. Order a Case today and write for our special agent proposition. Worth to you Hundreds of Dollars per year.

THE B. D. CANDY COMPANY, 115 Mercer Street, NEW YORK, N. Y. LEONARD MEEHAN, Mgr. Theatrical Dept.



THE NEW CORN GAME STAR ★ RIGHT

Patent applied for.

BOYS! HERE IS THE 1922 GIGANTIC.

This is positively a big improvement over all the old style Corn Games, "three times as fast," as most players play three cards instead of one, placing one underneath the other, in which position they can watch three cards as easily as one. Number of players is limited only by your seating capacity. Can be worked with any kind of stock. Get the exclusive on this, on any show or at any Park or Fairs. For further particulars, wire, write or call.

O-K. PRODUCTS CO., 12th & Clay Sts., Cincinnati, O.

Patent applied for.

YOU KNOW, I KNOW, EVERYONE KNOWS THAT DARNERS GET THE MONEY "IDEAL DARNERS"

for darning Hosiery, Linens, Curtains, Garments. Underwear, etc. Fits any sewing machine. Do the best work and give you the most profit. Always a space for a Darners in a Department Store and at the Fairs. Oh, Boy! How they draw the crowds. Send 50c for sample set and full instructions how to conduct a demonstration.

PRICE, \$12.00 PER GROSS, \$6.50 HALF GROSS, TRIAL DOZEN, \$1.20. Write for territory and get the big money by conducting several demonstrations in your vicinity. Write for special prices in large quantities.



HOPKINS PRODUCTS CO., Rooms 639-40, 26 W. Quincy Street, CHICAGO, ILL.

Do You Operate a Liberty or a Victory ROOT BEER BARREL?

BUDD'S ROOT BEER ELIXIR IS THE NEW-EST FORM OF FLAVORING ROOT BEER

Budd's Root Beer Elixir will save you from 60 to 80 per cent on every batch of root beer you make. What will this mean to you this season when you can save from \$1.50 to \$1.90 on every batch of Root Beer you will make?

Budd's Root Beer Elixir will give you a superior drink. This means more satisfied customers. The best advertisement you can get.

Budd's Root Beer Elixir will save you a lot of valuable time, due to its simplicity in mixing. Time is worth money. You are not in business for your health; therefore, it must be money you're after.

Budd's Root Beer Elixir positively does not contain any artificial or other harmful preservative. Is this true of the concentrated Root Beer Syrup you have been buying?

Budd's Root Beer Elixir is put up in cases containing twenty-four eight-ounce cans. Each can will flavor EXACTLY THE SAME QUANTITY THAT ONE GALLON (128 OUNCES) OF CONCENTRATED ROOT BEER SYRUP WILL FLAVOR. Figure your cash saving alone, to say nothing of what you have saved in time and space. Fifty, eight-ounce cans of Budd's Root Beer Elixir, which is equivalent to fifty gallons of concentrated Root Beer Syrup, takes up the same space as one, five-gallon container of concentrated Root Beer Syrup. Figure your rent per square foot. You are not in the warehouse business.

YOU who tour the Fairs, YOU who have barrels in Summer Parks and at Summer or Winter Resorts, YOU who have good locations in large cities: One hundred days' big business is about all you can depend on. During this time you will use from one to fifteen batches of Root Beer each day. By using our product you will save from \$150.00 to \$2,250.00 at the minimum during your season, or a maximum saving of from \$190.00 to \$2,850.00. IF THIS MEANS anything to you, get acquainted with us.

Our method of selling is from producer to user. We have no salesmen to pay, no broker to get a commission, no jobber to get a profit, no warehouse storage charge, no expensive tin or barrel container to add to our cost, and last, but not least, only one-sixteenth as much transportation charge to carry our product.

Everything sold f. o. b. its destination. Single Cases, \$30.00; Five-Case Lots, \$28.50 per case; Ten-Case Lots, \$27.50 per case, and Twenty-five-Case Lots, \$26.00 per case. Every case contains full directions of how to use Budd's Root Beer Elixir, together with a lot of valuable information regarding the Root Beer business that means money to you.

Fill in the attached coupon and mail today. OBEY THAT IMPULSE!

This coupon has a minimum cash value of \$36.00, or a maximum cash value of \$45.60:

Date,, 1922.

MIAMI SUGAR PRODUCTS COMPANY,
P. O. Box 4307, Miami, Florida:

Gentlemen—Please send me one twenty-four-can case of Budd's Root Beer Elixir, for which I agree to pay, carrying charges included, \$30.00 when it reaches me.

It is understood that I have the privilege of returning this case, less one or two cans, which I will use as a sample, if I find that it is not as you claim, or that it will in any way be unsatisfactory, and money will be returned, plus the return carrying charge.

Yours respectfully,

Name
Street
City and State.....

FOR SALE

Practically New—Two Months' Use

LOST IN THE JUNGLE 12 UNITS GAME OF THE ACES

PORTABLE—10 UNITS

MAKE OFFER TO

ENTERPRISE AMUSEMENT CO., 3415 Carondelet St., New Orleans, La.



ROUND THE WORLD ELECTRIC AEROPLANE

THE NEW 20th CENTURY
MERCHANDISE DISTRIBUTOR

Is the Biggest Money-Getting Con-
cession of the Age.

Write or wire for details and price.

L. J. ISENHOUR, Manufacturer
Transportation Bldg., South and Delaware
Streets, Indianapolis, Indiana.

NOVELTIES

Live Wire Merchandise Low Prices

THE BIG THREE

YOU ARE LOOKING FOR

Something for everybody. Write at once for Import Circular. Salesboard Operators, get our Circular of Real Assortments.

MID WEST MERCANTILE CO.

14 S. BROADWAY, ST. LOUIS, MO.

\$\$\$\$\$\$\$\$\$ MAGAZINE MEN \$\$\$\$\$\$\$\$\$\$ WE HAVE AN EXCLUSIVE CONTRACT ON A REAL ONE.

We can give you the goods on the best Home Magazine in the U. S. The kind of a magazine that women keep as a ready reference library on the subject of cooking. We also have the others for the traveling agent and the top of the bottle for local men.

AMERICAN HOME PUBLICITY SERVICE, 109 E. Lincoln Ave., Goshen, Ind.

CIGAR AND CIGARETTE HOLDERS!

Synthetic Amber, Ruby, Ivory, Jade, and many other colors.

Best ever made.

CIGAR HOLDERS—One dozen assorted colors, 3 inches long.....\$15.00

CIGARETTE HOLDERS—One dozen assorted, 2½ inches to 5 inches long.....\$10.50

We also make Beads, same material, and Pearl Findings for Wire Artists.

NEW ENGLAND PEARL COMPANY, 183-185 Eddy St., Providence, R. I.

Cook House For Sale

Excellent Equipment, complete with Steam Tables. ALSO TWO JUICE JOINTS AND 20-FOOT WAGON. All in good condition. All booked for season with the Majestic Expo. Shows. Buyer has this privilege. Billy Wagner, write or wire.
RAY DUNCAN, Majestic Shows, Murphysboro, Ill.

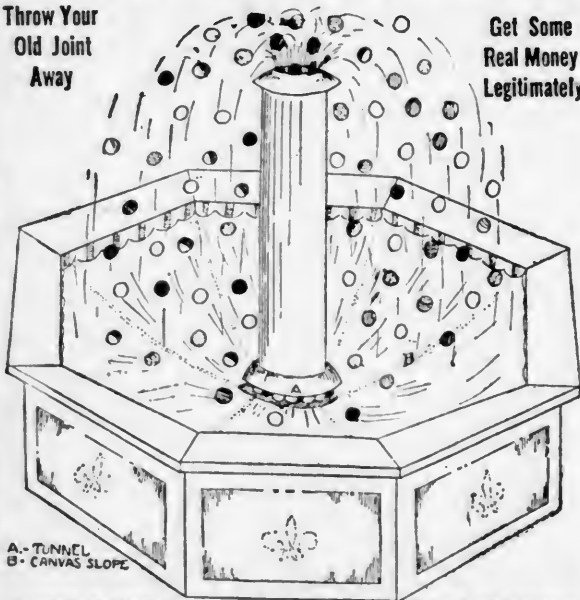
IN ANSWERING AN AD BEGIN YOUR LETTER WITH "I SAW YOUR AD IN THE BILLBOARD."

NEW GAME FOR CONCESSIONAIRES

THIS GAME WILL OPERATE ANYWHERE

Throw Your
Old Joint
Away

Get Some
Real Money
Legitimately



A - TUNNEL
B - CANVAS SLOPE

Patented in Foreign Countries and PATENT APPLIED FOR IN AMERICA.

SCIENCE AND SKILL

FIRST TIME IN U. S. A.

Took Top Money at Grand International
Exposition, Paris, France.

The earning capacity, with 10 players at 10 cents, is \$50 per hour—3 to 20 can play at one time. Game can be played in one minute if crowds demand it—when slowed down makes a big Bally.

The Game is that each player is handed a net, and with it must catch the colorful balls in mid-air, which is operated by electricity, forcing the balls through air tunnel. The person catching the first three is the winner.

Game is 7-ft. front and deep—10-ft. space is ample for the machine to operate in. Made portable. Can install in one hour. Mechanism guaranteed. Weight, 250 lbs. Anyone can operate. Nothing to get out of order or break.

PARK MANAGERS TAKE NOTICE

Price Complete, \$300.00

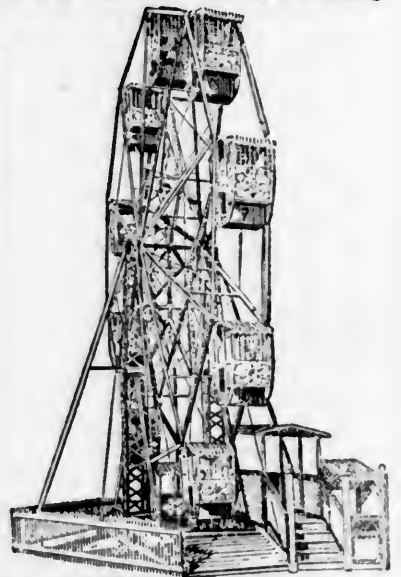
F. O. B., LOS ANGELES

HALF CASH, BALANCE C. O. D.

Reference—Merchants' National Bank, Los Angeles.

INTERNATIONAL AMUSEMENT ENTERPRISES
635 WEST 48th STREET, LOS ANGELES, CALIF.

RESULTS Are What You Want



The "SUPERIOR MODEL PARKER WHEEL" in open competition with one of the old style Buggy-Seated Wheels recently grossed \$4.00 to every \$1.00 that the old style wheel grossed, 10 coaches, seating 4 adults comfortably, total seating capacity 40 adults, 5 stops load and unload your Wheel. Greater flash. Real portability. Larger earning capacity.

"SPECIAL" MODEL TWO ABRAHAM PARKER CARRY US ALL



"SPECIAL" Model Carry-Us-All is the ideal machine for road use. Get our new, low prices before placing order elsewhere.



"SUPERIOR" Model Carry-Us-All, conceded as the most elaborate and finest portable ride of its kind ever constructed. In use by the foremost and largest traveling organizations in the world. The "SUPERIOR PARK MODEL" Carry-Us-All, a real revelation in rides. See the one at Dallas Fair Park, Dallas, Texas, or the one at Venice Pier, Venice, California. Specifications on request.



The Parker Fairy Swing has numerous new features, now equipped with light circle and electrical decoration. A big success in 1921. No Show or Park is complete without this ideal Kiddie Ride. Write for prices and specifications of whatever Parker Product you are interested in to

C. W. PARKER
World's Largest Amusement Device
Builder,
LEAVENWORTH, KANSAS.

ARE YOU IN ON LONG BRANCH PIER DEVELOPMENT?

Long Branch, N. J., One of the Choice Spots on the Atlantic Coast

WANTS—Rides, Concessions, Attractions, Dodgem, Ferris Wheel, Whip, Swings, etc., Derby, Balloon Racer Jap. Stores, Mechanical Games. Clean Attractions of all kinds. Four million people to play to each season. Sixteen weeks, seven days. No lost time. Be an early bird for once. Apply

D. J. MAHER, 15 E. State St., Trenton, N. J.

JOHN T. WORTHAM SHOWS GET UNDER WAY IN TEXAS

Make Debut To Show World at Cleburne, With Meritorious Array of Amusements—Intermittent Bad Weather Has Effect on Attendance

The John T. Wortham Shows opened their first season at Cleburne, Tex., Saturday, March 4, and the event was watched with unusual interest. The other allied Wortham interests used the show as a sort of barometer to show what is to be expected later in the open air year. The event was really a revelation, because it shot the fears of a "bad season" to pieces.

In spite of cold and disagreeable weather, which prevailed the opening night, Cleburne did itself proud by turning out the curious, who was quickly turned to the interested. The shows were on the ball park and filled that enclosure.

About the only worried one about the big company was John T. Wortham. It was what he thought was his first real effort to lay out a lot. None other with the Wortham enterprises could have done better. The merry-go-round made a two-way path at the front gate and these paths led around the four rides in the center. The whole lot was ablaze with lights, and with as pretty a set of fronts as have ever been on any show. Every attraction was worthy of Wortham class, and the offering showed up to the best possible advantage. John Wortham took with a grain of salt what showfolk told him about his achievement, but when he "mooched around incognito" and listened to the lively his nervousness was gone. The people who pay the way were more than satisfied, and John Wortham's blood pressure became less.

Sunday "Mr. Bureau," king of cold, tired of his visit to Texas and gradually retired in the face of a wind sent by "Igneus Rex," king of heat. This made the show grounds more comfortable on Monday and Tuesday. The second of these days made the first look feeble, when it promoted comfort and more patronage. The John T. Wortham Shows pictured a thousand things that went to prove that most troubles are due to useless and annoying anticipation. "Doc" Danville and A. E. Bentley, the former general agent and the latter promoter, were more than delighted at the first reports from the shows. Walter Leemon is assistant to Mr. Wortham. John Colas is handmaster and his concerts on the public square brought the public to the making-them-spend-the-money stage.

Mr. Wortham is awaiting other attractions. Two not on hand when the bell rang strengthened the shows on Monday. On the whole, the midway of the John T. Wortham Shows is more than attractive and of such beauty and quality that it gives the casual observer most eminent satisfaction at first glance, which impression does not leave him even after he leaves the lot.—BEVERLY WHITE (Press Representative).

Crawford County Fair

GIRARD, KAN., SEPT. 12-15.

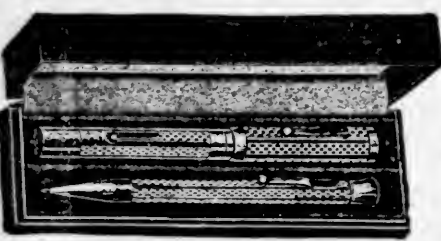
COOK WANTED

For week stand tent show. State lowest salary, age and experience. Show opens April 1st. DANDY DIXIE SHOWS, Brodnax, Va.

WANTED AGENTS

on every Circus, Carnival, Park and Fair Assn. in America and Canada. Liberal percentages. Address KILPATRICK, - Rookery Bldg., Chicago, Illinois.

SEASON'S BIGGEST MONEY MAKER Attention: Salesboard and Premium Users COMBINATION PEN AND PENCIL SET



Mounted Lever self-filler, attached clip, beautifully designed, fitted with solid 14-Kt. gold pen point. Handsomely designed Pencil, attached clip, thin leads. Attractive velvet-lined box.
PRICE, \$18.00 DOZEN SETS.
Sample, \$1.65.

I also carry a chased Clutch Penell. Two sizes. Regular size with attached clip, and short size with ring.
Nickel-Plate, \$1.00 Dozen, \$10.50 Gross
Gold Finish, \$1.20 Dozen, \$12.00 Gross.
Samples cost 15c each. Order at Once.
TERMS—Cash with order, 25% deposit required on all C. O. D. orders.

IRA BARNETT

Manufacturer. Established 1885.
61 Beekman Street, NEW YORK CITY.

WANTED FOR LAROY'S MOTORIZED TWO RING CIRCUS

with elevated stage. Travelling on fourteen special built Ford cars. Performers doing two or more acts. Clowns, Musicians, good Side Show People, with or without banners; three or four small Animal Acts, Working Men, Truck Drivers, Mechanic that can take care of Cushman Electric Light Plant. Open May 13. CAN USE good Agent and 2 Billposters. Art Crawford, Geyer, Zarell, Kolbs and Grant Alman, write. All Privileges for sale.
H. LAROY, Wilder Quarters, Fostoria, Ohio.

WANTED WORLD AT HOME SHOWS.

FREAKS. WONDERS. CURIOSITIES.

Still have an opening for high-class Side Show Attractions, such as Fat People (Adam, wire), Skeleton, Magician, Fire Eater. Good opening for Mind Reading Act with Mts. One-Man Band or Scotch Bag-piper. Anything in keeping with such high-class attractions as Serpentina. Have the best framed Pitt Show on the road. State all in first letter, including lowest salary. Long season, opening March 18.
Address JOHN METZ, care World at Home Shows, Mobile, Alabama.

MILLER'S MIDWAY SHOWS WANTS

One or two more Grind Shows. Will book with or without your own outfit. CAN ALSO PLACE Hawaiian and Platform Shows. WANT Dancing Instructors. Also want help on Ferris Wheel and Carrouseil, WANT Openers and Grinders. Concessions all open except eats and drinks. NO GRIFF. Show opens Wynnewood, Okla., March 18 to 25.

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

EARN \$40 A DAY MAKING MOVIES

WITHOUT NEGATIVE—THREE MINUTES



Size 6x7x12 inches. Weight, 10 Lbs. The Gianett Direct Positive Motion Portrait Camera Will Produce Motion Portraits directly on paper without the use of negatives, in Three Minutes.

AMATEUR OR EXPERT PHOTOGRAPHERS ARE SURE OF SUCCESS WITH THE

GIANETT Direct-Positive Motion Portrait Camera

NO EXPERIENCE NECESSARY

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

Whether you are the owner of a studio "De Luxe" in the big city or a photo gallery in the small town; whether you are with a circus or an amusement arcade, or whether you are a traveling photographer, you are naturally on the LOOKOUT for the thing that will mean BIGGER BUSINESS. This is what the GIANETT CAMERA MEANS TO YOU. Consider the popularity of the "MOVIES" and that there are millions of people who are literally burning with the desire to see themselves in this type of picture. The GIANETT CAMERA will satisfy this desire at a trivial cost and in THREE MINUTES.

A NEW IDEA THAT WILL MAKE A SLENDER CAPITAL GROW INTO AN INDEPENDENT BUSINESS

The GIANETT DIRECT-POSITIVE CAMERA has an advantage over the still camera because it registers characteristics and impressions which are not possible with an ordinary still camera. It is especially adapted for taking portraits of infants and children. Its operation is so simple that it is almost absurd. You do not use any negative.

The exposures are governed by turning the crank, each turn allowing one exposure. There need be no general rule applied for the time of exposure because the Bromotype Paper used has the qualities of the highest speed dry plate. No matter under what conditions you are working, you are assured of a perfect portrait.

WRITE TODAY for Our Illustrated Pamphlet.



Movie Thumb Booklet (made with 4-ft. paper) shows subject in continuous motion.

FILMLESS MOTION PORTRAIT CORPORATION

4729 BRYANT Cable Address: FIMOPOCO 101 West 42nd St., New York, N.Y.



BEST YET WHEELS. Greatest Wheel ever made. Wheel made of one piece, three-ply kiln lumber. Can not warp. Runs on ball bearings. 30 inches in diameter. Beautifully painted.
60 No. Wheel, compl. \$11.00
90-No. Wheel, compl. 12.00
120-No. Wheel, compl. 13.00
180-No. Wheel, compl. 15.00
12-Laydown Wheel, complete 14.00
15-Laydown Wheel, complete 15.00
20-Laydown Wheel, complete 16.50
30-Laydown Wheel, complete 17.50

HEADQUARTERS

—FOR—

- Wheels, Games, Dolls, Candy, Cakes, Balloons, Pennants, Jewelry, Vases, Novelties, Decorations.
- Amusement Devices, Serial Paddles, Aluminum Ware, Chinese Baskets, Silverware, Pillow Tops, Market Baskets, Paper Hats, China Ware, Artificial Flowers, Sales Boards.

NOTE—OUR NEW CATALOG will be ready about April 1, with a complete line of Concession Goods at the right prices. PROMPT SERVICE. RIGHT PRICES.

SLACK MFG. CO.,

128 W. Lake St., CHICAGO, ILL.



SLACK WHEELS.

Light. Runs on Ball Bearings. 32 inches in diameter. Beautifully painted.

- 60-No. Wheel, complete.. \$ 9.00
- 90-No. Wheel, complete.. 10.00
- 120-No. Wheel, complete.. 11.00
- 180-No. Wheel, complete.. 12.00
- 12-Laydown Wheel, comp. 11.00
- 15-Laydown Wheel, comp. 12.00
- 20-Laydown Wheel, comp. 12.50
- 30-Laydown Wheel, comp. 13.50

Dolls

Established 1915

COLUMBIA DOLL and TOY CO., Inc.

44 Lispenard Street, NEW YORK CITY

Local and Long Distance Phone Canal 1935. Night and Sunday, Drydock 2832

Our Plant at Above Address Enlarged

Prompt Deliveries of

9-12-15-17-20

Inch Dolls

PRICES ROCK BOTTOM



VICTOR LEE Goes to The Rendezvous Park Atlantic City, N. J.

FOR THE FAMOUS BOARD WALK SUMMER SEASON, OPENING MAY 25,

AND WANTS the Highest Class Freaks and Curiosities obtainable, especially GIANTS, Lilliputians and Long-Haired Ladies, who feel themselves capable of entertaining the highest class audience in the highest class SIDE SHOW in all the world. Must have recently taken photos of all people, which will be returned. THIS IS NO BALLY-HOO affair. Address

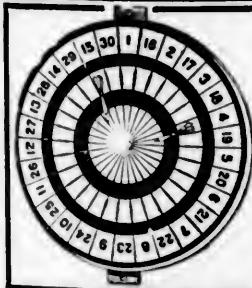
VICTOR LEE, No. 323 West 43d Street, New York City, N. Y.

WANTED for D. D. MURPHY AMUSEMENT CO. "The Carnival Beautiful"

D. D. MURPHY, Sole Owner. LESTER BROPHY, Manager. HANK W. WAKEFIELD, Director-General and Adjuster. A five All-Steel Car Show, with new Allan Herschell Carrousal and Parker's late improved Ferris Wheel. Will open on St. Louis lots and then play 14 weeks of the best County Fairs in Missouri. WANTED—Concessions and Cook House. No exclusive. Also first-class Ferris Wheel Man. Must be sober and industrious. Show opens last week in March. Address D. D. MURPHY, 407 Walnut Street, St. Louis, Mo.

WANTED CONCESSIONS

Exclusive. Must use Slum. Grocers' Exposition, Indianapolis, April 20 to 29. J. W. DEAN, Mgr., 404 Chamber of Commerce, Indianapolis, Indiana.



"APEX" DART WHEELS



WILL GO WHERE ONLY GAMES OF SKILL ARE ALLOWED. EQUALLY AS STRONG AS A PADDLE WHEEL. WILL DRAW A LARGER PLAY—AND HOLD IT.

Handsome finished in four colors. Diameter, 20 inches. Easy running. Darts cannot hit "on the line" spaces being divided by steel wires; thus no dispute as to winning number.

\$12.00 EACH, INCLUDING ONE DOZEN DARTS. Strong reshipping case, if desired, \$1.00 extra. Terms: Cash, or one-third cash, balance C. O. D. "APEX" DARTS. \$12.00 a Gross, or \$1.15 a Dozen, postpaid. Cash with order.

APEX MFG. CO., NORRISTOWN, PA. MAKERS OF "APEX" DART BOARDS AND DARTS.

NEW CARNIVAL TRADE HOUSE

NEW PRICES—NEW GOODS

Dolls, Chinese Baskets, Silver, Beaded Bags, Blankets, Electric-Eyed Bears, Mama Dolls, Etc.

WATCH OUR NEXT AD FOR PRICES.

EDGAR & CO., Inc., 1210 Arch St., Philadelphia, Pa.

Personal Supervision
A. JACOBY
YOU ALL KNOW ME

HEADQUARTERS FOR WHITE STONE RINGS AND SCARFPINS

NOTICE OUR SPECIAL LOW PRICES

We specialize and carry a large and complete line of all grades of White Stone Rings, Scarf Pins, Earrings, Brooches, Lavallieres, Watches, Razors, Ivory and Pearl Manicure Sets, Silverware, etc. Write today for our 1922 catalog, which illustrates **WONDERFUL BARGAINS**, mailed free.



NO. 1—CHINESE LADIES' AND GENTS' LUCKY RING. Platinum finish.
Per Dozen, 90c.
Per Gross, \$10.25.



NO. 3—HIGH TIFFANY PLATINUM FINISH SCARF PINS. Basket mounting, set with 1/2-Karat best quality white cut Brilliant.
Per Dozen, 60c.
Per Gross, \$6.25.



NO. 5—FANCY HIGH TIFFANY PLATINUM FINISH RING. Set with best quality white cut Brilliant.
Per Dozen, \$12.00.
Per Gross, \$120.00.



NO. 6—GOLD SHELL ACID TEST. HIGH SET BELCHER. With best quality small white Brilliant.
Per Dozen, \$1.10.
Per Gross, \$12.00.

No. 7—8-Piece Manicure Set, in roll. Per doz. sets, \$12.00.
No. 8—21-Piece Ivory Manicure Set, Dubarry design, in fancy plush-lined roll. Per set, \$1.75. Per doz. sets, \$20.50.
No. 9—Our special high finished Safety Razor. Per doz., \$2.50.
No. 10—Extra fine imported German-handle Razors, each in box. Per doz., \$3.00.

Our Motto has always been **HONEST GOODS, HONEST PRICES and PROMPT SERVICE.**

ALTBACH & ROSENSON

203-205 W. Madison Street, - CHICAGO, ILL.

Electric Lamps

NITROGEN

TUNGSTEN

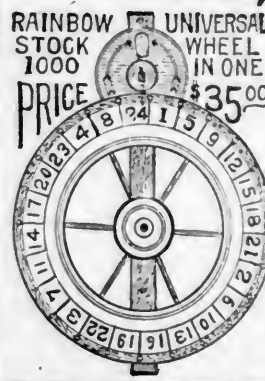
Regular Price	Our Price	Regular Price	Our Price
75 Watt 75c	42c	10 Watt 40c	28c
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		50 " 40c	28c

Complete Stock of Lamps and Electric Supplies for the Show Trade.

TRIANGLE-LITE SUPPLY CO.,

112 Federal Street, N. S. PITTSBURG, PA.

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, Blankets, 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; Hard Strikers, High Strikers, Spindles, Beehives, Percentage Roll-Down and other Marble Games; "Devils" 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.

Vending Machine Owners

We offer exceptional good candy mints in rolls, for use in vending machines. Packed 100 rolls to carton. Five and ten cartons to a case. Write for prices and samples.

GRAND DAD MINT CO., New York

Candy Kisses Candy Kisses

They run about 80 to the pound. Best quality. Lowest prices. Concessionaires, Dealers, there is a handsome profit for you in our line.
PRICE PER POUND: 25-LB. LOTS, 10c; 100-LB. LOTS, 9c; 300-LB. LOTS, 8 1/2c.
Also other items. One-half cash, balance C. C. D. Prompt shipments. Waiting to hear from you.
LATSON COMPANY, Angola, Indiana.

MOST WONDERFUL OPPORTUNITY FOR

Exhibitors and Demonstrators

We offer booths and space at very reasonable rates for the entire season at **RENDEZVOUS PARK EXPOSITION BOARDWALK, ATLANTIC CITY, N. J.** Address: **ATLANTIC CITY EXHIBITORS CO.,** Segal Bldg., Atlantic City, New Jersey.

BOUNCE For Wheels and Games of all kinds. A new colossal flash of brilliant colors and interest. Holds the crowd and gets the money. We guarantee it. We sell direct to Concessionaires. No middle men.

SEND \$1.00 FOR SAMPLE

and save time. Discount, 40% in lots of one dozen and upwards.

AMERICAN GAMES CO., Rochester, N. Y.

Association of Wisconsin Fairs

Send \$1.00, with ten words, for Wisconsin Fairs' Bulletin, to be issued soon. Puts you next the eighty-three State, District and County Fairs of the Banner Fair State. **A. W. PREHN, Assn. Secy., Wausau, Wisconsin.**

-----PAPERMEN ACT QUICK-----

A live National Weekly Publication, in business fifty years, needs men in Central and Eastern States. Big talking point. Write quick. Small turn-in.
CIRCULATION, Room 601, 230 Fifth Avenue, Pittsburg, Pennsylvania.

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

SAVE MONEY ON YOUR SILVERWARE



This attractive number 603 Sheffield Plate Fruit Bowl. Bright gold lined, width 14 inches, height 7 1/2 inches, at the remarkably low price of

\$2.50

Each in dozen lots.

Less than dozen lots \$2.65 each.

1/4 Cash with order, balance C. O. D.

Here's where your dollar goes farther. Write for our low prices on silverware and clocks.

SCHMUKLER'S SILVERWARE DEPT. STORE, Inc.

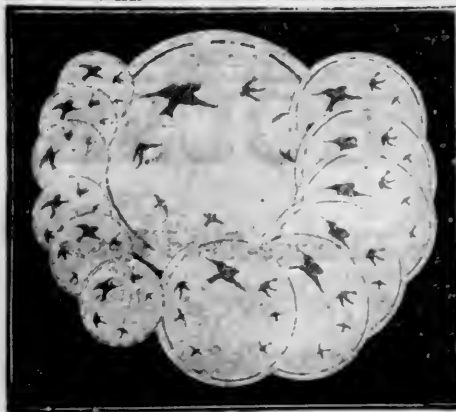
133-9 Canal St., NEW YORK CITY

BALLOONS

WE WANT EVERY BALLOON MAN
TO SELL OUR NO. 70 SPECIAL GAS BALLOONS. Five assorted. Semi-transparent. Fast colors. Non-poisonous. Long necks. Extraordinarily heavy. Guaranteed absolutely first quality and all perfect or money refunded. Manufactured especially for your particular trade. PRICE, \$3.50 A GROSS. Write for Special Inducement to regular customer. Enclose 10c for sample.

NOVELTY SUPPLY CO., 208 Wood St., PITTSBURG, PA.

SPECIAL OFFER. In order to introduce this SPECIAL BALLOON and convince you of its superiority over other balloons, we will ship one gross for \$3.00, providing you attach this ad. with your name and address, and enclose a dollar bill. Balance **GOOD UNTIL MARCH 31, 1922.** C. O. D.



Agents Make Big Money SELLING OUR Sanitas Luncheon Set

Our 4020 like cut has one large piece 15 in., six 8 in. and six 6 in. Designs air-brushed and handpainted. \$13.50 per dozen. Sample set postpaid, \$1.15. Come in Bluebird, Poinsettia, Plum and Wild Rose designs. Send for samples at once and circulars on other items.

THIS IS ANOTHER BIG HIT

Agents reordering in large quantities. Must be seen to be appreciated. Felt Dolly made from best grade all wool felt. Beautiful design, painted and air-brushed. Come in Black and Brown. Size 18 inch. \$7.50 per doz. Sample sent postpaid for 65c. Send for circulars of other big sellers.

BRADFORD & CO., Inc., St. Joseph, Mich.



PER-PEN-DIC-U-LAR

\$7.50 Per Gr. Sample Doz., 75c

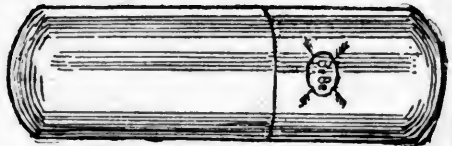
Circular Motion **FEMALE**
Forward and Backward **MALE**

The PER-PEN-DIC-U-LAR SEX INDICATOR is as simple as the A. B. C.'s. Uproariously funny—Scientifically correct. It's all in the motion. The greatest and most puzzling fun producing scientific novelty ever introduced into society. Everybody wants one the instant they see it perform. Carried in purse or vest pocket. (Circular with each Indicator.)

A FEW OF OUR OTHER NOVELTIES: Nickel-Plated Pocket Stain Removers, Paper Hats, Tricks, Jokes, etc.; Cinematographs, Collapsible Pencils, New Magic Trick Pencils; Specialties in Mechanical Toys, Dice, Dominoes, Chess Games, Cigar Lighters to be retailed at 10c—every one guaranteed. Special prices in quantities. Samples sent upon request.

25% Deposit with Order, balance C. O. D.
R. SCHORNSTEIN & CO.
Importers of Toys and Novelties.
621 BROADWAY, NEW YORK CITY.
Phone, Spring 8650.

STAINOFF INSTANT STAIN REMOVER



DIRECTIONS FOR USE:
Take off the base, pour in benzine or gasoline until felt is soaked, then take off top on other end, and your cleaning apparatus is ready for use. The felt will remain saturated for three or four days without refilling. Removes stains of every description.
HANDY NICKEL PLATED POCKET CASE.
\$9.00 PER GROSS, \$1.00 PER DOZEN.

No. 311. PHOTO BROOCHES.
Assorted pictures of pretty girls.
Gross, \$1.50.

No. 331. BLUE BIRD BROOCHES.
Per Gross, \$1.00.

857—Bead Necklaces, assorted colors. Gross, \$3.00.

American Flag Brooches. Gross, \$1.00.

19—Ladies' Stone Set Rings. Gross, \$1.50.

SPECIAL ASSORTMENT, 1500 ASSORTED PIECES OF NOVELTY JEWELRY AND BEADS (as illustrated)—\$12.00 ASSORTMENT

614—Lucky Charms. Per Gross, \$1.00.

No. 616c—Blue Heart Brooches. Gross, \$1.50.

12—Half Round Band Wedding Rings, electro plated, highly polished. Gross, \$1.25.

No. 610—Assorted Scarf Pins. Gross, 75c.

800—White Metal Link Buttons. Gross, \$1.10.

Goliwog Brooches. Gross, \$1.50.

Fantail Brooches. Per Gr., \$1.50.

DEPOSIT REQUIRED WITH ALL C. O. D. ORDERS
KARL GUGGENHEIM, Inc., 17 EAST 17th STREET, NEW YORK CITY

DRESS UP YOUR EMPLOYEES WITH UNIFORM CAPS

MAKE A SNAPPY AND CLASSY APPEARANCE AROUND YOUR SHOW THIS SEASON

Band Men, Ticket Takers, Ushers, Doormen, Firemen, Ticket Sellers, etc., should all wear an up-to-date uniform cap.

We make the best on the market for all the big shows at very low cost. We also manufacture Banners, Badges, Flags, Emblems, Buttons and Fez for Schools, Fraternities and Secret Societies.

WRITE FOR OUR CIRCULAR AND PRICE LIST

CHICAGO UNIFORM CAP CO.
19 So. Wells Street CHICAGO, ILL.

SPILLMAN POWER PLANTS

SPILLMAN POWER PLANTS

Developed to meet the user's service for riding devices. Built and designed by a combination of engineering genius. It will keep your ride going day after day, season after season. Take no chances. Write us today.

SPILLMAN ENGINEERING CORPORATION
NORTH TONAWANDA, N. Y.

ELECTRA DOLLS

Complete with Silk Dress, Shade and Globe included, \$1.35 each, doz. lots; \$1.25 each, 100 lots.

- Wicked-Eyed Hair Dolls.....\$0.35 each
- Beach Hair Dolls..... .30 each
- Mirror Dolls60 each
- 12-Inch Rover Dogs..... .40 each
- 4-Inch Beach Baby Dolls..... .05 each
- 12-Inch Vases, assorted..... 4.80 doz.
- 16-Inch Vases, assorted..... 9.00 doz.
- 22-Inch American Beauty Vases 1.50 each
- Tinsel Dresses10 each
- Doll Wigs, 8c each; \$1.75 per Lb.

Circular on request.
DANVILLE DOLL CO. DANVILLE, ILL.

SPARKS' CIRCUS WANTS
Man to work Untamable Lion Act in Side-Show and one Novelty Act for Side-Show. Address CHAS. SPARKS, Macon, Ga.

THE WORLD AT HOME SHOWS

POSITIVELY PLAY MOBILE, SELMA, ANNISTON, ALABAMA. NINE GOOD DATES CONTRACTED AND WILL BE THE FIRST SHOW IN.

Want to hear from new Novelty Show. Concessionaires—Have few Feature Wheels open. Grind Stores, come on.

Address **ROBERT GLOTH, Mobile, Alabama.**

First Call - THE T. O. MOSS SHOWS - First Call

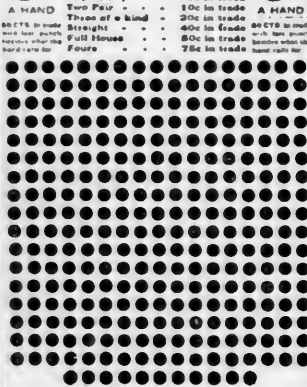
All people engaged and holding contracts, please answer this call by letter. WANT STRONG FEATURE SHOW that can make good behind advertising paper. Nothing too large. Want Secretary that can use typewriter on account of disappointment. Prof. Louis Decola wants first-class Trombone Player. All Concessions open. No exclusives except Cook House. Write for prices or come on, you won't be sorry. Fifteen-car show, eight flats, four baggage, two sleepers, one coach. FAIR SECRETARIES, IF YOU WANT A REAL SHOW THAT WILL FIT IN YOUR FAIR GROUND ADDRESS **BIILY MARCUS, General Agent.** Show opens Saturday, April 1, in the heart of Kennett, Mo. Address all mail **BOX 692.**

POKER-HAND TRADE BOARDS

Takes in \$15.00—Pays Out in Trade, \$11.50

The Buck-Board Trade Stimulator

5c PAYS IN TRADE 5c



\$1.00 Each. \$10.00 Dozen. Reduced price lots of 100. This Board contains 300 POKER HANDS instead of Numbers, that sell at 5c per hand. There are 99 winners ranging from 5c to 75c in trade. YOUR PROFIT \$2.50 on each board besides the regular profit on your merchandise given out. We manufacture various styles of sectioned and CHECKERED BOARDS in many attractive colors with real Protected Numbers in all sizes from 100 holes to 4,000 holes. Prices on application. **THE BUCK-BOARD MFG. CO.,** 277 Milwaukee Ave., CHICAGO.

CONCESSIONS and SHOWS WANTED for 14 Big Southern Illinois Fairs EGYPTIAN SHORT SHIP CIRCUIT

- | | | | |
|-------------------|-------------------|--------------------|-------------|
| Shawneetown | July 18-21 | Benton | Sept. 5-8 |
| Harrisburg | July 25-29 | Golconda | Sept. 5-8 |
| McLeansboro | August 1-4 | Belleville | Sept. 5-8 |
| Murphysboro | August 15-19 | Marion | Sept. 12-15 |
| Carmi | August 22-26 | Sparta | Sept. 19-22 |
| Vienna | August 22-26 | Mt. Vernon | Sept. 26-30 |
| Anna | August 29-Sept. 1 | Pinkneyville | Oct. 3-6 |

Write the Secretary of each Fair.
Total attendance at these Fairs last year, 275,000.

John T. Wortham Shows

CAN PLACE CONCESSIONS OF ALL KINDS

No exclusives except Juice and Cook House. Want one Novel Show. Corsicana, auspices Firemen, week 13th; Mexia, auspices Shriners, week 20th; Bryan, auspices Elks, week 27th; Brenham, auspices American Legion, week April 3d; Seguin, auspices American Legion, week April 10th; San Antonio, Battle of Flowers, week April 17th. All in Texas.

KOHL'S FLYING CIRCUS

ANYTHING IN AERIAL ACROBATICS
Night Parachute Jumping a Specialty
ALTA, - - - IOWA.

THROUGH THE PAWN SHOP

A POWERLESS FUN HOUSE.
No machinery to get out of order. No danger to patrons. No power bill to pay. No expensive mechanics to upkeep machinery, and no insurance liabilities to pay. Has more pep than any built heretofore. An attractive pictorial front with same. Sold outright. Write for further information to **DAYTON FUN HOUSE AND RIDING DEVICE MFG. CO., DAYTON, OHIO**
EXCLUSIVE AGENTS: MILLER & BAXTER, 719 Liberty Bldg., Bridgeport, Conn.

MISS QUINCY --- HIGH DIVER

MOST TALKED OF ATTRACTION OF ITS KIND IN THE WORLD.
Can be engaged for season 1922 with a first-class show that knows the value of a real Free Attraction. Address **MISS QUINCY, care Billboard, 1493 Broadway, New York City.**

BRAND NEW FIREARMS

- 
- GN. 716**—The Imported Original Famous German Luger Repeating Officer's Pistol. .30 caliber. The Luger is a long range pistol and is very often used for big game hunting, as a side arm. Has a maximum range of 1,500 yards; point blank range, 110 yards; weight of bullet, 93½ grains, with a muzzle velocity of 1,150 f. s. Length of pistol, 9 inches overall, and weighs 29 ounces. Penetrating at 60 yards 6 inches in pine. Each, \$16.00
Price of Cartridges, \$2.50 a Box.
- GN. 721**—The Ortze .32 Caliber German Automatic Pistol. Shoots 9 shots. This is strictly a high-grade, self-loading automatic, taking the .25 caliber Colt U. S. made cartridges. This is the best German gun ever brought over. Each, \$7.50
- GN. 720**—The Ortze, same as above, in .25 caliber. Each, \$7.50
- GN. 791**—The Browne Automatic Revolver. American make. Shoots 4 shots. .22 caliber. In blue finish. Each, \$4.00
- GN. 484**—Mauser. German make. Considered the most powerful gun made. Shoots 11 shots. Blue finish. Shoots U. S. automatic cartridges. .25 caliber. Each, \$10.50
- GN. 485**—German Mauser. Same as above. In .32 caliber. Each, \$11.50
- GN. 619**—Fritz Mann German Automatic. .25 caliber. Smallest automatic made. Especially for ladies. Each, \$6.00
- GN. 421/10**—Baby Hammerless Revolver. .22 caliber. 6-shot. Folding Trigger. Each, \$3.50
- GN. 705**—The Dreyse German Automatic. .32 caliber. 8-shot. Self-loading, with safety lock. Each, \$6.75
- GN. 718**—Blue Steel. High-Grade Automatic Revolver. .25 caliber. Shoots 7 times. SPECIAL. Reduced to Each, \$6.00
- GN. 721**—Break-Open Revolver. Blue, with safety. 6-shot. .32 and .38 caliber. Each, \$6.00
- GN. 720**—Break-Open Imported Nickel Revolver. .32 and .38 caliber. 6-shot. Each, \$5.00
- Deposit required on all orders.
M. GERBER
Wholesale Jewelry, Cutlery and Sporting Goods.
505 Market Street, Philadelphia, Pa.

M. Klein & Bro.

SELL FOR LESS
CHINESE LUCKY RINGS
640—Solid Sterling Chinese Lucky Rings. (Stamped Sterling.) Ladies' size. \$5.00 per Dozen.
642—As above. In Gent's size (can be made larger or smaller). \$5.50 per Dozen.
These Rings are the best sellers on the market.

Dubarry Manicure Sets
BB21—21-Piece French Ivory Manicure Set. \$1.50 Each. Sample, \$1.00, postpaid.
BB22—As above, with brocade velvet lining. \$1.60 Each. Sample, \$1.00, postpaid.

DOLLS
164—16-Inch Unbreakable Wig Kewpies. Marabou hoops. \$4.50 for Sample Half-Dozen, \$4.50 for Sample Half-Dozen, \$165—As above, with Silk Marabou hoops. \$10.00 per Dozen. Send \$5.00 for Sample Half-Dozen.
182—As above, trimmed with Silk Marabou hoops, and tinsel. \$14.00 per Dozen. Send \$7.00 for Sample Half-Dozen.

OTHER BIG SELLERS
2325—Hand-Made Beaded Bag. Decorative designs. 9 inches long (including fringe). \$3.00 Each. Sample, \$2.25, postpaid.
200—Imported Vest Pocket Razor, in nickel case. \$2.75 per Dozen.
300—Assorted Mechanical Toys, including Charlie Chartin. \$3.75 per Dozen. Sample, 40c, postpaid.
Selling Frogs. \$3.00 per Gross.
25% Deposit Required on All C. O. D. Orders.
M. KLEIN & BRO.
45 North 10th Street, Philadelphia, Pa.
Phone, Walnut 2846.

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"MARVEL" 8-IN-1 LADIES' NOVELTY HANDBAG



Can be conveniently used as Baby Clothes Bag, Bathing Suit Bag, Shopping Bag, Crochet Bag, Picnic Bag, School Bag, Lunch Bag and Ladies' Hand Bag. Made in heavy black auto rubberized leather. Size, 17x13. We are direct manufacturers of this item.

THE BEST NUMBER FOR THE MONEY
PRICE \$3.75 PER DOZEN
F. O. B. Brooklyn or New York.
Special prices to Jobbers and Quantity Buyers.
Send \$4.00 for a Dozen Samples today. 25% Deposit with Order, Balance C.O.D. Immediate shipments in any quantity.
MARVEL HANDBAG CO., BROOKLYN, N. Y.
200 Stone Ave. Phone, Glenmore 8102

LOUIS FINK, Gen'l Mgr. WM. MARCUS, Gen'l Agt. NICK MEYERS, Sec'y & Treas. SAMUEL KANTOR, Ass't Mgr.

Opening in New Jersey FINK'S EXPOSITION SHOWS Early in April

TEN SHOWS—A TEN CAR AGGREGATION—FOUR RIDING DEVICES
WHAT DO YOU THINK OF THESE TOWNS—HEY!

Jersey City, Bayonne, Elizabeth, Hackensack, Orange, Bloomfield, Perth Amboy, Plainfield

SHOWMEN Will furnish complete outfit for Athletic, Society Horse, Illusion or any other Show that does not conflict with the following: Wild West, Hawaiian, Plantation, Fun House, Monkey Speedway. Want to hear from several Freaks to complete our Ten-in-One.
HELP WANTED on Allan Herschell Carrousel, Big Eli Wheel, Whip, Traver Seaplane. Those who have written get in touch with us.
CONCESSIONS Few more Wheels open. Also the following Grind Stores: Ball Games, Fish Pond, Knife Rack, Hoop-La, String Game, Shooting Gallery, High Striker, Clarette Game and one more of the following: Roll-Down, Tip-up, Buckets, Pan Game, Pitch-Till-You-Win. Also Candy Floss and Candy Apples.
FAIR SECRETARIES New Jersey, Pennsylvania, West Virginia, a few more dates open to complete our circuit. Get in touch with us.
CONCESSION AGENTS BE YOUR OWN BOSS. Start the season right. Will furnish you complete frame-ups for Grind Stores. No investment. No 50-50. Keep all profits. Write or call for particulars.
FOR SALE 22 Anchor Tops, with portable frames, all sizes, including velvet backgrounds and wiring; 28 Fibre Trunks, 29 Wheels, all combinations, also Charts, and the following Games: Fish Pond, Devil's Bowling Alley, Tally Boards, Fishers, Buckets, Big Tom Cats and Hoop-La, complete.
LOUIS FINK, General Manager (Telephone, Stuyvesant 2675), 133 Fifth Ave., New York, N. Y.



Austin C. Wilson

Smashed All Records for Attendance at 1921 Fairs with

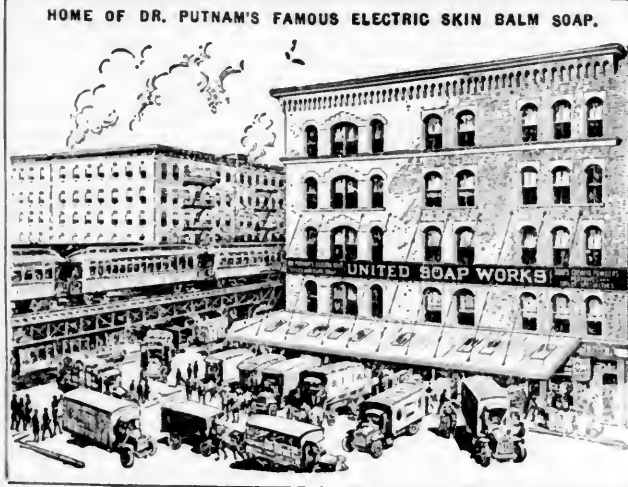
Auto Races and Auto Polo

and will repeat at many fairs for the third and fourth successive year in 1922—a few desirable weeks still open.

Fair Secretaries: Do you realize the tremendous drawing power of automobile racing as a fair attraction, as a builder for otherwise poor days, or an added feature for the natural "big" day? Nine years' experience in the promotion of successful Automobile Racing Exhibitions are at your service.

Special Proposition on Request.

Austin C. Wilson
117 SPRING ST.
Youngstown, O.



DR. PUTNAM'S FAMOUS ELECTRIC SKIN BALM BATH SOAP

if used regularly, prevents pimples, face and skin diseases, gives the complexion a clear, youthful appearance.

WOMAN'S GREATEST PRIVILEGE IS THE RIGHT TO BE ATTRACTIVE

DR. PUTNAM'S ELECTRIC SKIN BALM, TOILET, BATH, COMPLEXION SANITARY SOAP is specially recommended to Women for special bathing purposes as the most sanitary, efficacious, effective, healing and agreeable Soap known.

Every one who tries DR. PUTNAM'S ELECTRIC SKIN BALM SOAP will always use it. Works equally well in hard and soft water. Every cake packed in a handsome carton and marked to sell for 25c a cake.

To introduce Dr. Putnam's Soap into new homes quickly, we furnish Agents this soap for 75c per dozen, \$7.50 per gross, which is only a trifle over five cents a cake, for a soap that you can sell for 25c a cake and make a handsome profit, and establish a permanent and profitable business.

IF YOU WANT A CHAMPION BARGAIN SEND FOR THIS

1 4-oz. Bottle Emulsified Coconut Oil Shampoo.....	\$0.50
1 Handsomely Lithographed 4-oz. Can Talcum Powder.....	.35
1 Box Poudre-de-Riz (Rice Powder, finest Japanese).....	.50
1 Fancy Bottle Genuine French Perfume.....	1.25
1 Jar La Fleur Vanishing Cream.....	.25
1 Cake Transparent Glycerine Soap.....	.20
1 Styptic Healing Pencil (highest grade).....	.10
7 Pieces, used daily by everyone—Actual Store Value.....	\$3.15

We furnish Agents these combinations, each set packed in a handsome sample box, for \$4.20 per dozen sets. 3 dozen sets ordered at one time \$12.00—which is only 33 1-3 for a combination that Agents sell for \$1.50 or \$1.00 as fast as they show them.

BETTER STILL

To advertise and quickly introduce Dr. Putnam's Electric Skin Balm Soap, we give a 25c Cake Free with every combination. Think of it—with every Dozen Combinations at \$4.20, we give \$3.00 worth of the best Soap ever made, FREE, to distribute among your friends. With a 3 Dozen Order, \$12.00, we give \$9.00 worth of Dr. Putnam's Soap FREE.

We have the largest variety of easy, quick selling Combinations and bargains ever offered. Keep in touch with us if you want something new every month.

UNITED SOAP WORKS, Inc.

71-77 Park Place, NEW YORK

FREE 1,000 GROSS DR. PUTNAM'S ELECTRIC SKIN BALM BEAUTY SOAP FREE

WANTED MERRY GO ROUND WANTED

We furnish wagons for same. Seven weeks at Cleveland, Ohio, with a wonderful line of carnival cities and FAIRS to follow. We have WHIP, FERRIS WHEEL and AEROPLANE SWINGS and six real Shows. All now at winter quarters at the Fair Grounds at Cleveland. Show opens Cleveland, Ohio, Saturday, April 15. WANT Pit and Platform Attractions for our Circus Side Show. State lowest in first letter. CAN PLACE several Dancers for the Music Hall. Concessions: Candy, Pillows, Beaded Purses, Silverware, Chinese Baskets. Wheels are open. Can place Grind Concessions of all kinds. Write or wire.

HOSS-LAVINE SHOWS, per. address, 2672 East 115th St., Cleveland, O.

Carnival Co. WANTED

Address CHAMBER OF COMMERCE, Pleasantville, New Jersey.

Wanted for Hawaiian Village

Show Opens April 10th, Washington, D. C. Steel Guitar also Ukulele Players. Long season. State salary and all in first letter. No holdback; pay every week. S. ZANTOUR, P. O. Box 1674, Richmond, Va.

ATTENTION, MEDICINE MEN!

Get busy. Order now. Graham's Hot Springs Eucalyptus Herbs. Retail for \$1.00. Three cartons in large carton. Large carton, \$17.00 gross. Your name and address on two or more gross, free. EACH TWO GROSS, 1,000 Dodgers, your name and address, free. Sample and particulars, 25c. M. T. GRAHAM, P. O. Box 13, Chattanooga, Tennessee.

WANTED FOR THE K. G. BARKOOT SHOWS

Two more up-to-date Shows, with or without outfit; will furnish carved wagon fronts for same. Can place real Ten-in-One, two Platform Shows, Motordrome or Silodrome. Can place few more Legitimate Concessions of all kinds. Can use good Circus Acts suitable for Stadium. WANTED—Midgets for Midget City, Fat People for Fat Show. Can place few more Diving Girls for Water Show, two more real Talkers. Will buy Black Top. Must be in good condition. State size and full description. WANTED—London Ghost People. Address Teddie Chester, Manager London Ghost Show. Want two more Wagon Builders. Show opens week of April 17, at Dayton, Ohio. Address K. G. BARKOOT, Beckel Hotel, Dayton, Ohio.

T. A. WOLFE'S SUPERIOR SHOWS WANT

One or two more Side Show Freaks or good acts that are real entertainers.

Concessions sold are: Cook house, refreshments, dolls, candy and aluminum wheels. All other wheels and grind privileges are open.

Have one more beautiful wagon front with best of equipment for real show of merit. Will place a high class fun house. Our fair season consists of fourteen of the very best state fairs and big events. Among them are: Michigan Big Free State Fair, Ionia, Mich.; New York State Fair; Rochester Exposition; Greater Allentown, Pa., Fair; New Jersey State Fair, Trenton, N. J.; Winston-Salem, N. C., Fair and other big Southern Fairs. Address correspondence,

T. A. WOLFE, Mgr.

Alliance Bank Bldg., - Rochester, N. Y.

WANTED, SHOWS and CONCESSIONS

OF ALL KINDS FOR THE SEASON 1922

ELECTRIC PARK AMUSEMENT CO.

WRITE WILLIAM BOHR, Sec'y.
WESTPHALIA, MICH.

THE GLOBE RIDER---GAME OF SKILL

The machine that set top money at Rockaway Beach, New York, season 1921. Attractive, flashy—one that draws the crowds. Twelve players, each operates and controls his own bicycle racer—12-unit machine, each unit has ball revolving, bicycle rider on top of each ball, racing; individual dial on each unit, showing speed of each racer, and indicator at center of 12-unit machine, 30 inches wide, with 12 arrows, showing speed of each racer. Number of winner flashed electrically. Triple action. Complete machine, 15 1/2 feet long, 6 feet deep and about 7 feet high. Write for full particulars to

GLOBE RIDER CORPORATION, Room 820, 1328 Broadway, New York City, New York.

WANTED

FAIR PARK,

WANTED

SHREVEPORT,
LOUISIANA

Open May 1st. 50,000 to draw from. Only Amusement Park here. Splendid spots for Carousel, Aeroplane Swing, Ferris and other standard rides; also Funhouse, Over Falls, Chinatown or other good Attractions. Will book Arrade, flat or horse. Photo Gallery, Motordrome, Automatic Baseball, Fish Pond Concessions open. Will book Stock Co. Best spot in South. Must own top.

MANAGER FAIR PARK, 918 Gravier St., New Orleans, La.

WEST SOO AMUSEMENT PARK

SIoux FALLS, S. D.

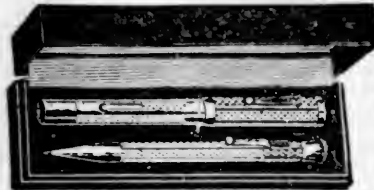
WANTED—RIDES and SHOWS. Would like to hear from a good Stock Company, under canvas. B. W. PHILLIPS, Mgr., 206 Minnehaha Bldg., Sioux Falls, S. D.

INDEPENDENT SHOWS—Write. Can book for Park and Celebrations. Candy and Sides, write. Concession Agents, write. A. MUELLER, Box 464, Sioux Falls, S. D.

EVERY ADVERTISER WANTS TO KNOW WHERE YOU SAW HIS AD.

STOP! LOOK! LISTEN!

VALUES THAT NEED NO INTRODUCTION



PEN AND PENCIL SET
Pen with 14K solid gold pen point and gold-filled Propelled Pencil in elaborate box.
\$1.75 EACH in Doz. Lots.
Samples, \$2.00 Each.

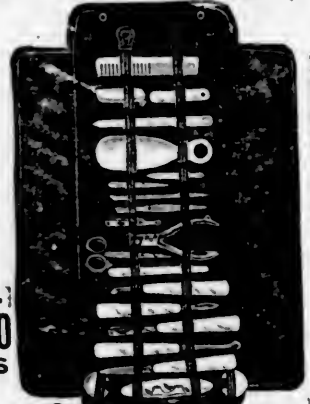


GENUINE GENEVA PYRAMID RAZOR
In black and white handles, highly polished.
\$2.75 DOZ.



Nickel Plated Cigarette and Vanity Cases

SPECIAL \$6.00 GROSS



21-Piece DuBarry Manicure Set
Contains all necessary implements.
\$1.25 EACH
In Dozen Lots, Samples, \$1.65 Each.



Imported German Opera Glasses
Each put up in a case.
\$4.50 DOZ.
Samples, 50c Each.



Beautiful Graduated 24-Inch French Pearl Necklace
Complete with solid gold catch, in elaborate plush case.
\$1.75 EACH.
Samples, \$2.25 Each.



GOLD PLATED CLUTCH PENCIL
Highly polished and a good flash. **\$1.20 DOZ., \$12.00 GROSS.**



IMPORTED VEST POCKET RAZOR
Highly polished
\$3.00 DOZEN



5-in-1 Tool Sets
SPECIAL \$2.00 DOZEN
\$21.00 GROSS

WE CARRY A COMPLETE LINE OF SILVERWARE, SLUM JEWELRY, PADDLE WHEELS, BEACON BLANKETS, ETC.

When sending for samples, please include 25 cents additional for postage. 25% DEPOSIT MUST ACCOMPANY ALL C. O. D. ORDERS.

House of Heiman J. Herskovitz

85 BOWERY,

NEW YORK CITY.

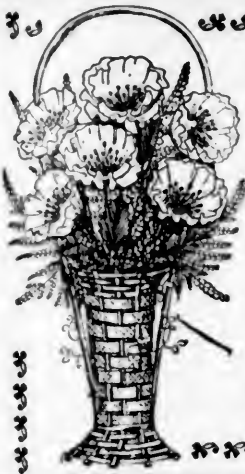
Long Distance Phone, Orchard 391.

WOODLAWN BEACH

Forty-five minutes' ride from the heart of Buffalo, N. Y., on American shore of Lake Erie. Bathing, Amusements and Rides. WANTED—Up-to-date Rides, Concessions and Shows for Midway. Plenty of space for first-class Amusements and Shows. WANTED Ferris Wheel, Aerial Swing, Skee-Ball Alley, Picture Show. Now have on grounds Merry-Go-Round, Giant Roller Coaster, Kentucky Derby, two Dance Pavilions, Bathing Pavilions, Roller Race Frolic, Balloon Racer, Refreshments. For space address E. R. SHERLOCK, 33 Fourth St., Woodlawn Beach, Larkawanna, N. Y., P. O.

DE BLAKER & FASAN GREATER SHOWS

We own our own three Rides. Ride Help wanted. SHOWS WANTED—Plantation, Illusion, Ten-in-One or any Mechanical Devices. Good opening for Motordrome or Silodrome. CONCESSIONS WANTED—Blankets, Chinese Baskets, Beaded Bags, Pillows, Candy, Dolls and Silverware are sold. All other Wheels are open, including Fruit, Groceries, Silk Shirt, Chicken, Statuary and Aluminum Perculators. All Grind Stores open. Will buy good Show Tents. SEASON OPENS IN GARFIELD, N. J., SATURDAY, APRIL 29. Address all mail to HAROLD DE BLAKER, 102 Birch Street, PATERSON, N. J.



BIG MONEY WITH FLOWER BASKETS

THOUSANDS SOLD LAST SEASON
BIG, BEAUTIFUL FLOWER BASKETS FILLED WITH ROSES, FERNS AND FOLIAGE ALWAYS GET BIG PLAY.

FLOWERS APPEAL TO ALL
Everybody likes flowers and you can't help doing BIG BUSINESS with our beautiful Baskets. They sell fast, much faster than any other concession items.
WRITE FOR OUR LOW PRICES AND ILLUSTRATED FOLDER showing many different designs. DON'T wait. Be the first on your show or in your park to sell these big money makers.
Our Baskets will make your booth the most attractive of all. Everybody stops at the Flower Booth. Write today.

KIRCHEN BROTHERS, 312 S. CANAL STREET, CHICAGO, ILL.



START IN THE MONOGRAM GAME

FULL TIME, SIDE LINE OR SPARE TIME, AND MAKE

FROM 800 to 1,000% PROFIT

You Pay Nothing to Learn and Start to Earn Big Money as Soon as You Receive Your Outfit.

YOU CAN DO BETTER WORK THAN THE SKILLED ARTIST with our Decalcomania Transfer Initial Letters. Write today for free samples and particulars, or save time and order one of our Gold Transfer Lettering Outfits.

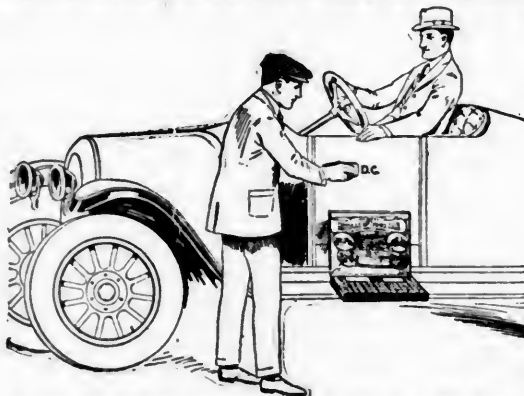
DESIGNS



Old English.
Gold Script.
Gold Roman.
20 other sizes and colors.
Additional letters can be bought at any time. \$2.00 per 100; \$10.00 per thousand.

A trial outfit, consisting of 350 letters, 2 large bottles of cement, fancy gold borders that can be used with the letters, a good supply of circulars, illustrated display board showing letters after they are transferred, necessary tools for transferring the letters. All come packed in a neat, handy box that you can carry in your pocket. When ordering this outfit state:

"SMALL \$5.00 OUTFIT" YOUR PROFIT, \$77.00



OUR IRONCLAD GUARANTEE



Don't forget that if our complete outfit as received by you is not exactly as represented your money will be refunded IN FULL. We will also exchange any of our products at any time for others of equal value. Thus you are sure to have no dead stock on hand. If you find you have an oversupply of certain letters, we will exchange them for others more in demand. You also receive extra letters with each order for samples or demonstrating. If you can handle any fair-sized territory, state preference in your first letter. Be fair to us and do not ask for a large territory unless financially able to handle other agents.

NOTE—No goods sent C. O. D. unless accompanied by a deposit of \$2.00 or more. Include 10 cents to cover C. O. D. We pay all other charges. Remit by Post Office or Express Money Order, Certified Check, Special Delivery, or Registered Letter. Goods sent prepaid when payment accompanies order.

Anyone can transfer our letters. You can travel wherever you like, we will ship you goods. LARGER PROFIT This outfit contains 1,000 assorted letters in a handsome leatherette carrying case, 8 sets of gold borders to match letters, 1 large bottle cement, 10 small bottles cement, 10 small camel's hair brushes, display board and extra circulars, large bottle special varnish, cement, camel's hair brush, etc. Price, \$10.00 each. These outfits are made up special, with nine sizes, styles and colors. Your profit, charging 25 cents per letter and making a specialty of lettering cars, would be \$250.00 with this outfit. Guaranteed to be as represented or money refunded. Will change your letters free at any time for styles you find in greater demand. Send for an outfit today—we send your order by parcel post, all charges prepaid.

READ THE GUARANTEE

Remember, no license or experience is required for this work, and to prove your profits you can figure for yourself that our letters cost you in quantity less than 10 each and you receive 25c to 50c a letter for every one that you apply.

When you receive your order, if it is not made up with just the styles you desire, mail back any letters you have and we will send you any other in their place. Our most successful agents are those who start with the large outfit, as they receive all styles, sizes and colors, and this enables them to letter cars and sell over a good amount of their supplies to others who want to get into the monogramming game.

TRANSFER MONOGRAM CO., Inc., Dept. S., 10 Orchard St., NEWARK, N. J.

CLOCK WHEEL VARIATIONS

All movable parts made out of the finest steel, and painted in wood colors. Has steel rod for indicator—a big bally-hoo marker. Costs you less money than any other wheel. The difference in my wheel from others is that my wheel always remains stationary, the improved scale-balanced indicator being the only thing that moves. All workmanship guaranteed and inspected by me before shipped. Order direct or through your jobber.
Wheels come in 20 in., 25 in., 29 in., 36 in. in



My Clock Wheels Are the Only Skill - Balanced Wheels On the Market.

diameter. Prices (with numbered combination) on 20-in., \$15.00; on 25-in., \$16.00; on 29-in. Wheels, painted on both sides, in any combination, \$18.00. Spindles alone, \$10.00 and \$16.00.

Also my 1921 Model Clock Wheel, with Movable Nails and Combinations, Changeable and Foldable Wheel, which can be used as Avroplane Game (see small illustration) as well as a wheel when hung upright. Greatly improved to meet all requirements. Price, \$35.00.

All prices F. O. B. New York. No personal checks. One-third deposit with order, balance C. O. D.



Get my Catalog on Dolls, Blankets, Baskets, etc.

William Rott

959 Sixth Avenue, New York City.



CONCESSIONAIRES, SHEET WRITERS and AGENTS

You can make \$10,000 next season by handling our line of LEATHER GOODS. Here are a few of our great Money Makers:



3-1 COMBINATION BAGS

Made of the best Auto Leather. When opened measures 17 1/2 x 12 1/2 inches.

No. 10. \$4.00 PER DOZEN.

No. 14. \$6.00 PER DOZEN Sample Mailed for 50c.

No. 15—Made of Spanish Molekin, in fancy assorted colors.

\$10.50 PER DOZEN. Sample Mailed for \$1.00.

UTILITY BAGS

Made of heavy Auto Leather, with fancy Cretonne lining.

No. 20. Size 10x10.

\$2.25 PER DOZ. Sample Mailed for 25c.

No. 21. Size 11x11.

\$5.00 PER DOZ. Sample Mailed for 50c.

No. 22. Size 11x17.

\$6.50 PER DOZ. Sample Mailed for 75c.



7-1 BILL BOOKS.

NO. 30.—Made of Genuine Leather, Assorted colors and grain. PER GROSS.....\$19.50

PER DOZEN.....2.00 Sample Mailed for 25c.

NO. 31—Smooth Black and Brown Leather. PER GROSS.....\$22.50

PER DOZEN.....2.25 Sample Mailed for 30c.

NO. 32—Made of Auto Leather. PER GROSS.....\$13.00

Sample Mailed for 20c.



\$1.25.

BOSTON BAGS—Made of Genuine Leather, in Black, Brown and Blue.

Size 13, 14 and 15-inch. EACH...\$1.25

MIDGET BOSTON BAGS—Something new. PER DOZEN.....\$7.50

Sample mailed for 50c.

GENUINE COWHIDE LEATHER TRAVELING BAGS—Size 18-inch.

Brown or Black. EACH \$4.00

ROYALS—Don't forget, all orders shipped same day as received. 25% deposit, balance C. O. D.

LAWDALE LEATHER GOODS CO. 1241 S. Lawdale Ave., CHICAGO, ILL.

"HUMPTY-DUMPTY"

NEW FAD FASTEST SELLING NOVELTY EVER MADE FOR CONCESSIONAIRES A SENSATION SAMPLE \$1.50
AL. MELTZER & CO. ALWAYS FIRST WITH THE NEWEST 219 So. Dearborn St., CHICAGO

A. F. CROUNSE UNITED SHOWS
Will Open May 3rd-13th, for Ten Big Nights, Including Two Saturdays.

Opening spot will go big. 100,000 people, all working. Plenty of money. Twenty good weeks to follow, including eight big Fairs. WANTED—One or two more good, clean Shows and a few legitimate Grind Stores, Ball Games, Pitch-Till-You-Win, Huckle-Buck, Jap Roll-Down, Doll Rack, Darts, Four-Ball Tiroli, Candy, Pop-It-In, Pan, String and High Striker, or any other that does not conflict. WANTED—Electrician. \$150.00 Doll Rack for sale cheap, and will book same with Show. Address all communications to

A. F. CROUNSE, General Manager, 17 Tremont Avenue, Binghamton, N. Y.

Novelty Unbreakable Dolls

14
16
&
20
inches
high
\$6.25
per
dozen
up
Fancy
Dress or
Tinsel
Trimming

DeLUXE DOLL CO.
35 Union Square NEW YORK CITY.

If you see it in The Billboard, tell them so.



REPUBLIC DOLLS

OUR NEW LINE OF DOLLS NOW READY

We Also Carry a Full Line of Carnival Items, Such as

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| ELECTRIC-EYED BEARS | ALUMINUM PRESERVE KETTLES |
| SILVERWARE | BEACON BLANKETS |
| BEADED BAGS | PILLOW TOPS |
| CHINESE BASKETS | FRUIT AND GROCERY BASKETS |
| ELECTRIC DOLL LAMPS | CAMEL LAMPS |

SEND FOR PRICE LIST. SAMPLES SENT UPON REQUEST C. O. D. A 25% DEPOSIT REQUIRED ON ALL ORDERS. GOODS SHIPPED THE SAME DAY ORDER IS RECEIVED.

REPUBLIC DOLL & TOY CO., Inc., 152-156 WOOSTER STREET
NEW YORK CITY, N. Y.

LOCAL AND LONG DISTANCE PHONES, SPRING 8157 AND SPRING 8158
WESTERN BRANCH: 58-60 EAST LAKE STREET, CHICAGO, ILL.

JOS. M. COHN, President. CHAS. REICH, Vice-President. SAM REICH, Sec'y & Treas. C. R. (ZEBBIE) FISHER, Western Mgr.

NOTICE
Watch the formation of your numbers. Any five numbers in a row or in a diagonal.

R	I	G	H	T
		0		
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0 IN CENTER FREE 0

RIGHT'O

A. L. HALL'S ORIGINAL GAME

Boys, it's getting late, so hurry up and get the "X" on RIGHT'O. Orders are coming in fast, so don't wait and let the other fellow get in ahead of you.

The VAMP is our newest creation in the doll department.

Our illustrated catalog is just off the press. Send for your copy NOW. It contains many new items for the concession trade, including our new "made right" BALL-THROWING GAMES.

UNITED NOVELTY & GAME COMPANY
1209-1211 SYCAMORE ST. CINCINNATI, O.

J. F. MURPHY SHOWS

CAN PLACE Legitimate grind concessions of all kinds. Mid-gets to enlarge group. One more real high-class show. Concessioners notice this real route coming out of the South:

- Anderson, S. C., This Week
- Asheville, N. C., Week March 20th
- Danville, Va., Week March 27th
- Charlottesville, Va., Week April 3rd

Other good ones to follow. Fair Secretaries who want a real high-class and clean midway should look this show over.

4 PIECE CHOCOLATE SET
SHEFFIELD NO. 1111
\$2.90

Also Have a Complete Line of Silverware For Wheels.

We specialize in and handle nothing but Silverware and Clocks.

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



AISENSTEIN & DONCHIN,
3 ELDRIDGE ST., NEW YORK CITY
After May 1, we will be located at 75 Canal St.

SERIAL No. 3717
28
58
88
118

SERIAL Paper PADDLES

IN BOOK FORM

For All Kinds of Wheels

Manufactured by

THE GLOBE PRINTING CO.

19 N. 5th St., PHILADELPHIA, PA.
Salesboards and Salescards of every description.



SPECIAL PREMIUM OFFER
The Famous Morrison Combination Pen Set, No. 370.

STERLING SILVER PEN AND PENCIL SET

Consisting of Sterling Silver Self-Filler Fountain Pen, full mounted, with diamond chased, assorted designs, fitted with a guaranteed 14-Kt. Gold Pen, Sterling Silver Pencil.

Marazine Style, with 12 leads and eraser, diamond chased designs, flush covered box, velvet lined, gold imprint, LADIES OR GENTLEMEN'S..... **SPECIAL PRICE, \$30.00 Per Doz. Sets**
All Pens and Pencils fully guaranteed. We also specialize in GOLD-FILLED COMBINATION SETS and over 50 STYLES OF FOUNTAIN PENS. If your jobber cannot supply you, write DIRECT to us. MORRISON FOUNTAIN PEN CO., 1545-1547 Broadway, New York.

WANTED TALKER AND LECTURER, GLASS BLOWER, FAT WOMAN, MAGICIAN

with Illusions, Human Skeleton, Midget, Fat Boy, Man and Wife for Illusion Show. Long season. Sure salary. Good treatment. Open April 15th.

W. H. SMITH, 1023 22nd Street, N. W., Washington, D. C.

Lorman-Robinson Famous Shows, Inc.

LAST CALL

Concessions—Fish Pond, Bowling Alley, Huckly-Buck, Hoopla, Cigarette Gallery and other concessions. Few Wheels open. Show opens March 20, Chattanooga, Tenn.; week March 27, Athens, Tenn.; April 3, Marysville, Tenn.

CHAS. R. STRATTON, Savoy Hotel, Chattanooga, Tenn.

Concession Men—Do Not Miss This Flashy Prize

Your season's success depends upon your Flash, and we know it. Send two dollars for a sample of our Ostrich Feather Doll Lamp Shade and Dresses with electric attache complete. Wonderful value and flash. Retail eight dollars. Our bargain price, one hundred and sixty-five dollars per hundred in assorted colors. Send for samples and be convinced.

J. G. MALOUF MFG. CO., NIAGARA FALLS, N. Y.

IN ANSWERING AN AD BEGIN YOUR LETTER WITH "I SAW YOUR AD IN THE BILLBOARD"

THE GREAT UNITED SHOWS SEASON OPENS APRIL 29 EXPORT, PA.

TWO SATURDAYS—Natives Haven't Stopped Work in This Section for Past Three Years—TWO SATURDAYS

FREE ACTS WANTS FREE ACTS
Wheels—Palmistry Juice—Grind Stores

JACK LORENZO, Gen. Mgr.
503 E. Ohio Street, N. S., Pittsburg, Pa.

POLACK BROTHERS' 20 BIG SHOWS

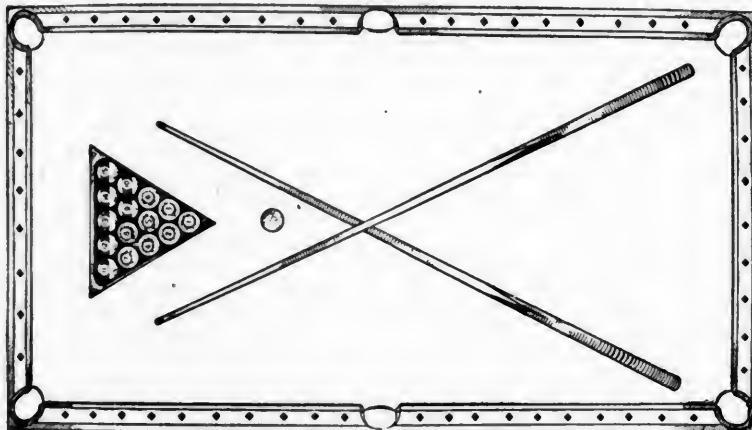
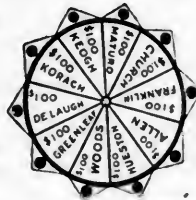
Want for 1922 Season—SHOWS. CAN PLACE Wild West, Ten-in-One or Side Show, Midgets, Circus and Platform Shows. Want Trainmaster; prefer man that has had experience in building equipment. Opening for Penny Arcade and Official War Exhibit. RIDE OWNERS—Will buy or book a late model W. F. Mangels "Whip." CONCESSIONAIRES—We have a few openings.

Season Opens Thursday, APRIL 20, at WALLINGTON, N. J. Winter Quarters now open at No. 1 Lodi Ave., Wallington, N. J. For time and terms address IRV. J. POLACK, Director, Polack Brothers' 20 Big Shows, care Winter Quarters, or CONTINENTAL HOTEL, Broadway and 41st Street, NEW YORK.

5¢ POCKET BILLIARDS 5¢
A SHOT SEAL A SHOT

PLAY WITH THE CHAMPIONS

\$40.00 IN TRADE PRIZES ON WHEEL—PEG YOUR FAVORITE NAME TO WIN
SAVE ALL SIDE POCKET SHOTS—DUPLICATE UNDER SEAL RECEIVES.....
CORNER SHOTS RECEIVE 30 TRADE PRIZES



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POCKET BILLIARD 800-HOLE BOARD DEAL

New feature. Peg the wheel before you punch. Play with the champions. It is irresistible. Celluloid finished boards. High-grade premiums. Send for circular, or, better still, a sample order. We guarantee satisfaction and plenty of profit.

Board and Darche Electric Alarm Clock.....\$14.00 Each
Board and Art Metal Electric Lamp..... 12.00 Each
Board and Fine Beaded Bag..... 12.00 Each

QUANTITY PRICES ON REQUEST

CARDBOARD NOVELTY CO.

1222-24 Race St., PHILADELPHIA, PA.

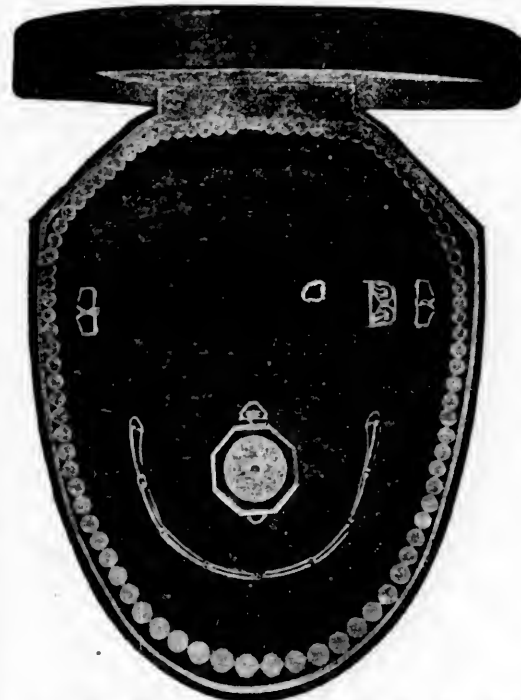
CONCESSIONAIRES AND PREMIUM USERS

GET BUSY!
HERE IS THE
NEWEST
THING OUT

LADIES' 4 PIECE
COMBINATION

Octagon Shape, extra heavy gold-plated case, nickel movement, guaranteed watch and extension bracelet, in display box. Excellent time-keeper, gold-plated extension link bracelet, convertible silk ribbon wristlet. Real French 24-inch opalescent indestructible, beautiful color PEARLS. Solid 14-Kt. gold snaps. Complete in handsome lined display box.

\$4.50 each



No. 105—Ladies' Heavy Gold Plated Wrist Watch, nickel movement, guaranteed watch and extension bracelet, in display box.

\$2.50 each

No. 108—Same as above, but Octagon Case.

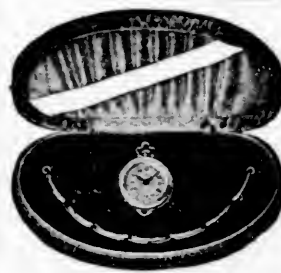
\$2.50 each

Get Your Name on our Mailing List. Specials put out every month. Write for our New Catalog, just off the press.

25% Deposit Must Accompany All C. O. D. Orders.

Louis Sternberg & Bro.

Importers of Watches,
47-49 W. 42d St. (4th floor) New York City



PAMAHASIKA'S SOCIETY CIRCUS

at Coney Island and also for Road Shows. WANTED—Animals and Birds, Small Pony Act, Dog Act, all kinds of Trained Animals. Lady and gentleman that can work Bird and Animal Acts, Clown Acts, Jugglers and Novelty Acts. Address all communications to GEO. E. ROBERTS, Pamahasika's Headquarters, 2324 North Fairhill Street, Philadelphia, Pa. Bell Phone: Diamond 4037. P. S.—Would like to hear from Lady who exhibited Pony at World's Museum.

INTER OCEAN GREATER SHOWS

OPENING NEAR CINCINNATI, O., SATURDAY, APRIL 29. WILL BOOK OR BUY Whip, Venetian Swing. WANT Wild West People with stock and one Show with own outfit. CAN PLACE Shooting Gallery, Floss Candy, High Striker, Ring o' Pes, String Game, Devil's Bowling Alley, Pony Race Tracks, Country Store, Pillow Tops, Blankets, Ham and Bacon, Lamp Bells, Fruit and Poultry Wheels, Ball Games. BOX 406, Cincinnati, Ohio.

MILLER BROS. SHOWS WANT

One high-class Show. Will feature any Show of merit. Want Freaks of all kinds for Pit Show; also man to take charge of same. Wire Harry Dickinson. Good opening for Platform Show. Will place real Hawaiian Show. Write MILLER BROS.' SHOWS, Columbus, Ga.

BOYD & LINDERMAN'S WORLD OF MIRTH SHOWS

Opens Richmond, Virginia, Saturday, April 8th

With Washington, D. C., Union Station Plaza, to follow. Then Baltimore for circus dates. Just been awarded Central Canada Exposition, Ottawa, Ontario, and Kingston Fair to be added to string of Canadian Fairs.

CAN PLACE CONCESSIONS OF ALL KINDS

Write or wire LARRY BOYD and MAX LINDERMAN, Jefferson Hotel, RICHMOND, VA.

A REFERENCE
GUIDE FOR
CLEAN FILMS

MOTION PICTURE FIELD

AUTHENTIC
DIGEST OF
FILM EVENTS

ALL THE NEWS BOILED FOR THE BUSY MAN
Edited by MARION RUSSELL

TO PROHIBIT POLITICAL FILMS IN N. Y. STATE

Bill Introduced at Albany to Prevent Nomination or Election via Screen Exploitation

New York, March 10.—There has been so much discussion of late regarding politics entering the screen as a medium of advertising candidates for public office, that Assemblyman C. T. Male, of New York County, framed and introduced a bill which would prohibit the exhibition of moving pictures for political purposes. The only way in which the sponsors of such films can get around this new law when it goes into effect, will be to immediately before a picture showing the portrait and commenting on the political value of a prospective candidate, flash on the screen in very large letters, which can be noted from any section of the auditorium, balcony or gallery of any theatre, the line:

"The next picture is a political advertisement."

This measure which bears the title, "An act to amend the Penal Law in relation to political advertisements by means of motion pictures," was introduced at Albany, March 8.

"No person or corporation shall exhibit a motion picture which tends, or which would naturally tend, to promote the success or defeat of a person as candidate for nomination or election for public office, or to influence the nomination or election of a person for public office whether such person be then a candidate or not and which was exhibited in order to accomplish such a result, unless immediately before the exhibition of such a picture the following words in letters large enough to be seen in all parts of the room or place of exhibition, which clearly shows upon the screen: "The next picture is a political advertisement."

"The exhibition of such a picture shall be prima facie evidence that the picture was exhibited in order to accomplish the result above specified.

"The fact that such a person or corporation, directly or indirectly, received pay, other than the admission fees, from any corporation, association, firm, organization, committee or person, for exhibiting a picture shall be conclusive evidence that the picture was exhibited in

order to accomplish the result above specified. Violation of this section shall be a misdemeanor."

It is said that this act shall take effect May 1, 1922.

It is earnestly hoped for by those persons who have the welfare of the motion picture industry at heart, that this measure will accomplish the result desired. For should political propaganda be utilized upon the screen to elect petty officials or others, whether of a high or low degree, it would surely tend to deprive the motion picture theaters of their power to entertain the public. It would prove disastrous in the long run.

SCREEN SHOULD DEPICT LIVES OF M. P. ACTORS

The screen has been instrumental in portraying the various phases of life in different communities, in other professions and in many industries.

Why, then, should not the silver sheet be utilized to acquaint the public with the actual conditions that surround a colony composed of motion picture actors and actresses? All the scandals and flare of trumpets which emphasized and exaggerated the actual conditions existing on the West Coast were aimed at the majority of our leading producers who own studios out there, so that it seems fit for

the screen to defend itself thru this very proper method of attracting attention and disseminating correct information. The sensational press, ever eager to seek fresh copy, was only too willing to exaggerate conditions among the film folks, which gives a false impression to the general public who read the muck of sensational dailies, dished up to them with extra trimmings.

But the public should be enlightened thru the medium of the screen. The influence of news weeklies containing current events would be instrumental in giving the public a true insight into the state of affairs as they actually exist at Hollywood and other film producing centers. The truth has been so cruelly distorted that the entire industry has been made the sufferer. Men and women who work hard for their living—and there are thousands of that kind in Hollywood whom we respect and love for their artistic endeavors—should be given the chance to be set right in the eyes of the world, and the quickest, surest and most positive method to pursue would be in picturizing the daily routine and intimate details of the home life of these actors and actresses who have given so much pleasure to the public. This will convince an audience that Hollywood is not the dissolute, wallowing mire of iniquity which a couple of sensational affairs have made the public believe. There are many charming homes, many churches more largely attended than we find here in New York and more law abiding citizens in the suburbs of Los Angeles than can be found in many other cities of the same size. There is more power in the screen than in all the printed words to be found in daily newspapers. It requires only the truth to convince an audience as to the true status of the community. Therefore present the Western film colony as it actually exists, not as it has been painted by the yellow journals.

These short reels or weekly events can be shown in every theater and would materially aid in removing the odium of the evil which has lately besmirched the film centers.

After a Two-Year Stay in The Far East and Australia

The Reflections of Joseph R. Darling, the Famous Trust-Buster and Special Foreign Representative

"The saddest sight I ever saw was the famine-stricken area of Eastern China last year." Thus spoke Joseph R. Darling at the Claridge Hotel, New York, who has just returned to New York after a two years' survey of Australia, New Zealand, the Philippines, Straits, Dutch East Indies, North and South China and Japan.

"In a territory about 150 miles from the coast, extending 250 miles north of Shanghai and 700 miles south, a populous territory containing millions of men, women and children, in little mud villages, the rice crop failed, and all other crops owing to drought, and the black starvation came. All around this territory was a land of comparative plenty, where food was in normal supply, held by Chinese and Japanese traders and profiteers, who squeezed all the money, goods and slaves obtainable out of the starving peoples.

"And still there was little to eat. "Those nearest the famine boundary, and those farthest away who were strong and enterprising, walked out of the land of death—some of them traveling hundreds of miles—so huge is China, and so broad was the belt of starvation. The others by hundreds, by thousands, just gave up and lay down to starve and die.

"The Chinese Government has shown itself impotent in the face of calamities such as this. "But the news reached the United States; subscriptions in relief were raised from the charitable; some institutions gave large sums—The Rockefeller Foundation did wonderful work, contributing over one million dollars. Every American in China and many in the

Philippines were pressed into the work of relief—myself among others.

"No railroads penetrate this territory. There are only paths and barrow tracks. We traveled hither and thither with what cars, conveyances, carts, donkeys and coolie men, as far as we could and saved many from death. It was work without thanks and without reward, except one's own consciousness of human duty done. The victims of famine were pathetic, resigned—the Chinese officials and soldiers in the district gave us little support—some of them—strange as it may seem were hostile—stoned us in several instances.

"And the sights we saw seemed stranger and sadder than a battlefield.

"My job—not for the first time—was to make a general overhaul of picture theaters and the picture industry in the interests of those I represented. I visited at the picture theaters I could—also the few theaters given up to the legit., not to exceed twenty, and where principally traveling shows originating in Great Britain make their appearance before the peoples of the Far East.

"There are about 200 picture theaters in the Philippines, 1,600 in Japan and only about 45 in China—as compared with 800 odd in Australasia. There is one producing company in the Philippines, six in Australia, one in China, four in Japan—where seventy per cent of the films produced and shown in the theaters are of Japanese origin, and only thirty per cent American and European. The few Chinese picture theaters located in the treaty ports are principally patronized by Americans and Eu-

(Continued on page 225)

WEEKLY CHAT

"Smilin' Thru" is a good picture! More than that, it is a clean picture. It demonstrates the fact that beauty, love and romance are the chief ingredients to make a thoroughly enjoyable photodrama. It is not necessary to resort to trickery, to debauchery and obscenity to hold the attention of the public.

Nothing lives so long as a sweet, tender and sentimental love story which holds sacrifice, noble deeds and heroic efforts as the main pivot around which revolves action that supplies completely satisfying entertainment.

Some time ago in this column we spoke of the decline of the drawing power upon the screen of Norma Talmadge's pictures. But we also added that such being the case it was not the fault of the young star that she failed to draw the multitude, but it was due mainly to the lack of suitable acting material which her managers had failed to provide. But when we witnessed "Smilin' Thru" we were glad to acknowledge that Norma Talmadge has come into her own again. In the tender and lovable, the old-fashioned story of "Smilin' Thru," she will make amends by giving an hour or so of unalloyed joy to her admirers.

Cleanliness is more desirable than dirt, purity more appreciated than grossness. If for no other reason than just to establish the fact that wholesome pictures have greater box-office value and enjoy the longest runs and the greatest prosperity, we but recall "Orphans of the Storm," "The Old Nest" and "Over the Hill," and we feel confident that "Smilin' Thru" when it is once released to the general exhibitor will not only re-establish the charming star in the hearts of her admirers, but will receive the verdict of approval from the most discriminating class of motion picture lovers in America.

The value of the screen as a means of remedying many evils, of disseminating proper knowledge of a helpful nature, of filling its niche in bringing happiness to the world, has also, in my estimation, achieved a greater triumph.

In last week's mail a clipping arrived in an envelope marked: "From Father Whalen, St. Ignatius' Church, Orrtanna, Adams Co., Pa." Said clipping described the story of a little child, Katherine Hartwell, of Pleasantville, who was saved from death by viewing a moving picture show.

This child is an inmate of the Children's Seashore Home located at Atlantic City. She has been in a state of helplessness despite all the efforts of physicians and nurses to arouse her from a peculiar condition of insomnia. She is emaciated beyond description and had not slept for a month. Then came Henry Wink, a London philanthropist, interested in moving pictures for children, who had been preparing a film entertainment for the home when he learned about the condition of little Katherine. He had the little invalid moved on a cot into the assembly room of the home. At first Katherine watched the picture listlessly, then she began to take a closer interest and became as enthusiastic as her frail little body would permit. The comic picture on the screen had moved her greatly. That night the poor child enjoyed her first full night's sleep in a month. The next day she was able to move a bit and her complete recovery is now greatly looked for.

If motion pictures have the potentialities to restore health, to save life, to bring joy, are they not worthy of the consideration of the entire world? Are they not worth while keeping clean? Anything that tends to prolong life, to educate, to interest and to make humanity better for their being, is surely worth while preserving for the benefit of all mankind.

"ORPHANS OF THE STORM"

Booked by United Artists

Even the "Orphans of the Storm" is running in the big cities including New York at the first run theaters, United Artists are booking the picture for other big houses thruout the country. But it is emphatically declared by Hiram Abrams that the big film will not reach the small exhibitors for some time to come.

Have you looked thru the Letter List in this issue. There may be a letter advertised for you.

MEMORIAL EXERCISES

For Founder of Stanley Company

The annual memorial exercises for Stanley V. Mastbaum, founder of the Stanley Company of America, with which is combined the celebration of his birthday, will be held at the Eaglesville Sanitarium, near Norristown, Pa., Sunday afternoon, April 2, commencing at 2:30 o'clock.

This event, which has been held every year since the death of Mr. Mastbaum, is one that is eagerly looked forward to by the youthful inmates of the sanitarium, for it means to them entertainment of unusual merit such as they but seldom are given the opportunity of hearing and seeing owing to conditions which prevail at this well known institution, which Mr. Mastbaum fostered and took an abiding interest in during his life.

This year's program will include musical selections by the combined orchestras of the Stanley Company theaters, vaudeville acts of the highest type, vocal solos, as well as instrumental solos, and address by a prominent citizen, the Hon. John M. Patterson, Judge of Common Pleas Court, having been the orator since the inception of service, and other features that will prove entertaining and diverting to both the inmates and to all the friends of the late Stanley V. Mastbaum who care to attend.

The committee in charge of the exercises consists of Lawrence D. Beggs, chairman; John J. McGuirk, Abe Sablosky, Lew Sablosky, Morey Boney, Frank W. Buhler, Morris Wolf, Fred G. Nixon-Nirdlinger, Joseph E. Cohen, Irving D. Rosheim and Abe L. Einstein, secretary.

BIG STREET NEWS

"The Prisoner of Zenda," produced from Anthony Hope's novel of the same name, is to be placed in a Broadway house in the very near future, according to a report from the Metro offices.

Sam Wood, who directed the last few Gloria Swanson pictures, is to head the newly incorporated Sam Wood Productions Co. It is likely that Mr. Wood will continue holding the megaphone for Miss Swanson.

Alton Holubar is filming the final scenes for "The Soul Seeker," in which his wife, Dorothy Phillips, is the bright particular star. We are glad to hear it. Haven't seen Dorothy for an age and she always gave us good pictures.

William V. Mong, one our sterling character actors, who won great success for the comedy character part in "The Connecticut Yankee," will have the role of Boggs in "A Fool There Was," which will shortly be placed on the market.

Mr. and Mrs. Cecil De Mille have been in New York the past week making arrangements for the purchase of a new play for the Famous Players-Lasky Corporation. While here Mr. De Mille collaborated in the writing of the scenario, "Nice People," with Clara Beranger.

It is reported from the Coast that Frank Lloyd is to direct Jackie Coogan in "Oliver Twist." We do not accept this report seriously as it seems more than likely that Jackie's parents will keep him in comedy roles, for which he is eminently fitted, for some time to come.

Claire Windsor, who was featured in "Grand Larceny" in the photoplay recently shown at Capitol Theater, is considered by all the motion picture fans of this country as the best dressed screen actress of today. We are happy to add we regard Miss Windsor as a very artistic and capable actress as well.

What a volume of letters could be made from the numberless epistles written to the chief of police in Hollywood anent the Taylor mystery case, many of which are "reported confessions" emanating mostly from the fagged brain of some harmless crank, while the others offer advice, but no solution of the mystery.

An echo of the Arbnuckle case in San Francisco was heard on the Big Street, which concerns the indictment against Mrs. Minnie Neighbors, of Los Angeles, and Mrs. Frances S. Bates, formerly of Chicago, who are charged with perjury as a result of their testimony at the first manslaughter trial of Rosecoe Arbnuckle. The women were indicted by the Grand Jury March 7.

Bert Lytell, who has been with Metro for the past few years, has just completed his contract with that firm. Up to date there has been no decision made as to the future plans of this sterling young actor. There is a possibility that Mr. Lytell may connect with the newly formed Distinctive Productions, Inc., of which Arthur S. Friend is the head. In any event, Mr. Lytell will not be long without a strong contract.

Anna Nilsson returned from a trip to Stockholm last week. This young and lovely star had not been to her native land since she was sixteen years old. She had the great pleasure of presenting to her parents a new home combined with a sum of money sufficient to make them comfortable the rest of their lives.

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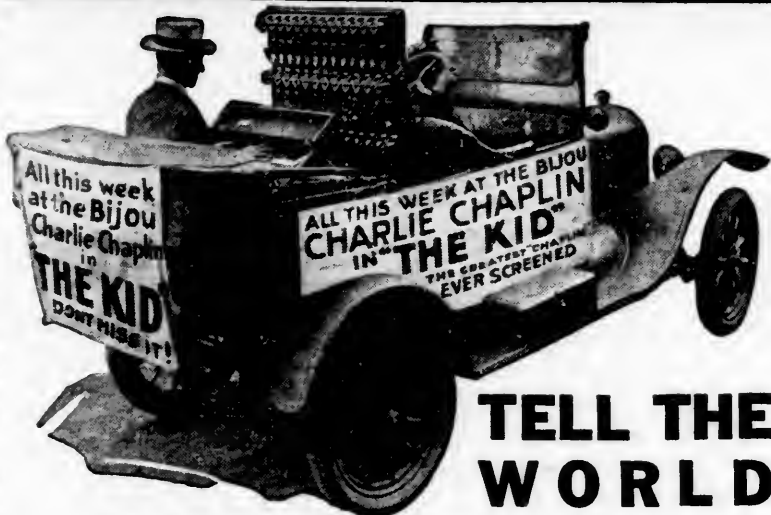
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lives. While abroad Miss Nilsson took part in a couple of feature pictures, namely "The Man From Home" and "Three Live Ghosts." These were filmed while she was staying in Italy.

Norma Talmadge has a brilliant idea. It is to form a brand-new film organization to bear the title, "Motion Picture Professional Women's Club." Its membership is to be limited to women engaged in film productions only.

The interesting part of this new idea is that the club will force those few members of the industry who are heedless of decorum or lacking in high moral standards to watch their step carefully.

Fine, let's shoot.

The M. P. Field acknowledges receipt of an interesting letter from Judge J. M. Whipple dated March 3, Tulsa, Ok., stating that he has retired from his former position as theater manager of Olitton Theater and purchased a ranch in Maple county, where he expects to make his home, and as the place is ideal for the filming of motion pictures, he will produce some Western dramas. The ranch is a very fine place, having cost \$15,000; and after further improvements are made it will be a very attractive spot in the way of location for any motion picture company who may be looking for a site with plenty of picturesque surroundings.

N. Y. PHOTODRAMATIST CLUB

Holds Anniversary Banquet

The New York Photodramatist Club made its debut at the Cecil, Ninety-fourth street and Broadway, New York, Tuesday evening, February 28. C. Schilling presided as toastmaster and extended a warm welcome to the guests on behalf of the club. Mrs. C. Schilling, president of the club, spoke on the aims of its members, stating that they aspire to write stories that will reflect the spirit of the nation in history, romance and peace and that members intend to do their part to bring the motion picture art to higher standards than the stories themselves and not thru the artificial cleaning agencies that are now trying to scour the pictures of the screen. Dr. Hood, of the International Music Festival League and founder of the American Tone Production, gave an operatic selection in Italian and a beautiful lullaby in English of his own composition. Mr. Montag, screen editor of Selznick Pictures Corporation, defended the motion picture industry and its people, impressing on his audience that he has been associated with the industry for ten years and that contrary to the belief fostered by certain advocates of censorship concerning the personal lives of the motion picture people, he still has the same wife, that his children go regularly to church, and that, strange as it may seem, he does not use morphine or any other drugs. He suggested that the men of the cloth and others who are condemning the industry and seeking the limelight of publicity for themselves, turn to their Bible, in

which it says: "Thou shalt not slander thy neighbor."

Mr. Saret, of the club, gave a humorous reading from a pamphlet on "How to Write Unsuccessful Photoplays." Harold Harvey, editor of Film Play, gave an interesting talk on the photoplay of the past and the future, and during the course of discussion gave excellent advice on the improvement of future film plays. Mrs. Jane Macrae, of the club, read an original poem, in which she told of the "Ups and Downs" of the photodramatists in their efforts to put their scripts across. Bide Dudley, of The World, enlivened the evening with some of his humorous sayings, one especially referring to the cause of his Big Head. (We forgot to ask him where he got it, or we would let you in on it.) A. Cook, publicity agent of the club, gave a talk on movie censorship from the viewpoint of a writer of original stories, stating that the challenge of the demagogues who are assailing the industry and its people is equally directed against the screen writer, and he assured those of the industry present that the club was with them in their fight against censorship.

FORMER POSTMASTER-GENERAL

Assumes Duties of New Position

March 6 was the day. And a summons suite of offices in the Guaranty Trust Building at 523 Fifth avenue, New York, was the place. In other words, the new head of the motion picture industry, namely Will H. Hays, has started in to earn his \$410 a day, which a combination of film magnates is going to pay him.

Mr. Hays had not a very strenuous morning, but he busied himself with opening mail and reading telegrams of congratulations, answering long distance telephone calls and receiving many friends and well wishers. Nothing definite as to the procedure to be followed in his new line of work has been given out by Mr. Hays. He merely talked at random to the reporters, who made various inquiries regarding his plans for the improvement of the M. P. industry. Ex-Postmaster General was reticent and confined his answers to dilating on the wonderful accomplishments that the screen had thus far obtained. He said he expected to develop the industry to the "highest possible degree of moral and educational values." He also said "the potentialities of the motion picture over moral influence and educational work are limitless. Its integrity should be protected just as the integrity of the churches is protected, and its quality should be improved as we improve the quality of our schools."

All of which we have heard before, but our readers are looking forward to further information which would convey just what definite steps are to be taken by the new "head of the movies." On March 16 a dinner-dance will be tendered Mr. Hays at the Astor Hotel by the Motion Picture Directors' Association. It is expected at that time that Mr. Hays will outline his future policy in the management of his new position.

AFTER A TWO-YEAR STAY IN THE FAR EAST AND AUSTRALIA (Continued from page 224)

Europeans—the Chinese are gradually being educated to pictures thru the Young Men's Christian Association branches, which are slowly being established thruout the Chinese Republic—and these films, all American and European, are censored before being released.

"But all the time and everywhere business is extending. Nobody can get a limit to the future of motion pictures in the Far East. It is simply a question of careful development, always keeping in mind the local conditions and customs—forget that we are Americans when working in these far-away countries.

"The Japanese producing is intensely interesting. It is largely historical and national, dealing with the heroes of the past, and more or less directed to arouse a strong national sentiment and cultivate pride in the glory of Japan. Apparently that is what the audiences want. They never seem tired of watching pictures of the actors dressed to enact traditional scenes of 500, maybe 1,000 years.

"Yet they keep an eye open for modern stuff—for the Japanese are very progressive, too, and American films of a certain character and standard draw crowded houses.

"And the ADVERTISING—the Japs are great advertisers in their way—with banners on the outward walls and along the curbing of the streets, same as Macbeth used to do.

"Practically all the shows in Tokio are in one street, Theater Street, and in front of the theaters on both sides of the street you see flourishing banners, one foot by twenty feet, standing out on poles at an angle of 45 degrees, with the description of the films to be seen inside the cinema written in bold colored hieroglyphics for perusal. You walk along the street, stretch your neck and read the programs and pick your film subject. Very simple; and all the colored banners—the Japs love bright colors—make a very pretty effect.

"The subtleties in English are of no use to the little men and women of Japan. The cinema managers have to hire barkers—practically one barker—hence, as they are called over there—for a simple production—frequently three to six barkers for a big American production. The barkers stand in the wings of the stage, and as the film comes along they explain it to the audience. Much like the ancient lecturer pointing out the panorama.

"We also find the barker in China and in Siberia.

"The development of a foreign business requires special training and a great deal of preliminary work before American corporations should release their films in the Far Eastern markets for the reason that trade-mark pirates are ready to register one's marks ahead of the legitimate owners; also the legal end of the proposed organization should be gone into very carefully, for the laws of each and every foreign country are very different from our New York common law. One cannot 'monkey' with the laws of these foreign countries, for a heavy fine and a jail sentence would be the result of such a violation. Many American corporations know this to their regret.

"American lawyers and attorneys, picked to act as executives, with headquarters in New York, Chicago or San Francisco, should be men who are strictly honest and should show that they are possessed of the necessary qualification to enable them to render valuable service, and otherwise competent to advise and assist their men in the field.

"A roll of those who have been recognized by their honesty and are entitled to practice from an international point of view should be maintained by the Federal Government, and copies of such roll furnished to those requiring a man qualified to advise in foreign fields."

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The Billboard Reviewing Service

"THE MISTRESS OF THE WORLD"

Hamilton Theatrical Corporation presents "The Mistress of the World" with Mia May, U. F. A. production, from the novel by Carl Higgler, directed by Joe May, No. 1 "The Dragon's Claw," a series of four Paramount pictures, shown at Rialto and Rivoli theaters, N. Y., week of March 5.

Reviewed by MARION RUSSELL

This is the Niagara of thrillers! That is if you will accept these illogical situations as representing actual facts. Pearl White in "The Perils of Pauline" never suffered from so many villains, went thru so many perils or escaped from such wicked tortures as does the heroine, Miss Mia May, in this first episode.

THE CRITICAL X-RAY

The first chapter of this Occidental story, which is to be run in a series of four serials, is so packed with the weird and uncanny actions of hordes of Chinese coolies placed in an environment of Far East surroundings that it actually looks as tho the picture had been filmed in that locality. It is a foreign-made picture and some of the settings are startling in their gigantic proportions. This is especially true of the Temple of the Hermit, which seems to rise over thirty feet in the air, with colossal posts and many leaning columns, which recalls to our mind nothing so much as the leaning tower of Pisa.

Intrigue, villainy and the searching for a hidden treasure filled this first part, which is called "The Dragon's Claw," altho, to tell the truth, we did not see anything resembling a claw, unless perhaps it was intended to convey to our unenlightened minds the episodes taking place in the lowly quarters of China, where plots are piled upon plots and virtue is constantly in danger. But the heroine is rescued from these perilous positions, into which she foolishly walks, repeating this stupidity again and again, so it is merely a succession of rescues, escapes and counter attacks. The main characters, thus far consist of Helen Nielsen, a Danish girl who sets out to discover the hiding place of a treasure buried by the Queen of Sheba centuries ago; Frederick Benson, Danish consulate attache, and Dr. Kien Lung, who is a European educated Jap. These characters thus far carry the interest forward in the opening number.

There is much that is picturesque in the scenes that attract and hold attention, because the Chinese atmosphere has been so cleverly photographed and the mystery which always involves this ancient kingdom fills the first part of the picture. There are a few flashbacks which offer variety by depicting the meeting between King Solomon and the Queen of Sheba. This for a time gets us away from the celestial atmosphere. It was a prodigious effort to arrange and photograph the beggar rabble supplied by native Chinese, and the scenes on the Canton river, swarmed with native boats, were exceedingly interesting.

But despite these attempts at novelty the picture failed to arouse any enthusiasm because it is patterned, as far as its story is concerned, after the old stereotyped serials that for a time flooded our American theaters, and which now are regarded more or less with derision, and so in "The Dragon's Claw" there were feats performed by men which drew screams of laughter from the audience. The villainy leaps so quickly from one sensation to another that the exaggerated method of presentation caused the auditors to laugh and nudge one another rather than to accept the picture in the serious manner that the producer intended.

Despite the vivid scenes of the Orient one is not deeply touched by the plight and various predicaments of the heroine, for the character impersonated by Mia May was a rather silly one and the actress could not lay claim to any extraordinary screen ability. She was much too short in stature, short-waisted and not sufficiently youthful to please the more critical classes. The one big asset possessed by Pearl White, who was the queen of serials, was her youth, spontaneity and beauty. All this Miss Mia May lacks. The supporting cast was weak in spots, the man who played Mr. Benson being somewhat theatrical in his efforts before the screen. But the young man who impersonated Dr. Kien Lung was very capable and gave a clear-cut portrait of the modernized Chinese physician.

Probably the incongruities are no greater than other serials that have been thrust upon us, but at intervals the audience was inclined to "kid" the very obvious motion picture material. From the finale shown today it does

not seem likely that the public would be wild to view the next installment.

SUITABILITY
City theaters.

ENTERTAINMENT VALUE
Depends upon your regard for serial stories.

"GIVE ME MY SON"

Distributed by George H. Hamilton, released thru Certified Pictures Corporation, directed by Paul Brunius, starring Pauline Brunius, shown in projection room, New York, March 8.

Reviewed by MARION RUSSELL

This is another Swedish film, but it partakes more of the domestic triangle and is exceptionally well played by a few capable actors.

CRITICAL X-RAY

Of all the imported foreign pictures that have been shown in this country this is the first one that we have witnessed which does not depend for its appeal upon massing of mobs, of brutal conduct or hectic love affairs. This picture tells a story of home life among the better class Swedish people. And because it is so very well told and so convincingly presented the picture is certain to win the admiration of the average audience.

All the actors are of the robust blond type and no effort has been made to disguise the origin nor to camouflage the scenes in any way to mislead the public. The scenes and locations are all typical of Sweden and have been photographed in a tasteful manner. There is nothing in the entire production that jars or detracts from the interest which the main subject reveals.

The use of flashbacks has been taken advantage of, in a rather generous way, but this, however, does not militate against the worth of the picture. The continuity is strongly held and there is no obvious padding to prolong the main interest.

A woman, of 45 or so, wife of a highly respected and wealthy gentleman, has a grown daughter, but is evidently very unhappy, because she has kept secret her first marriage, and the kidnapping of her baby son, some twenty years before. She has kept the knowledge of her first marriage from her husband, but has never ceased, secretly, to search for the stolen child. In an accident a boy faints near the garden of an old trusted servant, Anna, and the lad is carried into her home. A diary is found in his clothes bearing the name of Howard Wall. This reveals to Mrs. Brenner the fact that the unknown is her long-lost son. By strategy she introduces him into her husband's home, and he immediately falls in love with her daughter, Alice. Distracted and unable to reveal her secret the mother plans to send the young man away to be educated. He rebels at this, and mistakes her maternal interest in his behalf, while her solicitude arouses the jealousy of her husband. Alice, much in love, persuades the youth to take her away with him, and in order to do so he is tempted to rob the money box of Mr. Brenner. The mother discovers him in the act, and to save him from being a thief she gives him her check. But the suspicious husband, coming upon them, misinterprets this action, and drives them both from his home. Seeking refuge with her old servant, she then learns that Howard is not her son, the book found upon him being the property of his sailor shipmate who was killed by a fall from the mast. This clears up matters, and the husband comes to apologize for his suspicions, the wife explains her past life and the young couple are able to wed. All this may happen—and it has frequently happened in every-day life—so there are no strained situations nor theatrical tricks to add sensation to the drab little story of a mother's devotion. Great credit must be accorded Pauline Brunius for a skillful depiction of the mother role. She never overdid the part and acted

as naturally as a woman in her plight would have done.

The rest of the cast had been picked with an eye to their suitability, and realistic portraits were offered by Paul Seelig, Jenny Larssen, Renee Bjorling and Tore Svennberg. We can recommend this picture to almost any community, for it is pleasing, wholesome and clean. The photography was exceptionally clear and the direction was well handled by Paul Brunius.

SUITABILITY
Residential sections.
ENTERTAINMENT VALUE
Good.

"THE SIGN OF THE ROSE"

A George Beban production, released thru Robertson-Cole, starring George Beban, shown at State Theater, New York, week of March 5.

Reviewed by MARION RUSSELL

"The Sign of the Rose," as picture or stage drama, will never grow old. Its appeal will strum on your heart strings no matter how callous or impervious you may be to the call of emotion. George Beban has no equal in his line of work. The enthusiastic audience applauded both his picture and the interpolated scene of the flower shop in which the actor appeared in person reviving his triumph of long ago.

THE CRITICAL X-RAY

It is no experiment to put genuine heart-interest stories upon the screen, for, given the proper latitude and interpreted by actors of known ability, the response from the public will be unflinching. But it was something of a novelty to show the first few reels of that tenderly appealing picture, "The Sign of the Rose," and then at the psychological moment turn up the lights and reveal the actors of shadowland in propria persona, actually living in different roles. In this manner the producer brought the pathetic little tale up to date and also accorded the star a splendid opportunity to prove that his potent spell over the audience has not diminished in the long interval since he last appeared in New York.

Tragedy is the keynote of this story, which at times resembles an April day, all smiles and tears. Beban has caught the psychology of the human heart and knows to a nicety how to draw the scalding tears from the eyes of the biased and indifferent. His emotion touches so deeply because it is so plain, so homely and so very human after all. There are no stage tricks resorted to by this forlorn little Italian man whose touching love for his little "Bambino," Rosa, is almost too holy to be visioned by a third outsider. He lapses into the character so completely that we forget the actor and only suffer from the trials of poor old Petrio, whom an automobile accident deprives of his beloved little daughter. There is tragic poignancy in the drama and yet with all it is placed in the sordid surrounding of the poor of a big city. Nothing is more beautiful than the light and fantastic scenes which the actor presents in connection with the little girl who writes a letter to Santa Claus for a list of toys quite beyond the means of the poor Italian to grant. When overwhelmed by his great sorrow at her untimely death the unfortunate and lonely man ventures into a florist shop to buy one tiny rose to place against the white face of his beloved little one, but is seized as a suspect in a kidnapping case, of which he is entirely ignorant. This is the scene in which Mr. Beban and his company of players appear in person. The setting was in a very smart florist shop, and the contrast between the rich woman whose child had been stolen by a scallawag nephew for the sake of ransom, and the brutality of a flinty-hearted headquarters man, was vividly presented. When the discovery is made that the Italian is innocent of any wrong the curtain drops to a tremendous climax. But immediately the sil-

ver sheet takes up the thread of the story and goes on with the unraveling of the plot and the subsequent happiness of Petrio, whose supposedly lost wife returns after being rescued from a steamer wreck. Thus we have light and shadows, clouds and sunshine, and if the attention paid to this picture and actor is any criterion of success we are glad to say that George Beban is deserving of all the praise the spectators bestowed upon him. The story was written and production supervised by Mr. Beban, and it might be a good thing for a few directors to look over this very touching comedy-drama and note the reasons for its tremendous success.

SUITABILITY
All theaters.
ENTERTAINMENT VALUE
One hundred per cent.

"THE SHEIK'S WIFE"

Albert E. Smith presents "The Sheik's Wife," a Henry Russell production, a Vitagraph Special, shown at the Strand Theater, New York, week of March 5.

Reviewed by MARION RUSSELL

The titles ballyhoo to impress the audience with the worth of this picture, but they fall dismally in their efforts.

THE CRITICAL X-RAY

It has never been possible, even with the very best material, to picture scenes on the desert with Arabs in flowing robes and turbaned headgear, to give a resemblance of dramatic reality to even an indifferent story. So much is obscured from the vision by the aforesaid draperies and the countenances of the actors are unable to express any of the elementary emotions. It seems in this picture that the actors do nothing but dash hither and thither across the sands, and for no purpose whatever, and it is almost impossible to distinguish them from the other soldiers who come to battle with the Sheik's army. The story is so pointless, so over-rated and prolonged that it supplies nothing but boredom for the spectators. Repetitious situations abound and the Sheik is one of those grand opera bouffe type of screen stars who poses in theatrical fashion as much as to say, "Behold! Am I not the Sheik?" but that's about all he does. The English woman who had left her people to marry this handsome Arab bears him a female child and the law of the tribe requires that the Sheik must have a son. Therefore he breaks his vow to his white wife and takes a woman of his tribe as his second wife (and there were so many legal and illegal wives that we really could not count them all). This brings misery and trouble to the white woman, who makes an attempt to escape across the desert, is brought back by the Sheik, and despite his rough treatment of her she loves him so madly that before the final fade-away we see them sitting on a river bank embracing each other lovingly.

Of all the queer mixtures ever concocted for the screen this is the limit. We could not find a moment's entertainment throughout the entire unending and there was nothing to hold the eye in the way of embellishments, if we except some picturesque views of, supposedly, Arabia. The riding on the desert sands and a few tents covered with fancy Persian carpets, mingled with the "white-robed" figures, was all that the picture offered in the way of settings and accessories. And the aforesaid flapping robes which were tossed about in the wind recalled to mind the Monday wash in a tenement house courtyard.

You are left in doubt whether the English garrison wins the battle, for the two heroes fight a shaky-looking duel and we are left to surmise that the valiant Sheik comes out the victor. It is absolutely impossible to distinguish "who is who" in the various skirmishes. We rather thought that the horses carried off the acting honors.

The lighting arrangements were so poor that at times the figures were scarcely discernible, but again the photography was of a high order.

The leading lady was totally unfit for the role of the romantic English girl, but fortunately the veils worn by the women of the Sheik's harem saved our feelings. The Sheik was impersonated by Marcel Vilibert, who overworked his disdain of modern conditions. Well, anyway, he must have been a little bit all right, for the white lady returns to his embraces in a coy and gleeful manner. The picture was evidently made in the European country.

ENTERTAINMENT VALUE
Not over 10 per cent.

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"KISSES"

A Maxwell Karger production for Metro Pictures Corporation, story by May Tully, scenario by June Mathis, starring Alice Lake, shown in projection room, New York, March 11.

Reviewed by MARION RUSSELL

A sprightly comedy which will amuse any class of audience. Alice Lake and Harry Myers carry the picture to a pronounced success.

THE CRITICAL X-RAY

While this is a comedy of conventional society there is just an episode or two of sadness to form a balance to the laugh-provoking situations which crowd the film. Fundamentally the story has been well established and there is sufficient comedy material to fill out the six acts without disintegrating before the finale.

Briefly the story tells of Betty Estabrook returning home from college, partially engaged to the son of her father's supposedly best friend. In the Pullman she meets, by a strange circumstance, Bill Bailey, who is a smiling, pleasant-mannered advertising promoter, whose tactics resemble those of the late P. T. Barnum. He assists her at a charity fete to win a prize cup for the sale of her home-made candies, which for their sweetness have been styled "Kisses." One of the chief ingredients in the preparation of these sweets is goat's milk, and that is a secret possessed only by the heroine. Betty's banker father falls because his friend John Maynard refuses to repay an obligation of years' standing. Ill health causes the sudden death of Mr. Estabrook, and Betty, at a loss as to how to maintain herself, hits upon the plan of manufacturing the aforesaid Kisses in a commercial way. This we should say was really the suggestion of Bill Bailey, whose advertising stunts helped to make the little business a fast-growing concern. In fact the B-Kissed Co. prospers so rapidly that in order to have revenge upon her father's false friend, John Maynard, who is also a candy manufacturer and fears the competition of the new concern, Betty disposes of her business to him at a huge profit. It is only after the check has been paid and papers signed that Maynard, Sr., realizes that he paid a very large sum of money for a secret ingredient which consisted of a nanny goat's milk. With the money Betty pays off her father's debts and gives her heart and hand to the hustling Bill Bailey, who had proven a friend indeed.

There is sufficient variety in this light-weight story, which is aided and abetted by the capable acting of the entire cast.

Edward Connelly gives one of his realistic performances as Estabrook, while Edward Jobson quite fills all the requirements of the part of Maynard, Sr. Miss Lake enters into the spirit of the role and is looking much better than in some of her previous pictures, which showed a tendency to an ever increasing aridness. Fortunately she has lost flesh and looks very much better for it. Harry Myers was the life of the picture and with his imitable manner caused a great deal of laughter. The charity bazaar scene was very cleverly put over and the simplicity of the story, not calling for any very elaborate settings, filled the eye, however, with correct detail.

A very pleasing picture that will fit in nicely on any program and will be advertised by your neighbor who likes to while away an hour or so by watching a clean and laughable comedy drama on the screen.

SUITABILITY

Residential sections and all theaters.

ENTERTAINMENT VALUE

Good.

"THE BOAT"

This is a Buster Keaton comedy released thru Metro and held a conspicuous spot on the Rialto Theater, New York, program last week. We make special mention of this short picture, which is a departure from our regular custom, because of the cleverness and ability of the star to put over a most humorous farcical hit.

The action deals with Buster taking his family on a boat which meets with all sorts of mishaps and eventually drives the family to take refuge in a big bathtub which sails the waves until one of the kiddies pulls the plug and the tub fills with water. Buster steps out only to find that they are close to shore, the water not over two feet deep. We might say, if we will be pardoned for our nonsensical turn of mind, that this comedy almost reaches the high water mark of screen entertainment. Most of the stunts indulged in by the star are original and that is saying a great deal for a comedy now-a-days. It has many exceptional touches which are all modern and never fail to register. All about me, the audience, especially the men, were laughing uproariously. They certainly enjoyed every moment that the film unwound. You might term this a nautical comedy which does not dampen or entuse, but keeps you laughing every second. Keaton is quite in his element and deserves all the credit that is coming to him.

AMERICAN MOVIES

Criticized in London—Lady Astor Condemns U. S. Photoplays

According to an article in The New York Times March 8 England, represented by Lady Astor, took something of a clam at our American-made pictures. Addressing an audience of film specialists in London, Lady Astor said:

"You would think from some pictures that America was made up of cowboys and crooks, just as from some of the news you would imagine that everybody in that country has a private still and is rolling drunk most of the time.

"The first film I saw in England was in a poor part of Plymouth. It was supposed to portray the lives of the idle rich, and anything more degrading and disgusting I cannot imagine. The result of this sort of thing is that working men believe all we rich people live in luxurious surroundings, wake at 11 o'clock, have a cup of chocolate in bed and then get up and treat everybody as dirt. That is just as mistaken as for us to believe that every working man gets drunk every Saturday night, steps on his wife's face and murders his mother-in-law.

"The other day I took my boys to see a well-known film. As we were leaving the most suggestive picture was thrown on the screen. I would rather that some one tried to poison my child's body than poison his mind."

We beg to differ with Lady Astor, whose knowledge of American-made motion pictures appears very limited. There is such a large percentage of our home products which supplies the British market that we are at a loss to understand why Lady Astor should have seen only the inferior grade of American-made pictures, which depict only cowboys and crooks. But how about our superior grade of product, such as Griffith's pictures for instance. Surely these have been shown in England. Also the works from other first-class firms, which we know circulate the globe. Surely there are clean and entertaining pictures among the lot made by our many big concerns. Of course, if anyone wants to go out of his way to find a mediocre film, which probably was made in the early stages of the industry and bought up cheap by some English exhibitor as a sort of job lot, then one must not expect the best material in the cheaper grade theaters, such as Lady Astor quotes, that exist in Plymouth. Suggestive pictures do not represent the best work of American producers. They are in the minority.

But we quite agree with Lady Astor in the paragraph wherein she says: "I would rather that some one tried to poison my child's body than poison his mind." This applies to all countries and it should be the duty of every exhibitor to see his screens only for decent and entirely clean films if he wishes to retain the patronage of the public. Here is an instance where a mother—and a very broad-minded woman at that—determinedly fights to protect her children from witnessing a degrading, disgusting or suggestive situation offered by the screen. Lady Astor is right in her efforts, but we would like to suggest that she go out of her way a bit—to the first-class houses in London for instance—and look at some of the really meritorious screen productions which have found their way across the pond. Again her remarks that, "You would think from some pictures that America was made up of cowboys and crooks . . . you would imagine that everybody in that country has a private still and is rolling drunk most of the time," deserves attention by our producers, who should exercise care in constructing motion picture dramas to represent Americans in the proper light, which they so justly deserve. We have heard from various sections of the world that thru the medium of the screen America and Americans are depicted in a most unfavorable light. This seems lamentable inasmuch as America has virtually been the savior of other nations. It is to America that the desperately driven and tortured foreigners have come for help and refuge, and for this reason if for nothing else, our country should not be belittled and degraded by misrepresentation on the screen.

A few strong Americanization pictures sent abroad would not be such a poor idea after all. Lady Astor, being a native-born American, should do all in her power to eradicate the erroneous impression thus created.

"SAPHO" BARRED BY CENSOR

New York, March 9.—History does repeat itself. Many years ago they tell us that Olga Nethersole was stopped by the police just because her devoted lover, Jean, in a scene of the play, "Sapho," obligingly carried her up a staircase to her bedchamber. That was in the old days.

Today the motion pictures have put over and got away with some of the most disgusting situations imaginable. Even this week we have a picture on Broadway in which the censors permit showing scenes that absolutely reek with sensuality. Yet poor old "Sapho" is barred on account of this one little episode, which is not half so suggestive as a dozen scenes depicted in other pictures now running. We have had "Carmen" and "La Tosca" presented

on our Rialto programs in a condensed form and "Sapho" was to have followed these short-length showings until the censor considered the picture improper. These tabloid versions of former classical motion pictures have been presented with appropriate operatic music accompaniment and have not been interfered with by the censor until this past Sunday, when a permit was refused for the showing of "Sapho" at the Rialto and Rialto theaters.

LUSK BILL PASSES SENATE

New York, March 8.—Yesterday the measure introduced by Senator Lusk, which would give to the motion picture Censorship Board power to look into the books of motion picture firms and increase their power in other ways, safely passed the Senate.

There was a very lively discussion on the floor during the angry debate of the bill in which Senator Walker figured largely. The occasion for the trade was caused by the recent denunciation of Senator Walker by Canon Chase, who accused the Senator of accepting a retainer from the motion picture interests while in his official capacity as a lawmaker he was sharing in and even directing action affecting their interests as related to the interests of the people. Behind the forum rail in the Senate chamber, Canon Chase was standing opposite the Rev. O. R. Miller, State Superintendent of the New York Civic League, and Robert G. Davey, counsel for the Lord's Day Alliance, both of whom have been very much in evidence at the present session.

Senator Walker called them "ministerial lobbyists who were carrying the banner of Christ into the official atmosphere while trying to assassinate the character of all who do not agree with them." Further on Senator Walker denounced Canon Chase as a "pastor without a flock, a parson without a church, a Christian without charity and a social burglar who operates with his collar buttoned in the back."

NEW IDEA AT RIALTO

The innovation planned by Dr. Hugo Hiesfeld for the week of April 9, when he will run at his Rialto Theater, New York, seven of the biggest Paramount feature successes of the more or less recent past on as many successive days, will be watched with interest by other exhibitors, especially those first-run exhibitors who now follow a policy of weekly or semi-weekly change.

Dr. Hiesfeld has chosen as his week's program the following pictures: April 9, George Loane Tucker's "The Miracle Man"; April 10, John Barrymore in "Dr. Jekyll and Mr. Hyde"; April 11, Cecil B. DeMille's "Old Wives for New"; George Fitzmaurice's "On With the Dance"; April 12, Cecil B. DeMille's "Why Change Your Wife?"; April 13, George Melford's "Behold My Wife"; April 14, Cecil B. DeMille's "Male and Female."

CHAPLIN SUES TO CHECK IMITATION

Word comes from Los Angeles that Charles Chaplin has filed suit in the Superior Court against the Western Features Productions seeking to restrain the firm from producing two motion picture plays which, Chaplin alleges, contains a character trying to imitate him.

Charles Amador, the actor involved in the suit, is making two short films in which he uses the mannerisms, type of clothes and customs which have made Chaplin famous around the globe and in every other way has copied the facial expressions, characteristic movements of the body, the shuffling of the "funny feet" in order to as closely imitate the original style created by the one and only Charles Chaplin. This attempt at imitation forms the main issue in the complaint.

ARTHUR KANE

President Associated Exhibitors

The headquarters of the Associated Exhibitors at 25 West 45th street, New York City, last week, welcomed Mr. Arthur Kane, who took up his duties as their new president. It was only after a complete reorganization of the company that this new honor came to him, as for over a year past Mr. Kane has been chairman of the Board of Directors and the Executive Committee as well. Mr. Kane took this office which was left vacant by Samuel Harding, of Kansas City, who resigned to give closer attention to his various theatrical interests in the West. The arrangements which Mr. Kane has with Charles Ray will continue and there is no other change contemplated in the staff of the large organization by the new president.

EQUITY

Moves to Robertson-Cole Building

More spacious quarters have been necessary owing to the increased business of the Equity Pictures Corporation, which will henceforth be situated on the 12th floor of the Robertson-Cole Building, at 723 Seventh avenue, New York City.

This firm is handling the big picture "Where Is My Wandering Boy Tonight?" which is an Independent feature.

PREPARE FOR BIG CONVENTION

Willard Hotel, Washington, To House Exhibitors Convention Week

An important session of the special Convention Committee of the Motion Picture Theater Owners of America was held in the New Willard Hotel, Washington, D. C., last week. The meeting covered the better part of three days, during which time all of the matters entering into the work of the big national convention of the organization were given as complete consideration as possible.

The third annual convention of the Motion Picture Theater Owners of America will be held in the New Willard from May 8 to 12, inclusive. It is proposed to make this meeting the most important and constructive yet held by any division of the Motion Picture Industry. Events which have transpired since the 1921 convention in Minneapolis, Minn., and many elements now shaping tend to render this national meeting of Theater Owners of special consequence to the industry and the people of the country.

It has been definitely determined that business of the most advanced order will feature every session of the convention. The industry is to some extent on trial, because of events wholly outside the province of the theater owner to create or control, and it is proposed to firmly establish the exhibitor in the highest possible position with the leaders in American official life and all divisions of thought and action and the people generally.

Importance of Session

Hence the importance of the Washington convention of the Motion Picture Theater Owners of America in this relation and in many other ways appeals directly to all who have the welfare and the future of the industry at heart. Chairman W. A. True, of Hartford, Conn., presided over the sessions of the Special Convention Committee. National President Sydney S. Cohen, A. J. Moeller, A. Julian Brynland and others attended the meeting. A joint session with the local Washington Committee resulted in a proper apportionment of the work to be handled by each body. It was arranged to invite leading government officials and others to address different sessions of the convention and also attend the big convention dinner at the New Willard.

Entertainment for Guests

Special arrangements have been made by the Washington Committee for the entertainment of the ladies and other guests attending the convention. The question of transportation is being handled by a special committee and reduced railroad rates have been procured. It will afford every theater owner an opportunity to come in personal contact with the Senators and Congressmen and other Federal officials from their States and districts. This neighborly meeting will be of wonderful advantage in explaining to them the position of the theater owner in the industry and establishing a better understanding and more cordial relationship, which will favorably affect the entire industry. This influence will also extend to the States and cities, as Senatorial and Congressional leadership is usually transmitted down the line. Convention headquarters have been established at the New Willard Hotel, and special arrangements made for a big accessory exhibit.

EXCEPTIONAL PICTURES BANKRUPT

An involuntary petition in bankruptcy was filed against the Exceptional Pictures Corp. March 4. Liabilities are \$30,000, with assets of only \$5,000 in the form of two pictures now being exhibited. John L. Lytle has been appointed temporary receiver by Federal Court Judge Learned Hand for the corporation, whose offices are at 1540 Broadway, New York. The bankruptcy proceedings were brought about by Abraham Rothstein and Gertrude R. Schoenfeld, whose claims are for \$1,088.45 and \$278.61, respectively, for labor and services rendered by both parties. Miss Schoenfeld alleges Alex. Reyfuss, president of the Exceptional Pictures, was transferring certain assets to preferred creditors.

This is the firm that had been exploiting "His Nibs" and Martin Johnson's "Jungle Adventures."

"SALLY" FOR PICTURES?

Negotiations are said to be pending between Florenz Ziegfeld, Jr., and a well-known film producing corporation for the purpose of placing into the motion pictures the musical comedy, "Sally," with the complete cast of principals who are now presenting the musical comedy at the New Amsterdam Theater, New York.

There is a probability that Jerome Kern, author of the score of the musical comedy, may write the orchestration for the film, synchronizing music into the action of the picture so that it will conform as correctly to the various song parts and dances as is noted in the stage version. This will be something of an experiment along new lines, and it seems likely at this writing that the arrangements will be completed in the very near future.

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CARNIVAL AND CIRCUS NEWS

GREATER SHEESLEY SHOWS

Recipient of Award of Merit at National Orange Show at San Bernardino

Closing a highly successful engagement at the Orange Show at San Bernardino, the Sheesley Shows have turned their steps toward the Imperial Valley, there to fill the interim before their appearance at the Los Angeles spring festa. The Orange Show date added fresh laurels to the fast-growing popularity of the Sheesley organization.

Mr. Sheesley is no more an unknown quantity in the amusement world of the Pacific Coast, but has become a contending factor, evidenced by the awarding the shows by the exposition officials on the eve of their departure, a beautiful pictorial certificate of merit in recognition of the attractions furnished by this organization during their 1922 event, reading as follows, and a photographic copy of which should now be in the hands of the editorial department of The Billboard: "Twelfth National Orange Show, San Bernardino, Cal. This certifies that Greater Sheesley Shows has been awarded special prize for merit in a show, rides and concessions." This bears the signatures of the president and secretary of the association and the Chairman of the Award Committee. Incidentally this is the second compliment conferred on the Sheesley Shows since their invasion of the Pacific Coast States, the first being the distinction of being the only attraction to play a Sunday engagement at the Southern California Fair.

As this letter is being written the grounds are crowded with a cosmopolitan throng. As the shows are in a border town, Calexico, and it a stone's throw from the Mex can line, there is in evidence peon and cowboy, ranchman and merchant; a carefree crowd intent on an evening's pleasure. There may be those present who cannot understand the words of the announcers, but all by now know the name Sheesley and there is real entertainment in whatever attraction they patronize.—W. X. MACCOLLIN (Press Representative).

Look thru the Letter List in this issue.

HARRY TUDOR

Establishing World-Wide Business

New York, N. Y., March 7.—American amusement device inventors, manufacturers and operators, will find interest in the announcement of Harry E. Tudor as to his establishing trans-Atlantic headquarters for a systematized exploiting of American and European amusement devices. His practical and experienced knowledge of conditions ruling in virtually every corner of Showdom should prove of inestimable value to his present and prospective clients in all parts of the world.

The success Mr. Tudor has already achieved in Europe with such well-known amusement devices as the Whip, the Frolic, Virginia Reel, the Magnavor and Skee Ball and other more or less important attractions, has served to found a most excellent European reputation in his new field. While continuing his London office he will establish his headquarters at Coney Island to better keep in touch with the newest developments in amusement device inventions.

LOOKS LIKE IDEAL STAFF

After reading the ad proof of the George L. Debyns Shows over I certainly looks like George has collected a staff That is ideal— Not an inexperienced name On the list. George is a Captain (of the show game) Second to none and, with all those "Tried and capable officers" (As his ad terms them). If that bunch can't steer the "ship" To the goal of safety, Conditions will have to be much worse Than we have ever known them— Or want to know them— To be.

SAN FRANCISCO

By STUART B. DUNBAR
605 Pantages Theater Bldg.

San Francisco, March 6.—Before these lines go to press the circus season will have opened in California, with one of the State's big white topped aggregations on the road. This is the Al G. Barnes Circus, scheduled to open at Redlands, Tuesday, March 7. The second California show, Howe's London Circus, now in winter quarters at Palo Alto, will open in less than two weeks, directly to San Francisco.

Both shows are in spick and span shape and no effort has been spared to make them a credit to the State of their origin. A notable feature of the two shows is that they are of the same type, being constituted chiefly of trained wild animal acts—some of the best, by the way, that have ever been shown in the circus world.

It is understood that the two shows will in no way be rivals, as the route selected by each is diametrically opposite to the other. The Barnes Show will come North after playing about a dozen dates in Southern California, while Howe's Circus expects to go South after playing here. Its Southern tour will be via the Coast route, while the Barnes Show comes North thru the San Joaquin Valley.

Levitt, Brown & Huggins Shows, which has just completed a successful ten-day engagement in Fresno, is now playing Reddy, where, according to word that comes here, things are going along very nicely. At Fresno everythng runs Victor D. Levitt having taken pains to make thorough arrangements for the show before accepting the date. The shows will play thru the San Joaquin Valley for several weeks, coming to Oakland early in April for a two-week engagement before heading north.

Edna Ferguson, prima donna, who has been playing a lengthy engagement on the Bert Levey Circuit of vaudeville houses, was suddenly called to Little Rock, Ark., owing to the illness of her daughter in that city. Miss Ferguson canceled her engagement and left here early last week. She expects to open

in St. Louis the first week in April, according to a telegram received here.

Fred Randolph, who has been playing the Levey time in a Chinese acrobatic and aerial double, has split with his former partner and is now appearing as a single. He leaves here for Los Angeles today. Also leaving for Los Angeles with Mr. Randolph is the well-known vaudeville team of Albert & Rozella, who with their animated marionettes have proved a big drawing card in the Levey houses.

W. C. (Spike) Huggins, who was in San Francisco last week on a brief visit, had the pleasure of renewing his old time acquaintance with George N. Brown, champion walker, who was featured at the Orpheum in a novelty act, billed "Pedestrianism." Mr. Brown, who is now a headliner in vaudeville, was at one time skate boy for Huggins in his roller rink at Columbus, Ohio.

Lee Teller, formerly general agent for Esquda Brothers' Mexican Circus, writes from Los Angeles that he has joined out with the Al G. Barnes Circus and will present an illusion on the Barnes side show. Mr. Teller, who wintered in San Francisco, started out with Levitt, Brown & Huggins Shows, but while in Fresno was the recipient of a handsome offer from Bobbie Caine, manager of the Barnes side show, and with the consent of Victor D. Levitt, canceled his engagement.

A duo of popular New Yorkers, both well known on Broadway, are coming shortly to Loew's Hippodrome. They are Raymond and Lyte. Rose Lyte is the woman member of the team. She is a New York girl who has won fame in various productions, among them being the Shubert "Gaieties" and "The Passing Show of 1919."

Kenneth Grattan, who shortly will appear here over the Marcus Loew time, has the distinction of having been one of the first "villains" in the movies. Before he entered the

realm of the silver screen he had achieved a successful record as a star in dramatic stock in Memphis and Syracuse.

Joe De Mouchelle, late of Leavitt, Brown & Huggins Shows, has forsaken the road for the time being, at least, and is holding down a position as street circulation manager of The San Francisco Examiner. De Mouchelle, who has a host of friends in the outdoor show business, says he is perfectly satisfied to plant himself in San Francisco for a long time to come, especially as the salary he is getting is very attractive.

Daisy White Lane, of the team of Ted and Daisy Lane, shortly to appear at the Hippodrome Theater here, is a star who has played nearly every famous child role in the theatrical category. Starting as Little Eva in "Uncle Tom's Cabin," she later made a notable hit as Mary in "Ten Nights in a Barroom." Since then she has achieved further success in similar parts.

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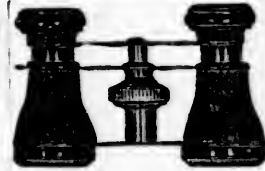
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Just received a large shipment of Famous Pocket Tool Kits, nickel plated, brass lined. Special, \$22.50 Per Gross. \$2.00 Per Dozen.

Large assortment of Imported Beaded Bags, from \$10.00 up to \$100.00 per Dozen.

A full line of Novelties for Pitchmen, Concessionaires and Sales Board Operators.

J. C. Margolis
159 CANAL ST. NEW YORK CITY
One-fourth cash, balance C. O. D.

"HUMPTY-DUMPTY"

NEW FAD FASTEST SELLING NOVELTY EVER MADE FOR CONCESSIONAIRES A SENSATION SAMPLE \$1.50
AL. MELTZER & CO. ALWAYS FIRST WITH THE NEWEST 219 So. Dearborn St., CHICAGO

STREETMAN ATTENTION

An Easy Chance To Make \$260.00 Per Week



Don't waste time trying to sell articles the public won't buy. Sell genuine leather Men's Belts. Every man must have three or four. These belts are made with novelty patent clamp adjustable buckle in assorted gilt and nickel finish. Others have solid ten gross a week at 35c and 50c each. The cost to you per gross is \$24.00. Special discount for five or ten gross lots. 50c will bring a sample. Will allow this 50c on your first order of one gross. A deposit required on all orders. We also manufacture Rubber Belts. Write for sample and prices.

Lastik Leather Products Mfg. Co.
569 Broadway, New York City.

SALESMAN WANTED

New - Patented - Article

Write for Particulars to
Lovett Manufacturing Co.
NASHUA, NEW HAMPSHIRE

FOR SALE
Spectacular Fireworks Exhibition, 300 feet painted Sea Scurvy, Boats, Motor Guns for Shells, Battery Boxes, All Apparatus and Fireworks necessary. Only two men needed to handle it. Big money maker for Fairs, Parks, Cities, Towns and Individuals. Address THE WESTERN FIREWORKS COMPANY, Denver, Colorado.

FOR SALE, Concession Tents
10x16 and 10x14, both 9-ft. Walls; 8x10, 8-ft. Walls, Frames, etc.; real tents of the finest Khaki. Address CONCESSIONS, 264 W. Spruce St., Columbus, Ohio.



"FROM MANUFACTURER TO YOU"

6-IN-1 BAG

PRICE 35c EACH

Can be used for Hand Bag, Bathing Bag, Shopping Bag, Sewing Bag, School Bag and Change Purse. Made of Dupont's Long French Grain Fabric Leather. Folded size, 12x8. When opened, 18 inches long by 13 inches wide. Greatest Money Maker out. Every woman a customer.

PER DOZEN, \$4.20. PER GROSS, \$48.00
Sample mailed for 50c. Retail at \$1.00.

Manufactured by
HODES-ZINK MFG. CO.

FREMONT, OHIO

The Largest Manufacturers of Fabric Auto Accessories in the World.

Mention The Billboard when writing.

A NEW FIELD TO MAKE BIG MONEY

RADIO Get started now. The country is going wild over Radiophone. A bigger field than the Movies.
CONCERTS We furnish complete outfits, with instructions to operate and make money. No experience required. Big profits for those starting now. Catalogue free. Write today. Dept. 51.

WARNAX MFG. CO., 101 Crosby St., NEW YORK

NEEDLEWORKERS and DEMONSTRATORS

Something new that every woman and child will want. Sells at sight. Greater than the needle has ever been. Big money. Positively a Gold Mine. Get in on this and reap a harvest while it's new. A patented article to make different kinds of flowers from silk, wool, ribbon and all and any materials.

SAMPLES, 25 CENTS.

Sample Outfit of Different Flowers for Display Purposes, \$2.00.

MARY LOUISE FLOWER PLATE

30 EAST 23rd STREET, NEW YORK CITY

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

Carnival and Streetmen!

We are the only house in Pittsburg selling Slum Jewelry.

Also a Full Line of Watches, Toys, Novelties, Silverware and Pistols

Below we quote a few items to show how low we are selling merchandise:
Scarf Pins. Gross, 65c, 75c, 85c & \$1.10.
Brooches. Gross, 90c, \$1.25 to \$2.25.
Wedding Rings. Gross, \$1.00.
Stone Set Rings. Gross, 75c, 85c to \$1.75.

H. SILVERMAN WAS THE DESIGNER AND MANUFACTURER OF THE PITTSBURG CHIP RING. NOW \$1.75 PER DOZEN.

Catalog now ready. Send in your orders.

ATLAS JEWELRY CO.

H. SILVERMAN, Mgr.

(Formerly with S. Davis Co.)
970 Liberty Ave., Pittsburg, Pa.

AUTO MECHANIC
with own tools. Thoroughly familiar with all makes of touring cars and trucks. Would like to join company wishing the services of a steady, reliable man at a moderate price. Will go anywhere. J. FEATHERSTONE, Billboard, Chicago.

TENTS TO RENT

ALL SIZES IN STOCK.
M. MAGEE & SON, INC., 138 Fulton St., N. Y. C.

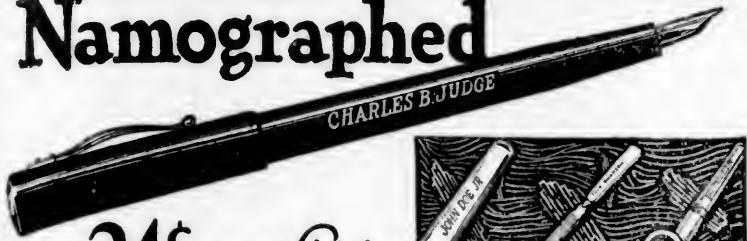
BOURBON COUNTY FAIR
Uniontown, Kans., Sept. 19, 20, 21, 22, 1922. W. A. STROUD, Secy.

Incandescent Lamps

MAURICE LEVY

406 Lyceum Bldg., Pittsburg, Pa.
QUALITY PRICE SERVICE

Namographed



24¢ profit in every 25¢ sale

GET in on this fad! Hook up with a show or grab a place on the boardwalk and collect quarters as fast as you can count 'em!

Everybody wants his name on his Fountain Pen, Cigar or Cigarette Holder, Pipe Stem and Hard Rubber Pencil! It tickles his vanity and identifies the article.

With the NAMOGRAPH you can engrave any name in gold in less than two minutes—while the customer waits! It makes a dandy job. People stand in line to pay a quarter for the service. Out of that quarter you put 24c in your pocket.

How's that for profit—24c out of every 25c sale?

Engraving the name is easy. No skill required at all. The NAMOGRAPH is fool-proof and works from any electric socket. Looks well, lasts long, no repair bill. Fits into a corner of your hand bag.



The NAMOGRAPH

is operating in many "stands" on Broadway, turning in from \$20 to \$40 per day.

Get in on this—be the first in your neighborhood.

Pays for itself in two weeks—Order your machine NOW!

Modern Inventions Corporation

1123 BROADWAY - Room 431 - NEW YORK, N. Y.

Portable Gas Plants Burners, Lanterns, Etc. Special for Showmen.

SHOWMEN everywhere know Coleman products and appreciate Coleman Service! Our Handy Gas Plants give showmen and concessionaires on the road all the ease of cooking at a permanent stand. Just as convenient as city gas. Portable, light weight, safe, compact and durable.

We specialize on just the kind of equipment you men want—Burners for Hot Plates, Coffee Urns, Hamburger Stands, Etc.

Wire Your Order if Rush!

Rush orders are "pie" for us. Factory branches in different parts of the country ship your orders same day as received. You get what you want when you want it. Delivered to you at your next stand. Wire or telephone your order.

Special Prices to the Profession!

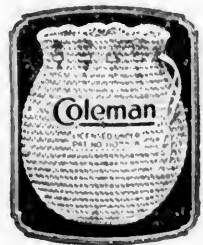
Just show that you are a showman and get our Special Discount on our full line or the items you need. Address Dept. BB1.

The Coleman Lamp Co.
Wichita, St. Paul, Toledo,
Dallas, Los Angeles,
Atlanta, Chicago
Canadian Factory:
Toronto



The Coleman Quick-Lite Lantern is a regular daylight-maker for any job, any night, anywhere. 300 Candlepower of pure white brilliance. Can't spill fuel or explode even if tipped over and rolled around. Storm proof—won't blow out in wildest gale.

Coleman Mantles give greatest light and last longest—for all gasoline lighting devices and especially Coleman Lamps and Lanterns.



WANTED WANTED WANTED

Experienced Help on Carousel and Evans Venetian Swings for season 1922. Blackey Rite, Slim Clark, Roy Roberts, have good jobs for you. Address SLOCUM AMUSEMENT CO., Durham, N. C.

MAMA DOLL - MAMA DOLL

CONCESSIONAIRES

Get Something New

—get away from the ordinary out-of-date doll—make some real money for yourself this season—end your year with a b. r.—you want something that isn't played to death—get hep to this

"MAMA" DOLL

the wonderful talking and walking doll. Says "Mama" just as plain as a human being and can be walked and exercised like a child. Comes 19 and 24 inches high with a large variety and assortment of dresses, including organdie in Blue, White and Pink, with Princess Slip, trimmed with lace, shoes and stockings, with an embroidered cap. Also in knitted silk lustre sweaters in Pink, Blue and White, with silk lustre booties and cap to match. And you can also have them in Angora Fuzzy Cloth, in the above colors, a wonderful flash. And Rompers, too, just like a real live baby. But rather than go on talking just convince yourself by taking advantage of the following offer:

Send us \$15.00 for a prepaid assortment of 6 "Mama" Dolls, all different, dressed completely, in a wide variety and assortment of colors.



24 in. ANGORA FUZZY CLOTH



24 in. ORGANDIE



ROMPER MAMA DOLL

24 in. high Angora Fuzzy Cloth "Mama" Doll, a wonderful flash, comes in Pink, Blue and White, with shoes and stockings, with or without wigs, fuzzy cloth cap to match. Write for prices.

24 in. high Organdie "Mama" Doll, complete with Princess Slip, shoes and stockings, in Blue, Pink and White, and completed with embroidered cap, with or without wigs. Write for prices.

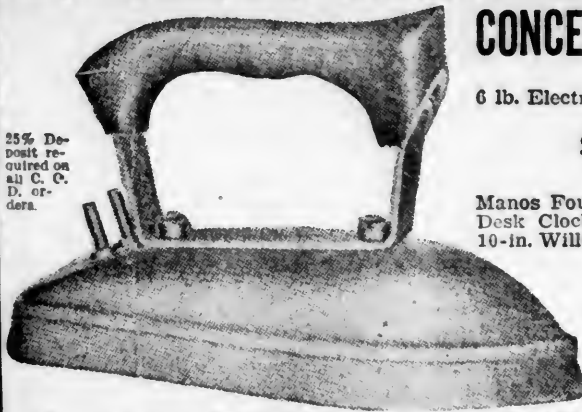
19 in. Romper "Mama" Doll, complete with rompers, shoes and stockings, in gingham checkers, chambray cloth or flowered dresses in all contrasting colors. Write for prices.

The three illustrated above are only a few of the many numbers we have in this wonderful Mama Doll. Read our sample offer.

FEDERAL DOLL MFG. CO., Inc.
223 Wooster St. NEW YORK CITY

Local and Long Distance Phone Spring 0865 - 0866

MAMA DOLL - MAMA DOLL



25% Deposit required on all C. C. D. orders.

CONCESSIONAIRES—SALESBOARD OPERATORS—DEMONSTRATORS

A PRACTICAL HOUSEHOLD NECESSITY

6 lb. Electric Iron, with 6 ft. Cord and Plug attached. This Iron compares with the highest-priced Electric Irons made. Fully Guaranteed.

\$27.00 PER DOZEN. Sample, \$2.50 Each

WE CARRY A FULL LINE OF CARNIVAL AND PREMIUM MERCHANDISE,

Manos Fountain Pens.....\$12.00 Gr. | 5 in 1 Tool Kit.....\$25.00 Gr.
Desk Clocks 12.00 Gr. | Complete line of Roulette Wheels and
10-in. Willow Sewing Baskets, with all implements. 24.00 Doz. | Layouts.

FULL LINE OF CLOCKS

S. & N. LEAVY,

33 UNION SQUARE, - - - NEW YORK CITY

FLASH! You All Know It Is the Big Thing in Attracting the Crowds

"First with the newest"

A concession flashed with these Lamp Dolls looks like a million dollars in gold.

We guarantee these two Dolls to be the flashiest on the market or money refunded.



"DIMPLE"



"SWEETIE"

Both finished with Enamel. Patents Pending.

That Mammoth Lamp Doll. 20 inches high, with Brocade Shade, 70 inches around and 11 inches high. Pantaloen Hoop Dress to match. PRICE, \$54.00 PER DOZEN. SAMPLE, \$5.00.

Absolute knock over. 14 inches high. No arms to handle—they are cast on Doll. Complete with Brocade Shade and Dress. PRICE PER DOZEN, \$30.00. SAMPLE, \$3.00.

Plain 13-in. Kewpies—Price per 100 in lots of 100, \$22.00; 500 lots, \$20.00 per 100. Hair Kewpies—Price, \$40.00 per 100 in lots of 100; 500 lots, \$35.00 per 100.

One-third cash with all orders.

ORDERS SHIPPED SAME DAY RECEIVED.

DALLAS DAINTY DOLL MFG. CO.

1020 Liberty St. NICK SCOTT, Sole Owner DALLAS, TEX. Telephone Haskell 5784 The Largest Doll Manufacturers in the South

A REAL MONEY MAKER!

OPERATORS, GET NEXT TO THE

LATEST UP-TO-DATE

MUTOSCOPE

The Machine That Gets The Money!

ALL STEEL!

Our latest model Mutoscope is constructed of heavy plate iron, reinforced by heavy angle iron. Will last a lifetime. WEIGHS ONLY ONE-THIRD OF THE ORIGINAL CAST IRON MUTOSCOPE—counter size machine, without stand, weighs only 45 pounds. It is the best made machine and is the largest crowd attractor and money getter on the market.

Price, F. O. B. New York, \$60.00 COMPLETE, WITH REEL.

Machine without Reel, \$55.00.

Counter Size Machine, with Reel, \$55.00.

Counter Size Machine, without Reel, \$50.00.

WRITE TODAY FOR FULL FACTS.

Five thousand (5,000) Mutoscope Reels of different subjects always carried on hand.

Note Our New Address:

INTERNATIONAL MUTOSCOPE REEL CO.

536-546 West 23rd Street, NEW YORK CITY.

WANTED SUMMER ROLLER RINK or WILL LEASE PARK DANCE HALL

WALTER E. SUTPHEN, 9341 Felch St., Detroit, Michigan.

WANTED

To hear from High-Class Sensational Free Acts

SPANISH FORT PARK

SEASON OPENS APRIL 16

State terms and act, all in first letter. Write

SPANISH FORT BOOSTERS ASSOCIATION

HARRY K. HEIDEMANN, Sec'y, 3107 Canal St., NEW ORLEANS, LA.

LOOK
Rides and Concessions

Opening of New Amusement Park

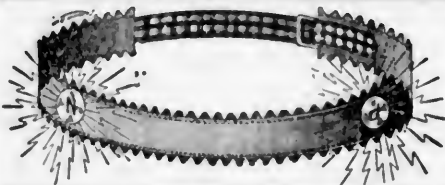
3,000,000 people to draw from. Twenty excursion boats arrive daily. Boating and Bathing. Large Dancing Pavilion, located on the waterfront of beautiful Penns Grove N. J., on the Delaware River. Have attractive proposition for live Concessions. Have space for Circus. Address

M. E. LATTOS, OLYMPIA HOTEL, - PENNS GROVE, N. J.

BILL POSTERS WANTED

STEADY POSITION—OPEN SHOP—NO TROUBLE

CONSOLIDATED BILL POSTING CO., - LOUISVILLE, KY.



AGENTS—MEDICINE MEN ELECTRIC BELTS

Nature's Vitalizer, for Rheumatism, Liver, Kidneys, Lame Back, Poor Circulation, Stomach and Nervous Troubles.

SAMPLE, \$1.00; DOZEN, \$9.00.

Retail \$2.50.

HANEBERG & CO.

20 East Liberty St., Cincinnati, Ohio

PEOPLE CRAZY OVER BRAZILIAN CREAM

Can you qualify for \$10,000 year position? Latest, greatest money maker for salesmen. New and different, unlike any similar product; therefore no competition. Cannot in justice be described. Sell and resell. Must be seen. Men, women and boys in knee pants making \$40 to \$75 per week. One street man, seven pitches, sold seven gross, profit \$203. Can you beat it? Exclusive territory. Send ten cents for sample and terms.

FRANK JACKSON CO., 55 Halsey St., Newark, N. J.

WANTED--FOR WEST'S SHOWS

Dog and Pony. Man for Athletic Show, will furnish swell outfits. Concessions all open.

Show opens Tarboro April First. Wire.

FRANK WEST, General Manager, TARBORO, N. C.

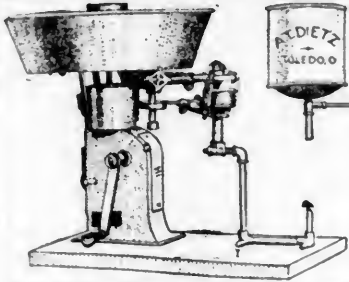
LEASE AMUSEMENT CO. WANTS

A few more attractive Concessions with neat frame-ups. All exclusive. Get in touch with us and let us know what you have. We open here in May, then out to the country towns where money is never scarce. FAIR SECRETARIES, we especially invite your correspondence. Address LEASE AMUSEMENT CO., 618 Salem Ave., York, Pennsylvania.

CENTRAL STATES SHOWS CAN PLACE AT ONCE

Ferris Wheel, Five or Ten-in-One, Minstrel People that double brass, Athletic People, Casino People, Concessions, Palmistry, Ball Games, Knife Rack, Pitch-Till-You-Win. Spring opening, two Saturdays, beginning March 18 to 25, Bainbridge Ga. Going North fast.

\$104 IN 3 1/2 HOURS WITH THIS MACHINE



That is the record of G. A. Barton, Michigan City, Ind. You can duplicate it. Make \$50-\$70 profit easy in days' time with Kotton Kandy and Empire Candy Floss Machines. Spin thread-like, silken novelty candy. Make it instantaneously—right in front of the crowd. Make it any color or combination of colors. Attracts great attention. Put in big bags. Serve in boxes—in paper cones—on wooden sticks, etc. All methods of serving inexpensive. Sell for 10c. 500% profit at least when sold for a nickel. Simple to operate. Pour little granulated sugar in bowl. Start turning crank, or switch on motor. Instantly thin, transparent, filmy cloud begins to form. White mist of sweetness gradually thickens. In short time you have great big Pan full of a blowy, fluffy floss—soft as cotton—white as snow—a delicious confection that melts in your mouth. Nothing about machine to get out of order. Any one can operate it. Ready for business at all times. Carefully built. Will last for years without repairs. Big capacity. Turns high-grade candy out just as fast as you turn the crank. Or, if you prefer, equipped with electric motor.

ANY SEASON, ANY PLACE, ANY TIME

ORDER NOW!

To save time don't write—Telegraph! Send half the amount. Say what you want. I will give you what is right. You can have a Kotton Kandy Machine or an Empire Candy Floss Machine. Just as you prefer. Machines are identical, except shape of heads, the Kotton Kandy head having a larger opening than the Empire, also shape somewhat differently, but the results are the same, viz: Greatest possible capacity. You feed the sugar to the Kotton Kandy head with any ordinary spoon; the Empire head is usually supplied with sugar by means of a little pot—that is—poured in much like you would pour tea into a cup. Old concessionists, as a rule, have their own particular methods of production. All of this is not important. But what is important is getting your order here and getting started—don't miss another hour, but act! Here are the prices for these wonder machines. Hand-power machine, which you can motorize if you wish, \$150.00; straight electric machine (cannot be run by hand), \$150.00; combination hand and electric (here's the Dandy Ann of them all), \$200.00. All my motorized machines will run on any current, and from a lamp socket—juice used infinitesimal. Terms—Half cash, balance C. O. D.

Read this from Muncie, Ind.: "I have made quite a cleaning up with the candy machine I bought from you, regardless of the financial standing of the country. Cleaned up \$225 in four nights last week." Don't rail at conditions. Don't cry about circumstances. Make your own circumstances. Now, is just as good—better than any other. You and this machine can mop up. Make the season snappy. Pick your location. Fairs, Picnics, Home-Comings, Legion Gatherings. Will attract a crowd anywhere. Will hold attention. Will make sales just as fast as you can produce candy. Territory knows no limit. Will attract crowd and sell candy on a quiet street in the morning in a small town. Supplies are everywhere. Right in the place you are working. The nearest grocer is your supply house.

Testimonials come pouring in from everywhere. Show that the average net profits throughout the year are \$20 to \$30 a day. One man sold \$1,200 worth of Floss Candy, using less than \$25 worth of sugar. Another averages \$100 every Sunday throughout the year. A. J. Model, Mineral Point, Wis., averages \$25 to \$40 a day. W. F. Mountain took in \$100 profit in three days, in Colorado Springs, Colorado. Three summer weeks ran \$75 to \$128 a day for W. M. Wendel, Emporia, Kan. P. T. Gardner and wife, Warsaw, Ind., made and sold 2,437 sacks of Floss from 11:00 A. M. to 10:15 P. M. Machine in good condition after 9 years' use. Get in on this fascinating game this season. Make it your big season. Get the wires hot. Don't wait. Every moment's delay is a waste of time and money. Like digging down in your pocket and throwing away good cash. Don't worry about competition. There's no such thing for our men. Three machines in one block all made good money. Wire your order now. Or write for more information. Become independent. We start you in business.



SEPARATE HEADS for Kotton Kandy and Empire Candy Floss Machines, \$20 each. With shafts attached, made to fit any machine, \$30. Kotton Kandy Heads have separable shafts to fit worm shaft. Empire Heads have full length worm shafts. Either style can be changed instantly, so that on busy days if the head gets clogged you can yank it up and out and shoot the other one in. Presto. Changed just like that, and you begin again feeding them the alfalfa. State what you have and what you want and leave the rest to me.

COLORING AND FLAVORING—Colored Floss is always attractive, and flavored Floss more palatable than the plain Floss. The combination is a whirlwind. The cost is little and the results big. Prices: Colors—Red, Blue, Green, Orange, Yellow, etc., \$1 per bottle, postpaid. Prices of Flavoring: Can containing 10 ounces, each ounce sufficient to flavor 10 pounds of sugar, \$1 per can, postpaid. In the following and any other flavors: Vanilla, Pineapple, Strawberry, Peppermint, Spearmint, Wintergreen, Cloves, Lemon, Orange, etc.

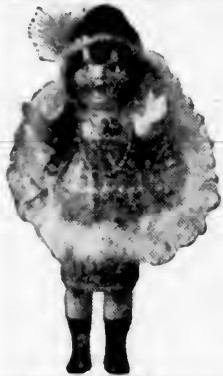
KANDY MACHINES. State what kind of machine you have. Price, \$15. These Generators are absolutely the most substantial, efficient and simple to operate of any ever made. Carry an extra one with you. **KOTTON KANDY TENTS**—7x7, with 7-ft. side-walls, including poles and stakes, made of white canvas, \$28; khaki cloth, \$33, or deduct 10% if you do not want poles and stakes. **LOOK INTO THIS!** I will buy, trade, sell, salvage, repair, rebuild or handle in any other way, any make or style of candy machines of any description. Write me or send your friends to me. I do Generators made to fit your Empire Machines or Kotton business right.

BANNERS—A swell, big banner in colors on sign music line, reading "Kotton Kandy—Fine and Dandy, 10c." Or, "Floss Candy—That's Funny Candy, 10c." Sent, postpaid, at \$1 each, worth double. Or, made on heavy oil cloth. Last an entire season. Sent postpaid, \$2.00.

KOTTON KANDYUMBRELLAS—Spread 8 ft., with 12 heavy steel ribs. Cost from \$10 to \$30 each. Some of these prices include ground screw and lifting device. State the price you want to pay and leave the rest to me.

A. T. DIETZ, 27 Sayso Building, TOLEDO, OHIO.

ALLIED DOLLS



20-inch DOLLS, dressed in wire silk hoop skirt, trimmed with Marabou and Tinsel; silk bloomers; beads; flower; wig with curls and head trimming (same as illustration).

\$13.50 Per Doz.

20-inch DOLLS (assortment of three styles). One style dressed in chiffon bloomers, trimmed with Tinsel; one trimmed with Marabou; the other style has Tinsel bloomers and double trimming. All have beads and flower, wig with curls and head trimming.

\$11.50 Per Doz. PACKED 4 DOZ. TO CASE

25% deposit with order, balance C. O. D. Send \$1.00 for Sample Doll

ALLIED NOVELTY DOLL MFG. CO.

164 Eldridge Street, NEW YORK CITY. Local and Long Distance Phone: Drydeck 5628.

The New Hunter Hotel

Eight miles from Johnstown on the Lincoln Highway. Catering to motor car tourists. A la carte service par excellence, at all hours. Cabaret, Dinner Dances, Banquets and Private Parties.

A Cordial Invitation To All Show Folks Extended By

MRS. H. C. HUNTER, Proprietress, Davidsville, Somerset County, Pa. Phone Hollsopple 19-L.

WANTED

CARNIVAL AGENTS—SHOW MEN

To know we purchased from U. S. Navy their surplus of Rainstorm Suits with Hoods. These Suits were made to use on submarine chasers and torpedo boat destroyers. Made of tan O. D. light weight, strong waterproof material. Arms and legs can be clasped to fit tight. This is an over-all suit and rainstorm suit. They come in three sizes, small, medium and large. Send your size and \$3.00 at once and save your clothes and doctor's bills. Or send \$1.00 with order, and pay the postman \$2.00. Special price by the dozen. Cut this ad out. You'll want it the first rainy day.

B. C. SPIEGEL COMMERCIAL CO., 295 1/2 Pearl St., NEW YORK.

JOHNNY J. KLINE SHOWS

OPENS IN APRIL IN JERSEY, WITH THE CREAM SPOTS OF BROOKLYN AND LONG ISLAND TO FOLLOW.

WANTED—Legitimate Concessions and Grand Stands of all kinds; \$30.00 weekly, including hauling and hints. Also want Cook House and Juice, Call or write, Offices, 1431 Broadway, Room 215, New York.

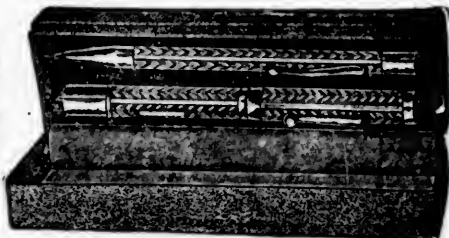
FRANK P. SPELLMAN

Will produce and direct ten monster events in ten leading cities, starting in April and running until July. Gigantic in their scope, marvelous in their drawing power. Want to hear from leading Circus Acts, Cowboys, Cowgirls with stock. Independent Concessioners, here are ten events as big as ten big State Fairs.

Address, by letter only, **FRANK P. SPELLMAN,** - - Care The Billboard, New York

SWEEPING REDUCTIONS

Don't delay, but write today, and get on our mailing list for our revised price list. Be up to the minute.



We carry a complete line for Concessionaires, Silver Wheelmen, Auctioneers and Sales-board Operators.

A FEW OF OUR MANY ARTICLES:

- Gold Plated Watch, Chain and Knife Set. Each \$ 1.15
 - Gold-Plated Clutch Pencils. Per Gross 10.50
 - 21-Piece Manicure Sets. Per Dozen 18.00
 - 2-Piece Fountain Pen Sets. Per Set 1.70
 - 3-Piece Fountain Pen Sets. Per Set 2.65
 - Ladies' Wrist Watch. Each 2.80
- 25% deposit with all orders.

Keystone Merchandise Co. 68 Bowery, NEW YORK CITY.



BLADES, RAZORS, VACUUM BOTTLES

- VACUUM BOTTLES \$6.00 Dozen up
 - BLADES FOR GILLETTE RAZORS25 Dozen
 - WIDGET RAZOR, Nickel Box 3.00 Dozen
 - LEATHERETTE BOX, with Blades 3.00 Dozen
 - OPERA GLASSES, Leatherette Case 4.50 Dozen
 - FRENCH PEARL NECKLACES 1.25 Each
 - IMPORTED GAS LIGHTERS75 Dozen
 - SILVER FINISH ALUMINUM TEASPOONS 2.50 Gross
- 25% deposit on all C. O. D. orders. Inclose 25c extra for sample.

B. C. SPIEGEL COMMERCIAL CO., 295 1/2 Pearl St., New York. Beekman 3295, 4140.

GIBBONS-RANCHER SHOWS

OPENING MAY 8th, BRIDGEPORT, CONN.

Playing the Best Spots in New England. WANTED—Ten-in-One, Dog and Pony Show. Will furnish equipment to reliable people. Concessions open. Flat rate. **GIBBONS-RANCHER SHOWS, T. W. Gibbons, Manager; 8 Temple Court, Auburn, N. Y.**

LOOK! LOOK! LOOK! LOOK! LOOK! LOOK! LOOK! LOOK!

LOOK! LOOK! LOOK! LOOK! LOOK!

LOOK! LOOK! LOOK! LOOK! LOOK!

JACK WEINBERG Announces

16 weeks work to all reliable Concessionaires in New York City, Bronx and Rockaway. Work Sundays.

FIRST SPOT

YOU ALL KNOW THIS ONE

Grand—SPRING CELEBRATION—Gala

UNDER THE AUSPICES OF THE

AMERICAN LEGION

WILLARD A. BALCOM
Post No. 213

14 Days

Including 2—Sundays—2

14 Nights

APRIL 17th TO 30th

(Show Grounds) 167th and 168th Street, Brook and Webster Aves., - - - BRONX, NEW YORK CITY

For Particulars, call, write or wire
JACK WEINBERG
Representative to Committee
1545 BROADWAY
(Gaiety Theatre Bldg.)
ROOM 305, NEW YORK CITY

Proceeds for the Unemployed Ex-Service Men and the Building Fund, Everybody boosting this needy and worthy cause.

500,000 PEOPLE TO DRAW FROM

All Concessions and Merchandise Stores open. Also Cook House and Soft Drinks. Will book a lively Free Act. On account of disappointment will book Merry-Go-Round, Ferris Wheel or Whip or any other Riding Device. For 16 weeks' work in New York City. Remember, you work Sundays.

Act Quick
A Limited Amount of Space
**FIRST COME
FIRST SERVED**
Those with me last season, come and see me

LOOK! LOOK! LOOK! LOOK! LOOK! LOOK! LOOK! LOOK!



WRIGLEY and WOOLWORTH

have demonstrated that the public spend their nickels faster than their dollars—and have capitalized on this knowledge.

Are YOU Getting 100% for YOUR Efforts?

If not, take on a live money maker—that is a proven success—known as the champion nickel getter. Operators all over the country are reporting good business with our E-Z Ball Gum venders. They are strong and attractive and always get big play. Live merchants are glad to have the E-Z Ball Gum venders installed in their store, because it is a fascinating machine and moves their merchandise for CASH quickly.

The E-Z Ball Gum Machine holds 1,200 balls of gum, each with a hole drilled thru the center and a printed number inside. Some numbers give the player from 10 cents to \$3.00 in merchandise, which the merchant supplies from his own stock. Celluloid card indicating winners furnished with each machine.

1,200 NICKELS REALIZED FROM EVERY FILLING

or \$60.00 in cash. Big profit is made by the merchant as well as the operator, making it easy to place the machines in the choicest locations.

Write for prices. Get busy. Now is the time to start making big money with our E-Z machines. Others are doing it, why not you?

We also sell the famous WORLD'S BEST Peanut Machine. Write for prices.

AD-LEE NOVELTY CO. (Not Inc.), 185 N. Michigan Ave., CHICAGO, ILL.

Something New!!

SHOOTSCOPE

(Reg. U. S. Pat. Off.)

Original Penny Pistol Machine.
EVERYBODY TRYS IT!

Wonderful money-maker. Better than target practice machines. Made from metal and copper oxidized, handsomely finished. Last life time. Can be placed anywhere. Coin automatically returned when you hit bull's eye. The SHOOTSCOPE WILL PAY for itself in no time. Everything collected in machines is clear profit. Only one investment. WHY WAIT?—the quicker you have the SHOOTSCOPE working for you, the more money you will make.

SPECIAL PRICE ONLY \$60.00 Complete

Send part cash with order. Pay balance when machine is delivered (C. O. D.).
Information on request
INTERNATIONAL MUTOSCOPE REEL CO.
536-546 West 23rd St., New York City.

OUR BIG DOLL BARGAINS



- 17-inch DOLLS, Wigs and Dress, Dozen.....\$6.00
 - 17-inch DOLLS, Wigs and Dress, with Electric Light, Each.....1.00
 - 17-inch DOLLS, Plain, Dozen.....4.00
 - 13-inch DOLLS, Wig and Dress, Dozen.....4.50
 - 13-inch DOLLS, Wig and Dress, Electric Light, Each......75
 - 13-inch DOLLS, Plain, Dozen.....2.15
- Send for our new Catalog. Have Candlessticks, Book Holders, etc.
- EVANSVILLE DOLL MFG. CO.**
201 Fulton Avenue, Evansville, Indiana.
Phone 6370.

Roberts' United Shows Wants

OPENING APRIL 1

Strong Pit Show. Will give same X. WANT two Hawaiian Musicians, also Dancer. Salary or per cent. Have complete outfit. WANT Show to feature, Dog and Pony or Wild West. Have new outfit for Dog and Pony Show, complete. WILL BOOK any show of merit. All Rides booked except Venetian Swings. Can place same, WANT General Agent and Promoter that can promote something besides bananas. CAN PLACE people in all branches of the Carnival business. This will be a 16-car show, mixing Pairs and Celebrations, opening August 5. WANT fast steppers for Plant. Show. CAN PLACE Concessions of all kinds. Write for prices; they will surprise you. All address

J. STANLEY ROBERTS, St. Johns Hotel, Charleston, S. C.

The Mighty Haag Show

WANTS TRAP DRUMMER, CORNET and TROMBONE

Address **EARL MOSS**, Bandmaster. Big Show Performers and Billposter that can drive car, address **E. HAAG**, Aiken, March 16; Edgefield, 18; Saluda, 20. All South Carolina.

A. B. Miller's Greater Shows

Positively Plays in the Center of

ASHEVILLE, N. C., WEEK OF MARCH 20

Auspices Elks. Can place Concessions of all kinds except Cook House, Juice and Silverware. Want Ten-in-One People and first-class Eli Ferris Wheel Foreman. Address Sumter, S. C., this week.

WANTED AT ONCE

A Real Elephant Man That Can Handle and Train Elephants.
Wire, don't write, **HONEST BILL**, Ada, Okla.



The Simplex Typewriter

A Maine customer wrote: "The Simplex is the handsomest thing I ever saw." An Ohio customer says: "An Ohio customer says: 'The Simplex is the handsomest thing I ever saw.'" Total cost, \$275, cash or C. O. D. Agents wanted. Order now. We thank you. **WARD PUB. CO.**, Tilton, New Hampshire.



THE ORIGINAL JUMBO

Price \$3.75

Send for circular.
MELDRUM & CO.

1357 BAYARD AVENUE, ST. LOUIS, MO.

LATEST DOLL HIT Candy Box Doll



Top of Doll lifts out, with candy concealed in the body. 18 in. high. Beautifully dressed and decorated. A BIG WINNER!
\$19.00 Doz.
Sample \$2.00 prepaid
25% Deposit, Balance C. O. D.
PHILA. DOLL MFG. CO.
324 North 5th Street, Philadelphia, Pa.

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Bimbo Fluid puts a plate of pure silver that is **GUARANTEED ONE (1) YEAR** on brass, copper, nickel, German or Sterling silver. Contains no Grit or Acids. Store and Window Demonstrators. Canvassers, this is a winner. Sample bottle, pre-paid, 25c. Money back on request. **BIMBO QUALITY PRODUCTS**, 244 N. Franklin St., Philadelphia, Pa.

TENTS FOR YOUR FAIR
TO RENT.
M. MAGEE & SON, INC., 138 Fulton St., N. Y. C.

START NOW MONOGRAMMING AUTOS

NO LICENSE—FULL TIME

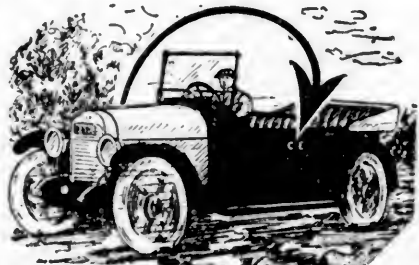
WITH OUR GOLD TRANSFER INITIAL LETTERS

SPARE TIME—NO EXPERIENCE

By using our Gold Transfer Letters YOU, without any previous experience, can letter a car in ten to fifteen minutes, and produce a perfect and satisfactory job. In other words, you can apply six initial letters, three on each side of car, for \$1.50; profit of \$1.40 for yourself; whereas the artist must charge at least \$3.00 or \$4.00 and not give perfect work. He can do two jobs a day, and you can do many. Travel where you like, we will ship you goods. THESE THREE SPECIAL OFFERS ARE ARRANGED SO YOU CAN MAKE A SPECIALTY OF LETTERING AUTOMOBILES, MOTORCYCLES, HAND BAGS, ETC. NOTE WHAT EACH OUTFIT CONTAINS. THE \$5.00 SPECIAL OFFER DOES NOT COME IN A DISPLAY CASE. WE FURNISH A HANDSOME CARRYING CASE WITH THE \$10.00 SPECIAL OFFER.

SPECIAL OFFER NO. 2, \$5.00.

(The \$5.00 Special Offer does not contain a display case.)
 300 Gold Letters, Three of our most popular styles.
 6 Sets of Gold Borders, four borders to match each style of letter.
 5 Small Bottles Cement.
 5 Camel's Hair Brushes, Circulars, etc., etc.
 All packed in a neat box so you can start out immediately to letter automobiles, motorcycles, etc.
YOUR PROFIT, \$77.00.



SPECIAL OFFER NO. 3, \$10.00.

1,000 Gold Letters. Ten of our most popular styles or your selection.
 8 Sets of Gold Borders to match Letters.
 10 Small Bottles Cement.
 10 Small Camel's Hair Brushes.
 Display Board, extra circulars, etc.
 Large Bottle Special Varnish Cement.
 Camel's Hair Brush.
 This size outfit comes in a large, handy display case.
YOUR PROFIT, \$250.00.

NOTE—No goods sent C. O. D. unless accompanied by a deposit of \$2.00 or more. Include 10 cents to cover C. O. D. We pay all other charges. Remit by Post Office or Express Money Order, Certified Check, Special Delivery, or Registered Letter. We prepay all charges if you pay for your goods in advance.

MONOGRAM LETTER CO., Inc., 196 Market St.—Dept. 52, NEWARK, NEW JERSEY

ANNOUNCING SPRING OPENING MAJESTIC EXPOSITION

SHOWS AMERICA'S PREMIER OUT-DOOR ATTRACTIONS

25 CARS OUR OWN TRAIN 25
 5 RIDING DEVICES 5 12 FEATURE ATTRACTIONS 12 2 BRASS BANDS 2

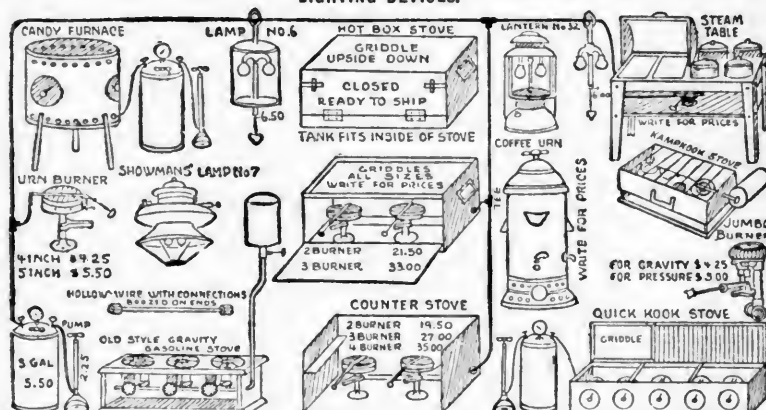
MURPHYSBORO INDUSTRIAL EXPOSITION AND AUTO SHOW
 WEEK APRIL 3-8, MURPHYSBORO, ILLINOIS.

WANTED Would like to hear from one or two real Feature Attractions. Few choice Wheels open. All Grand Stores open. Motor Accessories Agents.

Write or wire NAT NARDER, P. O. Box 145, Murphysboro, Ill.

Waxham Cook House Equipment

HERE IS OUR SHOW WINDOW. JUST TAKE A LOOK AT THE LATEST NEW YORK COOKING AND LIGHTING DEVICES.



For your convenience we have arranged the above illustration, showing lights, stoves, etc., all connected to one tank. A study of this illustration will show you how to order a complete outfit, consisting of tank, pump, hollow wire, necessary connections, etc. Write for our latest bulletin and information on anything in the Cook House line that we have not listed above. When ordering, write name and address plainly, and give instructions whether you want shipment made by parcel post or express. Include extra postage on parcel post shipments. Personal checks cause from three to ten days' delay for collection, therefore we advise that you send cash by registered mail, or remit by express or post office money order. On all orders under \$10.00 remit cash in full. On larger orders, one-fourth deposit is required, balance C. O. D. Remember our motto, "PROMPT SHIPMENTS," and let us have your order today.

WAXHAM LIGHT COMPANY, Dept. 15, 330 West 42nd St., New York City
 Local and Long Distance Phone: Bryant 9298.

MARBLE STATUARY

FOR JOBBERS AND CONCESSIONAIRES



Three Graces, 12½ in. high. Per Dozen... \$12.00
 Secret Fountain, 13 in. high. Per Dozen... 12.00
 Fountain With Flowers, 13 in. high. Per Dozen 22.00
 Gardinere, in pairs, 9½ in. high. Per Dozen Pairs 12.00
 ½ Cash With Order, Balance C. O. D.

IDEAL MARBLE STATUARY CO.
 329 Hudson St., Telephone Spring 1784 New York City

RAJAH RABOID WANTS

FOR HIS BIG MYSTERY SHOW, BOOKED SOLID MORRIS & CASTLE SHOWS. Rajah who can do twenty minutes and talk each trick without pitching. Wife also if married. Two small girls. Scotchman with pipes or drums. to complete Scotch Band; Cartraman. Ticket Sellers, Openers. State lowest salary first letter. Duke Chas. De Kreko Ku Ku. if at liberty, write. RAY BOYD, Miscellaneous Route List, or Morris & Castle Shows, after March 25.

MEN'S COMPOSITION RUBBER BELTS, \$18.00 Per Gross



With silver-plated patented adjustable buckles. No other belt equals the quality of our belt at the price. Buy direct. No delays. Orders are filled same day received. Thousands of satisfied customers on our books. Special inducement to crew organizers. \$3.00 deposit required on each gross order.

OSEROFF BROTHERS
 Factory Distributors of Rubber Products.
 1125-1127 South Main St., AKRON, OHIO.

BOYS, GET A REAL ONE THIS SEASON—RIGHT OR CORN GAME

The concession called Right. If you want top money this season, we have what you want. Game complete consists fifty cards, set of blocks, chart, full instructions, \$10.00. Orders shipped same day received. HAPPY GRAFF, en route Miller Bros.' Shows, Montgomery, Ala., week March 11 to 18.

IN ANSWERING AN AD BEGIN YOUR LETTER WITH "I SAW YOUR AD IN THE BILLBOARD."

KUNKELY TENTS The WORLD'S STANDARD

HIGHEST GRADE CONCESSION TOPS

Khaki or striped. Every size for all purposes. Prompt delivery guaranteed. Prices are right and will be given on application by letter, wire or phone. Send in your specifications. Tell us your requirements. Address

MAX KUNKELY

SHOW TENT DEPARTMENT

252 Pearl Street, New York

PHONE: JOHN 1937

BALLOONS AND NOVELTIES

"ALWAYS SOMETHING NEW"

Line Up With a House of Satisfaction for Your Wants of the Coming Season

A FEW OF OUR SPECIALS FOR CONCESSIONAIRES, STREETMEN, RESORTS, DANCING ACADEMIES AND USERS OF PRIZE PACKAGES

- "KEWPIE BALLOONS," THE NEW CREATION. Dies like the Dying Chicken Balloon.....Price, \$9.00 Per Gross
- "KEWPIE BALLOON WORKERS," Inflates to 24 inches when blown to capacity.....Price, \$1.75 Per Dozen
- "BIG DYING CHICKEN BALLOONS," ASSORTED COLORS. Decorated with Colored Feathers and Glass Eyes. Selling as strong as ever.....Price, \$13.50 Per Gross
- NO. 75—EXTRA HEAVY SEAMLESS GAS BALLOONS, Transparent, in Solid Colors, Red, Blue, Purple and Green. Price per Gross.....\$ 3.75
- NO. 70—EXTRA HEAVY SEAMLESS GAS BALLOONS, same as above. Price per Gross..... 3.50
- NO. 75—EXTRA HEAVY SEAMLESS GAS BALLOONS, Transparent, in Solid Colors, Red, Blue, Purple and Green, printed with Assorted Pictures. Price per Gross..... 4.00
- NO. 70—TWO-COLOR SEAMLESS GAS BALLOON, with Patriotic Design. Price per Gross..... 4.00
- NO. 70—SEAMLESS GAS BALLOONS, Semi-Transparent, in Assorted Colors. Price per Gross..... 2.75
- NO. 60—SEAMLESS GAS BALLOONS, Semi-Transparent, in Assorted Colors. Price per Gross..... 2.50
- NO. 113—EXTRA HEAVY SEAMLESS, TRANSPARENT AIRSHIP BALLOONS, in Assorted Colors, printed with Assorted Pictures. Price per Gross..... 4.00
- NO. 95—LONG SQUAWKING BALLOONS, with White Stems. Price per Gross..... 3.00
- NO. 40 1/2—ROUND SQUAWKING BALLOONS, with White Stems. Price per Gross..... 3.00
- SELECTED BALLOON REED STICKS. Price per Gross..... .40
- HAND BLOWERS, for Blowing Balloons. Price Each..... 4.50
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- LARGE MUSTACHE AND GOATEE (one Set to Envelope). Price per Gross..... 4.00
- PAPER BLOWOUTS. Price per Gross..... 1.00
- TISSUE PAPER BLOWOUTS, Large Size. Price per Gross..... 2.50
- COLORS FEATHER TICKLERS. Price per Hundred..... \$ 1.25
- ASSORTED COLOR CREPE PAPER HATS, in 12 Styles. Price per Gross..... 4.00
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- CRICKETS OR LOCUST SNAPPERS. Price per Gross..... .75
- WHISTLING BALLOONS. Price per Gross..... .90
- WIRE DANGLING DOLLS. Price per Gross..... .90
- CALLIOPHE WHISTLES. Price per Gross..... .90
- CUTIE DOLLS, with Pin. Price per Gross..... .75
- WIRE SPOICRS. Price per Gross..... .90
- 50-LB. SACK ASSORTED COLOR CONFETTI. Price per Sack..... 4.50
- 50-LB SACK SOLID COLOR CONFETTI, in any of the following Colors: Red, Green, Yellow, Blue, Orange or Pink. Price per Sack..... 7.50
- ASSORTED COLOR CONFETTI, in Sanitary Glazed Tubes. Price per Hundred..... 2.50
- ASSORTED COLOR SERPENTINES (50 Packages to 1,000). Price per Thousand..... 2.50

All inquiries answered promptly. No catalog. Terms: One-half cash with order, balance C. O. D.

D. & I. READER Inc.

121 PARK ROW,

Phone: Worth 6092.

NEW YORK CITY.

Boys, Cash in on this Flash



PEN, PENCIL and LETTER OPENER, \$2.35
Boxed

PEN and PENCIL, \$1.90
Boxed

DESK SET, consisting of 14-kt. Gold-Filled, Mounted, Self-Filling Pen, Magazine Pencil and Letter Opener, In gift box. Complete \$2.35

As above, Pen and Pencil only. Boxed as above. Complete \$1.90

FREE 70-hole sales card, taking in \$18.00. Free with each of the above assortments.

25% deposit required on C. O. D. orders. Include postage with remittance for parcel post shipments. Write for new catalog, now on the press.

JACOB HOLTZ, 173 Canal Street, New York. "See Us First."

A Beautiful Knife or Razor and your Sample Outfit given FREE

LIVE-WIRE SALESMEN READ OUR SPECIAL NEW SALES PLAN

You don't have to buy in lots of 50 to get this set—IT'S FREE.

KNIVES AND RAZORS

That Sell at Sight SUPERIOR MADE AND FINISHED.

LARGE NEW LINE OF Beautiful Hand-Colored Art Photos (Not printed copies)

THE SOUTH BEND BRAND

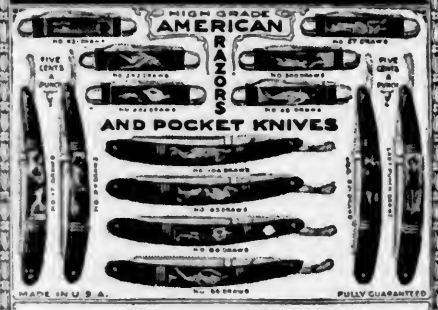
(World Famed) MADE TO LAST. SELL FAST. Knife Makers for 20 Years

THERE IS A REASON You can buy ASSORTMENTS from \$4.00 to \$10.50 each

Don't buy until you see them. Every KNIFE and RAZOR guaranteed. Write today for our BIG CATALOG and prices and SPECIAL NEW SALES PLAN, just out. Prompt shipment made.

SOUTH BEND CUTLERY CO. Manufacturers, SOUTH BEND, (Dept. 26) INDIANA.

THE SOUTH BEND SPECIAL



MADE IN U.S.A. FULLY GUARANTEED

COL. JOHN BRUNEN'S MIGHTY DORIS AND COL. FRANCIS FERARI SHOWS

will go out this year as the most beautiful show in America, and will fulfill all contracts with everyone, as written.

HARRY MOHR, General Manager.

REDUCED PRICES ON ALL MACHINES AND SUPPLIES



Owing to the decreased cost of production and material we are pleased to announce a substantial reduction on the prices of all machines and supplies.

We know all our old friends and customers will be glad to hear this, also the many camera men who have never done business with us before can now begin their season right by sending their orders direct to us.

Our black and white cards made an instantaneous success last year, and if you have not tried them, send an order without delay. Used in any type camera and same developer.

SPECIAL NOTICE—We have this year adapted the Anasigmat F.7.7, and F.6.3, lenses for our cameras which enables you to work late in the evening and on cloudy days. Get in line for one of these cameras and get top money this season

We guarantee superior quality material; lowest prices and prompt service. Send for price list.

BENSON CAMERA CO.
25 Delancey St., New York City

A SMALL "AD", BUT A BIG OFFER

100-Hole Salesboard, with 12 beautiful Art Knives. Eleven of these no wait, the last one by contest. This Board takes in \$14.90 on 1 to 20 cents. Single Board costs only \$5.00. One dozen of these can be put off easier and quicker than a 1,000-Note Board. Remember, 12 Knives to the Board. By ordering a dozen at \$50.00 you realize a larger profit. Use money order and ask about the other 100, 200, etc., assortments. H. T. SCHALCK, 2628 Park Ave., Reading, Pennsylvania.

\$1.00 HIGH GRADE KNIFE

A full size sample of this knife for your own pocket will be sent with any society emblem under the handle or any other kind of design you prefer will be mailed for \$1.00. For 25c extra your name and address put on knife. Size 3 1/4 inches long.

SIDELINE SALESMEN: We want live, aggressive salesmen.

Men who are calling on various lines, men who recognize a real opportunity for substantial extra money for their spare time efforts. Our line of Transparent Handled Pocket Knives opens up possibilities in the advertising specialty field which are new and appealing. Best co-operation; good commission on initial and repeat business paid promptly. Every business man is a possible customer. Get connected with the best side-line ever offered you. Touch the button.



Compliments of The Cairo Pressed Brick Co. Manufacturers of Brick, Tile Roofing, Etc. CAIRO, OHIO.

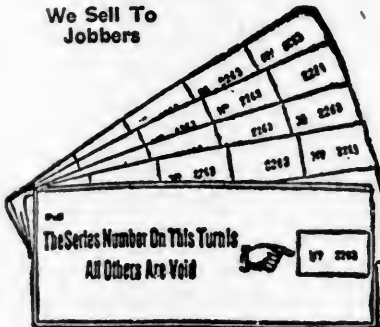
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510 McGregor Avenue, CANTON, OHIO.

LITTLEJOHN'S UNITED SHOWS

OPENING BAINBRIDGE, GA. MARCH TWENTIETH
WANT—Shows and Concessions. Ball Games, \$20.00; Ten-Cent Grind Stores, \$25.00; Wheels, \$35.00. Want capable Advance Agent. Want experienced Help for Merry-Go-Round, Ferris Wheel, Aeroplane Swing. Ozark, Ala., until March 19th. Earl Farmer, wire, THOS. P. LITTLEJOHN, Manager.

**SERIAL
PAPER
PADDLES**

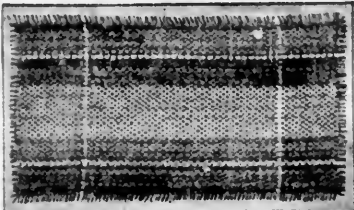
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THE FUR FELT RUG and
FELT PILLOW TOPS**

New and original designs. All colors. Novel, class, wear proof, water and dust proof. Sanitary, washable, reversible. Every rug guaranteed.

SEND TODAY \$2.00 FOR 25x38 INCH SAMPLE.
Special price on quantity orders. Money refunded if not satisfactory.

WISE RUG MILLS,
299 3d Avenue, Brooklyn, N. Y.

HERE IT IS AT LAST



**WOOD PULP
UNBREAKABLE
LAMP DOLL**

The Best Seller of the Season.

**A REAL
MONEY MAKER**

Agents wanted in all towns. Send for price list and territory.

Sample, \$3.00
\$30.00 Dozen

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

PHILA. DOLL MFG. CO.

324 North 5th St., Philadelphia, Pa.

We Wish To Announce

to the trade for the coming season that we are equipped with the largest and finest stock of Novelties, Balloons, Whips, Canes and Dolls. In fact everything for the concessionaires. Watch for the announcement of our latest catalogue.

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WANTED CARNIVAL COMPANY

for the Big 1922 Day and Night Fair at Manchester, Ohio. A live town of two thousand people, surrounded by a sport-loving country. Grounds located in the city limits. On good streets. I want to sell the entire ground privilege and will try to arrange dates to suit the purchaser. Act quick, as I want to announce the dates by April 1, 1922. Write to DR. W. C. McCORMICK, Manchester, Ohio, Owner and Manager.



FOR THE SEASON OF 1922

we offer you a full line of Mama Dolls in four sizes and Novelty Unbreakable Dolls, from 9 to 24 inches high, in a wide variety of styles and colors.

ALL FOR \$10.00

- One Mama Doll
- Two Pollyanna Dolls
- One 14-in. Unbreakable
- One 16-in. Unbreakable
- Two 18-in. Unbreakable
- Two different Dresses
- One 22-in. Unbreakable
- One 24-in. Unbreakable

All completely dressed to the last detail. A wonderful line. If you mean business, send your \$10.00 today and get this assortment. Will be shipped same day as we receive your order.

Special Prices to Jobbers

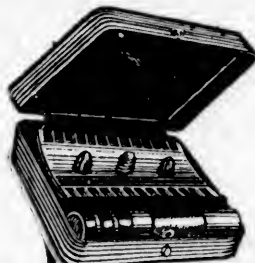
E. GOLDBERGER

We manufacture a full line of Novelty Unbreakable Dolls, Mama Dolls and Pollyanna Dolls. Capacity, 5,000 per day.

465-467 West Broadway, - - New York City
Local and Long Distance Phone: Spring 5178.



102—Mechanical Nurse Doll. She rocks the baby in her arms. Dozen \$39.00. Sample, Postpaid, \$3.50.



640—Imported Safety Razor, in nickel velvet lined case. Dozen \$2.50
641—Same as above, in larger size, with Blade. Dozen \$3.60
642—Same as 641, only slightly smaller, without Blade, Dozen \$3.00
320—Same as above, in paper box. Dozen \$2.00



Lifelike Jumping Rabbits, made of real fur. Doz. \$4.00
Lifelike Jumping Dogs, made of real fur. Doz. \$4.00



6977—Glass Butter Dish, with silver Sheffield Plate Top. Dozen \$10.50



104—Mechanical Doll "Lena From Palestine." She plays the guitar and does the shimmy at the same time. The most wonderful mechanical doll ever invented. Doz. \$45.00. Sample, Postpaid, \$4.00.



912—Japanese Handy Boxes, sets of five, beautifully decorated, assorted colors and designs. Doz. \$21.00
Sample Set, Postpaid, \$2.00
908—Same as above, in sets of two. Doz. \$12.00
Sample Set, Postpaid, \$1.25



842—Shopping Bag, 12x15 inches, imitation leather, with beautiful bird design. Doz. \$9.00
678—Exactly as above, in real leather. Doz. \$14.00
926—Combination Hand Bag and Shopping Bag, made of real leather, in alligator and spider grain. Assorted colors. Doz. \$10.20
7009—Same as above, in imitation black leather. Doz. \$3.75
3829—Brown Alligator Leather Shopping Bag. Doz. \$7.50
7005—Black Imitation Leather Shopping Bag, 3 1/2 x 10 inches. Doz. \$2.00
7004—Black Imitation Leather Shopping Bag, 10x17 inches. Doz. \$7.00
1900—Black Imitation Leather Shopping Bag, 12x12 inches, excellently made. Doz. \$7.00

22 Cal., 4-Shot Browne Automatic. Each \$3.75
25 Cal., 7-Shot Model Automatic. Each \$6.00
25 Cal., 8-Shot German Ortgies. Each \$6.50
32 Cal., 9-Shot German Ortgies. Each \$7.00
25 Cal., 9-Shot German Mausers. Each \$10.50
32 Cal., 10-Shot German Mausers. Each \$11.50
30 Cal., German Lugar, Repeating Officer's Revolver. Each \$16.00

**NEW
CARNIVAL
DOLLS**

- 5/8-16-inch Wiggled Kewpie, Silk Dresses, Bloomers, Curly, etc. Doz. \$8.50
 - 18/15-18-inch Wiggled Kewpie, Curly, Tinsel and Marabou Dresses, Wire Hoop Skirts. Doz. \$12.00
 - 21/19-21-inch Wiggled Kewpie, Curly, Satin Dresses, trimmed with Tinsel, Hoop Skirts. Doz. \$15.00
 - 24/42-24-inch Wiggled Kewpie, Silk Dresses, trimmed with Tinsel and Marabou, Curly, Hoop Skirts. Doz. \$24.00
 - 1904-27-inch Mama Dolls, walk and talk. Doz. \$27.00
 - 5131—Horsman Romper Chubby Dolls, walk and talk. Doz. \$27.00
 - 6310—Fancy Metal Girdles, Doz. \$4.00
 - 6312—Fancy Metal Girdles, Doz. \$6.00
 - 625—Fancy Metal Girdles, Doz. \$7.50
 - 973—Fancy Metal Girdles, Doz. \$7.50
 - 975—Fancy Metal Girdles, Doz. \$10.00
- These Metal Girdles, or Ladies' Fancy Belts, are meeting with tremendous success.

- 021-26-Piece Rogers Nickel Silver Set \$2.90
- 022—As above, in cheap paper display box \$3.40
- 023—As above, in leatherette display box \$3.50
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DEATHS

In the Profession

ALLEN—Florrie, widow of the late Frank Cohn, of the Church City Four, died of accidental poisoning in Miami, Fla., March 2.

BISSELL—Mary Seymour, church soloist and teacher of singing, died March 12 at Hartford, Conn. She was formerly soprano soloist at the Broadway Tabernacle and Fifth Avenue Baptist Church, New York City.

BOUTE—George, colored, of the team of Boutte and Carter, died in Buffalo, N. Y., March 2.

BOWERS—Edward, veteran vaudeville and musical comedy actor, died February 28 of double pneumonia. Mr. Bowers with Billy Grace played in vaudeville houses throughout the country. He next became a member of the Columbia Four, composed of Crawford, Prescott, Clayton and Bowers. Then he joined Dixon, Bowers and Dixon and finally Bowers, Walters and Crocker. In the latter company the deceased toured the United States, Germany, France, England and Australia. His last engagement was with Al Johnson's "Sinbad" Company, in 1916 and '17.

BRUENING—Hans, 53, founder of the Wisconsin College of Music, Milwaukee, and composer of many classical songs, died March 6, at his home, 512 Menlo Boulevard, Milwaukee, following an illness of two weeks. Mr. Bruening was born in Germany in 1869 and studied music in Berlin. He went to Milwaukee in 1894 and founded the college which he directed until his death. One of his best known songs was "Old Pardon", a widely circulated piano composition. He leaves a widow and a brother and sister, who still live in Germany. Funeral services were conducted March 9 from the Forest Home Chapel, Milwaukee, and interment was in Forest Home Cemetery.

BRUNEN—John T., owner and manager of the Mighty Doris-Ferris Shows, was shot and instantly killed while sitting near a window at his home in Riverside, N. J., on the evening of March 10. Reported details on the death of Mr. Brunen appear on page 21, this edition. A brief biographical sketch and further data will appear in these columns next week.

CLARK—Mrs. Grace Gayler, who played for five years in "Shore Acres", died March 8 at her residence in New Rochelle, N. Y. Mrs. Clark was born in New York City, the daughter of Charles Gayler, playwright, and Grace Christian Gayler, actress. She was one of the founders of the Century Theater Club of New York, and at the time of her death was honorary president.

IN MEMORY OF SERGEANT JERRY CLAYTON, Killed in Action August 12, 1918, in France. Late of Ringling Brothers' Circus. In Lite. in Death. O. Lord, Abide With Me. H. M. N.

COLLINS—Billy, known among outdoor showfolks as the "Banjo King," of the team of Collins and Island, died in Chicago February 23.

CULP—William H., colored, a former member of the Standard Quartet and of the Dudley "Smart Set" show for several years, died of pneumonia, in the Cook County Hospital, Chicago, February 27. Interment was in Greenwood Cemetery, Chicago.

DAGGETT—Mrs. Mary Stewart, novelist and playwright, died March 9 at her home near Pasadena, Cal., aged 66. She wrote "The Broad Isle," "The Higher Court" and "The Yellow Angel."

DAWSON—Ben H., 48, veteran vaudeville artist, who for 25 or more years had played the Keith, Orpheum and other circuits, died at a hospital in Los Angeles March 4. He had for a long time been a member of the team of LeMaire and Dawson. His last appearance was in a recent production of the "Passing Show." For a few months prior to his demise Mr. Dawson had been writing titles for a Los Angeles film company while recuperating from an operation. The funeral services were held under the auspices of the N. V. A. The remains were cremated at the Los Angeles Crematory. He leaves his father, Alex Dawson, of Tennessee.

DEFOE—Louis V., for more than twenty years dramatic critic of The New York World, died March 13 of pneumonia. Just five days prior to his demise Mr. Defoe, with his wife, attended the opening of a new Broadway production. He wrote his criticism the same night and the next day both he and his wife were taken to a hospital suffering from influenza. Mr. Defoe was born in Adrian, Mich., July 28, 1863. He was graduated from the University of Michigan in 1891 and went to The Chicago Tribune, of which he became Sunday editor. He joined The New York World in 1896 to write of the theater. He was a member of the Sigma Phi and the Phi Beta Kappa.

EARL—Azbory, colored, brother of Earl, of the vaudeville team, Earl and Lazzo, was killed by a Southern Railroad switch engine at Douthan, Ala., February 28.

ELDON—Berney (Marquis), 62, died at St. Joseph's Hospital, Omaha, Neb., February 24 of heart disease. He had toured the principal cities of the South some years ago with the late Yellow Stone Kit Company. During recent years he played falls with Joseph Ardo, known as Ardo and Eldon. The remains were shipped to Louisville, Ky., and were interred in Cave Hill Cemetery February 28.

GLASER—Mrs. Nellie V., mother of Vaughn Glaser, actor and producer of stock companies, died at her home in Detroit last week. Funeral services were held in Cleveland, where the deceased formerly resided and was known to many. March 7, with interment in Lake View Cemetery.

IN MEMORY OF OUR FRIEND, JOLLY ALMA (SEIM) Who Died March 15, 1921. MR. AND MRS. H. W. McGEARY.

HARRINGTON—Ernest, 43, for 12 years a musician with the Ringling Brothers' Circus and for five years with the Al G. Field M-n-streets, died in a hospital in Little Rock, Ark., February 27. He was a member of the musicians' union. His home was in Macon, Ga. He is survived by one brother, J. H. Harrington, of Macon; two sisters, Mrs. W. C. Gaylor, of Macon, and Mrs. Irene Beasley, of Cincinnati. Funeral services were held in Little Rock and interment was in Oakland Cemetery.

HATHAWAY—Frank, 38, husband of Lettie Hathaway, died in a sanitarium at Akron, O., March 9. The Hathaways were with Jack Kohler's Associated Players and Frank was with the company at Mineral City March 2 when he was taken sick and had to be removed to a hospital. Mrs. Hathaway was with her husband to the end. He left his widow \$6,000 in cash and \$1,000 insurance. The remains were shipped to Massachusetts, the home of Kohler's parents.

HOEY—Charley, for more than thirty years a vaudeville actor, died in Bellevue Hospital, New York, March 9, from cerebral hemorrhage. He had been a member of the team of Hoey & Lee. For some time before his death his health had been poor.

HULME—Mrs., the mother of Will (Sport) Zeno, of the vaudeville team, Zeno, Moll and Carl, died at her home in Saginaw, Mich., last week. Mr. Zeno has been in the profession for a score of more years, was formerly connected with the Walter L. Main Show and is widely known both in indoor and outdoor amusement circles.

JACKSON—Jeff, colored, known as "Prince Congo", died at the General Hospital, Ottawa, Can., March 2, following an operation. He was known among circus and carnival people.

LIVINGSTONE—Capt. Harry, who succeeded James T. Moxley as manager of the Regent

brothers and one sister. The oldest brother is known professionally as "Mysterious" Grant. "Queen" Roselle was with her sister during the last three weeks of her life. Interment was in Woodlawn Cemetery, Boise.

NEAL—Carl, of Neal's "Persian Dolls," which he closed about a month ago, died at the Grady Hospital, Atlanta, Ga., recently, from congestion of the lungs. He leaves his widow and several small children. Mr. Neal's home was in Indiana. Interment was in an Atlanta cemetery.

NICHOLL—Hosace Wadham, prominent composer of choir, organ and orchestral music, died in New York City March 10 at the age of 74.

PRATT—Nicholas W., 43 years old, well known in theatrical circles, died in Minneapolis March 8 of pneumonia.

ROBIE—Louis, prominent in this country as an actor and playwright, died in the Radium Institute Hospital, 203 W. Seventieth street, New York, March 6, of heart failure superinduced by a severe attack of asthma. Mr. Robie was born in New Orleans in 1854. His home was in Oradell, N. J., but he spent the greater part of his time in New York. He was active in burlesque productions and presentations for many years, having controlled "The Bobemians," "The Knickerbockers," and, in association with J. Herbert Mack, "The World Beaters." He retired from burlesque activities several years ago, having turned his franchise on the Columbia Circuit over to Jacobs & Jenson, who have been paying him royalties that enabled him to live in comfort until the time of his death. His wife died about a year ago. Mr. Robie was a member of the New York Lodge, No. 1, B. P. O. E.; The Friars, Chancellor Walworth Lodge, F. and A. M.; Zion Chapter, R. A. Masons; Columbia Commandery, Knights Templars, and Mecca Temple of the Mystic Shrine. He leaves two sons, a granddaughter and one brother. Funeral services were conducted in the lodge room of the Elks, No. 1, New York, March 9.

RUSSELL—Eola May, 19, youngest niece of Grace M. Russell, of the Omaha Theatrical Agency, Omaha, Neb., died suddenly in New Orleans two weeks ago. The deceased was one

MARRIAGES

In the Profession

ARCHIBALD-VARESI—John Gordon Archibald, prominent attorney of London, England, and Glida Varesi, starring in "Enter Madame," in that city, were married Saturday morning, March 11, in London. Miss Varesi played the matinee and evening show afterwards. She first met Mr. Archibald when she appeared in London in a stage production during the fall of 1915.

BARGER-GOSNELL—Eddie Barger, of South Newwood, O., brother of Willard Barger, last season in "The Aquittal," and Evelyn Gosnell, of Sparta, Ill., playing a leading role in "Ladies' Night," were married in the Municipal Building, New York, recently. The bride will continue her stage work.

BAWDEN—Ray Bawden, for the past nine years in the commercial photography business in Davenport, Ia., and who has been doing considerable work for carnival companies, and a young lady whose maiden name is unknown to The Billboard, were married recently.

BOAS-HAAS—Max Boas, business man of Seattle, Wash., and Faith Hope Haas, film actress, known professionally as Faith Hope, were married recently. Mrs. Boas is the sister of Manager Haas, of Clune's Broadway Theater in Los Angeles. It is understood she will retire from the movies.

CRALL-GROVES—Frank Crall, manager of the Hippodrome and Temple theaters, Newport, Ky., and Mrs. Mabel Hannes Groves, of Newport, were secretly married in Dayton, O., February 28, it was announced last week.

FULGHAM-DARE—Guy Fulgham, of Los Angeles, and Daphne Dare, formerly a star of "Fio-Fio" and other Hammerstein plays, were married in Santa Ana, Cal., recently.

JOHNSON-PRICE—Arthur Johnson, vaudeville motorcycle rider with the Johnny J. Jones Exposition, and Anna Price, non-professional, were married in Daytona, Fla., March 4.

KIMBALL-WHITAKER—Edward M. Kimball, father of Clara Kimball Young, noted screen star, and himself prominent in the motion picture industry, and Mrs. Alysse Hunt Whitaker, novelist and war correspondent and for a year on the editorial staff of the Golden Film Company, were married in Ventura, Cal., February 14. Mr. Kimball, previous to entering the movies, was an artist of established reputation on the legitimate stage.

RICHARDSON-STONE—Jack Richardson, who has been featured in a number of popular films, and Florence Stone, well-known actress who has appeared in several stock companies in Los Angeles, were married March 1 at the home of Mr. and Mrs. Frank McDonald, 1453 S. Norton avenue, Los Angeles.

RODKE-CHEESING—Fred Rodke, of Detroit, and Victoria Cheesing, last season with the "Whirl of Mirth" Company, an American Wheel show, were married in Detroit February 25. Mr. and Mrs. Rodke will reside in Detroit.

SAVAGE-MITCHELL—Robert Savage, son of the late John A. Savage, steel manufacturer of Duluth, Minn., and Geneva Mitchell, in the chorus of the "Midnight Frolic," were married March 4 at Milford, Conn. The groom is 20 and the bride 17 years old.

SMITH-FAGAN—"Rube" Smith, of Los Angeles, and Blanche Fagan, daughter of "Noodle" Fagan, widely known vaudeville actor, were married in Los Angeles two weeks ago. Blanche has been appearing with her father in vaudeville.

COMING MARRIAGES

In the Profession

Mlle. Liane Held, generally recognized as the most beautiful girl on the Austrian stage, and a widely known film star, is engaged to marry a Captain Rogers, of London, England. John Harron, picture actor and brother of the late Robert Harron, and Marjorie Daw, also prominent in pictures, have announced their forthcoming marriage.

DIVORCES

In the Profession

Kaspar G. Schmidt, son of a wealthy Chicago realtor and an officer of the navy during the late war, was granted a divorce in Chicago a few days ago from Martha Mansfield. Miss Mansfield is a famous stage and screen beauty. They were married in 1918. Mrs. Winifred Sipe, known professionally as Winifred St. Clair, was granted a divorce March 4, in Trenton, N. J., from Earl D. Sipe, on the grounds of cruelty.

BIRTHS

To Members of the Profession

To Mr. and Mrs. Harley Sadler, at Cameron, Tex., March 10, an 8 1/2-pound daughter, christened Gloria Louise (Billie). Mr. Sadler is well known in stock and repertoire circles and is at present manager of Brunk's Comedians, No. 3 show.

To Mr. and Mrs. Newman, of the team of Newman and Wynne, English artists on the Fuller Circuit, a daughter recently, in Sydney, Australia.

To Mr. and Mrs. C. Don Triplett, at their home in New York City, an 8 1/2-pound son. To Mr. and Mrs. Paul Gould, of New York City, a son, recently. Mrs. Gould is the daughter of Lewis Hiasse, manager of the Atlanta Theater, Atlanta, Ga.

To Mr. and Mrs. J. Waltham, a son, Clifford Brandly Waltham, at the Allegheny General Hospital, Pittsburgh, Pa., March 2. Mrs. Waltham is a pianist, known as Lydia Waltham.

To Mr. and Mrs. Ray Shannon, at the Good Samaritan Hospital, Cincinnati, March 4, an 8 1/2-pound son, christened Ray Jr. Ray and Norma Shannon, for three seasons previous to the current one, were with "Follies of the Day," in which Tommy (Bozo) Snyder was featured. They have been appearing in vaudeville this season. Congratulatory telegrams

HARRY KELLAR

Harry Kellar, whose prowess as an all-round conjurer had gained for him world renown, is dead. The dean of magicians passed away at his home, 400 S. Ardmore avenue, Los Angeles, March 10, from pulmonary hemorrhage, superinduced by influenza. He had been in ill-health for about two years and was seriously ailing the past several months. His niece, Mrs. Katherine M. Buck, was at his side when the summons came.

Harry Kellar was born in Erie, Pa., July 11, 1849, and graduated from the Painesville High School in 1866. He married Eva Medley, of Melbourne, Australia, at Kalamazoo, Mich., November 1, 1887. She died some time ago. When but a young man he was assistant to "Fakir of Ava," the magician. In 1867 he became business manager for the Davenport Brothers, spirit mediums. From 1871-'73 he toured with Fay, as Fay and Kellar, thru South America and Mexico. In South America, Africa, Australia, India, China, the Philippine Islands and Japan he appeared with Ling Look and Yamadura, under the title of Kellar, Ling Look and Yamadura, Royal Illusionists. Then he joined J. H. Cunard, as Kellar and Cunard, and traveled with him for five years thru India, Burmah, Siam, Java, Persia, Asia Minor, Egypt and Mediterranean ports. Since 1884 he performed in practically every city in the United States.

In 1907 and 1908 Howard Thurston appeared with him, and it was with Thurston that the deceased made his final appearance in Ford's Opera House, Baltimore, in 1908. Thurston has since come into, if not all, at least a great part of the thaumaturgic prestige which Harry Kellar enjoyed for so long a time. Following his retirement he moved to Los Angeles, and there remained until his death.

Many of the best magic features used on the stage today were originated by Kellar. He was a master of illusions. His ability to carry out the minutest details of an illusion perfectly was responsible for the success he enjoyed in perfecting many tricks. Levitation was crude until Kellar took hold of it. He originated the "Spirit Cabinet," "Oh," "Triple Illusion," "Blue Room" and "Knight's Tour," the last named a mind-reading effect. His "Princess Karnac" illusion was one of the greatest of its kind ever attempted.

Too much in appreciation of the accomplishments of this master magician can not be voiced. Kellar was greatly responsible for elevating magic to its present state of efficiency and degree of popularity. His passing is mourned not only by magicians, but by thousands of nonprofessionals throughout the world, who knew him as a kind, courageous gentleman.

Theater, Ottawa, Can., died in an Ottawa hospital of pleuro-pneumonia, after a three days' illness, March 9. Captain Livingstone received his military commission on the field of battle with decorations. He was a native of Australia and leaves his widow and her parents, the latter of London, Ont. Funeral services were held March 10 under the auspices of the Ottawa War Veterans. The remains were shipped to London, where they were interred with full military honors. The Ottawa branch of the Theater Managers' Association passed a resolution of sympathy. Among the managers who attended the funeral were Harry Bronce, William Brooker, John Smees, Harold Vance, P. J. Nolan, J. McDonald, William McLaughlin, Journal editor; M. D. LaRose, of the Dalton Players; the Ottawa Billboard representative and other professional people.

MEAD—Corliss, 61, of Windom, Minn., died after a brief illness at the home of his son, George, a few days ago. The deceased was a Civil War veteran and president of the Old Settlers' Association. He was owner and manager of the Garrick Opera House at Windom for nearly thirty years, until it was dismantled last summer.

MERTZ—Mrs. Mariah Elizabeth, at one time a famous midget and reputed to be one of the smallest women in the world, died at the home of Mr. and Mrs. A. L. Jones in Salisbury, N. C., March 7. She was 70 years old. Mrs. Mertz, previous to her marriage, was Miss Mariah Nail. For a time she toured with the Barnum & Bailey, Adam Forepaugh and John Robinson circuses. Her husband, Major John Mertz, whom she met while traveling, was also a famous midget. A number of years ago they settled in Salisbury, where both were immensely popular. Besides her husband, Mrs. Mertz leaves one sister and one brother. The parents and all the brothers and sisters of the deceased were of normal size, while Mrs. Mertz was 36 inches high and weighed 48 pounds.

MUNSON—Mrs. Cora, only sister of Roselle and Hsacena, of the Lawrence Stock Company, died in Boise, Id., February 23, after an illness of three months. She leaves her husband, four

of the "Original Minstrel Maids," and played extensively in the West with her aunt's company. Grace M. Russell went to New Orleans immediately after hearing the sad news.

SCHAEFER—J. H., better known among carnival troupers and pitchmen as the "Little Prince," died in Florida two weeks ago. Funeral services were held from his home, 2178 Vilas Place, Chicago, March 5. He leaves his mother, two sisters and two brothers.

IN MEMORY OF OUR FRIEND, JOLLY ALMA (SEIM) Who Died March 15, 1921. MR. & MRS. GEO. ROGERS, Venice, Cal.

SILLIMAN—Robert, father of G. Walter Silliman, juvenile and light comedian and known in the repertoire field, died at Ashland, Pa., March 5, at the age of 74. He leaves his widow and two sons. Mr. Silliman was born in London, England, and came to this country when he was 21 years old. Years ago he was a singer of ability.

WESSELS—George F., 85, a retired member of the Apollo Musical and Mendelssohn clubs, died March 9 in Chicago. Three sons survive, one, Frederick J., business manager of the Chicago Symphony Orchestra.

WILSON—John Fleming, author, editor and scenario writer, died at his home in Venice, Cal., March 4, from burns received the previous day. Mr. Wilson wrote many popular novels, was prominent in newspaper circles on the West Coast and wrote a number of film scenarios, most of which were tales of the sea. He was a graduate of Princeton University. He served for three years in the world war and received injuries from which he never fully recovered.

A communication from R. M. Durdy, secretary of the Loyal Order of Moose Lodge at Havana, Ill., advises that the Siegrist & Sillion Shows have been contracted by Havana Lodge No. 1421 for its May Festival at Havana, week starting May 22.

MARIO LAURENTI

Mario Laurenti, the noted baritone of the Metropolitan Opera Company, died in the New York City Eye and Ear Hospital Tuesday morning, February 7. A week prior to his death he appeared in a concert in Syracuse, when he contracted a cold which developed an abscess in one of his ears. He went to New York, where his condition became so serious he was taken to the hospital, where his physician found him to be suffering from spinal meningitis. An operation was performed Monday, but he failed to rally.

The singer was born in Verona, Italy, thirty years ago, and came to America at the age of 23. His name in private life was Luigi Cavasini. He was a baritone of more than ordinary ability, of whom those conversant with things operatic predicted great achievements. He joined the Metropolitan shortly after arriving in this country, and it was not long before he was singing parts like Silvio in "Pagliacci" and De Bretigney in "Mañana." The current season marked his first appearance in important roles. This season he was seen in the roles of Valentin in "Faust" and the two new parts of Pierrot in "Die Tote Stadt." He also appeared in "Carmen," "Zaza" and "Andre Chénier."

He is survived by his widow and one son. Funeral services were held March 9 at Frank E. Campbell's Funeral Church, 68th street and Broadway, New York.

have been received by the Shannons from their many friends and Mr. Snyder started a bank account for Little Ray, Jr., in the shape of a five-dollar gold piece.

To Mr. and Mrs. Walter H. Scribner, February 19, in Lexington, Ky., a daughter, who has been christened Martha Louise. Mr. Scribner is musical director of the Ben All Theater, Lexington, and Mrs. Scribner was formerly pianist in the Ben All Orchestra.

ST. LOUIS

ALLEN H. CENTER
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St. Louis, March 9.—Milton Schwarzwald, an old Chicago friend of the writer's, is directing the Santos and Hayes Review at the Orpheum this week. MIT is affiliated with M. N. Moore and Macklin Megley, and Harry Weher of New York not only writes the music for all of their reviews and acts but superintends the staging as well. He is the writer of "Honey-moon Town" and "Florabella." "Give Me All You Have" is one of his popular sellers that was played by orchestras and pianists from Coast to Coast.

J. Rosenthal reports that he will be with the Majestic Shows with three concessions.

The St. Louis Chapter, of the Society of American Magicians, is giving a banquet for Thurston tonight at the American Hotel.

Mrs. B. A. Shepherd was a caller at The Billboard office and is very anxious to get in touch with Mr. Shepherd.

Prince Manly will have the side show on the Clark & Shropshire Shows, which will open at Montgomery, Ala., March 13.

It is rumored here that the celebrated clown, "By Gosh," has deserted St. Louis as a head quarters and in partnership with Edna Haley, a well-known vaudeville singer, will open a theatrical exchange in Evanville, Ind., looking into the amusement business in general. "By Gosh" is now personally representing several theatrical interests and is a personal representative for several fair attractions including Hollinsworth's Challenge Band of 20 pieces, Collins' Jazz Orchestra and several vaudeville acts, besides his home talent novelties. Miss Edna Haley is leading club and vaudeville acts.

The Reid & Yemm Circuit of theaters has recently opened a beautiful new \$50,000 theater at Marion, Ill. Feature pictures will be the policy.

The Tom Thumb Midgets, managed by Sam Houston, recently closed a successful tour of the Reid & Yemm Circuit.

Raffles, the well-known escape artist and handcut king, is presenting "Sawing Thru a Woman" in the St. Louis and suburban theaters.

The dates for the Benton, Ill., fair have been set for September 5, 6, 7 and 8, and E. B. Nolan, the secretary, is full of enthusiasm and determination to maintain Benton's reputation, "Egypt's Finest." This is one of the dates booked by the hustler "By Gosh."

Plasterer Bros.' Entertainers are playing independent dates in Southern Illinois. They carry five people and offer a musical program including violin, banjo, guitar, mandolin and whole specialties featuring the blackface comedian Tom Morin.

Curtis Shankland Stock Company is pleasing the Southern Illinois theater patrons and meeting with its usual success.

Ben Wilkes Stock Company is rehearsing at Alhambra, Ill., the home of Ben Wilkes. The company opens under canvas in Alhambra the last week in April.

KANSAS CITY

IRENE SHELLEY,
417 Dwight Bldg., s.w. 10th and Baltimore Ave.
Phones: Buil, 3403 Main; Home, 3403 Harrison.

The men folk of the Heart of America Showman's Club are to have a big affair of their own. It will be the second annual St. Pat's Masquerade Ball and will be held Saturday evening, March 18, in the hall room of the Coates House. This was originally scheduled for the "Green" evening, March 17, but on account of a big Masonic dance to be held that date it was decided by the club to give the ball on Saturday. Invitations are being sent to showmen everywhere. While the purpose of the

dance will be a jolly masquerade, still a formal masquerade will not be a requisite, and any costume and a mask and a ticket will gain the wearer admittance.

Arthur T. Brainerd, manager of the Great Patterson Shows, and Felice Bernardi, owner of the Bernardi Dominion Exposition Shows, made a little trip to the winter quarters of the Great Patterson Shows in Paola, Kan., March 7, and both report everything lovely there and much progress being made.

Dan MacGugin, treasurer of the Siegrist & Silbon Shows, is about the only one of these shows that is seen around the Coates House any more, as the rest have all moved to winter quarters in Kansas City, Kan.

Ed Silbon of the Siegrist & Silbon Shows arrived in the city March 1 and after a few days around the Coates House went to the winter quarters.

"Peggy" Poole arrived in town the last of February and was a very welcome caller at our office. He says that while heretofore he has been kept busy "dodging the suckers, he is now busy dodging the saws." By this he means he has the illusion "Sawing a Woman in Three Parts" and is taking it on a tour of Kansas.

Claude Cooley, last season with the Sells-Floto Circus, is sojourning a while in Kansas City.

George Lauerman, the successful manager of Riverview Park, Chicago, was a Kansas City visitor March 3. Mr. Lauerman was here on his way from Los Angeles, where he has been spending the greater part of the winter, to his home in Chicago, and stopped over for a visit with C. W. Parker at Leavenworth.

C. H. Vodden, connected with the Colorado Coaster Company, of Denver, has been here this winter installing a new coaster at Electric Park. He will be in charge of this coaster this summer.

Nell Burros, with the Great Patterson Shows last season, is another very welcome addition to our show colony. Miss Burros has been spending the winter in California, Arizona and New Mexico. She will again be with the Great Patterson Shows.

Mrs. Anna Schoemer, mother of Mrs. J. M. Sullivan, who has been spending the winter here with her daughter and son-in-law, J. M. Sullivan, treasurer of the Heart of America Showman's Club, left March 8 for her home in Cincinnati.

TEMPORARY OPENING

Of the Rides of Dallas Fair Park

Dallas, Tex., March 8.—With scores of mechanics on the north side of State Fair Park, and as many at work on the south side of the reservation, showdom has been a revelation to resident Texans this winter. When Wortham's World's Best Shows took quarters for the winter they chose the stock pavilions at the north so they would not interfere with the permanent rides M. Wortham has installed on the other side of the race track. There being nearly a mile between camps the workers in the two arms had little time for visiting.

The permanent rides, seven in number, will make their temporary opening in the fair grounds Saturday, March 18. The temporary opening will run for eight days to give Dallas a chance to really see what improvements have been made. The rides, in order as they come along the midway, are: The Carry-Us-All, the Scenic Railway, the Seaplanes, the Whip, the Old Mill, the Palace of Mirth and the Figure Eight.

With two crews of experts now on the grounds Clarence A. Wortham is assured that no trouble will develop in his new wonderful park. Dallas is looking forward to the opening of the temporary season with pleasurable anticipation. The regular season of Wortham's World's Greatest Shows will open in State Fair Park March 15, for a run of nine days.—BEVERLY WHITE.

FAVOR JURY CENSORSHIP PLAN

(Continued from page 21)

seriously accused of being salacious, but no juror shall pass upon more than one play. The jurors are to consider, first, whether parts of the play are objectionable from the point of view of public morals; second, whether the play is objectionable as a whole. Condemnation wholly or in part will require nine adverse votes out of the twelve.

Agreed to by Contract

If the verdict is against the play as a whole the producer will withdraw it once. If only parts offend, the producer will have a week to make changes. Then the same jury will attend the play again and give its verdict. The producer, the actors and the author agree to abide by the verdict, whatever it is. To give force to the agreement it will be written

into the contracts made by producers with actors and playwrights.

At a meeting in the rooms of the American Dramatists, 14 West Forty-fifth street, the Authors' League of America was represented by Jesse Lynch Williams, president; Channing Pollock, vice-president, and Leroy Scott; the American Dramatists by Owen Davis, president; Eugene Buck and George Creel; the Actors' Equity Association by John Emerson, president; Frank Gillmore, executive secretary, and John W. Cope; the Producing Managers Association by William A. Brady, Charles Colburn and Winthrop Ames; John S. Sumner, head of the Society for the Suppression of Commercialized Vice, was there with Mrs. Glover as representative of the Better Public Shows Movement, which takes in thirty-seven organizations, including the Y. M. C. A., Y. W. C. A. and Girl Scouts. For the Drama League there were Cranston Benton and Mrs. Cadden.

After the meeting Channing Pollock said that all the elements represented believed "political censorship to be impossible without destroying whatever is finest in the theater."

As Mr. Pollock outlined the program the 300 men and women constituting the jury panel are to be nominated by members of a joint committee representing the theatrical interests on the one hand and the Better Public Shows Movement and the city administration on the other. Each side is to nominate 150 candidates. Persons having any official or financial connection with the theater or with any so-called reform movement are ineligible.

Challenges To Be Allowed

The jury system goes into operation at the initiative of the city officers whenever complaints against a play have been made in such number or character as would ordinarily bring about an investigation by the city. After the twelve persons chosen as jurors have passed upon a play they will be excused from further service, and if another play is on the rack another jury will be selected. Each of the two selecting sides—the theatrical interests and the public—will have two peremptory challenges in the selection of each jury. No one will be permitted to argue or plead before a jury; it will arrive at its verdict without outside suggestion.

Mr. Pollock said: "In every contract between actors and managers, to be enforced by the Actors' Equity Association and the Producing Managers' Association, and between the managers and the authors, all of these will agree in advance to abide by the verdict of a jury. This involves a tremendous risk of money and reputation, but the decision has been made. I might add that the desire and the point of view of each representative attending our meetings have been identical. There has not been one disagreement. City officials have given the plan their informal sanction."

"We have appointed a committee which will make an appointment with Mayor Irlan and ask for his approval. On this committee Mr. Creel and Mr. Pollock will represent the authors, Mr. Colburn and either Mr. Ames or Mr. Brady the producing managers, Mr. Sumner the Better Public Shows Movement and Mr. Gillmore and Mr. Cope the actors. The suggestion may have to be referred to the Corporation Counsel, but we have every reason to believe that it will be endorsed."

"Public policy and private profit alike demand that the theater be rid of indecent plays. On that we are all agreed. At the same time we must recognize the fact that there is today in the theater a tendency toward continental realism. As one of our group said a play must be considered in the light of the question, 'Is it seriously intended?' Political censorship is deadly. You know, Ibsen's 'Ghosts' was barred in England, yet I suppose we agree over here that this play is really a great moral agency."

Lee Shubert made announcement today that he is entirely opposed to the censorship of plays proposed by a jury of citizens. He says he never has produced immoral plays and that proper legal action by properly constituted authorities is the only authority he will recognize. He states that immoral plays are put on by two managers only and the rest should not be made to suffer on their account. "I will not allow anybody to run my business—or even attempt to run it," says Mr. Shubert.

Rabbi Wise in a sermon preached here yesterday stated that he had appealed to A. H. Woods as a fellow Jew to withdraw "The Demi-Virgin" in the interests of decency and for the good reputation of his race. Wise said he was not in favor of censorship, but if the theater was not purified from within it would have to be purified from without, no matter what the consequences. He said that if the forces within the theater did not purify it he was for censorship and would work for it.

Rabbi Wise said that Woods did not reply to his letter asking for the withdrawal of "The Demi-Virgin."

William A. Brady made a speech yesterday at a banquet of the Actors' Order of Friend-

ship at the Commodore Hotel in which he laid the blame for indecent plays at the door of Mayor Hylan and the city administration. He said they could stop them if they did their duty, and that Al Woods or any other manager who produced unclean plays should be sent to Sing Sing for life. He also said that any actor or actress who knowingly appeared in such plays should also be sent to prison. Mr. Brady gave credit to Minna Gale Haynes for refusing to act in an indecent play. He suggested that actors should unite in politics and get the proper representation in the city, State and national governments.

MANAGERS

(Continued from page 21)

and the following players have volunteered their services to help get "White Mask" across to the managements:

Clara Thropp, Ruth Hammond, F. S. Merlin, Buelah Poynter, Robert Vivian, Charles Hampden, Edwin August, Edwin Beryl, Florence Malone, Ellis Baker and Gerald Brinkman.

Managers who are too busy to read plays personally have been invited to take advantage of these play presentations, the second of which will be of a dramatization by John Cowper Powys of "The Idiot." The date set for this showing is April 9, and the Little Theater will be the place. Reginald Pool will direct the production and Estelle Winwood will play the lead.

On April 23 (Shakespeare's birthday) at the same theater "The Geranium Lady" will be presented with a professional cast to be announced later, as will the plans for the fourth and last production.

FIRE

(Continued from page 21)

would have been destroyed. Victor Levitt, head of the big carnival company, led the fire fighters and sustained slight burns as the result of his efforts. Several others were slightly burned. No property was saved from the burned cars. It is stated that the loss of the cars themselves was covered by insurance, but that the greater portion of the personal property destroyed was absolutely uninsured.

The shows are completing their Redley engagement and are scheduled to open at Taft, Cal., next Monday.

J. GEO. LOOS SHOWS

(Continued from page 21)

be improved. Fortune favored the shows in weather, a crowds and in space. Recent additions of the hundred thousand feet of space for exposition displays left plenty for the Loos Shows.

Mr. Loos' company offers eighteen attractions and four rides. Carnival men know this makes up the best in twenty-five-car shows. The shows are in for eight days. They opened at the stockyards for the first time on a Saturday with good weather conditions, and the week will be epochal. On Sunday the shows will be visited by delegations from other companies. One will come from the John T. Wortham Shows at Corsicana. The coming week there will be one from Wortham's World's Greatest at Dallas, and already a goodly number from Wortham's World's Best Shows at San Antonio are in evidence on the carnival grounds. Best of all the public likes the J. George Loos Shows.

"HONEST JOHN" BRUNEN IS ASSASSINATED AT HIS HOME

(Continued from page 21)

were attending a picture show at the time of the assassination.

Altho officers in Riverside and nearby localities immediately began investigations, further than the tracing of footprints, and the finding of two "twelve-gauge" cartridges, one discharged, and a part of a breech-loading shotgun, as well as several possible leads obtained, up to this time (Monday afternoon) no arrests were reported to this publication, nor a seemingly tangible clew unearthed pointing to the identity of the person or persons responsible for the shooting.

THEATERS

(Continued from page 21)

to get the necessary materials and install the curtains within the time limit given.

The Commissioners, it is believed, will permit extensions where it is shown every possible effort is being made to comply with their orders.

ESCAPE WITH \$4,900

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was a description of the handits made by a girl usher who had noticed them hanging about in the foyer. Both were described as not more than twenty-three years old.

NICHOLAS J. PETIT

Nicholas J. Petit, a member of the outdoor show world for nearly 20 years, passed away, following a week's illness of pneumonia, at his home, 1619 Lagoon avenue, Minneapolis, Minn., March 8. From Bozo, the clown, to Mademoiselle Marguerite, the equestrienne, circus folk will mourn the man who had been associated with them for so long a time.

It was just 20 years ago that Nick Petit assumed the duties of "checker up" for the Ringling Brothers' Circus, and later was promoted to 24-hour man. A few years later he became contracting agent for the Ringling Show, and as such was known from Maine to California and from Canada to the Gulf. According to Walter J. McDonald, of the Metropolitan Theater, Minneapolis, and a close friend of the deceased, Mr. Petit had more Mayors and city officials on his list of friends than probably any other man in the country.

Nicholas J. Petit was born in Minneapolis 53 years ago. His first experience in the advertising game was received when, in his youth, he was employed as advertising man by the Bijou Theater and Grand Opera House in his native city. In 1900 he went with the Ringling Brothers Show, and remained with that organization until last season, his first off the road for many years. Mr. Petit was married in 1920 to Miss Lillian Altwine.

Mr. Petit was a member of the Elks and several other fraternal orders. He is survived by his widow, three brothers, George and Joseph, of Seattle, Wash., and Frank, of Los Angeles, and six sisters, Mrs. J. Reycraft, of Minneapolis; Mrs. Frank Ritter, Mrs. B. M. O'Donnell and Miss Katherine Petit, of Duluth; Mrs. J. Billedeux, of Buffalo, N. Y., and Mrs. W. Betzler, of St. Paul.

Funeral services were conducted from the Proccathedral, Minneapolis, March 11, attended by many notables of the "big tops," and his body was laid to rest in Lakewood Cemetery.

Free, prompt and far-famed, the Mail Forwarding Service of The Billboard stands alone as a safe and sure medium thru which professional people may have their mail addressed. Thousands of performers and show-folk now receive their mail thru this highly efficient department. Mail is sometimes lost and mixups result because performers do not write plainly, do not give correct address or forget to give an address at all when writing for advertised mail. Others send letters and write address and name so near postage stamp that it is obliterated in cancellation by the postoffice stamping machines. In such cases and where such letters bear no return address the letter can only be forwarded to the Dead Letter Office. Help The Billboard handle your mail by complying with the following:

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Mail advertised in this issue was uncalled for up to last Sunday noon. All requests for mail must be signed by the party to whom mail is addressed.

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- Baines, Alfred N., 60
- Belford, Merrill, 5c
- Benia, H. Free, 2c
- Bernard, Floyd, 4c
- Bradley, Jennie, 2c
- Burke, M. A., 4c
- Busta, Thos. E., 2c
- Carle, Thos., 2c
- Carlstedt, Sigfried, 2c
- Chase, Laura, 11c
- Celent, Great, 6c
- Coehan, Wm., 2c
- Cothran, Walter, 2c
- Crooks, F. F., 6c
- (K)Cutler, Mrs., 8c
- Dalton, R. M., 10c
- Danner, Fred, 2c
- Dorn, Betty, 7c
- (S)Dougherty, T., 3c
- Erdot, Eddie, 3c
- Ewart, W., 5c
- Erwin, Iris, 2c
- Frank, F. R., 2c
- Gateman, Mrs., 7c
- Grinth, Wm., 8c
- Hall, Kathryn, 2c
- Hall, Nellie B., 10c
- Hanson, Mystic, 12c
- Harney, Ben, 10c
- Harrington, Mrs., 2c
- F. G., 2c
- Hayden, Goodwin, 6c
- Rowe, 6c
- Hillman, Arthur, 2c

LADIES' LIST

- Abbie, Rose
- Abbott, Rose
- (K)Ackerman, Beasle
- Ada, Madam
- Adair, Kitty
- Adair, Nora
- Adams, Fannie
- Adams, Billie
- Adams, Margie
- Adams, Dede
- Ainslie, Rita
- Alderson, Helen
- Allred, Leona
- Allen, Mrs. Leo
- Allen, Gertrude
- Allen, Mrs. Florence
- (K)Allman, Virzie
- (K)Amick, Mrs. Poster
- (K)Amick, Gertrude
- Aswima, Ethel
- Auzolsky, Gusto
- Austin, Billy
- Avery, Nellie
- Bachman, Mrs. John
- Bair, Jeannetta
- Balby, Nellie
- Balby, Arline
- Bally, Laura
- (S)Balleen, Mrs. Jessie
- Bates, Mrs. E.
- Baker, Tricie
- Baker, Tricie
- Baldwin, Betty
- Ballard, Mrs. L. F.
- Ballard, Edna
- Balto, Mrs. M.
- Bancroft, Sisters
- Barbour, Babe
- Barlo, Bell
- Barlow, Mrs. Louise
- Barlow, Mrs. Louise
- Barrow, Emma
- Barnett, Ethel
- Barnett, Leha
- Barnett, Ethel
- Barr, Ann
- Barratt, Marie F.
- Barstow, Anna
- Baskins, Mrs. Holly
- Bates, Mrs. L. B.
- Bead, Hazel
- Beasley, June
- Beck, Babe
- Beckwith, Mrs. Madeline
- Bedford, Pop
- Bedford, Mildred
- Beil, Nettie

- Burns, Miss Bobbie
- Burt, Marie
- Burt, Billie
- Bush, Fay
- (S)Bushyong, Mrs. Wm.
- Caen, Blanche
- Campbell, Mrs. Mabel
- Campbell, Maude
- Campbell, Vera
- Campbell, Mildred
- Canada, Mrs. Clo
- Canara, Phyllis
- Carleton, Viola
- Carey, Gertrude
- Carr, Mrs. Joe
- Carroll, Mrs. James
- Carter, Mrs. C.
- Carter, Betty
- Carter, Mirtle
- Carter, Dora
- Carter, Helen
- Cassey, Miss F.
- Casta, Olga
- Chadwick, Crete
- Chapin, Mrs. Lyle
- Chauffant, Lucille
- Chandler, Vivian
- Chase, Mrs. James
- Chast, Helen
- Christie, Billie
- Christy, Mrs. Kenneth
- Clark, Emily
- Clark, Helen
- Claver, Pearl
- Clayton, Florence
- Clayton, Ethel
- Clayton, Dorothy
- Clayton, Ruth
- Clayton, Lucille
- (S)Clayton, Dorothy
- Clayton, Flo
- Clayton, Paula
- Clemerson, Mrs. Rita
- Closte, Pauline
- Clifford, Alice
- Clifton, Billie
- Cline, Maggie
- Cobb, Hazel
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- Nicholl, Geo., 25c
- Nolan, Alf., 3c
- Northcutt, R. 45c
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- Prun, E. L., 10c
- Reed, Geo., 2c
- Rehays, Mary, 5c
- Richeson, Oris, 4c
- Ross, Pearl, 8c
- Russell, Blou, 2c
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- Stafford, R. E., 3c
- Swihart, Wilbur, 3c
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- (K)Dunlap, Dolly
- Dupont, Cheska
- Dunnet, Dorothy
- Dupree, Dorothy
- East, Thelma
- Easton, Estelle
- (K)Edwards, Carry
- (K)Edley, Dolly
- Edwards, Ned
- (S)Edwards, Mrs.
- Edwards, Mrs. C. C.
- Edwards, Gladys
- Edwards, Mrs. E. C.
- Edwards, Gladys
- Edwards, Mrs. Alice
- Edwards, Mrs. E. C.
- Crawford, Victoria
- Crawford, Miss Pat
- Crone, Esther
- Crosby, Clara
- Cross, Stella
- Cross, Mrs. H. D.
- Cullin, Bettie
- Cunningham, Katie
- Curry, Ruth
- Curtis, Helen
- Curtis, Bonnie
- Cusler, Mrs. Ted
- (K)Cutler, Mrs. Leuis
- Daily, Mrs. Kate
- Dale, Virginia
- Dale, Elvise
- (K)Dale, Viola
- Daly, Phyllis
- D'Alesio, Juliet
- Daniels, Thelma K.
- Daniels, Lucille
- Daunera, Dorothy
- Darby, Marjorie
- Darling Ann
- Davenport, Mrs. Victoria
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- Hale, Mrs. Adda
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- (S)Hathaway, Mrs. J.
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- Heald, Billie
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- (K)Herrington, Jessie
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- Hicks, Beulah
- Hicks, Meba
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- Hill, Mrs. Prontice
- Hillman, Viola
- Hodgkins, Charlotte E.
- (K)Holeman, Sally
- Kafetz, Myrtle
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- Kallen, Florence
- (K)Kamm, Mrs. Carl B.
- Kavanaugh, Margery
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- Keating, Mrs. A. A.
- Keating, Mrs. L. A.
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- Keener, Mrs. Etta
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- Keller, Mrs. Della
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- Kelly, Mae
- Kelly, Madam
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- Kelly, Vivian
- Kennedy, Virginia
- (K)Kays, Gladys
- Kibber, Louise
- Kight, Mrs. Stella
- King, Carrie B.
- King, Frances
- Kinkel, Mrs. Wm.
- (K)Kirk, Mrs. Joe
- Kirkland, Letta
- Kirkland, Helen
- Kist, Myrtle E.
- Klinghile, Miss Lavedo
- Knapp, Bertha
- Knapp, Leora
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- Kohrt, Margerite
- Kramer, Lillian
- Kubes, Mrs. Victor
- Kutak, Viola
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- Labello, Mrs. Bob H.
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- LaFountaine, Myrtle
- LaMar, Leona
- LaMar, Marie
- LaMar, Frank
- LaNosa, Maude
- LaPlant, Lillian
- (K)LaPorte, Pat
- LaRoche, Bettie
- LaRue, June
- LaRue, June
- LaStarr, Babe
- Logan, Mrs. W. M.
- Long, Anna Ellen
- Loraine, Betty
- Loraine, Babe
- Loraine, Dorothy
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- Lucas, Janet
- Lucky, Bobby
- Ludwig, Miss
- Lyle, Flo
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- Lynn, Miss C. E.
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- McCarthy, Frances
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- McCarthy, Mrs. C. J.
- McCloud, Mabel
- McClure, Peggy
- McCoy, Pauline
- Mcdonald, Ethyle
- McFee, Pilla
- McGill, Nellie
- McIntire, Gladys
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- McNally, Mrs. Blanche
- McNiece, Mrs. Millie
- McVeigh, Pearl
- McVear, Sarah
- Maack, Bob
- Maddoux, Marie
- Malcon, Babe
- Malone, Madge
- Manning, Mrs. Hattie
- Marcus Mrs. Henry
- Marshall, Jean
- Martin, Josephine
- Martin, Mrs. Smithy
- Martin, Eulalia
- Martin, Emma
- Martin, Ietta
- Martin, May
- (S)Martinez, Josephine
- Maru, Miss Kea
- Maskil, Edna
- Maskoff, Irene J.
- Mason, Helen
- Mason, Margaret
- Mayo, Mrs. Skeet
- (K)Mays, Noma
- (K)Mason, Laura
- Mearns, Madam
- Melado, Ines
- Melvin, Arlene
- Merrill, Brance
- Morton, Inez
- Meyers, Mrs. Babe
- Mills, Mrs. Billie
- Miller, Marie
- Miller, Pearl
- Miller, Marie
- Miller, Donna
- (K)Miller, Viola G.
- Mills, Mrs. Phillip
- Mills, Mrs. S. M.
- (K)Milton, Stoddish
- Mitchell, Vivian
- Montgomery, Mrs. S.
- Moutrose, Jackie
- (K)Moore, Mrs. J. C.
- (S)Moore, Virginia
- Morales, Lola
- More Baby
- Morgan, Millie
- Morlock Mrs. J. W.
- Morris, Margaret
- Morris, Ethel
- Morrison, Flo
- Morse, Mrs. Marie
- Mursette, Nada
- Mortensen, Marie
- Morton, Stella
- Moulton, Hazel
- Mourisev, Kitty
- Mower, Blanche
- Moy, Grace
- Moy, Mrs. Billy
- (K)Moy, Grace
- Muller, Mrs. Nellie
- Mullini, Kate
- Mundell, Mona
- Murdock, Josie
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- Musselman, Mrs.
- Nadie, Mrs. Redwine
- Nadreau, Mrs. Olive
- (S)Nalton, Bernice
- Nobis, Ruth
- Noff, Tricie
- Nelson, Lella
- Nelson, Marie
- Nelly, Ruth
- (K)Nelson, Clara
- Nelson, Mrs. Helen T.
- Nelson, Mrs. Prince
- Nelson, Mildred
- Nelson, Mrs. Boy
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- Newsom, Mrs. J. K.
- Nichols, Mrs. Hazel
- Nicholson, Mrs. Oney
- Nidiffer, Ethelyn
- Nile, Mrs. F. J.
- (K)Nims, Claudia
- (K)Nolan, Dolly
- Norman, Peggy
- Norman, Players
- Norman, Tillie
- Norman, Mrs. Jack
- Normand, Edith
- Norton, Dorothy
- Nugent, Jeannette
- O'Dell, Alice Bentz
- O'Donnell, Grace
- O'Keefe, Mrs. Tom
- O'Neil, Betty
- O'Neil, Bettie
- Oakerson, Mrs. J. S.
- Oakes, Olive
- Ober, Baby
- Osby, May
- Oslyke, Irene
- Or, Mrs. Harvey D.
- Osborne, Ruth
- Oswen, Dorothy
- Owens, Mrs. Chas.
- Pace, Florence
- Palmec, Bess
- Panghorn, Norma
- Perry, Violet
- Paulay, Nadine
- Paul Montana
- Pearl, Queen
- Pearl, Mary
- (K)Pearl, Montana
- Pen, Gladys
- Perr, Montana
- Perry, Daisy
- Perry, Mrs. Bob J.
- (K)Peters, Marcette
- Phillips, Fritzie
- (K)Phillips, Ektor
- Phillips, Hope B.
- Pickett, Lillian
- Pinch, Pearl
- Pinet, Victoria
- Pogue, Ona Leo
- Pogue, Ona Leo
- Pogue, Ona Leo
- Polack, Mrs. H. R.
- Pollier, Grace
- (K)Porteous, Marjo
- Potelger, Elizabeth
- Potewell, Helen
- Powers, Babe
- Prevott, Flo
- Price, Betty
- Prichard, Evelyn
- Pullen, Mrs. Chas.
- Pullman, Miss Dudo
- Purvis, Etta
- Purvis, Etta
- Putnam, Katie
- Quinn, Emma
- Rainey, Madam
- Ramsay, Sadie
- Raw, Mrs. G. F.
- Ray, Gladys
- (K)Ray, Grace
- Ramora, Natalie
- (K)Redburn, Georgia
- Bedding, Mrs. Evelyn
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- Reeves, Dorothy
- Regan, Ethel
- Reigel, Mrs. Jennie
- Remington, Bernice
- Renee, Mrs. Ignatz Engel
- Reno, Dottie
- Reynolds, Maudie
- Reynolds, Billie
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- Rhodes, Mrs. D.
- (K)Rhodes, Mrs. Joe
- Rice, Ruth
- Rich, Irma
- Richards, Lucille
- Richter, Hallie
- Riser, Mrs. Ted
- Rivers, Myrtle
- Roberts, Tressia
- Roberts, Lizzie
- Roberts, Edna B.
- Roberts, Mrs. J. C.
- Robinson, Mrs. Sam
- Rocco, Anna
- Rozers, Mrs. Brennan
- Rogers, May
- Romano, Frances
- (S)Rose, Madam
- Rose, Emma
- Rose, Carrie
- Rosa, Margie
- Rosa, Ellen
- Ross, Lillian
- Rosina, Madam Herman
- Rotavia, Mrs. Lavan
- Rouley, Alice
- Ruschle, Florence
- Russell Gertrude
- Russell, Flo
- (K)Russell, Flo
- Sanderson, Jessie A.
- Sanders, Blanche
- Sapp, Mrs. J.
- Schell, Mrs. Nora
- Schone, Mrs. Ira
- Schulenberg, Adeline
- Schultz, Mrs. K.
- Schuler, Virginia
- Schlyer, Virginia
- Seara, Daisy
- Seara, Mrs. Daisy
- Seltertee, Mrs. Pearl
- Sevin, Mrs. B. D.
- Seymour, Helen
- Reynolds, Dolly
- Shaffer, Mrs. Al
- (S)Shaffer, Mrs. Bessie
- Shanks, Billie
- Shannon, Billie
- Shannon, Edith
- Shaw, Mildred
- Shaw, Mrs. D. E.
- Shaw, Jane
- (K)Shaw, Hazel
- Sheldon Katherine
- Sherley, Mrs. Hazel
- Sherman, Mrs. Oney
- Sherman, Miss Clyde
- Sherry, Mrs. E.
- Shiff, Mrs. Mae
- Shirley, Sadie
- Shuff, Peggy
- Shuffer, Clementine
- Shuffer, Leola
- Shufferman, Ethel
- Shuffler, Flora
- Sixer, Eoda
- Six, Beasie
- Sizmore, Estelle
- Slombom, Mrs. Mary
- Smith, Alice
- Smith, Edith L.
- Smith, Gertrude
- Smith, Sebla
- Graham
- Soder, Maxine
- Sontague, Elyria
- Soule, Ethel
- Spencer, Mabel
- Spiegel, Mrs. S.
- (S)Stadler, Bobbie
- Stadler, Mrs. Daisy
- Stanley, Teddy
- Stanley, Daisy
- Stanley, Dorothy
- Stanton, Margaret
- St. Claire, Rena
- Stasay, Edna
- Stein, Gene
- Stevens, Ethel
- Stewart, Gladys
- Stewart, Jennie
- Gladstone
- Stone, Mrs. L. M.
- Strome, Hilda
- Stuckhart, Fannie
- Stuckhart, Mrs. W. D.
- Sullivan, Mrs. F. D.
- Summers, Cherry
- Swanson, Jerry
- Swisher, Mrs. Grace
- Tarr, Maude
- Tate, Maw
- Taylor, Mrs. Bee
- Taylor, Mrs. C.
- Taylor, Maude
- Taylor, Mrs. Slade
- Taylor, Shirley
- Tennerson, Dixie
- Terrill, Mrs. Bonnie
- (K)Thomas, Jackie
- Thompson, Tom
- Thompson, Pearl
- (S)Thompson, Shirley
- Tindal, Mrs. Chsrlotte
- Thornon, Mrs. Clara
- Towers, Beth
- Tracy, Mrs. Pearl
- Treloare, Florence
- Tremble, Dolly
- Trickey, Lorene
- Trickey, Florence
- Trout, Mrs. Cora
- Trout, Catherine
- Udell, Mrs. Chas.
- Una, Miss Updegraff, Mrs. Florence
- Utruro, Nina
- Valdez, Helen
- Van Allen, Vada
- VanMarion, Lillian
- Van, Vera
- Vanoe, Eleanor K.
- (K)Vaughn, Billie
- Vaughn, Virginia
- Vernon, Mrs. Marjaret
- Vernon, Mrs. Vera
- Vibbard, Mrs. Paul
- Victoria, Princess
- Vodiska
- Vosburg, Marlam
- Wadell, Mrs. Clyde
- Wakefield, Miss F.
- Walker, Dorothy
- Walker, Della
- Walton, Mable
- Walton, Vera
- Walton, Mrs. John
- Weeks, Lillian
- Weise, Mrs. Anna K.
- Wells, Ruth
- Wells, Katie
- West, Doris
- Weston Cecelia
- Westover, Geraldine
- (K)Wheeler, Ella M.
- (S)White, Lucille M.
- (S)White, Syble
- White, Eacie
- White, Anna
- White, Martha
- Whitney, Eloise
- Wick, Mabel
- (S)Wilkes, Madam
- Williams, Bettie B.
- Williams, Rosie
- Williams, Sister
- Williams, Mattie
- Williams, Chick
- Williams, Bessie
- Williams, May
- Williams, Bernice
- Wilson, Estelle
- (K)Wilson, Eva
- Wilson, Mrs.
- Wilson, Grace
- Wilson, Leavette
- Wilson, Lucille
- (K)Wimberly, Mrs. R. C.
- Winfree, Mae
- Winfree, Mae
- Winters, Frances
- Winstall, Ruth
- Woods, Miss Maurice
- Woodson, Mrs. Anna
- Worthington, Patsy
- Wren, Mrs. D.
- Wright, Billie
- Yeoman, Nellie
- (K)Young, Jean
- Young, Miss Billy
- Young, Pearl
- Zelka, Madam
- Zindra, Rose
- (S)Adams, Jack
- Adams, James
- Adams, Billy
- Adams, Clifford
- Adams, Ray
- (K)Adams, Geo.
- (S)Adams, Wm.
- Adams, Carl
- Adkin, R. O.

GENTLEMEN'S LIST

- Abdiz, HaasenBen
- Ackabaz, M.
- Ackerman, Harry
- Ackland, Sandy
- Aekly, J.
- Adair, Ray
- Adam, Geo. O.
- Adams, Jack
- Adams, E. M.
- (S)Adams, Jack
- Adams, James
- Adams, Billy
- Adams, Clifford
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 - Ramsey, Jack
 - Ramsdell, L. B.
 - Ramsden, Wm
 - Ramsey, Ed
 - Randall, Jack
 - Remstead, Earl E.
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 - Razell, Harry
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 - Red, Joe
 - Reed, Milton E.
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 - Regen, Ted
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 - Reynolds, Harry J.
 - Reynolds, Lake
 - Reynolds, A. D.
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 - Rizzo, Peter
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 - Robber & Underwood
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 - Roberts, H. H.
 - Roberts, Clint
 - Roberts, J. C.
 - Roberts, Lynn
 - Robertson, J. S.
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 - Robinson, A. C.
 - Robinson, Carl
 - Robinson, Wm. H.
 - Robt, J. H.
 - Rockway, Jack
 - Rodgers, J. H.
 - Rodgers, Charlie
 - Rodgers, Frank
 - Rodgers, Harry
 - Rodgers, Swede
 - Rogers, Newton I.
 - Rogers, Lawton S.
 - Rogers, Doc
 - Rogers, Jack
 - Rogers, Bill
 - Rogers, Jno. R.
 - Rohrmose, Geo. J.
 - Roman, Phil
 - Rosche, G. E.
 - Rose, Harry A.
 - Rose, Ike
 - Rose, Lew
 - Rose, Frank
 - Rosen, Joe
 - Rosenbloom, Bernie
 - Rosenmann, Hyman
 - Ross, Galen Starr
 - Ross, Bud
 - Ross, Sam
 - Ross, Arno
 - Roskain, Chas.
 - Rotaria, Lavan
 - Rothrock, Charlie
 - Rounds, Paul
 - Royal Five
 - Rozell, Harry
 - Rozell, F. A.
 - Rubin, H.
 - Rudolph, E.
 - Ruff, Alex
 - Rull, Alex
 - Russ & Hackwaldes
 - Russ, Tab. Show
 - Russ, Teddy & Co.
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 - Russell, Aristotle
 - Russell's Dancing Serenaders
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 - Russell, Frank
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 - Ruta, O.
 - Ryan, Jimmie
 - Brat, Johnny
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 - St. Elie
 - St. John, Ralph
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 - Samaya, Mr.
 - Sami, Omar
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 - Sandford, F. S.
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 - Seaman, Walter
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 - Selbstro, W. C.
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 - Seib, Val
 - Seitz, Jack
 - Seaton, Albert
 - Sevmour, Pete
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 - Shauchnessy, Phil J.
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 - Shepard, T. M.
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 - Shook, Harry
 - Shore, Jack
 - Shorth, W. L.
 - Shaphron, Sam
 - Shultz, Charley
 - Shute, Ray G.
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 - Siemen, Sam
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 - Simon, James
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 - Slim, K. Y.
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 - Smith, Perry
 - Smith, Thompson
 - Smith, Will Z.
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 - Smith, J. Francis
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 - Smith, Red
 - Smith, Dick
 - Smith, Herman Q.
 - Smith, Tom
 - Smith Stock Co.
 - Smith, Tom L.
 - Smith, I. J.
 - Smithson, Ed C.
 - (K)Snyder, E. F.
 - (K)Snyder, F. H.
 - Snyder, Joe
 - Snyder, Bob
 - Snyder, Murt
 - (K)Snyder, H. J.
 - Snyder, W. H.
 - Snyderburg, Chas.
 - Solar, Mark
 - Soler, J. L.
 - Soloff, Sam
 - Sommers, Glenn
 - Soper, Thos. Dan
 - Sordlet, Henry
 - Souge, W. C.
 - (K)Sparks, Dick H.
 - Spear, Bill
 - Speca, Ralph G.
 - (K)Sprague, Phil
 - Spencer, Jack G.
 - Sterling, Sam
 - Spider
 - Spiele
 - (K)Sports, C. E.
 - (K)Sprague, Ralph
 - Spring, Carl
 - Stullifer, Eddie
 - Stuffer, Jack
 - Stanford, Jack
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 - Stanley, A.
 - Stanley, John
 - Stanley, El
 - Stanfield, Earl
 - Stansley, Leroy E.
 - Star, Leo
 - Staudt, C. L.
 - Stauder, W. I.
 - Steel, Clair F.
 - Steffen, E.
 - Steele, Charlie
 - Stevens, Chas.
 - Stevens, Jas. A.
 - Stevens, Geo. A. W.
 - Stevens, Bob
 - Stevens & Hoyt
 - Stevens, Prince Nelson
 - Stewart, Cal
 - Stewart's Shows
 - Stewart, Chas.
 - Stinson, W. M.
 - Steward, Sticks
 - Stewart, Jack H.
 - Stiles, D. A.
 - Stinson, A. L.
 - Sures, Fred W.
 - Stock, Conrad
 - Stock, Fred A.
 - Stoddard, W. S.
 - Stokes, C. W. H.
 - (K)Stokes, G. H.
 - Stone, Arthur
 - Stone, R. E.
 - Stone, I. M.
 - Stone, Herbert
 - Stratton, Coney
 - (K)Strode, Bill
 - (K)Strong, Edwin
 - Strout, Earl D.
 - Stuart, Neff
 - Sturall, Robt.
 - Sturges, Ben
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 - Sullivan, Wm. L.
 - Sullivan, Island Chas.
 - Sullivan, Jack
 - Sullivan, Arthur
 - Sully & Everett
 - Supanne
 - Supreme Record Co.
 - Sures, Doc
 - Sutton, Earl H.
 - Sutherland, Jas. F.
 - Schwab, Daniel
 - Swab, Herman
 - Swan, Geo.
 - Sweeney, Frank
 - Sweeney, Eddie
 - Swift, Roy
 - Swift, Joe
 - (K)Switzer, Henry
 - Swar, Bro.
 - Swilvester, Alfred
 - Sylvester, Dan
 - Tabor, Ed E.
 - Talley, Harry
 - Taschen, George
 - Tate, Carl
 - Tate, Ralph
 - Tate, Lester
 - Taverno, Carmelo
 - (K)Taylor, B. S.
 - (K)Taylor, R. A.
 - Taylor, Bobby
 - C. E. Taylor, Harry
 - (K)Taylor, Roy H.
 - Taylor, L. V.
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 - Taylor, Detroit
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 - Taylor, Slade
 - (K)Taylor, Jack
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 - Therula, Edw.
 - Thomas, Alfred
 - Thomas, Prof. E.
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 - Thompson, Eugene
 - Thompson, Henry
 - Thompson, C. W. K.
 - Thompson, Paul R.
 - Thornon, E. K.
 - Thrasher, R. L.
 - Tiems, Kid
 - Tiller, C. D.
 - Tiller, Chas. E.
 - Tilson, Ben A.
 - Tipple, O. H.
 - Timmy, Emory
 - Toone, Leon
 - Torcher, Frank
 - (K)Tracey, Tex
 - Tracey, Jim
 - Trachner, Harry
 - Trout, Taylor
 - Troy, Ray W.
 - Triplet, Wm
 - Triplet, C. Don
 - Trout, Eddie P.
 - Trotter, Howard
 - Trudud, W. F.
 - Tucker, T. S.
 - Tucker, O. F. Kid
 - Tucker, Chas. M.
 - (K)Tunen, Irvin
 - Turner, Joe C.
 - Underwood, Allen M.
 - Urcloft, Nick
 - Valentine, J. M.
 - Valentine, Henry
 - Valzean, Harry
 - Van Albert, Jean
 - Van Buren, A. H.
 - Van Court, C. F.
 - Van Ekert, Les
 - Van Sickle, Chas.
 - Vandewater, John E.
 - Vaughan, Eddie
 - Vaughn, Big Jim
 - Velardi, Francis
 - Velare, Curtis
 - Verre, J. L.
 - Vernon, Vera
 - Vernon, Victor
 - Vernon, Ralph E.
 - Veron, Curley
 - Vice, Fred & Emma
 - Vincent, Russell
 - Voght, C. O.
 - Voltaire, Frank
 - Voyer, Guy
 - Wadler, Rube
 - Wagner, Jno. W.
 - Wagner, Raymond
 - Walsh, Chas.
 - Walsh, Eddie
 - (K)Walston, Frank
 - Walker, Frank
 - Walker, W. C.
 - Wallace, Ed A.
 - Walker, Jack
 - Walker, O. M.
 - Walker, Cleve
 - Walsh, J. P.
 - Walsh, Pat
 - Walters, Bob
 - Walters, Red
 - Walters, Matt
 - Walton, Walter
 - Ward, Ed
 - Ward, Thos. N.
 - (K)Ward, Ed C.
 - Ward, T. F.
 - Ward, Joe
 - Warden, Harry
 - Warlin, Geo.
 - Warren, J. B.
 - Waterman, J.
 - Waterman, A. E.
 - Watson, Bill
 - (K)Watkins, Ray
 - Watson, P. N.
 - Watson, C. C.
 - Wason, Eddie
 - Waulgan, P. E.
 - Wayne, Dick
 - Webb, Joe
 - Webb, Thos.
 - Webber, Johnny
 - Weber, W. D.
 - (K)Wedge, Bert
 - Weinberg, Joe
 - Weinstein, Aj
 - Welsberg, Lewis
 - Welch, Harry L.
 - (K)Wells, Raymond
 - Wells, Martin
 - Wellington, Jess
 - Wellington & Lamonte
 - Wells, B. R.
 - Welsh, Frank
 - Welshman, Bert
 - Wengert, Paul
 - Wenland, C. J.
 - West, Paul A.
 - West, L. E.
 - West & Fields
 - West, Cal L.
 - West & Fields
 - West, Rowland
 - Westbrook, C. E.
 - Westcott, Stanley
 - Westcott, M. B.
 - Westman, Eastman
 - Weston, Clint
 - Weston, Doc
 - Weston, Clyde G.
 - Whalen, J. E. Mike
 - Wheller & Brown
 - Wherry, Harry
 - Whitcomb, Frank
 - White, Bill
 - White, Eagle, Chief
 - White, Wesley
 - White, Doc
 - White, E. W.
 - White, Gyp
 - White, Al
 - (K)White, C. D.
 - Whitmore, Dr.
 - Whitney, Joe
 - Whitney, Joe
 - Whittle, Geo.
 - Whray, Paul
 - Wilbert, L. A.
 - (K)Willey, Cal G.
 - Wilkinson, Rex
 - Wilkie, Wharton
 - Williams, Jas. L.
 - Williamson, Dude
 - Williamson, Guy V.
 - Willes, Fred
 - Willard, Tom
 - Willert, Chas S.
 - Williams, Charley R.
 - Williams, Chas.
 - Williams, Fred
 - Williams, Bee Buck
 - Williams, Aerial
 - Williams, G. E. S.
 - Williams, G. H.
 - Williams, Jack
 - Human Fly
 - Williams, R. A.
 - Williams, H. S.
 - Williams, Harry K.
 - Williams, Eph
 - (K)Williams, Jeff
 - (K)Williams, Arth.
 - Williams, Jean
 - Williams, Les L.
 - Williamson, Chas. A.
 - Wilmot, Lee
 - Wilmont, Gean
 - Wilson, Florid
 - Wilson, M.
 - Wilson, Jack
 - Wilson, Leon P.
 - Wilson, Jimmie
 - Wilson & Keppel
 - Wilson, Joe
 - Wilson, Chas. X.
 - Wilson, C. B.
 - Wilson, Earl
 - Wilson, Jack
 - Wilson, Geo. P.
 - Willoughby.
 - Wines, Felice J.
 - Winniman, Harry
 - Solly
 - Winton, Earl
 - Winters, Dave
 - Witt, Mark
 - Wittell, Howard
 - Wolcott, Quinn
 - (K)Wolfe, Jockey
 - Wolfe, Billie
 - Wolford, Harry
 - Wolford & Burgard
 - Wolfskill, Pat
 - Wombart, Las
 - Woods, Johnny
 - Woods, F. M.
 - Woods, Bryan
 - Wood, Thos. E.
 - Wortham, Wesley B.
 - Wounz, Billie
 - Wren, Billy
 - Wren, Joe
 - Wrens, The Two
 - (K)Wright, Will
 - Wright, Henry
 - Wright, Jitney
 - Wright, Spicks
 - Wrye, Ross & Co.
 - Yaker, R. B.
 - Yates, Bill
 - Young, Willie
 - Young, Jimmy
 - Young, Blaine
 - Yount, Ed
 - Youtsey, B. B.
 - Yunker, B.
 - Zaino, Count Joe
 - Zat, Zam & White
 - (K)Zelino, L. C.
 - (K)Zimm, Robt.
 - Zimmerman, D. R.
 - (K)Zumcash, Walter
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DeLaundry Wonder Show: Noblesville, Ind., 17-18; Indianapolis 19; Frankfort 20-22; Ft. Wayne 23-26.

Hartnett & Edwins Shows: Quincy, Fla., 13-18.

Hutchison Zizaz Revue, Jack Hutchison, Sr., mgr.: (Majestic) Wichita Falls, Tex., 13-25.

Roberts United Shows: St. Augustine, Fla., 13-18.

Miller Bros.' Shows: Montgomery, Ala., 13-18; Murphy, J. F., Shows: Asheville, N. C., 13-18; Scott's, C. D., Greater Shows: Forest City, N. C., 13-18.

Veal Bros.' Shows: Gainesville, Ga., 13-18; Vogel & Miller's Odds & Ends of 1922: (Liberty) E. Palestine, O., 13-18.

Wallace, Magician: Allendale, S. C., 17.

Wortham, J. T., Shows: Corsicana, Tex., 13-18.

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Managers and artists are respectfully requested to contribute their dates to this department...

When no date is given the week of March 13-18 is to be supplied.

- Abbott Al (Majestic) Bloomington, Ill., 16-18; (Orpheum) Peoria 20-22; (Orpheum) Joliet 23-25.
Abel Neal (Orpheum) Oklahoma City, Ok., 16-18.
Aces, Four (Keith) Washington.

- Carbone, Altina, & Co. (Kings) St. Louis 16-18.
Carl & Inez (American) New York 16-18.
Carleton & Ballew (Orpheum) Oklahoma City, Ok., 16-18.

- Delaney & Timberg (Proctor) Mt. Vernon, N. Y.
Darrrows, The (Princess) Nashville, Tenn., 16-18.
Dave & Tressa (Boulevard) New York 16-18.

- Will Delavoye Producing Clown Week March 18th.
Medina Temple Circus, Chicago, Ill.
Del Baito Japs (Pantages) San Francisco 20-25.

- Delaney & Timberg (Proctor) Mt. Vernon, N. Y.
Darrrows, The (Princess) Nashville, Tenn., 16-18.
Dave & Tressa (Boulevard) New York 16-18.

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- Fisher, Sallie (Orpheum) Kansas City; (Orpheum) De Moines, Ia., 20-25.
 Fisher & Gilmore (Keith) Philadelphia; (Maryland) Baltimore 20-25.
 Flagler & Main (American) New York 16-18.
 Flanders & Butler (Orpheum) Denver; (Orpheum) Lincoln, Neb., 20-25.
 Flanagan & Morrison (Alhambra) New York; (Keith) Syracuse, N. Y., 20-25.
 Fletcher & Pasquale (Greely Sq.) New York 16-18.
 Flirtation (Hennepin) Minneapolis.
 Filivertons (Royal) New York; (Keith) Providence, R. I., 20-25.
 Flynn, Josie, & Co. (Loew) Toronto.
 Follotte, Pearl & Wicka (Majestic) Dubuque, Ia., 16-18.
 Folette's Monkeya (Keith) Columbus, O.
 Foley & O'Neill (Pantages) Seattle; (Pantages) Vancouver 20-25.
 Foley & Lature (Lyric) Hamilton, Can.; (Temple) Detroit 20-25.
 Ford, Mabel, Revue (Palace) New Haven, Conn., 16-18.
 Ford & Goodridge (Majestic) Cedar Rapids, Ia., 16-18.
 Ford, Frank A., Co. (Palace) Seattle 18-24.
 Ford & Cunningham (Keith) Providence, R. I., 20-25.
 Forrest & Church (Loew) Dayton, O., 16-18.
 Foster & Peggy (Kedzie) Chicago 16-18.
 Foster & Joyce (Palace) New Haven, Conn., 16-18.
 Foster & Ray (Pantages) Kansas City; (Pantages) St. Louis 20-25.
 Ford, Sheehan & Ford (Majestic) Little Rock, Ark., 16-18.
 Ford, Ed E. (Orpheum) Duluth, Minn.
 Fords, Four (56th St.) New York 16-18; (Colonial) New York 20-25.
 Four of Us (Bijou) Savannah, Ga.
 Fox & Edwards (McVicker) Chicago.
 Foy, Eddie, & Family (Orpheum) Des Moines, Ia.; (Orpheum) Sioux City 20-25.
 Franchini Bros. (Prince) Houston, Tex., 16-18.
 Francis & Kennedy (Lyric) Charlotte, N. C.
 Frank, Francis (Pantages) Butte, Mont., 18-21.
 Frawley & Louise (Shea) Buffalo; (Shea) Toronto 20-25.
 Frear, Baggett & Frear (Lyric) Atlanta, Ga.
 Prescott & Hope Eden (Majestic) Houston, Tex.
 Frey, Henry (Boulevard) New York 16-18.
 Friea & Wilson (Murray) Richmond, Ind., 16-18.
 Friganza, Trizie (Majestic) Cedar Rapids, Ia., 16-18.
 Frink, Charles (Majestic) Grand Island, Neb., 16-18; (Globe) Kansas City 23-25.
 Frisco, Signor (Colonial) New York; (Alhambra) New York 20-25.
 Frish, Rector & Tooin (Orpheum) Tulsa, Ok., 16-18; (Jolie) Ft. Smith, Ark., 23-25.
 Fulton, James, & Co. (Majestic) Grand Island, Neb., 16-18.
 Furon & Burt (Pantages) Salt Lake City; (Pantages) Ogden 20-25.
 Furman & Nash (Keith) Boston 20-25.
 Futurist Revue (Pantages) Saskatoon, Can.; (Pantages) Helena, Mont., 20-22.
 Gabby, Tom & Joe (Rialto) Chicago.
 Gaby, Frank (Keith) Syracuse, N. Y., 20-25.
 Gallagher & Shean (Keith) Indianapolis; (Mary Anderson) Louisville 20-25.
 Galletti & Kolin (Princess) Montreal; (Lyric) Hamilton, Can., 20-25.
 Gardnelt Bros. (Orpheum) Denver; (Orpheum) Lincoln, Neb., 20-25.
 Gardin, Geo. & Lily (Crescent) New Orleans 16-18.
 Gardner, Grant (LaSalle Garden) Detroit 16-18.
 Gasoyne, Royal (Keith) Toledo, O., 20-25.
 Gautier's Bricklayers (Majestic) Ft. Worth, Tex.; (Majestic) Dallas 20-25.
 Gautier's Toy Shop (Palace) Milwaukee; (Majestic) Chicago 20-25.
 Gaxton, Wm., & Co. (Orpheum) Lincoln, Neb.; (Orpheum) Kansas City 21-25.
 Gaylord & Langdon (Crescent) New Orleans 16-18.
 Gells, The (Majestic) Houston, Tex.
 George, Edwin (Royal) New York; (Orpheum) Brooklyn 20-25.
 George, Jack (Hennepin) Minneapolis.
 Gerber, Billie, Revue (Orpheum) Sioux Falls, S. D., 16-18; (Empress) Omaha, Neb., 20-22; (Liberty) Lincoln 23-25.
 Gibson, Jean, & Co. (Grand) St. Louis; (Electric) Joplin, Mo., 23-25.
 Gilfoyle & Lange (Lyric) Birmingham, Ala.
 Gilroy, Haynes & Montgomery (Odeon) Bartlesville, Ok., 16-18; (Orpheum) Oklahoma City 20-22; (Orpheum) Tulsa 23-25.
 Gill, Chas., & Co. (Loew) Ottawa, Can.
 Gillen & Mulcahy (Albee) Providence; (Proctor) Yonkers, N. Y., 23-25.
 Gilmore, Ethel, Co. (Delancey St.) New York 16-18.
 Glasgow Maida (Pantages) Pueblo, Col.; (Pantages) Kansas City 20-25.
 Glason, Billy (Keith) Columbus, O.; (Keith) Cincinnati 20-25.
 Glenn & Jenkins (Colonial) New York; (Flatbush) Brooklyn 20-25.
 Goetz & Duffy (Emery) Providence, R. I., 16-18.
 Golden Bird (Warwick) Brooklyn 16-18.
 Golden, Claude (Palace) Chicago.
 Goldman, Leland (Palace) Memphis, Tenn.; Shreveport, La., 20-25.
 Gonne, Lillian (Bijou) Savannah, Ga.
 Good Night, Nurse (Pantages) Tacoma, Wash.; (Pantages) Portland, Ore., 20-25.
 Gordon, Vera (Orpheum) Salt Lake City; (Orpheum) Denver 20-25.
 Gordon & Gordon (Orpheum) Quincy, Ill., 16-18; (Empress) Chicago 20-22; (Kedzie) Chicago 23-25.
 Gordon & Ford (Orpheum) Fresno, Cal.; (Hill St.) Los Angeles 20-25.
 Gordone, Iobible (Majestic) Dallas, Tex.; (Majestic) Houston 20-25.
 Gorman, Billy & Eddy (Majestic) Houston, Tex.
 Gossler & Lusby (State) New York 16-18.
 Gould, Rita (Orpheum) Calgary, Can.; (Orpheum) Vancouver 20-25.
 Grant, Jas. & Co. (Kings) St. Louis 16-18.
 Granese, Jean, & Co. (Shea) Toronto; (Princess) Montreal 20-25.
 Grannon, Ila (Grand) Centralia, Ill., 16-18.
 Gray, Ann (Orpheum) San Francisco; (Orpheum) Oakland 20-25.
 Green & Parker (American) Chicago 16-18; (Orpheum) Madison, Wis., 20-22; (Lincoln) Chicago 23-25.
 Green & Dunbar (Pantages) San Diego, Cal.; (Pantages) Long Beach 20-25.
 Green, Hazel & Band (Gates) Brooklyn 16-18.
 Greene, Gene (Keith) Indianapolis; (106th St.) Cleveland 20-25.
 Greene, Gladys, & Co. (Jolie) Ft. Smith, Ark., 16-18; (Columbia) St. Louis 20-22; (Grand) Centralia, Ill., 23-25.
 Greenlee & Drayton (Royal) New York.
 Greenwich Villagers (Majestic) Springfield, Ill., 16-18.
 Grey, Cecil (Hipp.) Terre Haute, Ind., 16-18; (Orpheum) Champaign, Ill., 23-25.
 Grnett, Kramer & Grnett (Orpheum) Sioux Falls, S. D., 16-18; (Empress) Omaha, Neb., 20-22; (Majest) Grand Island 23-25.
 Gulran & Marguerite (Colonial) New York.
 Gulproff & Brown (Majestic) Dubuque, Ia., 16-18.
 Hag & LaVere (51st St.) New York; (Fordham) New York 20-22; (Coliseum) New York 23-25.
 Hal & Francis (Pantages) Salt Lake City; (Pantages) Ogden 20-25.
 Haley Sisters, Three (Moore) Seattle; (Orpheum) Portland 20-25.
 Hall, Bob (Majestic) Springfield, Ill., 16-18.
 Hall, Paul & Georgia (Loew) London, Can., 16-18.
 Hall & West (Globe) Kansas City, Mo., 16-18; (Grand) Topeka, Kan., 20-22; (Electric) St. Joseph, Mo., 23-25.
 Haller & Hoff (Prince) Houston, Tex., 16-18.
 Hallen, Jack, Co. (Pantages) San Francisco 20-25.
 Hamel Girls (Terrace) Danville, Ill., 16-18.
 Hamilton & Barnes (Temple) Detroit; (Temple) Rochester, N. Y., 20-25.
 Hampton & Blake (Hipp.) Cleveland 20-25.
 Handera & Millia (Maryland) Baltimore.
 Handworth, Octavia, Co. (Rialto) Chicago.
 Haney, Lewis & Grace (Loew) Hoboken, N. J., 16-18.
 Hanley, Jack (Mary Anderson) Louisville; (Palace) Milwaukee 20-25.
 Harlequins, Five (Orpheum) Boston.
 Harmon & Co. (Odeon) Bartlesville, Ok., 16-18; (Electric) Joplin, Mo., 20-22.
 Harmony Queens, Five (Lincoln Hipp.) Chicago 16-18; (American) Chicago 20-22.
 Harney, Ben (Grand) Topeka, Kan., 16-18; (Majestic) Springfield, Ill., 20-22.
 Harper, Mabel (Pantages) Long Beach, Cal.; (Pantages) Salt Lake City 20-25.
 Harrington & Cummings (Hipp.) Toronto 20-25.
 Harris, Mildred (Majestic) Chicago 20-25.
 Harris, Dave, & Band (Orpheum) Los Angeles 13-25.
 Harris, Marion (Palace) New York; (Keith) Washington 20-25.
 Harrison, Chas., & Co. (Temple) Detroit; (Temple) Rochester, N. Y., 20-25.
 Harrison's, Happy, Circus (Pantages) Memphis, Tenn.
 Hartley & Joe (Poll) Bridgeport, Conn., 16-18.
 Hastings, Walter (Pantages) Seattle; (Pantages) Vancouver, Can., 20-25.
 Hazetaka Japs (Keith) Indianapolis.
 Hayden, Harry, Co. (Princess) Nashville, Tenn.
 Hayden, Goodwin & Rowe (Pantages) Denver; (Pantages) Pueblo 23-25.
 Hayden, Fred & Tommy (Pantages) Pueblo, Col.; (Pantages) Kansas City 20-25.
 Haynes, Mary (Palace) Chicago; (Palace) Milwaukee 20-25.
 Hays & Lloyd (Grand) St. Louis; (Grand) Centralia, Ill., 20-22; (Orpheum) Champaign 23-25.
 Heath, Frankie (Riverside) New York; (Jefferson) New York 20-22; (Coliseum) New York 23-25.
 Heather, Josie, Co. (Bijou) Savannah, Ga.
 Hector (Orpheum) Sioux Falls, S. D., 16-18; (Majestic) Grand Island, Neb., 23-25.
 Hegedus, Herma & Margot (5th Ave.) New York.
 Henlere, Hershel (Orpheum) Brooklyn 20-25.
 Henry & Moore (Keith) Cincinnati 20-25.
 Henrys, Flying (Metropolitan) Brooklyn 16-18.
 Herbert & Dare (Temple) Detroit; (Temple) Rochester, N. Y., 20-25.
 Herbert, Hugh, & Co. (Shea) Toronto; (Princess) Montreal 20-25.
 Herberths, The (Keith) Columbus, O., 20-25.
 Herman, Al (Hipp.) Cleveland; (Majestic) Milwaukee 20-25.
 Herron & Arnsman (Columbia) St. Louis, Mo., 16-18.
 Hiatt, Ernest (Price) Hannibal, Mo., 16-18.
 Higgins, Bobby, & Co. (Palace) New York.
 High Low Brow (Orpheum) St. Louis; (Orpheum) Memphis 20-25.
 Hill, Paul, Co. (Palace) New Orleans.
 Hill & Quinell (Loew) London, Can., 16-18.
 Hillam, B. A. (Keith) Syracuse, N. Y.
 Hilton & Norton (23rd St.) New York.
 Hillton Sisters (Loew) Hoboken, N. J., 16-18.
 Ilte, Redow & Co. (Grand) St. Louis.
 Hoffman, Gertrude (Shea) Toronto; (Princess) Montreal 20-25.
 Holland & Oden (Pantages) Los Angeles; (Pantages) San Diego 20-25.
 Holland, Dockrill & Co. (Lyceum) Pittsburg.
 Holiday & Willette (Orpheum) Tulsa, Ok., 16-18; (Columbia) St. Louis 20-22; (Grand) Centralia, Ill., 23-25.
 Holman, Harry (Orpheum) Des Moines, Ia.; (Palace) Chicago 20-25.
 Holmes & Levere (Keith) Lowell, Mass.
 Holt, Dan (National) Louisville.
 Honeymoon Inn (Boulevard) New York 16-18.
 Hortmann & Co. (Pantages) Ogden, Utah; (Pantages) Denver 20-25.
 Houdini (Riverside) New York; (Orpheum) Brooklyn 20-25.
 Howard & Sadler (Greenpoint) Brooklyn.
 Howard, Harry (Orpheum) Los Angeles; (Orpheum) Salt Lake City 20-25.
 Howard & Brown (Delancey St.) New York 16-18.
 Howard, Great (Broadway) Springfield, Mass., 16-18.
 Howard, Bert (Orpheum) St. Paul; (Orpheum) Winnipeg, Can., 20-25.
 Howard, Georgia (Electric) St. Joseph, Mo., 16-18.
 Howard & Fields Minstrels (Orpheum) Madison, Wis., 14-18.
 Howard, Leo, & Co. (Orpheum) St. Paul; (Palace) Chicago 20-25.
 Howard, Clara (Hipp.) Cleveland; (Keith) Syracuse, N. Y., 20-25.
 Howard & White (Grand) Centralia, Ill., 16-18.
 Howards, Flying (Warwick) Brooklyn 16-18.
 Howe & Pave (Loew) Dayton, O., 16-18.
 Howell, Ruth, Duo (Orpheum) Des Moines, Ia.; (Orpheum) Sioux City 23-25.
 Huber, Chad & Monte (Lyceum) Canton, O.; (Harris) Pittsburg, Pa., 20-25.
 Hudson, Bert E. (O. H.) Endeavor, Wis.
 Huff, Grace (Rialto) St. Louis.
 Hughes, Jack, Duo (Orpheum) Madison, Wis., 16-18.
 Hughes, Fred (Orpheum) Des Moines, Ia.
 Hughes & DeBrow (Orpheum) South Bend, Ind., 16-18.
 Hughea, Mrs. Gene, & Co. (Orpheum) South Bend, Ind., 16-18.
 Hume, Eddie (O. H.) Shreveport, La.
 Humphreys, Danceling (Pantages) Denver; (Pantages) Pueblo 23-25.
 Hyman, Officer (Broadway) New York.
 Imhoff, Roger, Co. (Hipp.) Cleveland; (Temple) Rochester, N. Y., 20-25.
 In Argentina (Avenue B) New York 16-18.
 Indian Revelries (LaSalle Garden) Detroit 16-18.
 Ing'la, Jack (Columbia) Davenport, Ia., 16-18; (Lincoln) Chicago 20-22; (Majestic) Cedar Rapids, Ia., 23-25.
 Innis Bros. (Orpheum) Salt Lake City; (Orpheum) Denver 20-25.
 Ishakawa, Bros. (Pantages) Pueblo, Col.; (Pantages) Pueblo 23-25.
 Ja Ba Trio (Keltay) Portland, Me., 20-25.
 Jacks & A Queen, Four (Rialto) Racine, Wis., 16-18.
 Jane & Miller (Keith) Cincinnati; (105th St.) Cleveland 20-25.
 Janet of France (Proctor) Yonkers, N. Y., 16-18.
 Janis, Ed, Revue (State Lake) Chicago.
 Jean & Valjean (National) Louisville.
 Jenner Bros. (Logan Sq.) Chicago 16-18; (Hipp.) Terre Haute, Ind., 20-22; (Majestic) Springfield, Ill., 23-25.
 Jennings, Chody & Dot (Metropolitan) Brooklyn 16-18.
 Jessel, Geo. (Shea) Buffalo; (Shea) Toronto 20-25.
 Joannys, The (Riverside) New York 20-25.
 Johnson C. Wesley (Pantages) Seattle; (Pantages) Vancouver 20-25.
 Johnson, Fox & Gibson (Pantages) Pueblo, Col.; (Pantages) Kansas City 20-25.
 Johnson, Hal, & Co. (Keith) Portland, Me.; (Keith) Lowell, Mass., 20-25.
 Johnson, J. Rosamond, & Co. (Columbia) Davenport, Ia., 16-18.
 Johnson, Baker & Johnson (Riviera) Brooklyn.
 Johnson & Mack (Majestic) San Antonio, Tex.
 Johnson Bros. & Johnson (State) Newark, N. J.
 Jolson, Harry (Riverside) New York; (Bushwick) Brooklyn 20-25.
 Jones & Jones (Keith) Providence, R. I., 20-25.
 Jordan Girls (Orpheum) St. Louis; (Orpheum) Memphis 20-25.
 Josephson's Icelanders (Majestic) Chicago.
 Joselyn & Turner (McVicker) Chicago.
 Joyce, Jack (Majestic) Chicago.
 Juliet (Palace) New York 20-25.
 Kahne, Harry (Orpheum) San Francisco; (Orpheum) Oakland 20-25.
 Kahn & Boone (Tuxedo) Detroit 16-18.
 Kalama & Kao (23rd St.) New York.
 Kanawava, Roy (State) New York 16-18.
 Kane & Herman (Flatbush) Brooklyn; (Davis) Pittsburg 20-25.
 Kane & Grant (Keith) Jersey City, N. J.
 Kara (Majestic) Ft. Worth, Tex.; (Majestic) Dallas 20-25.
 Karey, Karl (Liberty) Lincoln, Neb., 16-18.
 Karol Bros. (Temple) Rochester, N. Y.
 Kaufman, Walter (Palace) Springfield, Mass., 16-18.
 Kaufman Bros. (Temple) Detroit; (Temple) Rochester, N. Y., 20-25.
 Kawana Duo (Broadway) Springfield, Mass., 16-18.
 Kay, Dolly (Keith) Philadelphia.
 Keane, Richard (State-Lake) Chicago.
 Keane & Whitney (Orpheum) Fresno, Cal.; (Orpheum) Los Angeles 20-25.
 Keegan & O'Rourke (Orpheum) San Francisco; (Orpheum) Salt Lake City 20-25.
 Keeley, Jean & Arthur (Hipp.) San Jose, Cal., 15-18; (Loew State) Oakland 19-21; (Hipp.) Fresno 22-25.
 Kellam & O'Dare (Orpheum) Des Moines, Ia.; (Hennepin) Minneapolis 20-25.
 Keller, Helen (Orpheum) Tulsa, Ok., 16-18; (Orpheum) Sioux City, Ia., 23-25.
 Keller, Ethel, & Chums (Lyric) Atlanta, Ga.
 Kelly, Roland (Poll) Bridgeport, Conn., 16-18.
 Kelly, Tom (Pantages) Butte, Mont., 18-21.
 Kelly, Billy, Co. (125th St.) New York.
 Kelly, W. C. (Hamilton) New York; (Riviera) Brooklyn 20-22; (Columbia) Far Rockaway, N. Y., 23-25.
 Kennedy, James, & Co. (Princess) San Antonio, Tex., 16-18; (Garden) Kansas City 23-25.
 Kennedy & Martin (Orpheum) New York 16-18.
 Kennedy & Davis (Rialto) Elgin, Ill., 16-18.
 Kennedy, Jack, & Co. (Orpheum) St. Paul; (Orpheum) Minneapolis 20-25.
 Kenny & Hollis (Hipp.) Youngstown, O.; (Lyric) Hamilton, Can., 20-25.
 Kenny, Bert (Princess) Nashville, Tenn.
 Kimberley & Kane (National) New York 16-18.
 Kimberley & Page (State) Newark, N. J.
 King, Chas., & Rhodes (Keith) Philadelphia 20-25.
 King & Irwin (Pantages) San Francisco 20-25.
 Kingsbury, Iona, & Co. (Strand) Washington.
 Kinzo (Orpheum) San Francisco; (Orpheum) Oakland 20-25.
 Kifaros, The (Keith) Lowell, Mass.
 Kliner & Reaney (Prospect) Brooklyn; (81st St.) New York 20-25.
 Kitz, Albert (O. H.) Eldorado, Wis.; (Rialto) Racine 20-22.
 Klass, Manning & Klass (Panlaga) Denver; (Pantages) Pueblo 23-25.
 K'ass & Brilliant (Pantages) Portland, Ore.
 Klee, Mel (Orpheum) Peoria, Ill., 16-18; (Logan Sq.) Chicago 20-22; (Columbia) Davenport, Ia., 23-25.
 Kramer & Zarrell (Colonial) New York; (Alhambra) New York 20-25.
 Kramer & Boyle (Orpheum) New Orleans.
 Kross, Duo, Rose (Huntington) Huntington, Ind., 16-18.
 Kuhns, Three White (Erler) E. St. Louis, Ill., 16-18; (Majestic) Springfield 20-22; (Kedzie) Chicago 23-25.
 LaBrelcia (Orpheum) Fresno, Cal.; (Orpheum) Los Angeles 20-25.
 LaFrance Bros. (Keith) Dayton, O., 16-18.
 LaMaze Trio (Crescent) New Orleans.
 LaPearl, Roy (Victoria) New York 16-18.
 LaPharica Trio (Orpheum) Denver; (Orpheum) Lincoln, Neb., 20-25.
 LaTroc Bros. (Jeffers-Strand) Saginaw, Mich., 16-18.
 LaSova & Gilmore (Loew) Toronto.
 Lady Alice's Pets (Pantages) Saskatoon, Can.; (Pantages) Helena, Mont., 20-22.
 Lady Tsen Mel (Orpheum) Minneapolis; (Orpheum) Omaha 20-25.
 Lamb-z (Fulton) Brooklyn 16-18.
 Lamy Bros., Four (Majestic) Chicago; (Palace) Milwaukee 20-25.
 Lancelon, Smith & Lancelon (Pantages) Oakland, Cal.; (Pantages) Los Angeles 20-25.
 Lane & Harper (Main St.) Kansas City; (Orpheum) St. Louis 20-25.
 Lang & Vernon (Orpheum) Los Angeles; (Orpheum) Salt Lake City 20-25.
 Langdon, Harry, Co. (Empress) Grand Rapids, Mich.; (Palace) Chicago 20-25.
 Lapine & Emery (Pantages) Spokane 20-25.
 Larimore & Hudson (Hamilton) New York; (Broadway) New York 20-25.
 Larsen & Noble (Palace) Jacksonville, Fla.
 La Sallie, Bob (Hipp.) Cleveland.
 Lator's Modela (Pantages) Kansas City; (Pantages) St. Louis 20-25.
 Langhill, Jack & June (Warwick) Brooklyn 16-18.
 Laurel, Kay, & Co. (Coliseum) New York 16-18; (Royal) New York 20-25.
 Laurie, Joe., Jr. (Palace) New Haven, Conn., 16-18.
 Lavail, Harry, & Sister (Keith) Providence.
 Lavine, Ordre & Dorf (Palace) Jacksonville, Fla.
 Lazar & Dale (Pantages) Oakland, Cal.; (Pantages) Los Angeles 20-25.
 Lea, Emille (Poll) Worcester, Mass., 16-18.
 Leach-LaQuinlan Trio (Greely Sq.) New York 16-18.
 Leavitt & Lockwood (Flatbush) Brooklyn; (Riviera) Brooklyn 20-22; (Columbia) Far Rockaway, N. Y., 23-25.
 Leddy & Leddy (125th St.) New York.
 Lee & Cranston (Victory) Charleston, S. C.
 Lee Kida (Orpheum) Omaha 20-25.
 Lee, Sammy, & Co. (Majestic) Dallas, Tex.; (Majestic) Houston 20-25.
 Lee, Three (Palace) New Haven, Conn., 16-18.
 LeFevre, George & Mae (Keith) Portland, Me., 20-25.
 LeFleur & Portia (Emery) Providence, R. I., 16-18.
 Lehr & Bell (King) St. Louis.
 Lemalre, Hayes & Co. (Broadway) New York; (Regent) New York 20-22; (Franklin) New York 23-25.
 Leon & Mltzi (Princess) San Antonio, Tex., 16-18.
 Leon, Great (Keith) Washington; (Coliseum) New York 23-25.
 Leonard, Eddie, Co. (Keith) Columbus, O.; (Keith) Toledo, 20-25.
 Leonard & Whitney (125th St.) New York.
 Lester, Great (Orpheum) Quincy, Ill., 20-22; (Grand) Centralia 23-25.
 Lester & Moore (Grand) Centralia, Ill., 16-18.
 Let's Go (Prince) Houston, Tex., 16-18.
 Levere & Collins (Harlem O. H.) New York.
 Levoulos, The (Auditorium) Quebec, Can.; (Keith) Lowell, Mass., 20-25.
 Lewis, Speaker (Strand) Lansing, Mich., 16-18.
 Lewis & Rogers (Grand) Topeka, Kan., 16-18; (Columbia) St. Louis 20-22.
 Lewis & Dody (Orpheum) Brooklyn.
 Lewis, Bert (Hipp.) Alton, Ill., 16-18; (Grand) Centralia 20-22.
 Libonati (Orpheum) Oakland, Cal.; (Orpheum) Los Angeles 20-25.
 Liddell & Gibson (Fordham) New York; (Broadway) New York 20-25.
 Lihbert, Sam, & Co. (Loew) Holyoke, Mass.
 Lind & Treat (American) New York 16-18.
 Lindsay, Fred (Main St.) Kansas City; (Orpheum) Des Moines, Ia., 20-25.
 Little, Billy (Colonial) New York.
 Livingston, Murry (Bijou) Birmingham.
 Lockard & Lynn (Lyric) Hamilton, Can.
 Lockhart & Leddy (Gates) Brooklyn 16-18.
 Lohse & Sterling (Palace) Rockford, Ill., 16-18; (Orpheum) South Bend, Ind., 20-25.
 Lord & Fuller (O. H.) Shreveport, La.
 Lordons, Three (Palace) New York.
 Lowry & Prince (Palace) New Orleans.
 Loyal, Sylvia (Palace) Chicago; (Orpheum) St. Louis 20-25.
 Loyal's Dogs (Palace) New York 20-25.
 Lubin & Lewis (Greely Sq.) New York 16-18.
 Lucas, Jimmy (Orpheum) Minneapolis; (Orpheum) Duluth 20-25.
 Lucas & Inez (Palace) Milwaukee; (Majestic) Chicago 20-25.
 Luckey & Harris (Palace) Brooklyn 16-18.
 Lunatic Bakers (Pantages) Ogden, Utah; (Pantages) Denver 20-25.
 Luster Bros. (Davis) Pittsburg; (Keith) Cincinnati 20-25.
 Lutes Bros. (Palace) Cincinnati.
 Lutgen, Hugo (Electric) Joplin, Mo., 16-18.
 Lydell & Macy (Orpheum) Salt Lake City; (Orpheum) Denver 20-25.
 Lyons & Yasco (Orpheum) Memphis, Tenn.; (Orpheum) New Orleans 20-25.
 Lyon & Smythe (Orpheum) Des Moines, Ia.; (Orpheum) Winnipeg, Can., 20-25.
 Lytells, The (McVicker) Chicago.
 McConnell Sisters (Keith) Cincinnati; (Davis) Pittsburg 20-25.
 McFarlane & Palace (Colonial) New York 20-25.
 McFarlane, George (Majestic) Chicago; (Majestic) Milwaukee 20-25.
 McGivney, Owen (Temple) Rochester, N. Y.; (Lyric) Hamilton, Can., 20-25.
 McGowan & Knox (Garden) Kansas City, Mo.
 McIntyre, Jim & Bea (Electric) Joplin, Mo., 16-18; (Grand) Centralia, Ill., 20-22.
 McKay & Ardine (Orpheum) Oklahoma City, Ok., 16-18.
 McKay's Scotch Revue (McVicker) Chicago.
 McKeena & Fitzpatrick (State) Buffalo.
 McLellan & Carson (Mary Anderson) Louisville; (Keith) Cincinnati 20-25.
 Meltae & Clegg (Princess) Nashville.
 Melnie, Tom, & Co. (State) Memphis, Tenn., 16-18.
 McShane & Hathaway (Lyric) Atlanta, Ga.
 McWaters & Tyson (Orpheum) Sioux City, Ia., 16-18.
 Mack & Dean (Orpheum) New York 16-18.
 Mack & Lee (Hipp.) Toronto.
 Mack & Maybelle (Grand) St. Louis.
 Mack & Holly (National) Louisville.
 Mahoney, Will (Mary Anderson) Louisville.
 Maker & Redford (Poll) Bridgeport, Conn., 16-18.
 Mallis & Bart (Greenpoint) Brooklyn.
 Mantell, Wm. & Joe (Davis) Pittsburg; (Hipp.) Youngstown 20-25.
 Mang & Snyder (Hipp.) Terre Haute, Ind., 16-18.
 Mankin (Bushwick) Brooklyn.
 Mann, Sam, & Co. (Orpheum) Minneapolis; (Orpheum) St. Paul 20-25.
 Mantell's Mankins (Proctor) Mt. Vernon, N. Y., 16-18; (Keith) Philadelphia, Pa., 20-25.
 Margy Duo (Lyceum) Pittsburg.
 Marka & Wilson (Loew) Ottawa, Can.

Marlette's Marionettes (Grand) Centralia, Ill., 16-18.
 Marlotte, Harriet, Co. (Riverside) New York.
 Marilyn, Jim & Irene (Pantages) Tacoma, Wash.; (Pantages) Portland, Ore., 20-25.
 Marmen Sisters (Majestic) Houston, Tex.
 Marry Me (Keith) Boston.
 Marston & Manley (Loew) Toronto.
 Martin & Moore (Auditorium) Quebec, Can.
 Marvin, Mae (Regent) Kalamazoo, Mich., 16-18.
 Marx Bros., Four (Orpheum) Los Angeles; (Orpheum) Salt Lake City 20-25.
 Mary's Day Out (Loew) London, Can., 16-18.
 Mason & Bailey (Pantages) Spokane; (Pantages) Seattle 20-25.
 Mason, Harry, & Co. (Victoria) New York 16-18.
 Mathew, Juggling (High) Salem, Ore., 16-18.
 Mayos, Flying (Palace) Chicago; (Majestic) Milwaukee 20-25.
 Mayhew, Stella (Riviera) Brooklyn 16-18; (Broadway) New York 20-25.
 Meehan's Dogs (Hamilton) New York; (81st St.) New York 20-25.
 Meehan & Newman (Academy) Norfolk, Va.
 Mehlinger & Meyer (Orpheum) Winnipeg, Can.; (Orpheum) Calgary 20-25.
 Mellon & Renn (Jole) Ft. Smith, Ark., 16-18; (Erher) E. St. Louis, Ill., 20-22; (Columbia) St. Louis 23-25.
 Mellos, Four Casting (Empress) Grand Rapids, Mich.; (Temple) Detroit 20-25.
 Melnott Duo (Shea) Buffalo; (Shea) Toronto 20-25.
 Melodys & Steps (Pantages) Memphis, Tenn.
 Melody Garden (Pantages) Vancouver, Can.; (Pantages) Tacoma, Wash., 20-25.
 Melody Festival (King) St. Louis.
 Melody Land (Capitol) Hartford, Conn., 16-18.
 Melva S. Siera (Grand) Centralia, Ill., 16-18.
 Melvins, Three (Orpheum) Minneapolis; (Orpheum) Duluth 20-25.
 Mendozas (Pantages) San Diego, Cal.; (Pantages) Long Beach 20-25.
 Meredith & Snoozer (Pantages) Los Angeles; (Pantages) San Diego 20-25.
 Meroff, Ben (National) Louisville.
 Michon Bros. (Majestic) Milwaukee; (Majestic) Chicago 20-25.
 Millard & Marlin (Auditorium) Quebec, Can.
 Miller & Anthony (Poli) Wilkes-Barre, Pa., 16-18.
 Miller, Billy, Co. (McVicker) Chicago.
 Miller & Mack (Orpheum) San Francisco; (Hill St.) Los Angeles 20-25.
 Miller, Packer & Selz (Victoria) New York 16-18.
 Miller, Harriett V. (Keith) Lowell, Mass.
 Miller Girls (Temple) Rochester, N. Y.
 Miller, Clint & Cuby (Pantages) Saskatoon, Can.
 Mills & Miller (Bijou) Birmingham, Ala., 16-18.
 Mills, Bob (Princess) San Antonio, Tex., 16-18.
 Mills & Smith (Loew) Toronto.
 Milton, Dora, & Co. (Broadway) Springfield, Mass., 16-18.
 Minstrel Monarchs (Keith) Dayton, O., 16-18.
 Mitchell, Grant (Davis) Pittsburg; (Keith) Washington 20-25.
 Modern Cocktail (Orpheum) Duluth, Minn.; (Orpheum) Winnipeg, Can., 20-25.
 Modern Revue (Loew) Hamilton, Can.
 Monahan & Co. (Orpheum) Oakland, Cal.; (Orpheum) Sacramento 20-22; (Orpheum) Fresno 23-25.
 Monarch Comedy Four (Princess) Nashville.
 Monroe & Gratton (Tuxedo) Detroit 16-18.
 Monroe Bros. (Orpheum) Galesburg, Ill., 16-18; (Majestic) Bloomington 20-22; (Hipp.) Alton 23-25.
 Monroe & Grant (Rialto) Racine, Wis., 16-18.
 Montrose, Belle (Poli) Bridgeport, Conn., 16-18.
 Moody & Duncan (Majestic) Chicago.
 Moore, Victor (Temple) Detroit 20-25.
 Moore & Fleida (National) New York 16-18.
 Morris & Campbell (Orpheum) Lincoln, Neb.; (Main St.) Kansas City 20-25.
 Morton, Ed (Orpheum) New Orleans.
 Mosa & Frye (Orpheum) Minneapolis.
 Mosa, Sylvia, & Reckless Duo (Loew) Windsor, Can., 16-18.
 Moran, Hazel (Pantages) Tacoma, Wash.; (Pantages) Portland, Ore., 20-25.
 Moran & Welser (Pantages) Saskatoon, Can.
 Moran & Mack (Majestic) Ft. Worth, Tex.; (Majestic) Dallas 20-25.
 Morgan, Jim & Betty (Royal) New York; (Riverside) New York 20-25.
 Morgan Dancers (Coliseum) New York 16-18; (Keith) Philadelphia 20-25.
 Morrell Sextet (State) Buffalo.
 Mortons, Four (Mary Anderson) Louisville, Ky., 20-25.
 Mosconi Bros. (81st St.) New York 20-25.
 Mosconi Family (Palace) New York 13-25.
 Mower, Millicent (Orpheum) Brooklyn; (Bushwick) Brooklyn 20-25.
 Muldoon, Franklin & Rose (Orpheum) Omaha, Neb.; (Hennepin) Minneapolis 20-25.
 Mullane, Frank (Keith) Jersey City, N. J.
 Mullen & Francis (Greenpoint) Brooklyn.
 Munson, Ona, Co. (Davis) Pittsburg 20-25.
 Mura, Jean & Jeanette (Prince) Houston, Tex.
 Murdoch & Kennedy (Proctor) Newark, N. J.
 Murphy & Lockman (Palace) Jacksonville, Fla.
 Murray, Chas. (State) Newark, N. J.
 Murray & Gerlish (Keith) Portland, Me.
 Musieland (Poli) Bridgeport, Conn., 16-18.
 Musketees, Four (Loew) Dayton, O., 16-18.
 Nagyls, The (Hipp.) Youngstown, O.
 Nash, Florence (Bushwick) Brooklyn 20-25.
 Nash & O'Donnell (Orpheum) Oakland, Cal.; (Orpheum) Sacramento 20-22; (Orpheum) Fresno 23-25.
 Nathan, Joe & Clara (Loew) Hamilton, Can.
 Nathane Bros. (Orpheum) Salt Lake City; (Orpheum) Denver 20-25.
 Nazaro, Cliff (Orpheum) Denver; (Orpheum) Lincoln, Neb., 20-25.
 Nazaro, Nat (Orpheum) Denver; (Orpheum) Lincoln, Neb., 20-25.
 Nelson, Kay (Keith) Lowell, Mass.
 Nelson, Alma, & Co. (Hamilton) New York 20-25.
 Nelson, Daisy (Keith) Portland, Me., 20-25.
 Nelson's Katland (Columbia) St. Louis, Mo., 16-18; (Orpheum) Champaign, Ill., 20-22.
 Nelson & Madson (Pantages) Winnipeg, Can.; (Pantages) Regina 20-22.

Nelson & Barry Boys (Pantages) Tacoma, Wash.; (Pantages) Portland, Ore., 20-25.
 Nevins & Guhl (Lyric) Charlotte, N. C.
 Newhoff & Phelps (Franklin) New York.
 Newman, Walter, & Co. in Protheering (Palace) Chicago; (Orpheum) St. Louis 20-25.
 Nifty Three (Lyric) Charlotte, N. C.
 Nightingale, Four (Hipp.) Alton, Ill., 16-18.
 Night Boat (Pantages) Kansas City; (Pantages) St. Louis 20-25.
 Nihla (Orpheum) Tulsa, Ok., 16-18.
 Niobe (Keith) Boston; (Alhambra) New York 20-25.
 Nippon Duo (Majestic) San Antonio, Tex.
 Nixon's, Carl, Revue (Emery) Providence, R. I., 16-18.
 Nolan, Paul, & Co. (Keith) Philadelphia 20-25.
 Noraine, Nada (Orpheum) South Bend, Ind., 16-18; (Hipp.) Terre Haute 20-22.
 Norris Animals (Orpheum) Calgary, Can.; (Orpheum) Vancouver 20-25.
 North & Halliday (Mary Anderson) Louisville; (Keith) Indianapolis 20-25.
 Norton, Ruby (Orpheum) San Francisco 13-25.
 Norton, Jack, Co. (Lyric) Mobile, Ala.
 Norton & Nicholson (Keith) Indianapolis; (Keith) Columbus, O., 20-25.
 Norton & Melnotte (Orpheum) Brooklyn.
 Norwood & Hall (81st St.) New York; (Bushwick) Brooklyn 20-25.
 O'Clare, Wm., & Girls (Keith) Jersey City, N. J.
 O'Donnell, Vincent (Empress) Grand Rapids, Mich.; (Temple) Detroit 20-25.
 O'Leary, Tim & Kitty (Majestic) Milwaukee; (Palace) Chicago 20-25.
 Oklahoma Four (Pantages) Los Angeles; (Pantages) San Diego 20-25.
 Olcott, Charles, & Mary Ann (Keith) Boston; (Coliseum) New York 20-22.
 Old Black Joe Land (Garden) Kansas City.
 Old Time Darkies (Shea) Buffalo.
 Oliver & Oip (Moore) Seattle; (Orpheum) Portland, Ore., 20-25.
 Oims, John & Oille (Keith) Providence, R. I., 20-25.
 Olsen & Johnson (Alhambra) New York; (Keith) Syracuse, N. Y., 20-25.
 Orren & Drew (Prospect) Brooklyn; (Temple) Rochester, N. Y., 20-25.
 Ortons, Four (Orpheum) Winnipeg, Can.; (Orpheum) Calgary 20-25.
 Osterman, Jack (Keith) Boston; (Broadway) New York 20-25.
 Padua, Marg. (Orpheum) Brooklyn.
 Pudge, Mack & Mack (Princess) Montreal; (Keith) Providence, R. I., 20-25.
 Paldrens, Four (Loew) Dayton, O., 16-18.
 Palermo's Canines (Palace) Cincinnati.
 Pallenberg's Bears (Orpheum) Salt Lake City; (Orpheum) Denver 20-25.
 Pais, Two Little (Pantages) Butte, Mont., 18-21.
 Pan-American Four (Pantages) San Diego, Cal.; (Pantages) Long Beach 20-25.
 Pandor, Robby, Troupe (Mary Anderson) Louisville.
 Paramount Four (Lyric) Charlotte, N. C.
 Parks, Frances, & Co. (Empress) Omaha, Neb., 16-18; (Globe) Kansas City 20-22; (Grand) Topeka, Kan., 23-25.
 Parker, Peggy (Orpheum) Winnipeg, Can.; (Orpheum) Calgary 20-25.
 Pasquale Bros., Three (Pantages) San Francisco 20-25.
 Patricia (Shea) Toronto; (Lyric) Hamilton, Can., 20-25.
 Patricia & Delroy (Orpheum) Fresno, Cal.; (Orpheum) Los Angeles 20-25.
 Patten, Alex (Orpheum) Winnipeg, Can., 20-25.
 Pauline, Dr. (Pantages) Denver; (Pantages) Pueblo 23-25.
 Payne, Babe & Tommy (Keith) Dayton, O., 16-18.
 Pearce & Dunn (Empress) Chicago 16-18.
 Pearson, Newport & Pearson (Albee) Providence.
 Pederick & Devere (Pantages) Pueblo, Col.; (Pantages) Kansas City 20-25.
 Pedestrianism (Hill St.) Los Angeles 20-25.
 Penn & Roma (58th St.) New York 16-18.
 Perettes, Novelty (Bijou) Savannah, Ga.
 Perrone & Oliver (Orpheum) Peoria, Ill., 16-18.
 Petros (Orpheum) Joliet 20-22; (Majestic) Bloomington 23-25.
 Petrowsars, Five (Pantages) Oakland, Cal.; (Pantages) Los Angeles 20-25.
 Petticoats (Pantages) Spokane 20-25.
 Philbrick & DeVoe (State) Buffalo.
 Phillips, Evelyn, & Co. (Majestic) Bloomington, Ill., 16-18; (Orpheum) Joliet 23-25.
 Philson & Duncan (Victory) Charleston, S. C.
 Phila & Co. (Broadway) Springfield, Mass., 16-18.
 Pierce & Ryan (Poli) Worcester, Mass., 16-18.
 Pierce & Goff (Bushwick) Brooklyn.
 Pierpont, Lanra, & Co. (Orpheum) Calgary, Can.; (Orpheum) Vancouver 20-25.
 Pietro (Keith) Cincinnati; (Keith) Indianapolis 20-25.
 Pinto & Boyle (Orpheum) Portland, Ore.; (Orpheum) San Francisco 20-25.
 Pipifax, Little, & Co. (Loew) Hoboken, N. J., 16-18.
 Pitzer & Day (Rialto) Chicago.
 Pollard, Daphne (Royal) New York; (Maryland) Baltimore 20-25.
 Pot Pourri (Pantages) Portland, Ore.
 Potter & Hartwell (23rd St.) New York.
 Powers & Wallace (Riverside) New York.
 Pressler & Klais (Majestic) Milwaukee; (Majestic) Chicago 20-25.
 Primo, Velly (Globe) Kansas City, Mo., 16-18; (Grand) Topeka, Kan., 20-22.
 Princess Jue Quon Tai (Orpheum) Vancouver, Can.; (Moore) Seattle 20-25.
 Princess Winona (Empire) Newcastle, Erg., 20-25.
 Princeton & Watson (Orpheum) Winnipeg, Can.; (Orpheum) Calgary 20-25.
 Prosper & Maret (Palace) Ft. Wayne, Ind., 16-18.
 Pruitt, Bill (Empress) Omaha, Neb., 16-18.
 Pryor, Martha (Colonial) New York 20-25.
 Quixey Four (Hamilton) New York; (Jefferson) New York 20-22; (Riviera) Brooklyn 23-25.
 Ramsdell & Deyo (Temple) Rochester, N. Y., 20-25.
 Ranzettos, The (Hipp.) Toronto.
 Rasso (Orpheum) Sioux City, Ia., 16-18.
 Rawlsea & Van Kaufman (Loew) Hamilton, Can.
 Ray & Lita (Globe) Topeka, Kan., 16-18; (Orpheum) Okmulgee, Ok., 20-22; (Electric) Joplin, Mo., 23-25.
 Raymond, Al (Coliseum) New York.
 Raymond & Wilbert (Orpheum) Portland, Ore.; (Orpheum) San Francisco 20-25.
 Raymond & Schram (Orpheum) Omaha, Neb.; (Orpheum) Minneapolis 20-25.
 Reck & Rector (Keith) Toledo, O.; (Empress) Grand Rapids, Mich., 20-25.

Redford & Winchester (Orpheum) Fresno, Cal.; (Orpheum) Los Angeles 20-25.
 Reed, Florence, & Co. (Keith) Washington.
 Reed & Blake (McVicker) Chicago.
 Reese, David (Pantages) Tacoma, Wash.; (Pantages) Portland, Ore., 20-25.
 Regal & Mack (Orpheum) Boston, Mass., 16-18.
 Regals, Three (Orpheum) Sioux City, Ia., 16-18.
 Regay, Pearl, & Band (Majestic) Ft. Worth, Tex.; (Majestic) Dallas 20-25.
 Reilly Bros. (Loew) Dayton, O., 16-18.
 Reilly, Larry (Pantages) Long Beach, Cal.; (Pantages) Salt Lake City 20-25.
 Reilly, Robt., & Co. (Grand) St. Louis; (Orpheum) Champaign, Ill., 20-22; (Majestic) Springfield 23-25.
 Reinsler, Chuck (Pantages) Memphis, Tenn.
 Rempel, Bessie, Co. (Orpheum) Paducah, Ky., 16-18.
 Renard & West (5th Ave.) New York.
 Reno Sisters & Allen (Globe) Kansas City, Mo., 16-18; (Grand) Topeka, Kan., 20-22; (Electric) St. Joseph, Mo., 23-25.
 Retter, Dezzo (Columbia) St. Louis, Mo., 16-18.
 Reynolds & Donegan (Poli) Worcester, Mass., 16-18.
 Reynolds, Jim (Lyceum) Pittsburg.
 Rice & Newton (Geo. Cohan) New York, Indef.
 Rice & Elmer (103th St.) Cleveland.
 Rice Bros. (LaSalle Garden) Detroit 16-18.
 Rice & Werner (Keith) Washington; (Orpheum) Brooklyn 20-25.
 Riggs & Witche (Keith) Boston 20-25.
 Rinaldo Bros. (Orpheum) Calgary, Can.; (Orpheum) Vancouver 20-25.
 Ring, Flo (Loew) Ottawa, Can.
 Rios, The (Majestic) Dallas, Tex.; (Majestic) Houston 20-25.
 Rippl, Jack Sp. (O. H.) Jacksonville, Ill.
 Ritter & Knapp (Orpheum) Memphis, Tenn.; (Orpheum) New Orleans 20-25.
 Roberts, Hans, & Co. (Alhambra) New York.
 Roberts & Boyne (Palace) Brooklyn 16-18.
 Roberts, Rene, Revue (Orpheum) Minneapolis.
 Robinson, Bill (Orpheum) Los Angeles 13-15.
 Rock, Wm., Co. (Shea) Buffalo 20-25.
 Rockwell & Fox (Palace) Chicago; (Majestic) Milwaukee 20-25.
 Rodero & Marconi (Orpheum) Kansas City; (Orpheum) Duluth 20-25.
 Roeder, Francis, & Co. (Lyric) Richmond, Va.
 Rogers, Alan (Orpheum) Minneapolis; (Orpheum) St. Paul 20-25.
 Rolfe's Revue (Riverside) New York.
 Rolfe's Revue (Majestic) San Antonio, Tex.
 Rolis, Willie (Shea) Toronto; (Princess) Montreal 20-25.
 Romaine, Homer (Poli) Wilkes-Barre, Pa., 16-18.
 Rome & Gant (Hipp.) Youngstown, O., 20-25.
 Rome & Wager (Pantages) Vancouver, Can.; (Pantages) Tacoma, Wash., 20-25.
 Rooneys, Aerial (Pantages) Oakland, Cal.; (Pantages) Los Angeles 20-25.
 Rooney, Pat (Orpheum) San Francisco; (Orpheum) Oakland 20-25.
 Rose & Schaffner (Majestic) La Crosse, Wis., 16-18; (Orpheum) Grand Forks, N. D., 23-25; (Grand) Fargo 27-29.
 Rose, Jack (Majestic) Ft. Worth, Tex.; (Majestic) Dallas 20-25.
 Rose & Deil (Hipp.) Baltimore.
 Ross, Eddie (Keith) Lowell, Mass.; (Keith) Portland, Me., 20-25.
 Rossow's Midgits (Regent) Kalamazoo, Mich., 16-18.
 Roy & Arthur (Keith) Portland, Me.; (Colonial) New York 20-25.
 Royal Pekinese Troupe (Hipp.) Baltimore.
 Royal Sidneys (Palace) Brooklyn 16-18.
 Royal Gascoynes (Empress) Grand Rapids, Mich.
 Rose, Ruth (81st St.) New York.
 Rozellas, Two (Murray) Richmond, Ind., 16-18.
 Ruberville (L. berty) Lincoln, Neb., 16-18.
 Rucker & Winifred (Capitol) Hartford, Conn., 16-18.
 Rule & O'Brien (Alhambra) New York 20-25.
 Russell & Hayes (Lincoln Sq.) New York 16-18.
 Russell, Marie, Co. (Gates) Brooklyn 16-18.
 Ryan, Thoa, J., & Co. (Keith) Jersey City, N. J.
 Ryan, Elsa, & Co. (Orpheum) Brooklyn 20-25.
 Ryan & Ryan (Poli) Scranton, Pa., 16-18.
 Ryan, Weber & Ryan (Jefferson) New York.
 Sabbitt & Brooks (Lyric) Birmingham.
 Sabin, Frank, Co. (Victory) Charleston, S. C.
 Sale, Chic (Shea) Buffalo; (Shea) Toronto 20-25.
 Salle & Robles (Loew) Hamilton, Can.
 Sameroff & Sonia (Keith) Philadelphia.
 Samson & Panlette (Palace) Eldorado, Kan., 16-18.
 Sampaet & Leonhardt (Pantages) Ogden, Utah; (Pantages) Denver 20-25.
 Sampson & Douglas (Orpheum) Oklahoma City, Ok., 16-18; (Orpheum) Okmulgee 20-22.
 Samuels, Ray (Shea) Buffalo 20-25.
 Sandy (Riverside) New York 20-25.
 Sansone & Delliah (Majestic) Austin, Tex.; (Majestic) San Antonio 20-25.
 Santley, Zella (Pantages) Pueblo, Col.; (Pantages) Kansas City 20-25.
 Santos & Hayes (Revue) (Orpheum) Memphis, Tenn.; (Orpheum) New Orleans 20-25.
 Santrey, Henry (Davis) Pittsburg; (Empress) Grand Rapids, Mich., 20-25.
 Sanders, Gert., Trio (Pantages) San Francisco; (Pantages) Oakland 20-25.
 Savo, Jimmy (Palace) Milwaukee.
 Sawyer & Eddie (Liberty) Lincoln, Neb., 16-18; (Globe) Kansas City 20-22; (Grand) Topeka, Kan., 23-25.
 Scanlon, Denno Bros. & Scanlon (Hipp.) Terre Haute, Ind., 16-18; (Keith) Indianapolis 20-25.
 Scheff, Fritz (Majestic) Chicago; (Orpheum) St. Louis 20-25.
 Schlicht's Manikins (Jole) Ft. Smith, Ark., 16-18; (Orpheum) Tulsa, Ok., 20-22; (Orpheum) Oklahoma City 23-25.
 Schooler, Dave (Orpheum) Omaha, Neb.; (Orpheum) Minneapolis 20-25.
 Seabury, Billy (Orpheum) Calgary, Can.; (Orpheum) Vancouver 20-25.
 Seale (Orpheum) Vancouver, Can.; (Moore) Seattle 20-25.
 Seebachs, The (Keith) Lowell, Mass.
 Seed & Anstin (Keith) Boston; (Riverside) New York 20-25.
 Seeley, Blossom (Temple) Detroit; (Hipp.) Cleveland 20-25.
 Seibin & Grovini (Lyric) Birmingham.
 Semon, Chas. (Lyric) Hamilton, Can.
 Senators, Three (Pantages) San Francisco 20-25.
 Seymour, Harry & Anna (Davis) Pittsburg; (Empress) Grand Rapids, Mich., 20-25.
 Shadowland (81st St.) New York.

Shapiro & Jordan (Capitol) Hartford, Conn., 16-18.
 Sharkey, Roth & Witt (Keith) Syracuse, N. Y.
 Sharrocks, The (Majestic) Milwaukee; (Palace) Chicago 20-25.
 Shaw, Sandy (Orpheum) Calgary, Can.; (Orpheum) Vancouver 20-25.
 Shaw, Lillian (Orpheum) Lincoln, Neb.; (Majestic) Chicago 20-25.
 Shaw & Lee (Palace) Springfield, Mass., 16-18.
 Shaw, Leila, & Co. (State) Buffalo.
 Shayne, Al (Broadway) Springfield, Mass., 16-18.
 Sheldon, Thomas & Bahbs (Shea) Buffalo; (Shea) Toronto 20-25.
 Sheldon, Alyce & Lucille (Empress) Grand Rapids, Mich., 20-25.
 Sherman, Dan, & Co. (Rialto) Racine, Wis., 16-18; (Lozan Sq.) Chicago 20-22.
 Sherwood, Blanch (Orpheum) Kansas City; (Orpheum) Des Moines, Ia., 20-25.
 Shirley, Eva (Palace) Springfield, Mass., 16-18; (Keith) Boston 20-25.
 Shriner & Fitzsimmons (Orpheum) Oakland, Cal.; (Orpheum) Sacramento 20-22; (Orpheum) Fresno 23-25.
 Sidney, Frank, & Co. (Keith) Providence.
 Silber & North (Alhambra) New York.
 Silver & Duval (Hennepin) Minneapolis; (Orpheum) Winnipeg, Can., 19-25.
 Simms, Sonny (Shrine) Chicago 18-23.
 Simms & Warfield (Columbus) New Kensington, Pa., 16-18; (Academy) Meadville 20-25.
 Sinclair & Gray (American) New York 16-18.
 Singer's Midgits (Maryland) Baltimore; (Keith) Columbus, O., 20-25.
 Skatelles, The (Capitol) Hartford, Conn., 16-18.
 Skelly-Helit Revue (Pantages) Seattle; (Pantages) Vancouver 20-25.
 Skippy, Kennedy & Reeves (Pantages) Spokane 20-25.
 Small, Johnny, Co. (Pantages) St. Louis; (Pantages) Memphis 20-25.
 Smith & Barker (Bushwick) Brooklyn.
 Smith & Inman (Delancey St.) New York 16-18.
 Smith, Ben (Majestic) San Antonio, Tex.
 Snappy Bits (Lyceum) Pittsburg.
 Snell & Vernon (Hipp.) Cleveland; (Keith) Indianapolis 20-25.
 Snyder & Mollno (Boulevard) New York 16-18.
 Southern Four (Pantages) Spokane; (Pantages) Seattle 20-25.
 Spencer & Williams (Regent) New York 16-18.
 Spirit of Mardi-Gras (Hipp.) Toronto.
 Spoor & Parsons (Orpheum) Boston.
 Stanley, Allen (Palace) Milwaukee; (State-Lake) Chicago 20-25.
 Stanley & Caffery (Pantages) Butte, Mont., 18-21.
 Stanley, Geo., & Sister (State) Memphis, Tenn.
 Stanley, Doyle & Reno (Victory) Evansville, Ind.; (Capitol) Clinton 19-22.
 Stanley, Tripp & Martin (Columbia) St. Louis; (Erher) E. St. Louis, Ill., 20-22.
 Stanleys, The (Keith) Philadelphia; (Keith) Washington 20-25.

WALTER STANTON
 Now playing Vaudeville in his
 CHANTECLER COMEDY ACT (Giant Rooster).
 Care Billboard, Chicago, Illinois.

Stanton, Val & Ernie (Keith) Toledo, O., 20-25.
 Staples, Helen (Tuxedo) Detroit 16-18.
 Steadman, Al & Fannie (State-Lake) Chicago; (Orpheum) St. Louis 20-25.
 Steel, John (Bushwick) Brooklyn; (Orpheum) Brooklyn 20-25.
 Steele, Lillian, Co. (State) New York 16-18.
 Stein & Smith (Columbia) St. Louis, Mo., 16-18.
 Step Lively (Palace) Brooklyn 16-18.
 Sterlings, The (Jeffers-Strand) Saginaw, Mich., 16-18.
 Sternad's Midgits (Palace) Rockford, Ill., 16-18.
 Stevens & Lovjoy (Loew) Hoboken, N.J., 16-18.
 Stewart, Margaret (Flatbush) Brooklyn.
 Stone & Hayes (Orpheum) Memphis, Tenn.; (Orpheum) New Orleans 20-25.
 Storey & Clark (Colonial) New York.
 Storm, The (Orpheum) Oakland, Cal.; (Orpheum) Sacramento 20-22; (Orpheum) Fresno 23-25.
 Story Book Revue (Logan Sq.) Chicago 16-18.
 Stratford Comedy Four (Majestic) Grand Island, Neb., 16-18; (Globe) Kansas City 23-25.
 Striker, Al (Strand) Lansing, Mich., 16-18.
 Sully & Houghton (103th St.) Cleveland; (Davis) Pittsburg 20-25.
 Sully & Thomas (Orpheum) Sioux City, Ia., 16-18; (Kedzie) Chicago 23-25.
 Sullivan, Arthur, & Co. (Bijou) Birmingham, Ala., 16-18.
 Sulton (Jefferson) New York; (Regent) New York 20-22; (Franklin) New York 23-25.
 Summer Eve (Kedzie) Chicago 16-18.
 Summers Duo (Loew) Montreal.
 Sunbeam Follies (Lincoln Sq.) New York 16-18.
 Suratt, Vateska (Orpheum) New Orleans.
 Swain's Cats & Rats (Garden) Kansas City.
 Swan & Swan (Pantages) Long Beach, Cal.; (Pantages) Salt Lake City 20-25.
 Sweeney, Beatrice (Orpheum) Omaha, Neb.; (Orpheum) Kansas City 20-25.
 Sweets, Al, Iazzars (Pantages) San Diego, Cal.; (Pantages) Long Beach 20-25.
 Swor Bros. (Columbia) Far Rockaway, N. Y., 16-18.
 Sydell, Paul (Alhambra) New York.
 Takeda Bros. (Orpheum) Okmulgee, Ok., 16-18; (Orpheum) Oklahoma City 20-22; (Orpheum) Tulsa 23-25.
 Tallafarro, Mabel, Co. (Orpheum) New York 16-18.
 Tango Shoes (Jefferson) New York 16-18.
 Tarzan (Majestic) Milwaukee.
 Taylor, Howard & Them (Orpheum) Winnipeg, Can.; (Orpheum) Calgary 20-25.
 Taylor & Francis (Emery) Providence, R. I., 16-18.
 Tempest, Florence, & Bobby Watson (Keith) Washington 20-25.
 Tennessee Ten (Main St.) Kansas City.
 Terminal Four (Pantages) Memphis, Tenn.
 Terry, Frank (Loew) Windsor, Can., 16-18.
 Thank You, Doctor (81st St.) New York.
 Theima (Liberty) Lincoln, Neb., 16-18; (Globe) Kansas City, 20-22; (Grand) Topeka, Kan., 23-25.
 Thomas Saxotet (Pantages) Spokane 20-25.
 Thompson, James (Auditorium) Quebec, Can.
 Thurns, Dave (Rialto) Chicago.
 Tilton, Corrine, Revue (Princess) Montreal.
 Timberg, Herman (Princess) Montreal; (Keith) Indianapolis 20-25.
 Tip Tops, Six (Pantages) Kansas City; (Pantages) St. Louis 20-25.

WALTER NEWMAN
 IN "PROFITEERING."
 Playing Keith's World's Best Vaudeville.
 DIRECTION WM. S. HENNESSY.
 Nelsons, Juggling (Orpheum) Oklahoma City, Ok., 16-18.

Timely Review (Majestic) Dubuque, Ia., 16-18.
Topsy & Topsy (Pantages) Winnipeg, Can.; (Pantages) Regina 20-22.
Toney & Norman (Orpheum) St. Louis; (Orpheum) Memphis 20-25.
Toomer, Henry R., & Co. (Majestic) Austin, Tex.; (Majestic) San Antonio 20-25.
Toto (Orpheum) Brooklyn; (Keith) Providence, R. I., 20-25.
Towler, Joe (Keith) Columbus, O., 20-25.
Toyland Follies (National) New York 16-18.
Tracy & McBride (Majestic) San Antonio, Tex.
Trumbull, Irene (State) Memphis, Tenn., 16-18.
Tumbling Demons, Seven (Pantages) Salt Lake City; (Pantages) Ogden 20-25.
Turner & DeArno (Avenue B) New York 16-18.
Travers & Douglas (Orpheum) Kansas City; (Orpheum) Duluth 20-25.
Tybelle Sistrera (Pantages) Salt Lake City; (Pantages) Ogden 20-25.
Tyler & Crolius (Crescent) New Orleans.
Unusual Duo (Royal) New York; (Riverside) New York 20-25.
Valda & Co. (Columbia) Far Rockaway, N. Y.; (Keith) Lowell, Mass., 20-25.
Valentine & Belle (Majestic) Newark, N. J.
Valya, Rosa (Vicker) Chicago.
Van Cello & Mary (Temple) Rochester, N. Y.
Van & Corbett (Orpheum) Vancouver, Can.; (Moore) Seattle 20-25.
Van Hoven (Moore) Seattle; (Orpheum) Portland 20-25.
Van & Tyson (Keith) Portland, Me.
Vane, Sybil, & Co. (Hamilton) New York.
Van Tasson, Harry (Pantages) St. Louis; (Pantages) Memphis 20-25.
Varvara, Leon (Davis) Pittsburg; (Keith) Washington 20-25.
Velle, Jay, & Girls (Keith) Indianapolis; (Keith) Syracuse, N. Y., 20-25.
Victor, Josephine (Orpheum) Duluth, Minn.; (Orpheum) Winnipeg, Can., 20-25.
Victoria & Dupree (Shea) Toronto; (Princess) Montreal 20-25.
Virginia Romance (Lyric) Atlanta, Ga.
Voelk, Murray (Warwick) Brooklyn 16-18.
Vokes & Dora (Keith) Cincinnati; (105th St.) Cleveland 20-25.
Volunteers (Hennepin) Minneapolis.
Wald & Francis (Grand) Atlanta, Ga., 16-18.
Wahlitka, Princess (Broadway) New York; (Fordham) New York 20-25.
Waldron & Winslow (Rialto) Chicago.
Waldron, Marga (Orpheum) Kansas City.
Walker, Dallas (61st St.) New York 20-25.
Walsh, Jack, & Co. (State) Memphis, Tenn., 16-18.
Walters & Walters (Keith) Providence.
Walton & Brant (Empress) Chicago 16-18; (Virginian) Kenosha, Wis., 20-22; (Rialto) Racine, Wis., 23-25.
Walton, Florence & Co. (Keith) Philadelphia.
Walton, Buddy (Orpheum) Sioux Falls, S. D., 16-18; (Empress) Omaha, Neb., 20-22; (Liberty) Lincoln 23-25.
Walzer & Dyer (Ben All) Lexington, Ky., 16-18.
Wanzer & Palmer (Hipp.) Toronto.
Ward, Will J. (Keith) Lowell, Mass., 20-25.
Ward & King (Hipp.) Baltimore.
Ward Bros. (Orpheum) Salt Lake City 20-25.
Ward & Gory (Pantages) Los Angeles; (Pantages) San Diego 20-25.
Ward & Dooley (Palace) New Orleans.
Ward & Wilson (Delancey St.) New York 16-18.
Warren & O'Brien (Palace) Ft. Wayne, Ind., 16-18.
Watson Sisters (Colonial) New York; (Alhambra) New York 20-25.
Watson, Harry, Jr. (105th St.) Cleveland.
Watson, Jos. K. (Franklin) New York; (Riviera) Brooklyn 23-25.
Watts & Hawley (Majestic) Houston, Tex.
Wayne, Clifford, Trio (Loie) Ft. Smith, Ark., 16-18; (Orpheum) Oklahoma City, Ok., 20-22; (Orpheum) Tulsa 23-25.
Wayne & Warren (Lyric) Hamilton, Can.; (Hipp.) Cleveland 20-25.
Wayne, Marshall & Candy (Empress) Chicago 16-18; (Virginian) Kenosha, Wis., 20-22; (Rialto) Racine 23-25.
Weaver Bros. (Hipp.) Youngstown, O.; (Davis) Pittsburg 20-25.
Welch, Ben (Keith) Toledo, O.; (Temple) Detroit 20-25.
Welch, Lew (Palace) Brooklyn 16-18.
Wells, Gilbert (Harlem O. H.) New York.
Wells, Virginia & West (Keith) Boston; (Alhambra) New York 20-25.
West, May, Co. (Poli) Waterbury, Conn., 16-18; (Palace) New York 20-25.
Weston & Blinn (Grand) Atlanta, Ga., 16-18.
Weston's Models (Orpheum) Portland, Ore.; (Orpheum) San Francisco 20-25.
Weston, Cecil, Co. (Lyric) Mobile, Ala.
Wheeler, Bert & Betty (Majestic) Milwaukee; (State-Lake) Chicago 20-25.
Wheeler & Potter (Majestic) Dallas, Tex.; (Majestic) Houston 20-25.
White Sisters (Keith) Washington; (Bushwick) Brooklyn 20-25.
White, Porter J., Co. (Fulton) Brooklyn 16-18.
White, Black & Useless (American) New York 16-18.
Whitehead, Joe (Palace) Ft. Wayne, Ind., 16-18.
Whitelaw, Arthur (125th St.) New York.
Whitman, Mabel, Co. (Greely Sq.) New York 16-18.
Whitfield & Ireland (Poli) Waterbury, Conn., 16-18.
Whiting & Burt (Rialto) St. Louis; (Palace) Chicago 20-25.
Wilbur & Mansfield (Keith) Boston.
Wilcox, Frank & Co. (Hipp.) Toronto 20-25.
Wille Bros. (Pantages) Spokane 20-25.
Williams, Cowboy & Daisy (Grand) Atlanta, Ga., 16-18.
Williams & Wolfus (Keith) Philadelphia; (Keith) Washington 20-25.
Williams & Taylor (Alhambra) New York.
Wills, Gilbert, & Co. (Majestic) Houston, Tex.
Wilson, Lew (Lyric) Birmingham, Ala.
Wilson & Larsen (State) Buffalo.
Wilson Bros. (Bushwick) Brooklyn.
Wilson, Frank (Hennepin) Minneapolis; (Orpheum) St. Paul 20-25.
Wilson-Ashby Trio (Riverside) New York; (Bushwick) Brooklyn 20-25.
Wilson, Arthur & Lydia (Loew) Windsor, Can., 16-18.
Wilson, Jack, Trio (Keith) Boston.
Wilton Sisters (Mary Anderson) Louisville; (Keith) Columbus, O., 20-25.
Winton Bros. (Orpheum) St. Paul.
Wirth, Max (Majestic) Milwaukee; (Majestic) Chicago 20-25.
Wise, Thos. E., Co. (Keith) Toledo, O.; (Keith) Indianapolis 20-25.

Wohlman, Al (Main St.) Kansas City; (Orpheum) Sioux City, Ia., 20-22.
Wonder Girl (Empress) Chicago 16-18; (Logan Sq.) Chicago 20-22.
Wood & Wyde (Temple) Detroit; (Hipp.) Cleveland 20-25.
Wooden Bros. (Majestic) Springfield, Ill., 16-18.
Work & Willing (Victory) Charleston, S. C.
Wright, Olive, & Co. (Bijou) Birmingham, Ala., 16-18.
Wright & Earle (Grand) Topeka, Kan., 16-18; (Orpheum) Okmulgee, Ok., 23-25.
Wright Dancers (Orpheum) Madison, Wis., 16-18; (Rialto) Racine 23-25.
Wrothe & Martin (Fordham) New York; (Franklin) New York 23-25.
Wylie & Hartman (Broadway) New York; (Keith) Philadelphia 20-25.
Wyse, Ross, & Co. (Palace) Milwaukee.
York & Maybelle (Electric) St. Joseph, Mo., 16-18; (Eberly) E. St. Louis, Ill., 20-22; (Columbia) St. Louis 23-25.
York & King (Majestic) Austin, Tex.; (Majestic) San Antonio 20-25.
Young, Margaret (Keith) Washington; (Hamilton) Young, Oille, & April (Tuxedo) Detroit 16-18.
Young, DeWitt, & Sister (Majestic) Austin, Tex.; (Majestic) San Antonio 20-25.
Young America (Orpheum) Winnipeg, Can.; (Orpheum) Calgary 20-25.
Zara Carmen Trio (Pantages) San Francisco; (Pantages) Oak and 20-25.
Zarrell, Leo (Orpheum) Los Angeles; (Orpheum) Salt Lake City 20-25.
Zelaya (Majestic) Little Rock, Ark., 16-18.
Zenita (Empress) Chicago 16-18.
Zeno, Mull & Carl (State) Memphis, Tenn., 16-18.

DRAMATIC & MUSICAL

(ROUTES FOR THIS COLUMN SHOULD REACH THE CINCINNATI OFFICE BY SATURDAY MORNING TO INSURE PUBLICATION.)
Abraham Lincoln. (American) St. Louis 12-18.
Angel Face: Birmingham, Ala., 13-15.
Ann Christie: (Vanderbilt) New York Nov. 2, indef.
Arliss, George, in The Green Goddess: (Plymouth) Boston Feb. 6, indef.
Back to Methuselah: (Garrick) New York Feb. 26, indef.
Bad Man, with Holbrook Blinn: (Lyceum) Rochester, N. Y., 13-15; (Wieling) Syracuse 16-18.
Bat, The: (Hanna) Cleveland 13-18.
Ba, The: (Morocco) New York Aug. 23, indef.
Baru: (Earl Carroll Theater) New York Feb. 25, indef.
Barrimore, Ethel, Chas. Frohman, Inc., mgrs.: (Columbia) San Francisco 6-25.
Bill of Divorcement, with Allan Pollock: (Ford) Baltimore 13-15.
Blind Youth, with Lou Tellegen: (Tulane) New Orleans 13-15.
Blossom Time: (Ambassador) New York Sept. 28, indef.
Blue Kitten, The, with Jos. Cawthorn: (Selwyn) New York Jan. 13, indef.
Bluebeard's Eighth Wife: (Garrick) Chicago Feb. 19, indef.
Blushing Bride: (Astor) New York Feb. 6, indef.
Bombo, with Al Jolson: (59th St.) New York Oct. 4, indef.
Broken Branches: (39th St.) New York March 8, indef.
Buildup Drummond: (Knickerbocker) New York Dec. 26, indef.
Burke, Billie, in The Intimate Stranger: (Nixon) Pittsburg 13-15.
Cantor, Eddie, in Make it Snappy: (Shubert) Philadelphia Feb. 25, indef.
Captain Applejack: (Cort) New York Dec. 29, indef.
Cat and the Canary: (National) New York Feb. 7, indef.
Chatterton, Ruth, Chas. Frohman, Inc., mgrs.: Terre Haute, Ind., 15; Decatur, Ill., 16; Springfield 18; (American) St. Louis, Mo., 20-25.
Chauve-Souris: (49th St.) New York Feb. 3, indef.
Chu Chin Chow: Memphis, Tenn., 13-15.
Circle, The, with John Drew & Mrs. Leslie Carter: (Selwyn) Boston Feb. 27, indef.
Claw, The, with Lionel Barrymore: (Princess) Chicago Feb. 5, indef.
Czarina, The, with Doris Keane: (Empire) New York Jan. 30, indef.
Dear Me, with Grace LaRue & Hale Hamilton, John Golden, mgrs.: Marietta, O., 15; Parkersburg, W. Va., 16; Newark, O., 17; Zanesville 18; Pittsburg, Pa., 20-25.
Demi-Vierge, The: (Eltinge) New York Oct. 18, indef.
Ditrichstein, Leo, in The Great Lover: (Shubert) Louisville 16-18.
Dog Love, with William Hodges: (Studebaker) Chicago Feb. 26, indef.
Dover Road, The, with Chas. Cherry: (Bijou) New York Dec. 23, indef.
Driftin', with Robert Warwick and Helen Monken: (Adelphi) Philadelphia March 6, indef.
Duley: (Montauk) Brooklyn 13-18.
Faversham, Wm., in The Squaw Man: (Cox) Cincinnati 13-18.
First Fifty Years: (Princess) New York March 13, indef.
First Man: (Neighborhood) New York March 9, indef.
First Year, The: (Little) New York Oct. 20, indef.
Fiske, Mrs., in Wake Up Jonathan, Sam H. Harris, mgr.: (Tuller's Shubert) Brooklyn 13-18.
For Goodness Sake: (Lyric) New York Feb. 20, indef.
French Doll, with Irene Bordoni: (Lyceum) New York Feb. 20, indef.
George, Grace: (Garrick) Detroit 13-18.
Get Together: (Hippodrome) New York Sept. 3, indef.
Getting Gertie's Garter: (Majestic) Brooklyn 13-18.
Gillette, William, Chas. Frohman, Inc., mgrs.: (Euclid Ave.) Cleveland 13-18; (Hartman) Columbus 20-22; (Macaulay) Louisville 23-25.
Gold Diggers: (Broad) Philadelphia Feb. 20, March 18.
Good Morning, Dearie: (Globe) New York Nov. 1, indef.
Grand Duke, with Lionel Atwill: (Tremont) Boston 6-18.
Greenwich Village Follies 1921: (Shubert) Boston March 13, indef.
Greenwich Village Follies 1920, John Sheehy, mgr.: Salt Lake City, Utah, 16-18; Los Angeles, Cal., 20-25.

Greenwood, Charlotte, in Letty Pepper: (Walnut) Philadelphia March 13, indef.
Hamplen, Walter, Co.: (Broadway) Denver 13-18.
He Who Gets Slapped: (Fulton) New York Jan. 9, indef.
Hodges, Jimmie, Musical Comedy Co.: (Orpheum) Detroit, Mich., Dec. 20, indef.
Honeydew: (Murat) Indianapolis, Ind., 13-18.
Hotel Mouse: (Shubert) New York March 13, indef.
Irene: (Mason O. H.) Los Angeles 13-18.
Just Because: (Majestic) Providence, R. I., 14-18.
Just Married: (Nora Bayes) New York April 27, indef.
Kiki, with Lenore Ulric: (Belasco) New York Nov. 29, indef.
Ladies' Night: (Shubert) Brooklyn 13-18.
Last Walk, with Eleanor Painter: (Shubert-Jefferson) St. Louis 12-18.
Lauder, Sir Harry: (Academy) Brooklyn 15-16; Stamford, Conn., 17; New Haven 18.
Law Breaker, with Wm. Courtenay: (Booth) New York Feb. 6, indef.
Lawful Larceny: (Republic) New York Jan. 2, indef.
Lightnin', with Frank Bacon: (Blackstone) Chicago Sept. 1, indef.
Lightnin', with Milton Noble, John Golden, mgr.: Columbus, O., 13-18; Dayton 20-25.
Lillom: (Wilbur) Boston Feb. 6, indef.
Listen To Me, Frank Flesher, mgr.: Hamlet, S. C., 16; Fayetteville, N. C., 17; Wilmington 18; Goldsboro 20; Winston 21; Newbern 22; Washington 23; Greenville 24; Wilson 25.
Little Old New York, with Genevieve Tobin, Sam H. Harris, mgr.: (Cohan's Grand) Chicago Jan. 2, indef.
Lola, with Helen Shipman: (Alvin) Pittsburg 13-18.
McIntyre & Heath: (Teck) Buffalo 13-18.
Madame Pierre: (Ritz) New York Feb. 15, indef.
Madeline and the Movies, with Georgette Cohan: (Gaiety) New York March 6, indef.
Main St.: (Poli) Washington, D. C., 13-18.
Marcus Show of 1921, Gayle Burlingame, bus. mgr.: Sterling, Ill., 15; Clinton, Ia., 16; Dubuque 17-18; Waterloo 19; Iowa City 20; Muscatine 21; Keokuk 22; Bloomington, Ill., 23; Danville 24.
Marjoiraine: (Broadhurst) New York Jan. 24, indef.
Midnight Frolie: (Ziegfeld Roof) New York Nov. 14, indef.
Mitzl, in Lady Billy, Frank T. Bnell, mgr.: (Hilltop) Chicago Feb. 20-April 22.
Moulinartre: (Belmont) New York Feb. 10, indef.
More's Hawaiian Paradise Co., Rechin & Morse, mgrs.: Chester, Ill., 16; Cape Girardeau, Mo., 17-18; Cairo, Ill., 19; Anna 20; Sandoval 21; Olla 22.
Mountain Man, The: (Maxine Elliott's) New York Dec. 12, indef.
Mr. Pim Passes By, with Laura Hope Crews: (Grand) Cincinnati 13-18.
Mrs. Warren's Profession: (Punch & Judy) New York Feb. 22, indef.
Music Box Revue: (Music Box) New York Sept. 19, indef.
National Anthem, with Laurette Taylor: (Henry Miller) New York Jan. 23, indef.
Nest, The: (4th St.) New York Jan. 28, indef.
Nice People, with Francine Larrimore, Sam H. Harris, mgr.: (Cort) Chicago Oct. 24, indef.
Night Cap, The: (Playhouse) Chicago Jan. 2, indef.
O'Brien Girl: (Garrick) Philadelphia March 6, indef.
O'Brien Girl: (National) Washington, D. C., 13-18.
O'Hara, Fiske, in The Happy Cavalier, A. Pitou, inc., mgrs.: (Majestic) Buffalo 13-18.
Olcott, Chauncey, in Ragged Robin, Earl Burgess, mgr.: San Louis Obispo, Cal., 16; Monterey 17; San Jose 18; Merced 20; Fresno 21; Modesto 22; Sacramento 23-25.
Only 38, with Mary Ryan, Sam H. Harris, mgr.: (Olympic) Chicago Feb. 26, indef.
Passing Show of 1921: (Shubert) Kansas City 13-18.
Perfect Fool, with Ed Wynn: (George M. Cohan) New York Nov. 7, indef.
Pigeon, The: (Greenwich Village) New York Feb. 2, indef.
Robson, Max, in It Pays To Smile, W. G. Smelling, mgr.: Helena, Mont., 15; Great Falls 16; Butte, 17-18; Billings 21; Glendive 22; Bismarck, N. D., 23; Minot 24; Fargo 25.
Rose of Stamboul: (Century) New York Feb. 27, indef.
Rubicon, The, with Violet Heming: (Hudson) New York Feb. 21, indef.
Sally, with Marilyn Miller and Lena Errol: (New Amsterdam) New York Dec. 21, indef.
Shuffle Along: (63d St.) New York May 23, indef.
Silver Fox, The: (La Salle) Chicago Feb. 19, indef.
Six Cylinder Love: (Harris) New York Aug. 26, indef.
Skin Game: (Lyceum) Baltimore 13-18.
Skinner, Otis, Chas. Frohman, Inc., mgrs.: Toledo, O., 15; Lima 26; Springfield 17; Lexington, Ky., 18; Knoxville, Tenn., 20; Rome, Ga., 21; Anniston, Ala., 22; Atlanta, Ga., 23-25.
Slout, L. Verne, Players: S. Amherst, O., 20; New London 21; Ruggles 22; Iberia 23; Cary 24.
Smilin' Thru, with Jane Cowl: (Lyceum) Rochester, N. Y., 16-18.
Sothen & Marlowe, Allan Attwater, mgr.: (Royal Alexandra) Toronto, Can., 13-18.
Starr, Frances, in The Eastway Way, A. E. Moran, mgr.: (Powers) Chicago 20-March 18; (Davidson) Milwaukee 20-25.
Take It From Me: Birmingham, Ala., 16-18.
Tangerine, with Julia Sanderson: (Casino) New York August 9, indef.
Tavern, The: (Majestic) Buffalo 13-18.
Ten Nights in a Bar Room C. E. Anderson, mgr.: Norristown, Pa., 16; Boyertown 17; Pottstown 18; Phoenixville 20; Valley Forge 21; W. Chester 22; Media 23; Chester 24; Wilmington, Del. 25.
Tickle Me, with Frank Tinney: Ithaca, N. Y., 16; Elmira 17; Ringhamton 18; Wilkes-Barre, Pa., 20; Bethlehem 21; Trenton, N. J., 22; Easton, Pa., 23; Allentown 24-25.
Tip Top, with Fred Stone: (Colonial) Boston Dec. 5-March 18.
To the Ladies, with Helen Hayes: (Liberty) New York Feb. 20, indef.
Two Little Girls in Blue, C. W. Willets, mgr.: (Colonial) Chicago Feb. 19, indef.
Up in the Clouds: (44th St.) New York Jan. 1, indef.
Varying Shore, with Elsie Ferguson: (Woods) Chicago Feb. 19, indef.
Was-feld David, in The Return of Peter Grimm: (Mason O. H.) Los Angeles 20-25.
White-Headed Boy: (Hollis) Boston 6-18.

White Peacock, The, with Olga Petrova: (Comedy) New York Dec. 26, indef.
White's, George, Scandals: (Forrest) Philadelphia March 6-18.
Whiteside, Walter, in The Hindu: (Central) Chicago Jan. 8, indef.
Your Woman and Mine: (Klaw) New York Feb. 27, indef.
Ziegfeld Follies: (Davidson) Milwaukee 13-18.
Ziegfeld Follies, with Will Rogers: (New Detroit) Detroit 13-18.

CONCERT & OPERA

(ROUTES FOR THIS COLUMN SHOULD REACH THE CINCINNATI OFFICE BY SATURDAY MORNING TO INSURE PUBLICATION.)
Bauer, Harold: (Grand) Chicago 19.
Butt, Clara, & Kennelby Humford: Boston 19; Allentown, Pa., 21; Elmira, N. Y., 22; Lynchburg, Va., 24.
Casals, Pablo: (Grand) Chicago 19.
Chicago Opera Co.: St. Paul, Minn., 16-18; Helena, Mont., 20; Portland, Ore., 22-25.
Fitzlu, Anna: Jacksonville, Fla., 20.
Foxy, Singer Band Can't Beat: Hastings, Minn., indef.
Gabrilowitsch, Ossip: (Aeolian Hall) New York 18.
Galli-Curel: San Francisco 19.
Godowsky, Leopold: San Francisco 19.
Gordon, Jeanne: Boston 19.
Heifetz: Louisville 20.
Hempel, Fieda: (Carnegie Hall) New York 21.
Ivogun, Marie: (Hotel Sinton) Cincinnati, O., 20.
Karl, Theo.: Youngstown, O., 18.
Kreiser, Fritz: Albany, N. Y., 15; Utica 18; Cincinnati, O., 21; Chicago, Ill., 26.
McCormack, John: Des Moines, Ia., 22.
Macmillen, Francis: Baltimore 17; Cleveland 23-24.
Maier, Guy, & Lee Pattison: Rock Hill, S. C., 17; Hendersonville, N. C., 18.
Matzenauer, Margaret: St. Louis, Mo., 17-18; Rock Island, Ill., 20; Lincoln, Neb., 22.
Omaha 24.
Menth, Herman: Canton, O., 22.
Metropolitan Opera Co.: (Metropolitan O. H.) New York, indef.
Morini, Erika: Minneapolis 24.
Rachmaninoff: Bridgeport, Conn., 19.
Raissa, Rosa: Grand Rapids, Mich., 15.
Russian Grand Opera Co.: Louisville 16-18.
San Carlo Grand Opera Co., Fortune Gallo, gen. dir.: (Regina) Regina, Sask., Can., 16-18; (Walker) Winnipeg, Man., Can., 20-25.
Schumann-Helme, Mme.: Indianapolis, Ind., 19.
Sousa and His Band: Chicago 18; Cincinnati 19; Louisville 22.
Werrenroth, Reinold: Milwaukee 17; Spokane, Wash., 21.

STOCK & REPERTOIRE

(ROUTES FOR THIS COLUMN SHOULD REACH THE CINCINNATI OFFICE BY SATURDAY MORNING TO INSURE PUBLICATION.)
Academy Players: Haverhill, Mass., indef.
Alcazar Players: (Alcazar) San Francisco, indef.
Archie Players: (Metropolitan) Edmonton, Alta., Can., Dec. 4, indef.
Arlington Stock Co.: (Arlington) Boston Feb. 22, indef.
Auditorium Players: Malden, Mass., indef.
Baker Stock Co.: Portland, Ore., indef.
Benton's Comedians, Thos. H. Wood, mgr.: Campbell Hill, Ill., 13-18; Watonville 20-25.
Bessey, Jack, Stock Co.: (Washington) Richmond, Ind., indef.
Blaney Players: (Yorkville) New York, indef.
Bonstelle, Jessie, Co.: (Opera House) Providence, R. I., Jan. 2, indef.
Boston Stock Co.: (St. James) Boston Aug. 29, indef.
Broadway Players: (Warrington) Oak Park, Ill., indef.
Burgess, Hazelle, Players: (Imperial) Augusta, Ga., March 6, indef.
Carle-Davis Players: (Star) Pawtucket, R. I., indef.
Carter, J. E., Dramatic Co.: Atwood, Ind., 13-18, indef.
Casey, Tom, Players: (Opera House) New Castle, Pa., Dec. 26, indef.
Chicago Stock Co., Chas. H. Roskam, mgr.: Rutland, Vt., 13-18; Glens Falls, N. Y., 20-25.
Colonial Stock Co.: (Colonial) Lawrence, Mass., Jan. 2, indef.
Cooper Stock Co.: Niagara Falls, N. Y., indef.
Empire Stock Co.: (Hippodrome) Jacksonville, Fla., indef.
Empress Players: Vancouver, B. C., Can., indef.
Fields, Marguerite, Players: (O. H.) Lowell, Mass., Dec. 26, indef.
Forbes Players: Yonkers, N. Y., indef.
Glaser, Vaughan, Players: (Loew's Uptown) Toronto, Can., Oct. 10, indef.
Gordinier Players: (Princess) Ft. Dodge, Ia., indef.
Grand Bros.' Stock Co.: (Palace) Oklahoma City, Ok., indef.
Grand Theater Stock Co., Charles Berkell, mgr.: (Grand) Davenport, Ia., Sept. 4, indef.
Harrison, Chas. & Gertrude, Co.: (Grand) Pueblo, Col., Nov. 17, indef.
Hawkins, Frank, Players: (Regent) Muskegon, Mich., March 5, indef.
Jewett Players: (Copley) Boston, indef.
Kell's, Leslie E., Comedians: Heavener, Ok., 13-18; Springfield, Mo., 20-April 1.
Lewin, Gene-Olga Worth Stock Co.: (Park) Miami, Fla., Dec. 26, indef.
Liberty Players: (Liberty) Oklahoma City, Ok., indef.
Lorch, Theodore, Stock Co.: Wichita Falls, Tex., Jan. 9, indef.
Luttringer, Al, Stock Co.: (Empire) Salem, Mass., Oct. 31, indef.
Manhattan Players, Paul Hillia, mgr.: Lakewood, N. J., 13-18; Bridgeton 20-25.
Marks, Arlie, Stock Co., L. E. Perrin, mgr.: Kitchener, Ont., Can., until April 10.
Marks, Ernie, Stock Co., Ernie Marks, mgr.: (New Martin) Ottawa, Ont., Can., indef.
Morocco Stock Co.: (Morocco) Los Angeles, Cal., indef.
National Stock Co.: (National) Englewood, Chicago, Ill., Aug. 29, indef.
Orpheum Players: (Orpheum) Montreal, Can., indef.
Orpheum Players: (Family) Ottawa, Ont., Can., indef.
Park Players: Manchester, N. H., indef.
Paycen Stock Co.: (Weiler) Zanesville, O., indef.
Permanent Players: Winnipeg, Man., Can., indef.
Pickert, Blanche, Stock Co.: (Auditorium) Freeport, L. I., N. Y., indef.

Holl Stock Co.: Bridgeport, Conn., Indef. Popular Players, Seacrest & Peawarden, mgrs.: London, Ont., Caa., Sept. 5, indef. Princess Players: (Princess) Dea Moines, Ia., indef. Proctor Players: (Harmanus Bleecker Hall) Albany, N. Y. Sayles, Francis, Players: (Music Hall) Akron, O., indef. Sherman, Robert, Stock Co.: Evansville, Ind., Jan. 16, indef. Shubert Players: (Shubert) Milwaukee, Wis., Aug. 14, indef. Shubert Stock Co.: (Shubert) Minneapolis, Minn., Aug. 21, indef. Somerville Players: (Stone) Binghamton, N. Y., Feb. 13, indef. Strand Theater Stock Co.: San Diego, Cal., indef. Toledo Theater Stock Co., H. Holstein, mgr.: Toledo, O., Sept. 5, indef. Victoria Stock Co., F. A. P. Gazzolo, mgr.: Chicago Sept. 18, indef. Westchester Players: Mt. Vernon, N. Y., indef. Wilkes Players: Los Angeles, Cal., indef. Wilkes Players: (Denham) Denver, Col., indef. Wilkes Players: (Wilkes) Salt Lake City, Utah, indef. Wilkes Players: (Wilkes) Sacramento, Cal., Sept. 4, indef. Woodward Players: (Majestic) Detroit, Mich., Jan. 23, indef. Woodward Players: (Woodward) Spokane, Wash., Aug. 28, indef. Woodward Players: (Orpheum) Seattle Feb. 18, indef.

TABLOIDS

(ROUTES FOR THIS COLUMN SHOULD REACH THE CINCINNATI OFFICE BY SATURDAY MORNING TO INSURE PUBLICATION.)

A. B. C. Girls, Frank Ripple & Ollie Blanchard, mgrs.: (Columbia) Casper, Wyo., indef. All Jazz Revue, Fred Hurley, mgr.: (Clifford) Urbana, O., indef. Bence's, Bert, Hello, Girls: (Hipp.) Dallas, Tex., 12-18. Blue Grass Belles, Billy Wehler, mgr.: (Manhattan) El Dorado, Ark., Oct. 31, indef. Bova's, James, Jolly Maids: (Ameleus) Cummins, O., indef. Bova's, James, Curly Heads No. 1: (Heuck's) Cincinnati, O., indef. Bova's, James, Curly Heads No. 2: (Hippodrome) Cincinnati, O., indef. Broadway Flirts, Arthur Harrison, mgr.: (Claderella) Williamson, W. Va., 13-18. Broadway Jingles, Harry Carr, mgr.: (Majestic) Des Moines, Ia., 12-18; (Tootles) St. Joseph, Mo., 20-25. Brown's, Mary, Tropical Maids: (Princess) Oil City, Pa., 12-25. Doward's, Virg, Roseland-Maids: (Lafayette) Fayetteville, N. C., 13-18. Follies Revue, Jack Shears, mgr.: (Rex) Bradford, Ont., Can., indef. Grady's, Billy, Daffodil Girls: (Idie Hour) Indianapolis, Ind., indef. Hank's Sunshine Revue: (American) Mexia, Tex., 12-25. Howdy, Howdy, Girls, Geo. W. Stephens, mgr.: (Grand) Huntington, W. Va., 13-18. LaFord & Harvey Players: (Majestic) Evansville, Ind., 13-18; (Princess) Newburg 20-April 1. Loeb, Sam, Mos. Com. Co.: (Gem) Little Rock, Ark., indef. Martin, W. E., Footlight Follies: (Strand) Fort Arthur, Tex., 12-25. Mattie, Johaay: (Sana Souci) Tampa, Fla., indef. Northland Beauties, James Arnold, mgr.: Springfield, Mo., 13-18. Oh, You Wildcat, H. R. Seeman, mgr.: (Midland) Hutchinsosa, Kan., 13-18; (Palace) Sulina 20-25. Pat's Steppers: (Lyceum) Memphis, Tenn., indef. Prof's, B. M., Whirl of Gayety, Rusa Wilson, mgr.: (Star) Monessen, Pa., 16-18; (Grand) Morgastowa, W. Va., 20-25. Rendon, Billy, Musical Comedy Co.: (Hippodrome) Louisville, Ky., Feb. 6, indef. Roquemore's, Henry, Musical Comedy: (Capitol) Clinton, Ind., 12-18; (Strand) Crawfordville 20-25; (Colonial) Logansport 23-25. Sassy Baby, E. B. Coleman, mgr.: (Grand) Minneapolis, Minn., Dec. 5, indef. Seymour's Sassy Babies, Tommy Seymour, mgr.: (Capitol) Denver, Col., indef. Starling Girls, HUI Bally, mgr.: (Sun) Portsmouth, O., 13-18; Huntington, W. Va., 20-25. Talk of the Town: (Hipp.) Huntington, W. Va., 13-18; (Virelina) Hazard, Ky., 20-25. West's, Boots, Winsome Winners: (Princess) Youngstown, O., 13-18; (Priscilla) Cleveland 20-April 1.

BANDS & ORCHESTRAS

(ROUTES FOR THIS COLUMN SHOULD REACH THE CINCINNATI OFFICE BY SATURDAY MORNING TO INSURE PUBLICATION. PERMANENT ADDRESSES WILL NOT BE PUBLISHED FREE OF CHARGE.)

Abbott's, Ruth, Orch., T. R. Vaughn, mgr.: Moberly, Mo., 16; Booneville 17; Sedalia 18; Lexington 20; St. Joseph 21-22; Atchison, Kan., 23; Lawrence 24; Bonner Springs 25. Ahrens's, S. A.: Philadelphia 13-18. Beven & Norman Musical Entertainers: Tarboro, N. C., 15-16; Wilson 17-18. Brooks', C. S.: (Gold Medal Shows) McAlester, Ok., 13-18; Muskogee 20-25. Burk-Lelas Ten Toddle Kings: (S. S. Capital) New Orleans, La., until March 26. Burk-Lelas Joyland Jazzee Band: (O. H.) Davenport, Ia., Jan. 12, indef. Chisholm's Orch.: (Robert E. Lee Hotel) Winston-Salem, N. C., Jan. 16, indef. Graham's, H. H.: (Lyric) Nevada, Mo., 4-15; (Strand) Jefferson City 17-30. Hartigan Bros' Orch., J. W. Hartigan, Jr., mgr.: Fairmont, W. Va., 15; Lumberton 18; Westport 17; Parkersburg 18; Ft. Pleasant 20; Charleston 21; Huntington 22. Horst's, Gih, Imperial Players: (Terrace Garden Inn) Appleton, Wis., until April 15. Imperial Aces, E. Reiser, mgr.: Corpus Christi, Tex., indef. Jespersen's No. 1, C. H. Jespersen, dir.: (Medinah Temple) Chicago 18-25. Jespersen's No. 2, C. L. Smith, dir.: Mobile, Ala., 18-25. Lanford's All-American: (Tremont Hotel) Indianapolis, Ind., indef.

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Moonlight Melody Orch., J. E. Kuberle, leader: (Cameau Caharet) Palm Beach, Fla., Feb. 10-April 15. Musical Serenaders, Tom Klag, mgr.: (Alhambra Inn, 125th st. & 7th ave.) New York City, indef. Newberry, Earl Brazier, & His Expo. Band: Daytona, Fla., Dec. 26-May 1. Neltzela's Pat. Orch.: (Coliseum) Milwaukee Wis., Dec. 3, indef. Potters, Chet, Harmony Hounds: (Odd Fellows' Hall) Springfield, Mass., 14-18; (Elka' Hall) Hartford, Conn., 21-24. Pryor's, Arthur, Band: (Royal Palm Park) Miami, Fla., indef. Robertson Orch.: Nashville, Tenn., 13-18. Seattle Harmony Kings: W. Frankfort, Ill., 13-16; Marion 17. Southern Syncopators, Frank J. Young, mgr.: Allie Phillips, dir.: (Empress) Sapulpa, Ok., March 1-April 15. Thoma's, Wit, Melody Boys: (K. of P. Temple) Kalamazoo, Mich., Feb. 3, indef. Twentieth Century Boys, Paul B. Goss, mgr.: (Hotel Windsor) Jacksonville, Fla., indef. Variety Sextet, Verne Ricketts, mgr.: (Stadler's Dancing Academy) Youngstown, O., indef. Victor's, James F.: (Alhambra) Breckenridge, Tex., indef. Victor's, John F.: (Palace) Breckenridge, Tex., indef. Wallaader's, Carl, Clown Band, L. H. Sablosky, mgr.: (Graad) Bethlehem, Pa., March 6-April 29. Wolsel, Morris: (Jones Expo. Shows) W. Palm Beach, Fla., 13-18. Yarborough's Royal Hussars: (Auto Show) Greensboro, N. C., 14-18.

BURLESQUE

COLUMBIA CIRCUIT

Big Jamhoree: (Bastable) Syracuse, N. Y., 13-15; (Colonial) Utica 16-18; (Empire) Albany 20-25. Bowery Burlesquers: (Gayety) Washington 13-18; (Gayety) Pittsburg 20-25. Bits of Broadway: (Empire) Albany, N. Y., 13-18; (Gayety) Boston 20-25. Bon-Ton Girls: (Olympic) Cincinnati 13-18; (Columbia) Chicago 20-25. Big Wonder Show: (Gayety) Kansas City 13-18; (Gayety) St. Louis 20-25. Cuddle Up: (Orpheum) Waterson, N. J., 13-18; (Majestic) Jersey City, N. J., 20-25. Finney, Frank, Revue: (Gayety) Buffalo 13-18; (Gayety) Rochester, N. Y., 20-25. Flashlights of 1922: (Casino) Brooklyn 13-18; (Empire) Newark, N. J., 20-25. Follies of the Day: (Empire) Newark, N. J., 13-18; (Casino) Philadelphia 20-25. Folly Town: (Miner's Bronx) New York 13-18; (Empire) Brooklyn 20-25. Golden Crooks: (Empire) Toronto 13-18; (Gayety) Montreal 20-25. Greenwich Village Revue: (Star & Garter) Chicago 13-18; (Gayety) Detroit 20-25. Garden of Frolles: Open week 13-18; (Palace) Baltimore 20-25. Girls de Looks: (Palace) Baltimore 13-18; (Gayety) Washington 20-25. Harvest Time: (Gayety) Rochester, N. Y., 13-18; (Bastable) Syracuse, N. Y., 20-22; (Colonial) Utica 23-25. Helix: 1922: (Empire) Toledo 13-18; (Lyric) Dayton, O., 20-25. Howe's, Sam, Show: (Casino) Philadelphia 13-18; (Hurtig & Seamon) New York 20-25. Jingle Jingle: (Gayety) St. Louis 13-18; (Park) Indianapolis 20-25. Kaleck-Knacks: (Casino) Boston 13-18; (Lyric) Bridgeport, Conn., 20-25. Keep Smiling: (Star) Cleveland 13-18; (Empire) Toledo, O., 20-25. Kelly, Lew, Show: (Columbia) New York 13-18; (Casino) Brooklyn 20-25. Marlon, Dave, Show: (Empire) Providence, R. I., 13-18; (Casino) Boston 20-25. Maids of America: (Hyperion) New Haven, Conn., 13-18; (Miner's Bronx) New York 20-25. Peek-a-Boo: (Gayety) Omaha 13-18; (Gayety) Kansas City 20-25. Reeves, Al, Beauty Show: Open week 13-18; (Gayety) Omaha, Neb., 20-25. Reynolds, Abe., Revue: (Gayety) Pittsburg 13-18; (Lyceum) Columbus, O., 20-25. Singer's, Jack, Big Show: (Hurtig & Seamon) New York 13-18; (Orpheum) Waterson, N. J., 20-25. Sydell's, Rose, London Belles: (Gayety) Detroit 13-18; (Empire) Toronto 20-25. Step Lively Girls: (Gayety) Boston 13-18; (Columbia) New York 20-25. Sporting Widows: (Empire) Brooklyn 13-18; open week 20-25; (Palace) Baltimore 27-Apr. 1. Sugar Plums: (Lyric) Dayton, O., 13-18; (Olympic) Cincinnati 20-25. Twinkle Toes: (Park) Indianapolis 13-18; (Star & Garter) Chicago 20-25. Town Scandals: (Lyceum) Columbus, O., 13-18; (Star) Cleveland 20-25. Tit-for-Tat: (Columbia) Chicago 13-18; open week 20-25; (Gayety) Omaha 27-Apr. 1. World of Frolles: (Majestic) Jersey City, N. J., 13-18; (Empire) Providence 20-25. Williams, Mollie, Show: (Lyric) Bridgeport, Conn., 13-18; (Hyperion) New Haven, Conn., 20-25. Watson, Billy, Show: (Gayety) Montreal 13-18; (Gayety) Buffalo 20-25.

AMERICAN CIRCUIT

Broadway Scandals: (Plaza) Springfield, Mass., 16-18. Dixon's Review: (Lyric) Newark, N. J., 13-18. Follies of New York: (Academy) Fall River, Mass., 16-18. Girls From Joyland: (Howard) Boston 13-18. Jazz Babies: Long Branch, N. J., 16; Trenton 18. Kandy Kids: Williamsport, Pa., 16; Lancaster 17; York 18. Little Bo Peep: (Lafayette) New York 13-18. Pace Makers: (Majestic) Scranton, Pa., 13-18. Parisian Flirts: (Olympic) New York 13-18. Some Show: (Cohen) Poughkeepsie, N. Y., 16-18. Social Follies: (Empire) Hoboken, N. J., 13-18.

BURLESQUE BOOKING COMPANY CIRCUIT

(Week March 13th) Beauty Revue: (Star) Brooklyn.

Pell Mell: (Gayety) Brooklyn. Mlle-a-Miaute: (Bijou) Philadelphia. Baby Bears: (People's) Philadelphia. Ting-a-Ling: (Gayety) Baltimore. Mischief Makers: (Capitol) Washington. Victory Belles: (Empire) Cleveland. Whirl of Gayety: (Haymarket) Chicago. Lid Lifters: (Aveaux) Detroit.

MINSTRELS

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Coburn's, J. A.: Springfield, O., 15. Field, Al G.: Anniston, Ala., 15; Tupelo, Miss., 16; Jonesboro, Ark., 17; Springfield, Mo., 18. Herbert's, Jos. C.: Washington, Ind., 15; Mitchell 16; Seymour 17; (Gayety) Louisville, Ky., 18-23. Watts Bros., Leon Loag, bas. mgr.: Mayfield, Ky., 15; Paducah 16; Princeton 17; Eddyville 18; Madisonville 20; Providence 21-22; Burlington 23; Mortons Gap, 24; Nortonville 25. Welch, Emmett: (Dumont) Philadelphia, Pa., Sept. 17, indef.

BAZAARS—Indoor Shows

(ROUTES FOR THIS COLUMN SHOULD REACH THE CINCINNATI OFFICE BY SATURDAY MORNING TO INSURE PUBLICATION.)

Almas Temple Shrine Fair, Convention Hall, Washington, D. C., March 6-18. John J. P. Mullan, mgr., 610 Continental Trust Bldg. American Legion Circus, Fair & Bazaar, Tidouste, Pa., March 13-18. George Parento, mgr. Elks' Charity Expo.: Marion, O., March 11-18. Address: J. D. Wright, Jr., care Elks' Home, Globe Attractions, Wm. Kott, mgr.: 959 Sixth ave., New York City. Gobe Museum, F. P. Horne, mgr.: Akron, O., indef. Indoor Carnival & Bazaar, ausp. Loyal Order of Moose, Lexington, Ky., March 6-18. C. W. Cracraft, gen. mgr., P. O. Box 266. Indoor Fair & Expo., Lorain, O., March 20-25. Connors & Zimmer, mgrs., Hotel Bourdette, Bellevue, O. Indoor Circus & Frolle, Elkhart, Ind., March 15-19. Cecil Carreas, supt. Indoor Circus, Aladdin Temple, Columbus, O., April 3-8. John G. Robinson, mgr., 3010 Reading Road, Cincinnati, O. Kodet's Harlem Museum, 150 to 156 E. 175th st., New York City, indef. Mardi Gras & Winter Circus, Youngstown, O., March 18-25. James P. Sullivan, director, City Bldg., care Veterans of Foreign Wars. Medinah Temple Shrine Circus, Arthur Davis, dir. & gen. mgr.: Medinah Shrine Temple, Chicago, Ill., March 18-25. Merchants' Expo., Gas City, Ind., March 13-18. H. S. Thompson, secy., Spencer Hotel, Marion, Ind. Moose Bazaar, Vineland, N. J., March 18-25. Thos. Brady, Inc., mgrs., 1547 Broadway, New York City, indef. Shrine Bazaar & Circus: Davenport, Ia., March 27-April 1. Chas. Berkell, mgr., care Grand Theater. World's Museum, Norman Jeffries, mgr.: Market and Eleventh sts., Philadelphia, Pa., indef. Yankee Circus, auspices American Legion, Coliseum, Indianapolis, Ind., April 3-15. Charles E. Scott, dir., Claypool Hotel.

MISCELLANEOUS

(ROUTES FOR THIS COLUMN SHOULD REACH THE CINCINNATI OFFICE BY SATURDAY MORNING TO INSURE PUBLICATION.)

Amazule: (Park) Dallas, Tex., 13-18; (Dreamland) Muskogee, Ok., 20-25. Braden's, Finley, Days of '61: Glen Rock, Pa., 16; Shrewsbury 17; Stewartstown 18; Spring Grove 20. Bragg, Geo. M., Vaudeville Circus: N. Dexter, Me., 13-18; Casaan 20-25. Brush, Edwin, Tipton, Ind., 16; Waynetown 17; Howe 18; Sallina, Mich., 20; Northville 22; Lansing 23; Cassopolis 24; Centerville 25. Domingo's Filipino Serenaders: (Auditorium) Newark, O., 12-18; (Majestic) Springfield 19-25. Four Horsemen, L. E. Pond, mgr., L. E. Manoly, bus. dir.: Henderson, N. C., 15-16; Wake Forest 17-18; Chapel Hill 20-21; Reidsville 22-23. Helma, Harry, Magician: (Cozy) Wauwatosa, Wis., 13-18; (Empire) Two Rivers 20-25. Jasho Jim Keenanon: (Washington) Indianapolis, Ind., 13-18; (Lincoln) Cincinnati, O., 20-25. Powers, Hypnotist, Frank J. Powers, mgr.: Gary, Ind., 13-18. Rajah Rabold Co., Geo. W. Johnston, mgr.: Arcade) Peayune, Miss., 16-18; (Magic City) Bogalusa, La., 20-22. Richards the Wizard, Roy W. Sampson, mgr.: (Colonial) Norfolk, Va., 16-18; (Century) Petersburg 20-25. Ripley's, Geo. W., Vaudeville Pictures: Middleville, N. Y., 13-18. Smith, Hugh, Magician: Gastonia, N. C., 13-18. Telephone City Players, O. Smith, mgr.: (Grand) Biantford, Can., 13-18. Thurston, Magician, R. R. Fisher, mgr.: (Shubert) Cincinnati, O., 12-18; (Auditorium) Toledo 19-25. Turtle, Wm. C., Magician: (Doyce) Waterloo, Ia., indef. Williams, O. Homer, Mental Mystic: Chicago, Indef. Zangar, the Mystic: New York City, indef.

CIRCUS & WILD WEST

(ROUTES FOR THIS COLUMN SHOULD REACH THE CINCINNATI OFFICE BY SATURDAY MORNING TO INSURE PUBLICATION.)

Barnes, Al G.: Anaheim, Cal., 15; San Pedro 16; Long Beach 17; Pomona 18; Los Angeles 19-25. Howe's Great London: Redwood City, Cal., 23; Hayward 24; San Mateo 25. Royal, Rhoda: Biloxi, Miss., 15; Mobile, Ala., 16.

CARNIVAL COMPANIES

(ROUTES FOR THIS COLUMN SHOULD REACH THE CINCINNATI OFFICE BY SATURDAY MORNING TO INSURE PUBLICATION.)

Anderson-Strader Shows: Portland, Ore., 13-18. Dixie Expo. Shows, Tom Polk, mgr.: Bainbridge, Ga., 20-25. Francis, John, Shows: Sapulpa, Ok., 18-25. Gold Medal Shows: McAlester, Ok., 13-18; Muskogee 20-25.

Gray, Roy, Shows: New Orleans, La., Indef. Jones' Expo. Shows: W. Palm Beach, Fla., 13-18. Leggett, C. R., Shows: Lake Charles, La., 18-25. Lorman-Robinson Shows, C. R. Stratton, mgr.: Chattanooga, Tenn., 20-25. Loos, J. George, Shows (Fat Stock Show): Ft. Worth, Tex., 11-18. Metropolitan Shows, A. M. Nasser, mgr.: Fountain Inn, S. C., 13-18. Miller, A. B., Shows: Sumter, S. C., 11-18. Queen City Shows: Ventura, Cal., 13-18; Philadelphia 20-25. Royal Expo. Shows: West Hickory, N. C., 13-18. Rubin & Cherry Shows: Savannah, Ga., 16-25. Sheesley Shows: Yuma, Ariz., 13-18. World at Home Shows: Mobile, Ala., 18-25.

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WILL HAVE ALL NEW TOPS AND FRONTS THIS YEAR. One of the best Gilly Shows on the road.

CAN PLACE up-to-date Merry-Go-Round, good Ride country. HELP for Airplane. Swing Man to take charge of same. Manager for Pit Show; one that will put something in the inside. Have swell new outfit. GOOD OPENING FOR MOTORDROME. Virgin territory for same.

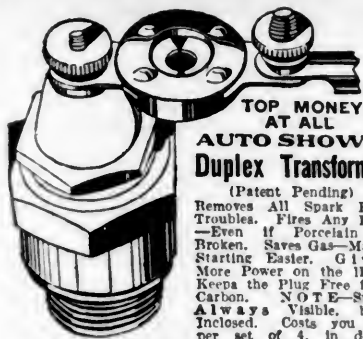
L. B. HOLTkamp, Manager,

CAN PLACE any new Show. Sawing a Woman in Two. Gus Wagner, Emmett Nevada, Free Act, and Ralph, write me at once. COLORED PERFORMERS for one of the best framed Minstrel Shows on the road, carrying 25 people. MUSICIANS THAT DOUBLE STAGE. WANT THE BEST COLORED PERFORMERS IN THE BUSINESS. Gordon, Estella Boyd, Amazie Richardson, Buddie Helms, Young Brothers, Sam Rhodes, and all others that have worked for me, WRITE AT ONCE.

WANT—HELP IN ALL LINES. PAINTER AND ALL-ROUND MAN TO BUILD FRONTS. CAN PLACE THREE GOOD BALL GAME WORKERS. Address JULIA HARTMAN. WILL PLACE CLEAN, UP-TO-DATE CABARET IF HANDLED RIGHT. Virgin country for same. Dick Wyman, write me at once

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Galena, Kansas



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(Patent Pending) Removes All Spark Plug Troubles. Fires Any Plug—Even if Porcelain is Broken. Saves Gas—Makes Starting Easier. Give a More Power on the Hills. Keeps the Plug Free from Carbon. **NOT E-SPARK** Always Visible, but Inclosed. Costs you 50c per set of 4. In dozen sets. You can make big money at \$2.50 per set of 4 at retail. Also appoint sub-agents. We give you free circulars. Sample set of 4. 50c. **DUPLIX TRANSFORMER CO., 1836 Sycamore Street, Detroit, Michigan.** No stamps.

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Registration Pending. A positive sensation wherever introduced. 200 5c Holes—Takes in \$13. Pays Out \$10.25 in Trade. Price List and Circular on request.

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Announces the enlarging of their quarters, and is now in a position to give more prompt and careful attention to any orders.

FOR SALE AERIAL SWING, built on wagon by Unger Construction Co., Inc. Used eight weeks. Cost \$5,000. Will sell cheap for cash to a quick buyer. **JOHN W. SCRIBNER, Brookville, Pa.**

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WANTED—WANTED—WANTED
Saturday, March 11, Show opens Gurdon, Ark., the Best Railroad Town in Central Ark., under auspices of Municipal Band. On account of disappointment will book swing to complete rides. Also live Pit Show, 60-40 basal. Legitimate Concessions, Wheels, \$15.00; Grind Stores, \$10.00. Can use one more good Team for Musical Show. Also want to hear from Colored Band People who can double stage. Band People wire **DICK HANSIDNS**. All others, **N. H. RAO, Johnnie Cannon, Show Rep.; N. H. Rao, Manager.**

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complete, 300 Machines and Shooting Gallery and Photo Gallery. Want good park. Address **JAMES SVOLAS, 304 W. State Street, Rockford, Illinois.**

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HAIR DOLLS 40c
(“California” Style)

“CELL-U-PON”

UNBREAKABLE DOLLS AND DOLL LAMPS

DOLL LAMPS \$1.25
(Complete)

ANNOUNCEMENT!!

Due to unavoidable delays, we were unable to put our “CELL-U-PON” UNBREAKABLE DOLLS AND DOLL LAMPS on the market last season. We were forced to disappoint thousands of our friends and customers and also ourselves. However, we can now announce the perfection of our “CELL-U-PON” UNBREAKABLE DOLLS AND DOLL LAMPS, and they will be

READY IN APRIL

“CELL-U-PON” UNBREAKABLE DOLLS AND DOLL LAMPS are three times lighter in weight than plaster dolls and lamps, which means you will save two-thirds of the express charges you are now paying. BESIDES YOU HAVE ABSOLUTELY NO BREAKAGE.



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have a beautiful flesh-color, egg-shell enamel finish, and are painted “CALIFORNIA” style, and have the famous “CALIFORNIA” style of hair dress. “CELL-U-PON” HAIR DOLLS AND LAMP DOLLS are packed in strong fibre cartons. Each carton holds 50 Dolls. A carton of 50 Hair Dolls weighs only 30 lbs. A carton of 50 Lamp Dolls weighs only 60 lbs. NO BIG, BULKY BARRELS. THINK OF IT! UNBREAKABLE LAMP DOLLS at \$1.25—only a few cents higher than the Plaster Doll Lamps, but you will save this difference in price in paying less express charges and having no breakage.

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If you are a Concessionaire, Salesboard Operator or Premium Man Send for our price list on Round Silk or Square Leatherette Pillow Tops, French Ivory Clocks, Dolls, Manicure Sets, Toilet Sets, Rogers 26-Piece Silver Sets (Yates Pattern), Pen and Pencil Sets, Japanese Sets, etc.

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Opening April 17th

WANT two or three good shows. Can also use single pit attractions. Want Glass Blower, Piper and Drummer, Calliope Player. Bush Bluey, write. Need Car Porter.

Address: Indianapolis, Ind.

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WANTED WOLF GREATER SHOWS WANTED

Capable Man for Eli Ferris Wheel who can run gasoline engine. Have complete Pit Show with banners. Will let this Show out on a fifty-fifty basis to party that can furnish attractions for same. Good proposition for Fat Girl or Midget. All Concessions open excepting Blankets, Candy, Palmistry, Juice and Cook House. Show opens May 1st. Have contracts for ten of the best fairs in Minnesota and Iowa. Address all mail to WOLF GREATER SHOWS, 432 Wabasha Street, Saint Paul, Minn.

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NEW—ISENHOUR'S FLYING DIRIGIBLE—NEW

BIG, FLASHY. Absolutely a test of the players' skill. Money-getter on dull days as well as good days. From ONE TO FOURTEEN can play. Amusement Park Owners and Concession Men, ATTENTION! The PRICE IS RIGHT, and you can't afford to be without this ATTRACTION. Write for complete details or come and look it over. Can't be equaled at any price.

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Front Man, for openings and grind, Baspiper, Indian Dancer and War Whoop, Glassblower, any Freak, Novelty or Act working Pit or Platform; Girls for Posting and Illusion. Mention wages, wardrobe and Banner. Open Kansas City, April 15. SEIGRIST & SILBON SHOWS. GEO. W. HARVEL, Manager Circus Side Show, 912 N. Tenth, St. Louis, Mo.

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Good running order. Engine, three coaches (seat ten each), 2,400 feet rails (or 1,200 ft. track). Address ELWOOD C. POTTER, Vineland, N. J.

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POSITIVELY NO ATHLETIC SHOW TO “HURRAH” AND BREAK INTO BALLIES AND PLAYS—NO COOCHE—NO JOINTS.

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We have four finest Rides and eight Shows. Will book one more Show, with or without outfit.

A 15-CAR SHOW IN ITS 7TH YEAR PLAYING.....

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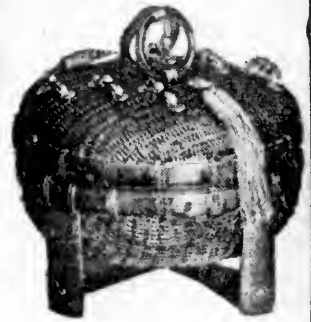
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CARNIVAL ROSTERS

The Following List Gives the Executive Staffs and Department Heads of Most of the Carnival Companies for the 1922 Season

ACKLEY'S INDEPENDENT SHOWS—Harry A. Ackley and Mrs. H. A. Ackley, props., mgrs.; Sayde H. Ackley, treas.; LeRoy Latschaw, secy.; Ed J. Brown, press agt.; Wm. Gregory, gen. supt., tram. master. Five cars. Opens at Saginaw, Mich., Decoration Day.

ALLIED SHOWS, THE—Percy & Shades, props.; Carl F. Shades, mgr.; Warren Woodbury, asst. mgr.; J. Percy, treas.; Clark Wade, gen. agt.; Harry Miller, press agt.; Sam Hicks, supt. concessions; E. Goves, mus. dir.; Ed Kay, tram. master; Pat Shades, supt. lights; Tom Miller, gen. announcer. Three cars. Opens at Delray, Mich.

AMERICAN AMUSEMENT COMPANY—Marta Pitman, prop., mgr.; Carter Pitman, asst. mgr., treas., legal adjuster; Mrs. Martin Pitman, secy.; Fred Underwood, gen. agt.; Hort Gray and Jerry Francis, spec. agts.; Geo. Haskell, press agt.; Buck Lewins, gen. supt., tram. master; Avery Thompson, supt. concessions, gen. announcer; Luigi Gennelli, mus. dir.; Louis Deaser, supt. lights. Ten cars. Opens at Philadelphia, Pa., April 22.

AMERICAN EXHIBITION SHOWS—M. J. Lapp, prop., mgr.; Martin Ozarf, asst. mgr.; Mrs. M. J. Lapp, treas.; Frank Bernard, auditor; J. W. Newkirk, gen. agt.; F. H. Russell and L. A. Shears, spec. agts.; F. H. Russell, press agt.; Harry Woodman, gen. supt.; V. E. Chapelle, supt. concessions; F. W. Daughman, mus. dir.; Joe Johnson, tram. master; Brigham Young, supt. lights; F. J. Bevaus, legal adjuster; Al Connors, gen. announcer. Twelve cars; opens at Ellenville, N. Y., April 17.

ANDERSON'S WORLD TOURING SHOWS—C. E. Anderson, prop.; Clyde Anderson, mgr.; John Haas, asst. mgr.; Blanch Swain, treas.; Walter Scott, secy.; Charles Nutt, auditor; "Kid" Manning, gen. agt.; Robert McKee, spec. agt.; Al Hanks, press agt.; Tom Barnes, gen. supt.; Ed Leonard, supt. concessions; Wm. Hubbard, mus. dir.; Howard Browning, tram. master; Wm. Sheida, supt. lights; Charles Usher, legal adjuster; Alec Spenser, gen. announcer. Twenty-four cars. Opens at Pleasantville, N. J., April 25.

BADGER UNITED SHOWS—Kaw & Buckley, props.; Henry B. Kaw, mgr.; Ed M. Voss, asst. mgr., gen. announcer, auditor; Adela H. Kaw, treas.; H. Buckley, gen. agt., legal adjuster; O. K. Zabel, spec. agt.; Adeline Kelly, press agt.; John P. Law, gen. supt.; Frank C. Berger, Jr., supt. concessions; Lloyd Kelly, tram. master; Harold King, supt. lights. Four cars. Opens at Sheboygan, Wis., May 1.

BALDWIN UNITED SHOWS—Geo. A. Baldwin, prop., mgr.; Robert H. Lesley, asst. mgr.; M. Baldwin, treas.; H. Murphy, secy.; Ed Griswald, auditor; Paul DeVaux, gen. agt.; H. Walker, press agt.; Leon Milton, gen. supt.; B. Bertin, supt. concessions; Mike Mutasco, mus. dir.; Dan Carroll, tram. master; Al Brust, supt. lights; A. Baldwin, legal adjuster. Eight cars. Opens Georgetown, Va., April 8.

BAXTER & HANSEN'S GREATER SHOWS—E. B. Baxter, A. C. Hansen, props.; B. B. Baxter, prop., mgr., treas.; A. C. Hansen, prop., gen. agt.; Norman Bell, secy.; Roland Evans, supt. concessions; Bill (Blackie) McCard, tram. master; Russell (Slim) Graham, supt. lights; Harry Laning, gen. announcer. Ten cars. Show opens at Springfield, O., April 29.

BARLOW'S BIG CITY SHOWS—Barlow Amusement Corporation, prop.; Harold Barlow, mgr.; Major Robert H. Barlow, treas.; Edward H. Barlow, secy.; John Town, auditor; "Bud" Snyder, gen. agt.; Harry Crosby and James Murphy, spec. agts.; John Douglas, billposting

supt.; John Howard, press agt.; Peter Baker, gen. supt. and lot supt.; Paul Adams, supt. concessions; Prof. Nick Amoes, mus. dir.; Wm. Snodgrass, tram. master; Bill Bennett, supt. lights; Heary Hamilton, legal adjuster; Jack Thomas, gen. announcer. Ten cars. Opens at Eald, Ok., March 15.

BEANE'S GREATER SHOWS—F. H. Beane, prop., mgr.; James Carbett, asst. mgr.; Mrs. H. M. Beane, treas.; Maybelle Beane, secy.; H. M. Roche, auditor, press agt.; H. W. Boyde, gen. agt.; T. T. Willson, gen. announcer, spec. agt.; A. M. Collins, gen. supt.; D. I. Munder, supt. concessions; O. T. Owens, tram. master; Chas. Youst, supt. lights; Ben Clark, legal adjuster. Twelve cars. Opens at Philadelphia, Pa., April 24.

BENSON, JAMES M. SHOWS—Jas. M. Benson, prop., mgr.; Frank Gordoia, secy.; Doc Ward, gen. supt., tram. master; Fred Markie, supt. concessions; Tony Nascia, mus. dir.; Ten cars. Opens at Buffalo, N. Y., April 29.

BLOTNER BROS.' EXPO. SHOWS—A. H. Blotner, prop., mgr.; Samuel Blotner, prop., asst. mgr., treas.; Harry A. Parker, gen. agt., legal adjuster; Bert Letter, spec. agt., press agt.; David Sarsfield, gen. supt., supt. lights; John Blotner, supt. concessions, gen. announcer; Fred Miller, tram. master. Truck show. Opens in New Hampshire April 29.

BOCKUS, CURTIS L. SHOWS—C. L. Bockus, prop., mgr., supt. concessions; R. A. Strong, asst. mgr., treas., gen. supt.; E. Clifford, secy.; J. Moran, auditor; H. W. Becker, gen. agt.; F. S. Reed, spec. agt., press agt.; R. A. Strong, gen. supt.; E. Pasquale, mus. dir.; H. Hersey, tram. master; A. Drew, supt. lights; E. Armstrong, legal adjuster; H. Staaley, gen. announcer. Ten cars. Opens in Connecticut April 29.

CANADIAN VICTORY SHOWS—Maury Neles, prop., gen. mgr.; Walter A. Schilling, treas.; secy.; Victor J. Neles, gen. agt., legal adjuster; James Curry, spec. agt.; "Mac" Devereaux, press agt.; Moss Levitt, gen. supt.; Harry Epter, supt. concessions; Prof. Giuseppe Calhassari, mus. dir.; "Blackie" Williams, tram. master; Georges Caille, supt. lights; James Sampson, gen. announcer. Twenty-one cars. Opens first week in May.

CENTANNI GREATER SHOWS—Michael

Centanni, prop., mgr.; John Lahan, asst. mgr.; John Mozzochi, treas.; Salvatore Belduco, secy.; James Lenard, auditor; John B. Bussing, gen. agt.; James Bolaza, spec. agt.; Harry B. Fleher, press agt.; Charlie Decapero, gen. supt.; Henry O'Brien, supt. concessions; Sam Spence, mus. dir.; Carl Schmidt, tram. master; Kid Murphy, supt. lights; Harry Beck, legal adjuster; Harry Marks, gen. announcer. Ten cars. Opens at Newark, N. J., April 29.

CLARK, BILLIE, BROADWAY SHOWS—Billie Clark, prop., mgr.; E. Boswell, asst. mgr., legal adjuster; C. Lorraine, treas.; B. R. Parker, secy.; Tom Howard, auditor; Edward K. Johnson, gen. agt.; Frank Ashwood and Dan McGraw, spec. agts.; Raymond B. Dean, press agt.; "Windy" Allen, gen. supt.; Cy Perkins, supt. concessions; Clint Graham, tram. master; "Dad" Warner, supt. lights; T. M. Warner, gen. announcer. Twenty-five cars. Opens at Norfolk, Va., April 25.

CLARK'S, BILLIE, BLUE RIBBON SHOWS—Billie Clark, prop.; Billie Winters, mgr., legal adj.; L. W. Leeman, asst. mgr.; Mrs. L. Winters, treasurer; C. Hutches, secy.; George Blanch, auditor; Harry Martia, gen. agt.; C. Lorraine, press agt.; Harry Brown, gen. supt.; James Mealey, supt. concessions; Prof. R. L. Matthews, mus. dir.; Jack Wilson, tram. master; Fred Utter, supt. lights; Harry Percy, gen. announcer. Fifteen cars. Opens at Norfolk, Va., April 15.

COLE'S, P. H. SHOWS—P. H. Cole, prop.; Ben Hyman, mgr., tram. master; Ed Boothman, asst. mgr., supt. concessions; Emma Cole, treas.; Helen Brown, secy.; Dock Brown, gen. agt. Three cars. Opens at St. Paul, Minn., April 24.

COLEMAN BROS.' SHOWS—Coleman Bros., props.; Thomas Coleman, mgr., gen. supt.; Richard Coleman, treas., secy.; Ben Jamin Jones, press agt.; Timothy Coleman, supt. concessions; James Cranley, supt. lights; Edward Kelly, gen. announcer. Ten cars. Opens at Middletown, Conn., May 8.

COOPER RIALTO SHOWS—John L. Cooper, prop., mgr.; L. H. Schmidt, asst. mgr.; R. R. Cooper, treas., secy., auditor; J. Graft and Geo. F. Wheaton, spec. agts.; Edwin A. Laverock, press agt.; R. R. Redman, gen. supt.; Frank Evans, supt. concessions, legal adjuster; Professor Simms, mus. dir.; James Rantz, tram. master; Shorty Crow, supt. lights; Dr. D. A. Powers, gen. announcer. Fifteen cars. Opens Cleveland, O., April 15.

COPPING, HARRY SHOWS—Harry Copping, prop., mgr.; Herman Bantly, asst. mgr.; Susan Copping, treas.; Mrs. Herman Bantly, secy.; B. A. Hoffman, auditor, press agt., legal adj.; Harry Dunkle, gen. agt.; Tony Gilott, spec. agt.; Neal Hunter, gen. supt., tram. master; Joe Payne, supt. concessions; Leo Bohren, mus. dir.; Carl Holzapple, supt. lights; Nathan Edelblute, gen. announcer. Ten cars. Show opens the last week of April.

COREY'S, FRANK D., LITTLE GIANT SHOWS—F. D. Corey, prop., mgr.; G. P. Corey, asst. mgr.; Eric Thorator, treas., auditor; G. M. Corey, secy.; Wm. F. Himes, gen. agt.; E. G. Murphy, spec. agt.; M. Johnson, press agt.

J. Miller, gen. supt.; F. Montgomery, supt. concessions; C. L. Dingman, mus. dir.; A. G. Mann, tram. master; P. G. Shounds, supt. lights; A. Christopherson, legal adjuster; C. Van Arsdale, gen. announcer. Three cars. Opens at St. Paul, Minn., May 15.

COREY GREATER SHOWS—E. S. Corey, prop., mgr., treas.; Mrs. E. S. Corey, secy.; auditor; Ben La Chapelle, gen. agt.; W. W. Hamilton, spec. agt.; Stewart Corey, press agt.; R. H. Miller, gen. supt.; Ed Stevenson, supt. concessions, gen. announcer; D. Tomnyas, mus. dir.; Nick Farrell, tram. master; Steve Woods, supt. lights; W. E. Corey, legal adjuster. Ten cars. Opens at Bakerton, Pa., April 27.

DE BLAKER & FASAN GREATER SHOWS—L. De Blaker and Harry Fasan, props.; L. De Blaker, prop., mgr.; H. De Blaker, treas., secy.; Harry Fasan, prop., gen. agt.; E. McHugh, spec. agt., press agt.; John Nash, tram. master; Joe Crossgrove, supt. lights; George Nash, legal adj. Ten cars. Show opens at Garfield, N. J., April 29.

DEKREKO BROS.' SHOWS—DeKreko Bros., props.; Jean DeKreko, mgr.; K. DeKreko, asst. mgr.; Gabriel DeKreko, treas.; H. DeKreko, secy.; supt. concessions; Harry E. Crandell, gen. agt.; Chas. Wedge, spec. agt.; Jack Becker, press agt.; Fred Wheeler, gen. supt.; Apollonio Lopes, mus. dir.; Sam Barnes, tram. master; Fred Wheeler, supt. lights; Harry James, gen. announcer. Fifteen cars. Opens at Fredericksburg, Tex., April 10.

DIXIE AMUSEMENTS—Ed and B. Koch, props.; Ed H. Koch, mgr.; B. Koch, asst. mgr., press agt.; D. Wilkinson, treas.; Mrs. Ed H. Koch, secy.; J. W. Withrow, auditor; Frank R. Crawford, gen. agt.; A. Vector and R. Snalls, spec. agts.; Bristol Twin, gen. supt.; D. Schneider, supt. concessions; Prof. Saltz-gaber, mus. dir.; Bud Sanders, tram. master; James Combs, supt. lights; W. M. Cruise, legal adjuster; Roy Combs, gen. announcer. Opens at Chattanooga, Tenn., about May 1.

DOBYNS', GEORGE L. SHOWS—George L. Dobyms, treas., secy.; Owen A. Brady, gen. agt.; E. A. Kennedy and Harry E. Bonnell, spec. agts.; Elmer Tenley, press agt.; J. C. Compton, supt. concessions. Twenty cars. Opens at Lancaster, Pa., April 15.

DODSON & CHERRY'S WORLD'S FAIR SHOWS—C. G. Dodson, prop., mgr.; M. G. Dodson, asst. mgr.; O. S. Razor, treas., secy.; W. S. Cherry, gen. agt.; Ross Crawford, gen. supt.; Johnny Hoffman, supt. concessions; Ben F. Ogle, mus. dir.; Ed Holmes, tram. master; Wm. Martin, supt. lights; A. E. Dodson, legal adj.; "Red" Murray, gen. announcer. Twenty-five cars. Opens at Bucyrus, O., April 24.

DUFOUR, LEW, SHOW—Lew Dufour, prop., mgr.; Al Hubbard, asst. mgr.; Fred Lawyer, secy.; E. H. Stanley, gen. agt.; Doctor Francis Audrey, press agt.; Joseph Hatty, mus. dir.; H. Smith, tram. master; A. A. Brobeck, supt. lights; Wm. Stone, legal adjuster. Twenty cars. Opens at Washington, D. C., April 10.

EASTERN STATES AMUSEMENT CO., INC.—C. G. Garland, Lea Garland, Martin Van Blaricum, props.; Albert Stelberg, mgr.; C. F. Garland, treas., secy.; James O'Donnell, gen. agt.; Charles Robinson, gen. agt.; Charles J. Smith, gen. supt.; Sidney Wilner, press agt.; H. J. Smith, gen. supt.; H. Miller, tram. master; H. Schmidt, supt. lights; Martin VanBlaricum, legal adjuster. Fifteen cars. Opens Bayonne, N. J., April 29.

ENTERPRISE SHOWS—H. H. Drelhelts, prop., mgr.; J. A. Richards, asst. mgr., gen. agt.; Mrs. H. H. Drelhelts, treas., secy.; J. J. Frank, press agt.; H. A. Smith, supt. concessions. Five cars. Opens at Warren, Ill., May 1.

EPS' GREATER SHOWS—Max Eptine, prop., mgr.; George Brayford, asst. mgr., spec. agt.; Anthony Eptine, treas.; Will Starling, secy.; Louis Heuman, auditor; J. J. Kelley, gen. agt.; Jack Williams, press agt.; W. H. Stahl, gen. supt.; Morris Eptine, supt. concessions; Sam Rasper, mus. dir.; Oliver Leo, tram. master; Patrick Nolan, legal adjuster; William Rooney, gen. announcer. Opens at Wilkes Barre, Pa., April 27.

EVANS, ED A., GREATER SHOWS—Ed A. Evans, prop., mgr., supt. concessions; J. C. Bartlett, asst. mgr., press agt.; Mrs. Ed A. Evans, treas., secy.; C. B. Burge, auditor; F. G. Walker, gen. agt.; B. A. Shepherd, spec. agt.; E. C. Directum, mus. dir.; S. Williamson,



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HAWLEY'S SHOWS, INC., Present
The Liberty United Shows
WILL OPEN APRIL, AT HACKENSACK, N. J.
Now Booking SHOWS and CONCESSIONS for Season 1922
WE HAVE ALL OUR OWN RIDES—But if you have any Ride different from the standard Rides, kindly advise us of its portable features and money-earning capacity.
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SHOWMEN—CAN YOU PRODUCE SOMETHING NEW? IF YOU CAN, YOU CAN SELL IT IN THE BEST MARKET—which is on THE LIBERTY UNITED SHOWS. Route now being contracted by our Mr. Joe Hawley. WE ARE GOING TO PLAY A FEW OF OUR BEST LAST SEASON TOWNS, which we consider a compliment to the quality of our organization.
Want to hear from People in All Lines of the Outdoor Show Business.

CONCESSIONAIRES—WE WANT TO HEAR FROM THE REAL BIG OPERATORS WHO HAVE SOMETHING NEW FOR THE AMUSEMENT-SEEKING PUBLIC. Address

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WILL OPEN THEIR SEASON ABOUT APRIL 1, LOUISVILLE, KY.

WANT TO BOOK WHIP, AIRPLANE SWINGS---ANY OTHER NEW AND NOVELTY RIDE

with exception of Merry-Go-Round and Ferris Wheel. We have a few more Concessions open. Concession People, write. Will book a few more high-class Shows and furnish equipment for same to real showmen. We have a large Circuit of Fairs, including the Lexington Blue Grass Fair, contracted for.

Have closed contract with C. W. Cracraft, owner of Cray's Jazz Minstrels, America's Leading Minstrel Organization, for season of 1922, including his famous 12-piece band and orchestra. This will be just one of the many feature attractions.
Address **D. W. STANSELL, 207 E. Second Street, Lexington, Ky.**

trainmaster; C. J. Cartwright, legal adj. Fifteen cars. Opens at East St. Louis, Ill., April 24.

FAIRLY, NOBLE C. SHOWS—Noble C. Fairly, prop., mgr.; L. W. Hutchinson, asst. mgr.; Mrs. N. C. Fairly, trans.; Ned Stoughton, gen. agt.; Harry R. Jenkins, spec. agt.; C. P. Nettleton, press agt.; Charley C. Hutchinson, gen. supt., supt. lights; H. O. E. Anderson, mus. dir.; Frank Smith, trainmaster; Chas. Davis, legal adj. Four cars. Opens April 17.

FIDELITY EXPOSITION SHOWS—Fidelity Amusement Corp., prop.; John Muldoon, mgr.; Frank L. Byrne, gen. agt.; D. Howard, O'Shea, press agt. Opens at Hackensack, N. J., April 22.

FINK'S EXPOSITION SHOWS—Fink & Kantor, props.; Louis Fink, mgr.; Samuel Kantor, asst. mgr., auditor; Rhoda Kantor, trans.; Ray Fink, supt.; Wm. Marous, gen. agt.; Nick Meyers, spec. agt.; Jos. Mayer, press agt.; Philip Abram, gen. supt.; Geo. Goldberg, supt. concessions; Ino Salzano, mus. dir.; Jos. Blatcher, trainmaster; Ino Meunier, supt. lights; Harry Zinner, legal adj.; Geo. Anderson, gen. announcer. Ten cars. Opens at Perth Amboy, N. J., April 22.

FIRANIS, JOHN SHOWS—M. A. Francis, prop., trans.; John Francis, mgr., gen. supt.; M. Geo. Thomas, secy.; Harry E. Sanford, gen. agt.; Bill Oliver and H. H. Williams, spec. agts.; Frank Carson, press agt.; C. Lutz, supt. concessions; Roy O'Brien, mus. dir.; Frank Johnson, trainmaster; James Arnold, supt. lights; John T. Higgins, legal adj. Fifteen cars. Opens at Sapulpa, Ok., March 17.

FIELD, H. T. EXPOSITION—H. T. Field, prop., mgr.; L. E. Locke, asst. mgr.; Geo. Fout, trans.; Charles Watson, gen. agt.; J. E. Bartlett, press agt.; J. A. Howard, gen. supt.; Paul D. Mays, supt. concessions; Bud Wilson, supt. lights. Twenty cars. Opens at Indianapolis, Ind.

GERARD'S GREATER SHOWS—Charles Gerard, prop., mgr.; Harry Miller, asst. mgr.; Anna Gerard, trans.; Bill Bailey, auditor; W. J. Wilson, gen. agt.; Harry Fox, spec. agt.; James White, press agt.; Fred Hays, gen. supt.; Pete Siano, supt. concessions; John Doran, mus. dir.; Joe Pollak, trainmaster; Harry Nole, supt. lights; J. A. Burns, legal adj.; Mike Terns, gen. announcer. Twenty cars. Opens at Bridgeport, Conn., April 22.

GLOTH'S GREATER SHOWS—Robert Gloth, prop.; Jack Lawson, mgr.; Cecil E. Vogel, trans., secy., auditor; Robert Kline, gen. agt.; Harry Moyd and "Whit" Cain, spec. agts.; Cy Holliday, gen. supt.; Prof. DeLaurentis, mus. dir.; Joseph Sylbert, trainmaster; John Killih, supt. lights; Billy Kline, legal adj.; Jack Quinn, gen. announcer. Twenty cars. Opens at Suffolk, Va.

GOLD MEDAL SHOWS—Harry E. Billicke, prop., mgr., supt. concessions; Herman Voss, asst. mgr.; Marion Hill, trans.; James McDermott, secy.; H. L. Carroll, gen. agt.; James Burns and H. Wilson, spec. agts.; "Fishes" Pleis, boss hostler; Prof. C. S. Brooks, mus. dir.; "Dutch" Zeidler, trainmaster; Frank Wills, supt. lights; Bob Flannagan, legal adj.; "Curly" Quinn, gen. announcer. Twenty-five cars. Opens at Texarkana, Tex., March 4.

GOLDEN RIBBON SHOWS—A. L. Kline, prop.; Johnny J. Kline, mgr.; L. Short, asst. mgr., supt. lights; Joe Borro, trans.; Al Pitt, secy.; Monte Greene, auditor; George Beer, gen. agt.; Joe Spiegel and Tommy Conners, spec. agts.; Wm. King, press agt.; Geo. Slocomb, gen. supt.; Harry Zindel, supt. concessions; Prof. Duino, mus. dir.; A. J. White, trainmaster; Jack Stewart, legal adj.; Frank Grenier, gen. announcer. Five cars. Show opens at Jersey, N. J., April 6.

GOLDEN RIDE SHOWS—C. A. Clarke, prop., mgr.; Mrs. C. A. Clarke, trans.; C. W. Welch, secy., auditor; C. W. Birch, gen. agt.; "Salad King" Clarke, press agt.; J. E. Cowen, supt.

ACKLEY'S INDEPENDENT SHOWS

HARRY A. ACKLEY, Manager, Box 143, Saginaw, Mich.

Will open Decoration Day. Play Michigan and 8 weeks of best Michigan Fairs, including Saginaw, Lansing, Ann Arbor, Bay City and 4 other good ones.

WE HAVE—Our own 4 big Rides, Circus Side-Show, Palace of Illusions, One-Ring Circus, and 5 others. **WE WANT**—3 or 4 real Shows that do not conflict. Tex Wilson, write. Want Fire Eater, Glass Blower with outfit and Pit Show People.

CONCESSIONS—All open except Cookhouse, Dolls, Candy, Blankets and Juice. No Grift. Only one of a kind wanted.

WILL BUY FOR CASH—Big Snake. Must be in good shape.

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We wish to announce we have this season a full line of Unbreakable Dolls, Thesel Dresses, Gum, Chinese Baskets, Give-Away Candy and Saint Louis Chocolate Co. Milk Chocolates, packed in the famous "Brown-Built" Boxes. At St. Louis Prices.

Give-Away Candy now \$11.00 Per 1,000 Boxes. Keep in touch with us, We are always adding new items for the concessionaire. Send for price list.

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concessions; Ben F. Ogle, mus. dir.; Speck Turner, trainmaster; C. E. Graham, supt. lights; Wm. Smith, gen. announcer. Eight cars. Opens at Upper Sandusky, O., April 23.

GREAT WHITE WAY SHOWS—C. M. Negro, prop., mgr.; Mrs. C. M. Negro, trans.; Josephine Donlan, secy.; Sam Burdoff, gen. agt.; E. D. Rush and E. Steinman, spec. agts.; Sam Reed, press agt., gen. announcer; Wm. Mills, Jr., gen. supt.; C. V. Cartella, mus. dir. Fifteen cars. Opens at Bloomington, Ind., April 16.

GREAT MILLER SHOW—R. M. Miller, prop., mgr.; J. D. Miller, trans., secy.; D. G. Littel, gen. agt.; "Blacky" Miller, gen. supt. Truck show. Opens Swanwick, Ill., April 20.

GREAT PATTERSON SHOWS—James Patterson, prop.; Arthur T. Brainerd, mgr.; Happy Holden, asst. mgr., legal adj.; B. M. Brainerd, trans.; Harold English, secy.; Carl A. Cox, auditor; Thad. W. Rodecker, gen. agt.; Robin O. Carter and V. J. Yearout, spec. agts.; Leoda Poe Rodecker, press agt.; Geo. Kitchen, gen. supt.; Claude Ramsey, supt. concessions; Earl D. Strout, mus. dir.; John VanStreet, trainmaster; Jeff Allen, supt. lights; Bert Ranshaw, gen. announcer. Twenty-five cars. Opens Paola, Kan., May 1.

GREAT ALAMO SHOWS—C. A. Wortham, H. M. Waugh and H. P. Hofer, props.; H. M. Waugh, mgr.; J. E. Schlick, asst. mgr.; Rodney Ellis, trans., secy.; J. S. Schillo, auditor; H. F. Hofer, gen. agt.; Harry Davis, Ben Bernar, U. Roberson, spec. agts.; Smith Turner, press agt.; Harry Johnson, gen. supt.; Si Cullins, supt. concessions; Capt. Miller, mus. dir.; Thomas (Slim) Kelly, trainmaster; H. E. Currington, supt. lights; Vleor (Happy) Wells, gen. announcer. Thirty cars. Opens at Houston, Tex., April 1.

GREAT MERCER & NORTHERN COMBINED SHOWS—Raymond E. Pullen, prop., mgr., gen. agt.; Bert S. Repass, asst. mgr., trans.; Florence Both, secy.; John Berry, spec. agt.; Wm. H. Cooper Jr., trainmaster; Ernest

E. Moore, supt. lights. Ten cars. Opens early in May.

HALL DOC SHOWS—Doc Hall, prop., mgr. Two cars. Opens after July 4.

HAMBURG'S PHIL GREATER SHOWS—Phil Hamburg, prop., mgr.; Wm. M. (Billy) Gear, asst. mgr., legal adj.; L. F. Harris, trans., secy.; M. L. Hamburg, auditor; J. L. Freed, gen. agt.; Arthur T. Stewart, spec. agt.; T. O. Long, press agt.; F. M. Brown, supt. concessions; Anthony Dipinto, mus. dir.; Otto Mals, trainmaster, supt. lights; F. S. Ruth, gen. announcer. Ten cars. Opens at Hartford, Conn., April 29.

HANSHER BROS. ATTRACTIONS—Sam and Emil Hansher, props.; Sam Hansher, mgr.; Emil Hansher, trans., auditor; O. R. Ellis, secy., press agt.; Lester Harvey, gen. agt., spec. agt.; C. A. Reed, supt. concessions; Herbert Sucler, supt. concessions; Charles White, mus. dir.; J. W. Ely, trainmaster; W. McCrossen, supt. lights; P. Reifenberg, gen. announcer. Ten cars; opens at Milwaukee, Wis., April 29.

HARRISON, GEORGE GREATER SHOWS—George Harrison, prop., mgr.; Hart Conolly, asst. mgr., supt. concessions; Fred Stevens, trans.; Walter Harrison, secy.; Jack Young, auditor; Floyd Johnston, gen. agt.; Al Summers, spec. agt.; T. J. Alexander, gen. supt.; Wm. Landre, mus. dir.; D. McLean, trainmaster; Wm. Leahy, supt. lights; Carl Moivner, legal adj.; G. P. Harvel, gen. announcer. Six cars; opens at Minneapolis, Minn., May 1.

HETH, L. J. SHOWS—L. J. Heth, prop., mgr.; W. H. Devoynne, trans., secy., auditor; James F. Suberlin, gen. agt.; Jack Oliver, spec. agt., press agt.; Walter Lankford, mus. dir.; Harry Clutter, trainmaster; E. W. Rabe, supt. lights; W. E. Bowen, legal adj.; Herbert Marx, gen. announcer. Twenty-five cars; opens at St. Louis, Ill., April 1.

HOSS LAVINE SHOWS—Bert Hoss, Joe Lavine, props., mgrs.; Bert Hoss, trans., auditor;

Mrs. Pearl McCann, secy.; I. E. Armstrong, gen. agt.; J. E. Williams, spec. agt.; R. E. Tice, press agt., legal adj.; Hob Ger-Ver, gen. supt., trainmaster; Joe Lavine, supt. concessions; Prof. D. Amato, mus. dir.; P. T. Shuck, supt. lights; Johnnie Bartz, gen. announcer. Fifteen cars; opens at Cleveland, O., April 15.

INTEROCEAN GREATER SHOWS—Cal Batchle, mgr.; Ida Batchle, secy.; R. E. Stewart, gen. agt.; Wm. H. McCaffland, press agt.; Ed Dillon, gen. supt.; R. S. Mettler, mus. dir.; Doc Foster, trainmaster; W. P. Fisher, legal adj.; Bert Murphy, gen. announcer. Opens at Reading, O., April 29.

JONES, JOHNNY J. EXPOSITION—Johnny J. Jones, prop., mgr.; E. R. Jones, asst. mgr., supt. concessions; R. H. Goeke, trans.; Max Lander, secy.; A. H. Barkley, gen. agt.; Frank M. Pett and C. W. McCurren, spec. agts.; Ed R. Salter, press agt.; Robert Bigsby, gen. supt.; Maurice Wales, mus. dir.; Robert Riggsby, trainmaster; G. Everett, supt. lights; Col. Phil Ellsworth, gen. announcer. Thirty cars. (for opening date) at Tampa, Fla., February 3.

JONES GREATER SHOWS—A. H. Jones, mgr.; W. P. (Bud) Sowers, asst. mgr.; A. B. Jones, trans., secy., auditor; C. W. Waicer, press agt.; E. C. Williams, supt. concessions, supt. lights; Jack Wells, mus. dir.; P. D. Long, gen. announcer. Twelve trucks; opens Danville, Ky., May 27.

KAPLAN'S GREATER SHOWS—Sam Kaplan, prop., mgr.; Benj. Kaplan, asst. mgr., supt. concessions; Jos. Kaplan, trans., secy.; Herman Freedman, auditor, gen. agt.; Loula Bernstein, spec. agt., press agt.; Val Ballinger, gen. supt.; Benny Stokes, mus. dir.; Fred Dixon, trainmaster; Homer Potter, supt. lights; J. F. Vincent, legal adj.; Happy Hamilton, gen. announcer. Twenty cars. Opening date early in March at San Francisco, Cal.

KENNEDY, CON T. SHOWS—Con T. Kennedy, prop., mgr.; J. C. McCaffery, asst. mgr.; Fred H. Kressman, trans., secy.; E. C. Talbot, gen. agt.; R. C. Elgin and J. C. Donohue, spec. agts.; Herbert Kelley, press agt.; Lyman MacFarlane, gen. supt.; Harry Brown, supt. concessions; A. U. Eslick, mus. dir.; W. C. Kowitz, trainmaster; John M. Draughton, supt. lights; W. K. (Doc) Bushnell, gen. announcer. Thirty cars. Opens at La Fayette, Ind., April 22.

LATLIP'S CAPT. EXPOSITION OF RIDES—Capt. David Latlip, prop., mgr.; Albert De-Long, asst. mgr.; Marion Latlip, trans., secy.; Lewis Claman, gen. agt.; Roy Rex, press agt.; Earl Buckert, gen. supt., supt. concessions; Fred Latlip, trainmaster; Ed Brennan, legal adj.; "Bad" Wagner, gen. announcer. Ten cars. Opens at Portsmouth, O., April 15.

LEGGETTE, C. R. SHOWS—C. R. Leggette, prop., mgr., legal adj.; J. E. Leggette, asst. mgr., supt. concessions; Mrs. C. R. Leggette, trans.; L. W. Howard, gen. agt.; Jack Hledrow, spec. agt.; Manford Gunn, press agt.; Charlo Raymond, gen. supt. and supt. lights; Jean Allen, mus. dir.; Frank Clark, trainmaster; G. P. Gannon, gen. announcer. Ten cars; opens at Lake Charles, La., March 18.

LEVITT, HIRSHON & HUGGINS SHOWS—Levitt, Brown & Huggins, props.; Victor D. Levitt, mgr.; Will Wright, trans., secy.; W. C. Huggins, gen. agt.; Harry Gordon and H. VanHousman, spec. agts.; W. Lesser, press agt.; Frank Lawrence, gen. supt.; Sam Brown, supt. concessions; Wm. Graham, mus. dir.; Jimmy Kling, trainmaster; Gene Schaeffer, supt. lights; L. H. Ford, gen. announcer. Twenty cars; opened at Fresno, Cal., Feb. 22.

LIBERTY UNITED SHOWS—Joseph Hawley, prop., gen. agt.; Harry Smith, mgr., supt. concessions; Kittie Smith, asst. mgr.; Mrs. Francis Hawley, trans., secy.; R. Carson, auditor, press agt.; Fred Phillips, spec. agt.; H. Schmidt, gen. supt.; William Spigel, mus. dir.; James Waldron, supt. lights; W. DeTurck, legal

DEKREKO BROS. SHOWS

THE BEST EQUIPPED 15 CAR CARNIVAL CO. ON THE ROAD THIS SEASON

Secretaries of Fairs, Celebrations and Festivities, if you want wholesome amusements, investigate. OUR PAST RECORD SPEAKS FOR ITSELF.
We open at Fredericksburg, Tex., April 10th, for Community Eastern Festivities, then Battle of Flowers, San Antonio, Tex.

WE CARRY OUR OWN SHOWS AND RIDES.
Will furnish complete outfit to reliable parties who have money-getting ideas.

Wanted First-Class organized Musical Comedy Show, to work on salary or percentage basis.
Plantation People of all branches—Teams, Singles and Organized troupes.

Address all Communications to our Permanent Headquarters, 102 Mount Vernon Court, San Antonio, Texas.

HARRY E. CRANDELL, General Agent

Wanted Talkers, Grinders, Canvasmen and Working Men for Whip, Merry-Go-Round and Ferris Wheel.

Experienced Train Help and Teamsters.

A fast-stepping Lithographer and Billposter.

Freaks and Novelty for Pit Show.

All the Concessions open. No exclusive, everything open. (Graters, save stamps.) **WANTED**—An Agent for Candy Race Track.

FOR SALE—Parker Two-Abreast Merry-Go-Round and Conderman Ferris Wheel.

JEAN DEKREKO, Manager

Shows open at Hackensack, N. J., in April.

LOOS, J. GEORGE, SHOWS—J. George Loos, prop. mgr.; Wm Young, asst. mgr.; Bert Wedge, treas.; Harry S. Noyes, gen. agt.; E. R. Briner and Raymond Spencer, spec. agts.; W. P. Spencer, bot. supt., electrician; J. Riley, trainmaster.

LORMAN-ROBINSON'S FAMOUS SHOWS—Lorman Robinson, prop.; Chas. R. Stratton, mgr.; Wm. Dreyfus, asst. mgr.; Harry Taylor, gen. supt.; Sam Chaudler, net.; Harry Taylor, supt. concessions; Chas. Echols, trainmaster; Harry Wilson, supt. lights; E. B. Braden, legal adjuster; Bert Soderker, gen. announcer. Ten cars; opens at Chattanooga, Tenn., March 18.

McASLIN, JOHN T., PEERLESS SHOWS—John T. McAslin, prop., mgr., legal adj. agr.; Harry Bowen, asst. mgr.; Tom Secy., auditor; James L. King, gen. agt.; Frank Louis, press agt.; Chas. Willett, gen. supt.; trainmaster; Al Raymond, supt. concessions; Sam Boyd, mus. dir.; Adolph Peters, supt. lights; Fred Rosser, gen. announcer. Six cars; opens at Baltimore, Md., April 20.

McGREGOR, DONALD, SHOWS—Donald McGregor, prop., mgr.; J. L. Brown, secy., asst. mgr.; Mrs. Donald McGregor, treas.; J. P. Moore, gen. mgr.; Bert Williams, trainmaster; Geo. Williams, supt. lights; Geo. Gibault, gen. announcer. Four cars; opens at Harper, Kan., April 3.

McMAHON SHOWS—T. W. McMahon and Son, props.; T. W. McMahon, mgr.; C. A. McMahon, treas.; secy.; Mrs. Bertha McMahon, auditor; press agt.; Doc Hall, gen. agt.; legal adjuster; Johnnie McMahon, supt. concessions; Chas. Lewis, mus. dir.; Orville Mayfield, trainmaster; Earl Patterson, supt. lights. Seven cars; opens at Nebraska City, Neb.

MACY'S EXPOSITION SHOWS—J. A. Macy, prop.; DeWitt Curtis, mgr.; Jimmy Agnew, asst. mgr.; Mrs. Leona Macy, treas.; Daniel Mahoney, gen. agt.; legal adjuster; "Frenchy" LaCrane, spec. agt.; George Johnson, gen. supt.; Prof. Arogally, mus. dir.; Tom Mell, trainmaster; Roy Moses, supt. lights; Doc Perkins, gen. announcer. Three cars; opens at Princeton, W. Va., March 20.

MAJESTIC EXPOSITION SHOWS—Nat Nardner, mgr.; Harry (Polish) Fisher, asst. mgr.; supt. concessions; legal adjuster; Irving Nardner, treas.; secy.; Tom Wiederman, gen. agt.; Ervan B. Kay and H. N. Brown, spec. agts.; Ervan B. Kay, press agt.; Walter T. Moran, gen. supt.; Tony Garlia, mus. dir.; Jim White, trainmaster; Tom Shreeves, supt. lights; L. Russell, gen. announcer. Twenty-five cars; opens at Murphysboro, Ill., April 3.

MARTIN'S, PERCY, FAMOUS MIDWAY—Percy Martin and Joe Lieberwitz, props.; Percy Martin, mgr.; gen. agt.; Joe Lieberwitz, asst. mgr.; supt. concessions; Lloyd Rock, treas.; secy.; Harold Aronovsky, spec. agt.; Jack W. Schaffer, press agt.; gen. announcer; Dave (Armi) Ascher, general superintendent; Dave Crawford, mus. dir.; Jack Connors, trainmaster; J. E. Nelson, supt. lights; Bill Horton, legal adj. Ten cars. Opens at Cumberland, Md., April 22.

MATHEWS, M. L., EXPOSITION SHOWS—Mathews and Kotcher, props.; M. L. Mathews, mgr.; Carl Kotcher, asst. mgr.; secy.; Mrs. M. L. Mathews, treas.; Mrs. Carl Kotcher, auditor; Johnny Ware, gen. agt.; L. L. Moore, supt. concessions; Clyde Canton, trainmaster; Thomas Duffs, supt. lights; Harry Roeluck, legal adjuster. Five cars; opens at Huntington, W. Va., April 22.

MIGHTY A. M. SHOWS—Porter Bros., props.; A. Porter, mgr.; Warren Page, treas.; secy.; E. H. Porter, gen. agt. Ten 2-ton auto trucks; opens at Odenton, Md., April 1.

MIGHTY MORIS EXPOSITION SHOWS—John F. Laza, prop., mgr.; Elmer Velare, asst. mgr.; Harry E. Strubhar, treas.; secy.; Al T. Holstein, gen. agt.; Percy M. Jones and Carl Groetz, spec. agts.; Delbert Hanney, press agt.; Vinson T. Book, gen. supt.; Al Sweeney, supt. concessions; Joe Cline, mus. dir.; Harlow G. Fisher, trainmaster; R. H. Sheppard, supt. lights. Twenty-five cars. Opens at Kansas City, Mo., April 5.

MILLER'S A. B., GREATER SHOWS—A. B. Miller, prop., mgr.; Tom M. Allen, asst. mgr.; Mrs. A. B. Miller, treas.; L. C. Shultz, secy.; Tom A. Hanson, gen. agt.; J. C. Roberts, spec. agt.; Mrs. J. C. Roberts, press agt.; J. J. Mack, gen. supt.; Jack Willis, supt. concessions; Al Winberg, mus. dir.; Frank McCloud, trainmaster; James Kelley, supt. lights; Nick Aldehour, legal adj.; John Thompson, gen. announcer. Fifteen cars. Opened at Sauter, S. C., March 11.

MILLER MIDWAY ATTRACTIONS—Mrs. F. N. Miller, prop., treas.; F. N. Miller, mgr.; secy.; Ralph Thomas, auditor; Hal Stone, gen. agt.; legal adj.; Mr. Smith, gen. supt.; supt. concessions; Al Ceramella, mus. dir.; Sam Robinson, trainmaster; Chris Keer, supt. lights; Mr. Wilson, gen. announcer. Five cars. Opens at Oklahoma City, Ok., March 15.

MILLER BROS. EXPOSITION SHOWS—Miller Bros., props.; Morris Miller, mgr.; Frank Marshall, asst. mgr.; secy.; Mrs. Morris Miller, treas.; C. W. (Billy) Mireux, gen. agt.; Frank Rogers, spec. agt.; Louis Friedell, press agt.; gen. announcer; Joe Rogers, gen. supt.; T. S. Stevens, supt. concessions; Prof. Redini, mus. dir.; Wm. Edwards Patrick, supt. lights; T. A. Stevens, legal adjuster. Twenty cars; opened at Pensacola, Fla., February 20.

MIMIC WORLD SHOWS—D. L. Doyle, prop., mgr.; John F. Sandy, treas.; Harry Burton, gen. agt.; Harry Mahon, press agt.; Henry Tidham, gen. supt.; George E. Fink, supt. concessions; Bert Rediel, mus. dir.; Cecil Mahle, trainmaster; Leslie Welshou, supt. lights; Billy Streeter, gen. announcer. Three cars; opens at McAlester, Ok., March 15.

MINER, R. H., MODEL EXPOSITION SHOWS—R. H. Miner, prop., mgr.; R. H. Miner, Jr., asst. mgr.; J. L. Apgar, treas.; Mrs. R. H. Miner, secy.; C. M. Davis, auditor; R. E. Sapp and S. E. Booth, spec. agts.; W. M. Falls, press agt.; E. S. Werry, gen. supt.; Joe Gross, supt. concessions; Bonnie Self, mus. dir.; Pop Johnson, trainmaster; Theo. Fulton, supt. lights; J. L. Clark, legal adjuster; W. M. Black, gen. announcer. Ten cars; opens at Easton, La., April 22.

MUNIGHT SHOWS—D. W. Stansell, prop., treas.; Dan Joy, mgr., supt. concessions; G. W. Quarrell, asst. mgr.; press agt.; mus. dir.; Emma Deimler, secy.; A. G. Loux, auditor; L. S. Fisk, gen. agt.; Jimmie Moore, spec. agt.; gen. announcer; J. C. Conway, gen. supt.; Kid Williams, trainmaster; William Wilson, supt. lights; J. F. Dehuert, legal adj. Ten cars. Opens at Louisville, Ky., on or about April 1.

MORRIS & CASTLE SHOW—Milton M. Morris and John R. Castle, props., mgrs.; F. E. Lawton, treas.; George R. Jennings, secy.; Dave

POLAR B'AR

THE LATEST ICE CREAM NOVELTY

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Carnival, Circus, Concession and Movie Men, READ!

Of course you know with what enthusiasm the public has received this chocolate-coated ice cream goody. Hundreds of thousands are sold daily! The demand increases hourly!

With every POLAR B'AR outfit we give full instructions. You can turn out hundreds every hour. We also give you FREE our Secret Formula. It is very valuable. It tells you how to proceed step by step, and makes success SURE and Certain! We give you 100 advertising signs. We make it easy for you to make big money.

YOU CAN MAKE POLAR B'ARS

We manufacture a complete outfit with which you can make POLAR B'ARS at the rate of 1,000 per day, according to the size outfit used. You can manufacture POLAR B'ARS any time—ANYWHERE. Small space required. Make up a large supply and pack in ice and salt. They keep for several days. Or, make them as needed. Big profits will be yours when you begin to manufacture POLAR B'ARS.

QUICK PROFITS—NO DELAYS

With our POLAR B'AR outfits you can begin manufacturing POLAR B'ARS AT ONCE! We show you HOW! Dimes simply roll in and make many DOLLARS! It's the chance of a lifetime to make big money. Get ready for the even bigger demand of spring and summer days. Don't wait! See the order blank below.

OUR BIG FREE OFFER

TO GET YOU STARTED WITHOUT DELAY WE WILL GIVE YOU, FREE, 500 HANDSOME TIN FOIL WRAPPERS AND ENOUGH SPECIAL POLAR CHOCOLATE TO MAKE 500 POLAR B'ARS. THIS OFFER GOOD FOR 30 DAYS ONLY.

COST OF MANUFACTURE

While it is impossible for us to determine the exact costs of manufacture, as price of ice cream varies, we believe the average cost of POLAR B'ARS will not exceed 23c each. This covers a full size bar of about 1 1/2 ounces. Costs can be reduced by cutting down size of bar.



COPYRIGHT 1922—TRADE MARK REG. APPLIED FOR
PROCESS PATENTS PENDING
(NO INFRINGEMENT ON OTHER PATENTS.)

OUTFITS ARE COMPLETE

Each outfit consists of a complete apparatus for manufacturing POLAR B'ARS. This includes molds, tanks, warming pans, advertising signs, secret formula and full instructions how to manufacture POLAR B'ARS.

REAL ICE CREAM POLAR B'AR

QUICK ACTION BRINGS QUICKER PROFITS

One or two days' profits will pay for an Outfit. Order YOURS at once. Don't let this wonderful Opportunity slip by. Act NOW!

USE THIS ORDER BLANK

SHIP BY EXPRESS AT ONCE:

- 1 No. 1 Polar B'ar Outfit . . . \$27.50
- 1 No. 2 Polar B'ar Outfit . . . 42.50
- 1 No. 3 Polar B'ar Outfit . . . 57.50

(Place cross in square showing which outfit is desired.)

100 Window Advertising Signs Included FREE. ALSO 500 TINFOIL WRAPPERS AND ENOUGH CHOCOLATE TO MAKE 500 POLAR B'ARS. THIS OFFER GOOD FOR 30 DAYS.

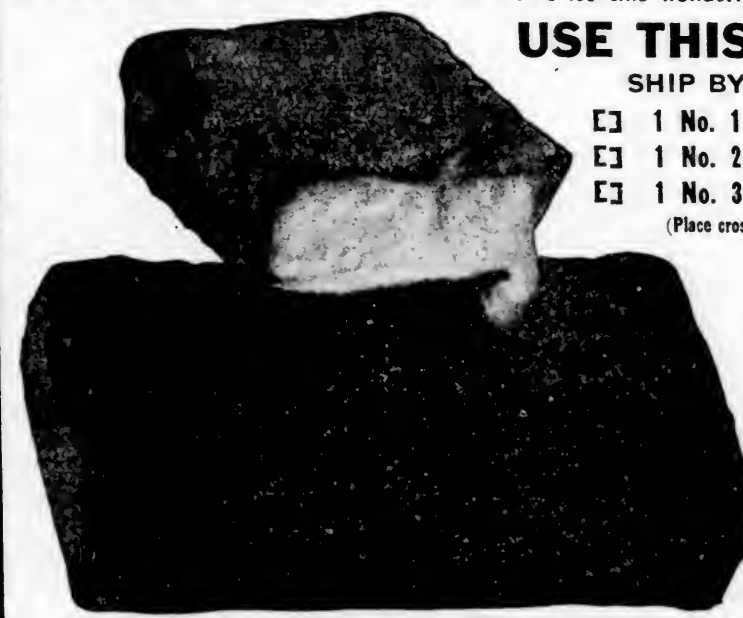
No goods sent C. O. D. unless one-half the amount is sent with order. It is agreed you will not disclose Secret Formula except to employees.

Name

Address

City State

Amount Enclosed \$.....



SHAFER & COMPANY

521 Jackson Boulevard

CHICAGO, ILL.

CIRCUS ROSTERS

The Executive Staffs and Department Heads of Most of the Circuses and Wild West Shows for the Season of 1922 Are Given in the Following List

ATTERBURY'S TRAINED WILD ANIMAL CIRCUS—R. L. Atterbury, prop., mgr.; Mrs. H. L. Atterbury, treas.; Rose Atterbury, secy., aud.; W. A. Allen, gen. agt. con. press agt.; C. H. O'Neil, local con. mgr. adv. car No. 1; Mrs. Lee Hinckley, press agt. with show; H. A. Bruce, mgr. side-show, trainmaster, loss hostler, supt. stock; Daa Ragan, eques. dir., gen. supt.; Arthur D. Walsb, supt. priv.; A. Lee Hinckley, mus. dir.; Okey King, supt. res. seat tickets; Wm. Lorch, supt. canvas; Thomas W. Powell, supt. com. dept., legal adj.; Shorty Lorch, supt. lights; Gus Barzer, supt. props.; Harold Andrews, supt. ring stock; Wm. Lorch, supt. working crew; Frank Lind, 24-hour agts.; C. E. T. Sheedy, supt. elephants; Ben Sweet, supt. animals; Andy O'Donel, blacksmith; Dick Hennessy, announcer; ten wagons and four trucks. Show opens at Clontarf, Md., April 29.

BARNES, AL. G., BIG FOUR RING WILD ANIMAL CIRCUS—Al G. Barnes, prop.; Murray A. Penneck, mgr., gen. agt.; W. J. Fritz, treas.; Alfred E. Wolf, aud.; W. E. Haines, r. r. con.; Vernon Weaver, local con.; L. R. Mitchell, spec. agt.; Frank Braden, con. press agt.; Duncan Nevin, adv. press agt.; Bobbie Kane, mgr. side-show; Robert Thornton, eques. dir.; Lou Beig, gen. supt.; Tom Melrose, supt. priv.; Ed. Woockener, mus. dir.; Nels Lausten, supt. res. seat tickets; Casper (White) Jensen, supt. canvas; W. M. Thompson, trainmaster; Frank Rooney, boss hostler; Al Deaa, supt. com. dept.; Paul Bomschke, supt. lights; Doc Williams, supt. props.; Jake Posey, supt. ring stock; W. J. Patterson & Dixie Engle, 24-hour agts.; Cheerful Gardner, supt. elephants; Frank Volner, boss carp.; Eddie Tress, supt. animals; Ted Forbes & Mike Welch, blacksmiths; W. J. Erickson, mgr. adv. car No. 1; Frank D. Garrigus, mgr. adv. car No. 2; Bill Campbell, checker-up; Frank Bottom, legal adj.; Bert Rickmann, announcer; thirty cars. Show opened at Redlands, Cal., March 7.

CHRISTY BROS., GRATEFUL UNITED ANIMAL SHOWS—Christy Bros., prop.; G. W. Christy, mgr.; L. C. Highlands, treas.; Bert Rutherford, gen. agt.; Dun Hoffman, local con.; H. P. Kutz, con. press agt.; Geo. Murry, supt. priv. car; Jake Friedman, mgr. side-show; H. B. Dennis, eques. dir.; Harry Sells, gen. supt.; C. Shotton, supt. priv.; E. James, mus. dir.; Jack Ethridge, supt. res. seat tickets; Harry Gorman, supt. side-show canvas; Ed Lellis, boss hostler; Shaw, supt. com. dept.; Jack Hendrickson, supt. lights; W. H. Snyder, supt. props.; Har- old Bell, supt. ring stock; Chas. Mosler, supt. stock; Harry Reardsley, 24-hour agts.; Otto Coleman, supt. elephants; Chas. Nelson, boss carpenter; L. Williams, supt. animals; Geo. Huber, blacksmith; W. McCorkhill, mgr. adv. car No. 1; Jack Oster, checker-up; B. S. Robinson, legal adj.; Ray O'Wesney, announcer. Opened at Bonmont, Tex., March 11.

GOLLMAR BROS., CIRCUS—Gollmar Bros., prop.; C. D. Odom, mgr.; Fred Asst. asst. mgr.; J. H. Adkins, treas.; Louis R. Dobson, secy.; Chas. Mugivan, aud.; Fred C. Gollmar, gen. agt., r. r. con.; W. J. Lester & Clarence Auskings, local contractors; M. G. Stokes, spec. agt.; Frank J. O'Donnell, con. press agt.; Theo. Fleury, press agt. back with show; James W. Beattie, mgr. side-show; Chas. Barry, eques. dir.; Tom Tucker, gen. supt.; Wm. Cain, supt. priv.; Henry W. Winsert, mus. dir.; Mark T. Kirkendall, supt. res. seat tickets; John Hickey, supt. canvas; August Christ, trainmaster; Ed. Snout, boss hostler; Harry Martell, supt. com. dept.; R. H. King, supt. elec. lights; Harry V. Miller, supt. res. lights; Harry Paxton, supt. props.; Geo. Carpenter, supt. ring stock; Otto B. Jerna, supt. dining car service; W. B. Baird & Chas. Cooper, 24-hour agts.; Joe Metcalf, supt. elephants; John Kohl, boss carp.; John Guilfoyle, supt. animals; Wm. Silliker & James Brady, blacksmiths; Emory D. Proffitt, mgr. adv. car No. 1; L. E. McFarland, mgr. adv. car No. 2; Harry E. Browne, mgr. adv. car No. 3; George Brubaker, checker-up; Chas. Martin, announcer.

GREAT SANGER CIRCUS—King Bros., props.; Howard King, mgr.; Claude Jarboe, treas.; Bud G. Baker, local con.; E. B. Walker, spec. agt.; Jack Kelly, mgr. side-show; Arthur Berry, eques. dir.; Andy Kelly, gen. supt.; W. W. Clark, supt. priv.; F. E. Lassiter, mus. dir.; Wm. Bright, side-show band; Fred H. Ashley, supt. res. seat tickets; Jim Kelly, supt. canvas; Harry Miller, trainmaster; Frenchy Miller, boss hostler; Eddie James, supt. com. dept.; Shanty Levine, supt. lights; Richard Weaver, supt. props.; E. W. Myers, supt. working crew; Bill Gardner, supt. elephants; Shorty Wallace, boss carp.; Pete Loftus, supt. animals; Tom Hart, blacksmith; Frack Powers, mgr. adv. car No. 1; Charles G.

McMahon, legal adj.; F. Girly, announcer; three cars.

HAGENBECK-WALLACE CIRCUS—Magivan, Bowers & Ballard, props.; Pete Bowers, mgr.; Louis Chase, asst. mgr.; R. W. Woodward, treas.; H. E. Sarig, secy. and aud.; Ed. C. Knupp, gen. agt., r. r. con.; John Nevin & A. L. Sands, local contractors; L. J. Lewis, spec. agt.; L. R. Starks, con. press agt.; John T. Warren, press agt. back with show; Arthur Hoffman, mgr. side-show; George Connors, eques. dir.; W. H. Curtis, gen. supt.; Park B. Prentiss, mus. dir.; Ed. M. Dowling, supt. res. seat tickets; W. H. Curtis, supt. canvas; George Brown, trainmaster; George Stumpf, boss hostler, supt. stock; Chas. Davis, supt. com. dept.; Chas. Krick, supt. lights; Chas. Brady, supt. props.; Spot Connors, supt. ring stock; Al Hoffman & W. E. Goodrich, 24-hour agts.; Bert Noyes, supt. elephants and animals; Fred Walton, boss carp.; Ed Keller, blacksmith; J. C. Donahue, mgr. adv. car No. 1; Frank Van Miller, mgr. adv. car No. 2; A. R. Dawson, checker-up; W. R. Kellogg, legal adj.; Bert Cole, announcer; thirty cars.

LAMONT BROS.' SHOW—C. R. LaMont, prop., mgr.; C. D. Randolph, treas.; Wm. Thompson, secy.; W. S. Pily, gen. agt.; W. P. Evans, local con.; Elmer Porterfield, mgr. side-show; Andy Nold, eques. dir.; W. R. Atterbury, supt. priv.; A. J. White, mus. dir.; Frank Latta, supt. canvas; Pat Orr, boss hostler; Raymond Branson, supt. lights; Henry Friend, supt. props.; Ernest Halaak, supt. elephants; Phillip Sisson, supt. animals; Jim Porterfield, legal adj.; Henry Davidson, announcer. Opens at Salem, Ill., May 6.

LINDEMAN BROS.' SHOW—Lindeman Bros., props.; Billy Lindeman, mgr.; Pete Lindeman, asst. mgr.; Mrs. Billy Lindeman, treas.; Mrs. Pete Lindeman, secy.; Albert Lindeman, aud.; Albert Sigbee, gen. agt., mgr. adv. car No. 1; Mrs. Albert Sigbee, con. press agt.; Arthur Young, press agt. back with show; Chas. B. Paul, mgr. side-show; Theo. Weber, eques. dir.; Alvin Paatell, gen. supt.; Fred Wolfgram, supt. priv.; Herman Weller & Art Heller, mus. dirs.; Norman Lighthart, supt. res. seat tickets; Emil Scharder, supt. canvas; Capt. Wm. Gensch, trainmaster; Lloyd Pierce, boss hostler; Orval Lindeman, supt. com. dept.; Fred Stone, supt. lights; John Parker, supt. props.; Louie Hanning, supt. ring stock; Wm. Sells, supt. working crew; Bill Sterling, 24-hour agts.; Jim Myer, boss carp.; Mrs. Albert Lindeman, checker-up; Chas. B. Paul, announcer; fourteen-truck motorized show. Opens at Sheboygan, Wis., May 5.

LOWERY BROS.' SHOW—Geo. B. Lowery, prop. and mgr.; Mrs. G. B. Lowery, treas.; James O'Hara, gen. agt.; Wm. Grant, eques. dir.; Harry Owens, supt. priv.; Arthur Roarck, mus. dir.; Billy West, supt. res. seat tickets; Harry Sherman, supt. canvas; John Smith, supt. lights; six motor trucks. Opens at Gilberton, Pa., May 10.

MAIN, WALTER L., CIRCUS—Andrew Downie, prop.; Jas. Heron, treas., supt. com. dept.; F. J. Frink, gen. agt., r. r. con.; Laurence Ledoux & W. C. Sherman, local contractors; Max Fletcher, spec. agt.; Chas. Bernard, con. press agt.; Fletcher Smith, press agt. back with show; Harry G. Wilson, mgr. side-show; Chas. Sweeney, eques. dir.; Geo. (Pop) Coy, gen. supt.; Bob Thatcher, supt. priv.; W. B. Fowler, mus. dir.; Mrs. A. Downie, supt. res. seat tickets; Edw. (Old Folks) Hammond, supt. canvas; H. (White) Warren, trainmaster; Claude Orton, boss hostler; Java Koen, supt. lights; Ed Holland, 24-hour agts.; Sam Logan, supt. elephants; Leon Blondon, supt. animals; Frank Skinner, blacksmith; Geo. E. Caron, mgr. adv. car No. 1; A. R. Collins, checker-up; J. T. Condon, legal adj. Opens at Havre de Grace, Md., April 22.

MORGAN'S, W. E., NICKEL-PLATE WAGON SHOW—W. E. Morgan & Ed Disney, props.; W. E. Morgan, mgr.; Mrs. Mae Morgan, treas.; Billy Ledanzal, gen. agt.; Ben Art, mgr. side-show; E. M. Bailey, mus. dir.; Mrs. W. E. Morgan, supt. res. seats; Peter Whittie, blacksmith. Opens at Knoxville, Tenn., in April.

PATTERSON'S TRAINED WILD ANIMAL CIRCUS—Patterson Trained Wild Animal Circus, Inc., props.; James Patterson, mgr.; Raymond E. Elder, asst. mgr.; Gardner Wilson, treas. and press agt. back with show; Chas. Parker, secy.; Rowe Bramard, aud.; Al Clarkson, gen. agt. local con.; John Henry Rice, local con. and con. press agt.; Chas. (Kid) Koster & Earl Hite, spec. agts.; Duke Mills, mgr. side-show and announcer; Bert Mayo, eques. dir.; Fred Buchanan, gen. supt.; Fred Letner, supt. priv.; Rodney Harris, mus. dir.; Eddie Hearts, supt. res. seat tickets; Whitey Lehrer, supt. canvas; Fat Lemon, trainmaster; Henry (Apples) Welch, boss hostler; Edward Hiraer, supt. com. dept.; L. H. Marshall, supt. lights; Wm. Webb, supt. props.; George Kitchen, supt. front door; Geo. R. Johnson, 24-hour agt.; Joe Socastain, supt. elephants; James Ward, boss carp.; Tom Gallagher, blacksmith; Josh Billings, mgr. adv. car No. 1; Earl Hite, checker-up; "Cindy" Mack, side-show canvas; twenty cars. Opens at Paola, Kan. (No date given).

RINGLING BROS. AND BARNUM & BAILEY COMBINED SHOWS—Ringling Bros., props. and mgrs.; Fred J. Ward, asst. mgr.; G. Hutchinson, treas.; C. Hathaway, secy.; C. DeWolfe, aud.; W. H. Horton, gen. agt.; George Melghan, r. r. con.; Al Butler and Wm. Conway, local contractors; Dan DeBugh, excursion agt.; Wm. Wilken, con. press agt.; Ed. P. Norwood, Dexter W. Fellows and Lester Thompson, adv. press agts.; Lewis Graham, mgr. No. 1 side-show; Clyde Iagala, mgr. No. 2 side-show; Fred Bradna and John Agee, eques. dirs.; Fred J. Ward, gen. supt.; Frank Shaeffer, supt. priv.; Merle Evans, mus. dir.; Chas. A. Bell, supt. res. seat tickets; James Whalen, supt. canvas; John McLachlan, trainmaster; Thomas Lynch, boss hostler; A. L. Webb, supt. com. dept.; Alfons Francois, supt. lights; Arnold Graves, supt. props.; P. Dial, supt. ring stock; Wm. Carr, Walter Wappenstein and Harry Overton, 24-hour agts.; George Denman, supt. elephants; John Patterson, supt. animals; Geo. Goodhart, mgr. adv. car No. 1; Thomas Bailey, mgr. adv. car No. 2; Chas. Snowhill, mgr. adv. car No. 3; Ralph Young, checker-up; John M. Kelley, attorney; Frank A. Cook, legal adj.; one hundred cars. Opens at Madison Square Garden, New York, March 25.

ROBINSON, JOHN, CIRCUS—The John Robinson Shows Co., props.; Sam B. Dill, mgr.; Geo. C. Moyer, asst. mgr.; John A. Schiller, treas.; Frank A. Gartin, secy.; J. A. B. Hosack, aud.; Arthur Hopper, gen. agt. and r. r. con.; Frank McGuyre, local con.; W. H. McFarland, mgr. side-show; Fred Ledgett, eques. dir.; Joe Litchell, gen. supt.; Tom Crum, supt. priv.; Al Massey, mus. dir.; Harry Bert, supt. res. seat tickets and announcer; Chas. Young, supt. canvas; Howard Ingram, trainmaster; Joe Fish, boss hostler; Harry Miller, supt. com. dept.; Tom Dunn, supt. lights; G. H. Williamson, supt. props.; John Smith, supt. ring stock; Chas. Prentice, supt. working crew; Tom Murray & J. E. Cory, 24-hour agts.; Archie Dunlap, supt. elephants; Ed Hopkins, boss carp.; Frank Smith supt. animals; Walter Scott, blacksmith; Joe Sullivan, checker-up; H. S. Stevens, legal adj.; thirty cars. Opens at Peru, Ind., April 20.

RUSSELL'S, R. L., VIRGINIA SHOW—R. L. Russell, prop. and mgr.; L. B. Taylor, treas.; Floyd Clark, gen. agt.; W. A. Ferris, mgr. side-show; Wiley Ferris, eques. dir.; Bernard Halters, gen. supt.; Bob Scott, supt. priv.; F. C. Ferguson, mus. dir.; Rusty Williams, supt. reserved seats; Sam Brown, supt. canvas; R. E. Smith, boss hostler; Shelly Scott, supt. lights; Floyd Edwards, supt. props.; W. Jamison, supt. stock; Chas. White, supt. working crew; Ben Fowler, blacksmith; E. C. Andrews, legal adjuster. Opens at Sebbell, Va., April 22.

SELLS-FLOTO CIRCUS—Sells-Floto Circus Co., props.; Zack Terrell, mgr.; F. A. McLain, treas.; W. L. McGuff, secy.; Robt. DeLochte, auditor; Ed. C. Warner, gen. agt. and r. r. contractor; Tom Feehey, local con.; W. B. Naylor, con. press agt.; Doc Stuart, press agt. back with show; Doc Orden, mgr. side-show; W. E. Wells, eques. dir.; Leo Blondin, gen. supt.; J. W. Brandon, supt. priv.; Don Montgomery, mus. dir.; Harrison Riley, supt. res. seat tickets; John Eberle, supt. canvas; Jack Bigger, trainmaster; Henry Brown, boss hostler; J. D. Newman, supt. com. dept.; G. W. Embleton, supt. lights; Chas. Luckey, supt. props.; Frank Wingate, supt. ring stock; Curly Stewart, supt. working crew; Cotton Appleby, 24-hour agt.; Emery Stiles, supt. elephants; Chas. Williams, boss carp.; Chas. Churchill, supt. animals; Tom Murphy, blacksmith; Paul Harrell, mgr. adv. car No. 1; W. H. Bairden, mgr. adv. car No. 2; Frank Loftus, mgr. adv. car No. 3; A. Leamans, checker-up; Chas. H. Redmond, legal adj.; Geo. L. Myers, announcer; forty cars. Opens in Chicago, April 4.

Carnival Rosters

(Continued from page 243)

gen. announcer; fifteen cars. Opens at Derby, Conn., April 12.

WORTHAM, JOHN T., SHOWS—John T. Wortham, prop.; W. R. Keenon, asst. mgr.; Mrs. J. T. Wortham, treas.; H. H. (Doc) Danville, gen. agt.; E. H. Bentley, spec. agt.; W. R. Smith, press agt.; Clark Briney, gen. supt.; John Colon, mus. dir.; Roy Stewart, trainmaster; "Frenchy" Jones, supt. lights; L. H. Hamilton, gen. announcer; twenty cars. Opened at Clbourne, Tex., March 4.

ZEIDMAN & POLLIE EXPOSITION SHOWS & TRAINED WILD ANIMAL ARENA COMBINED—William Zeidman and Henry J. Pollie, props.; H. J. Pollie, mgr.; A. C. Bradley, asst. mgr., press agt., legal adjuster; William Zeidman, treas.; J. J. Reis, secy., auditor; Walter B. Fox, gen. agt.; Paul F. Clark and Jerry F. Jacobs, spec. agts.; W. F. Ware, gen. supt., trainmaster; John Fingerhut, mus. dir.; R. Speers, supt. lights; C. Wopetka, gen. announcer. Twenty-five cars; opens at Charleston, W. Va., April 16.

ZEIGER, C. F., UNITED SHOWS—C. F. Zeiger prop., mgr.; G. C. Loomis, asst. mgr.; Heary Wheeling, secy.; C. B. Rice, gen. agt.; Dan Brydon, gen. supt.; John Oakes, mus. dir.; H. W. Oswood, trainmaster; Raymond Fitzsimons, supt. lights. Five cars; opens at Fremont, Neb., April 21.

Look at the Hotel Directory in this issue. Just the kind of a hotel you want may be listed.

DOLLS



Wood Fibre Un-breakable Composition.

No Catalog.

19-IN. DOLL, \$14.00 PER DOZEN
Dressed in wire silk hoopskirt, trimmed with Marabou and Tinsel. Bloomers and Wig with curls and head-trimming. (Same as illustration.)

17-IN. DOLL, \$11.00 PER DOZEN.
Dressed same as 19-in. Doll, as illustrated.

15 1/2-IN. DOLL, \$10.00 PER DOZEN.
Dressed same as 19-in. Doll.

14-IN. DOLL, \$7.50 PER DOZEN.
Dressed in Silk Bloomers, trimmed with Marabou Wig with curls.

22-IN. ELECTRIC-EYED TEDDY BEARS, \$13.00 PER DOZEN.
Sold at above prices in case lots of six dozen or more only. Orders for less than six dozen, 50c extra for each dozen. Send your order today for immediate delivery. 25% deposit with order. balance C. O. D.

KNOXALL DOLL CO.

119 Ridge Street, NEW YORK CITY.
Local and Long Distance Phone, Drydock 2884

Assorted Colors and Flavors.

BALL GUM

Per 1,000 Balls.....\$2.75
Foil Wrapped or Drilled.

NUMBERED BALL GUM

1,200 to Set.....\$10.00
Vending Machines.

DUNWIN CO.,

421 N. 6th St., St. Louis, Mo.

WANTED MERRY-GO-ROUND WANTED FERRIS WHEEL WANTED

TEN-IN-ONE, DOG-PONY AND ANY SHOW OF MERIT. A few more Wheels open and all Grind Stores. Wheels, \$35 a week. Grind Stores, \$25 a week. Show plays New England under strong auspices.

COLEMAN BROS.' SHOWS 520 High St., Middletown, Conn.

EXCLUSIVE MANUFACTURERS OF WOOD FIBRE DOLLS FOR THE JOBBING TRADE ONLY

JOBBERs, don't place your order for Dolls until you have received our FREE SAMPLE LINE

It will convince you of the quality of our merchandise and prices that we will guarantee cannot be duplicated.

DON'T DELAY! WRITE AT ONCE!

DEE BEE DOLL CO., Inc., 2 West Fourth Street, NEW YORK CITY

WILLIAMS MONEY-MAKING CONCESSION OUTFITS

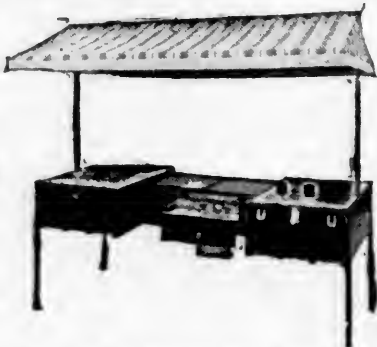
TRUNK HAMBURGER OUTFIT

WILLIAMS SKILL TEN-CENT STORE

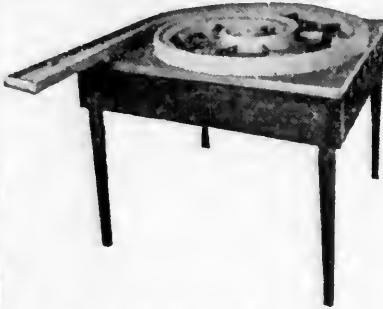


WILLIAMS SKILL SPEEDWAY

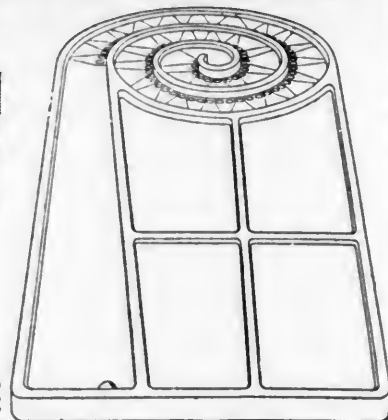
An electric-lighted skill game, with sixteen large racing model autos. Each auto has an electric spotlight. A ball is rolled down the spiral. When the ball stops it makes a contact, causes one of the spotlights to light. Prizes are given value according to what car player lights up. Great skill is required to get the large prizes. Size, six feet long, 44 inches wide. Price, complete with battery, \$175.00.



This is the most attractive and practical Hamburger outfit ever produced. Largest when set up. Most compact when packed. Entire top, frame, stove and legs all pack in a well-made, three-ply, steel-covered, all-riveted trunk. The top covers the operator, also the customers. The burners are the large pressure type, connected direct to a substantial pressure tank, which remains in steel box store. Two extra heavy griddles are furnished, one over each burner. Weight complete, 150 pounds. Can be carried as baggage without excess. Made in two sizes, with or without top. Prices from \$75.00 to \$150.00.



The Williams Ten-Cent Store is a large, attractive skill game, 45 inches square, with a runway to counter. A prize every time, with a chance of winning the capital prize. Strong percentage in favor of the operator. An endless variety of prizes can be used. Articles up to five dollars can be used with safety. This is absolutely a skill game, and can be worked anywhere. Packs in a well-made crate, 45 by 45 inches by 6 inches, bound with trunk trimmings. Crate has folding legs and forms substantial table to set the outfit on. Price complete, \$85.00.



SPIRAL SKILL GAME

Worked with ball, and a fast game. A prize every time, or can be worked accumulative, paying in points or checks to be cashed for large prizes. Single boards have taken in as high as \$35.00 per hour. This board is carried out of two-inch hardwood. Ball travels eight feet to go around the spiral, which has sixty-four pockets. A great variety of prizes can be used. Price, complete with full directions and one hundred checks, \$25.00.

WRITE FOR CIRCULARS ON THESE AND OTHER MONEY-MAKING DEVICES

WILLIAMS AMUSEMENT DEVICE CO., 3047-53 Larimer St., DENVER, COLO.

The Advanced Independent Promotion

(Continued from page 17)

possibly expect to receive any serious consideration. Once again we have here a striking and convincing exemplification of the "survival of the fittest" and the tomorrow seems likely to find no very heretofore or otherwise spot for the so-called "kysy camp" to abide in.

It is a new era for both the indoor and outdoor operator. With the new system every detail of the arrangements is made and developed under the supervision of, or at least is subject to the approval of, a local committee of townfolks whose standing officially, socially and otherwise is calculated to aid really does, as a matter of fact, give the scheduled event just exactly the particular brand of endorsement that the director-promoter requires to secure that united public cooperation and support and active aid so vitally necessary to bring the affair to a brilliantly successful conclusion. Add to this the time so abundantly ample in which to incubate the "contests" and other "special events" and the result is pretty much a matter of speculation as to the number of figures in the sum total column on the profit page of the ledger.

That the foregoing contention applies to outdoor celebrations in quite exactly the same sense, way and manner that it does to the doings within doors is claimed by this writer, whose experience last August in Medford, Mass., is cited as one single illustration. There in a city that had been "closed" at tight as the proverbial "drum" to traveling carnivals for eighteen consecutive years a remarkably cordial welcome was given to an independent celebration on one of the city's most sacred public spots, the "Medford Common", and so gratifyingly successful was the outcome of the promotion that already these several months past a movement has been steadily crystallizing which has for its purpose a repeat of last year's festival this coming summer under the probable auspices of the Elks, Medford's strongest fraternal or social organization.

So distinct and decided is the advantage of the independent promotion in the advanced shape and style, with its membership ticket drive and "special event" money-getting stunts, that it needs no, public wheels or any other likely objectionable feature can be entirely eliminated in the so-called "hostile" communities and the event still be made to show a reasonably satisfactory profit, all of which is something that cannot truthfully be claimed for the itinerant carnival outfit.

While the independent promotion has several strong talking points that recommend it to the local organization committee, its most virile appeal perhaps lies in that paragraph in the contract which regulates the sharing terms percentage. That "fifty-fifty of the net" offer, together with the promoter agreeing to advance and deposit in a local bank all cash money required for preliminary operating expenses, and even going a step farther to guarantee the auspices against any and all financial risk in event of the undertaking being a losing venture, is a fascinating proposition that no committee can very well hurdle. It has a wonderful advantage over the traveling carnival agent who seldom offers anything much more attractive than fifteen per cent of the gross receipts from rides, shows and other paid admission attractions and from five to ten dollars (more frequently the former than the latter) fat for concessions, leaving the local organ-

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A PUNCH

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\$6 Each

One or one hundred and WORTH every cent. 10 large and 4 extra large 2-bladed, brass-lined, silver-bolstered PHOTO Handle Knives, on an 800-Hole Salesboard. When sold brings \$40.00. Cheaper Boards are not to be compared with this one. \$2.00 with order, balance C. O. D. Express. Send for circulars.

MORRIS CUTLERY CO.
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Put and Take Boards

A BIG SELLER FOR
OPERATORS, JOBBERS AND SALESMEN. JOBBERS' PRICES 40c each in lots of 25, \$35.00 per hundred, sample for 50c.

Here's a trade booster for cigar stores, poolrooms, drug stores, etc. It's a 300-hole Board that takes in \$29.50 and pays out \$21.25. Board has 150 takes and 150 puts, making a profit of \$8.25 in addition to disposing of merchandise amounting to \$21.25 at regular retail prices.

The distribution of the "PUTS" and "TAKES" in Gardner Boards is such that no system of play can be devised to beat them.

Write today for descriptive circulars.

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ization saddled with the burden of the cost of show lot, license, electric illumination and newspaper advertising and often the outdoor publicity.

The proposition of the independent promoter has the joyful ring of equal partnership to it, and this is sweet music to the ear of a committed that is interested almost solely in the subject of getting hold of some ready cash. Of course the clause in the independent operator's contract whereby the committee is "guaranteed" against its proportionate share of risk in event of a possible financial disaster is really more than less the old bunk and for the common sense reason that to equally participate in expected profits a partner must necessarily share in the losses, as any fair-minded court would be apt to decide. However, the "fifty-fifty" partnership argument is splendid bait and seldom fails to hook the big fish. The result of all this has finally produced a situation that is food for serious thought by students of conditions present and forecasters of the future. Candidly the author of this contribution does not hesitate to opine that, unless Mr. Traveling Caravan Owner and Manager speedily proceeds to "put his house in order" in a most thorough manner and is able to devise ways and means whereby he can counter effectively against the very recent inroads made in the promotion field by the independent operator and his clan, the successful booking of the itinerant carnivallite and his outfit seems likely to shortly become confronted with obstacles of the most discouraging nature and sort.

Right at this point it should not be amiss to whisper a few words of conservative wisdom to the independent promoter on that very important subject of guarantees. The proposition of fortifying the committees against financial risk is admittedly a fetching argument, but to the attention of the author of these columns has recently been called a practice by one very well known and prominent promoter who is charged with offering to guarantee that the net share of the receipts to the committees shall amount to sums that run away up into the thousands of dollars. Unquestionably this is establishing a very unwise and unsafe precedent for more reasons than one. The strongest argument against this policy is that it is calculated to foster a spirit of indifference and laziness on the part of the organization membership, the result of which seems almost certain to deprive the promotion of that active co-operative support so very vitally necessary to the ultimate success of every effort in this line. Surely this is bound to react very detrimentally to the business and no matter how ravenous the appetite may be for contracts, for the sake of the future every step possible should be taken to discourage this crazy, unprofessional and unearned practice. Advancing all cash required for operating expenses and absolving the committees from financial risk should be and is quite sufficient a guarantee. Make your auspices share "fifty-fifty" in the actual work as well as in the profits; that "easy money" idea is a bad one.

Now for a concluding peep into the future. Keep your eye on these independent boys during

the remainder of this present indoor season and thru the coming summer and next fall and winter. Just watch them step. That new combination of Davis and Hock in particular is going to show a lot of speed. Every requisite is combined in that team. And the other fellows like John W. Moore, who is credited with heading the list of winning indoor promoters this season, are not going to content themselves by sitting idly by and stringing it along with the "also ran" operators. As wonderful as has been the increase of activities and achievements in the independent field this year past, it must be apparent to the studiously thinking observer that the advanced promotion mill has only just begun to actually grind. Measure up the gist of the next twelve months. The hustling independent promoter is not going to merely have reversed his season this spring and summer and be content with a life of idleness and inactivity. On the contrary he may be expected to keep up the same energetic chase for the elusive American dollar that has characterized his activities this winter. What he has accomplished within doors he knows well can be duplicated on the lots a few months hence and his operations there should prove most stimulating to the business in general, for he will materially help in creating an increased demand for riding devices, show and concession equipment and paraphernalia and merchandise by stepping in and "opening up" territory that now probably bears the telltale label, "closed". There is not likely to be a dearth of attractions for him either when he is ready to send out the "wanted" signal, for the offer of some extra percentage perhaps to a dissatisfied and disgruntled ride or show owner or concessionaire from the independent angle to "set up" in a spot comparatively virgin that he believes to be strongly promoted, well advertised and fully protected against "opposition" will have a mighty fascinating appeal and especially when the "call" bears the stereotyped but ever-alluring postscript line, "other choice spots to follow".

Here are some pointed pointers for ambitious independent promoters to jot down in some out-of-the-way corner of their little old vest pocket note book:

Inaugurate an intensive campaign of circularizing and letterizing to the entertainment committees of such civic and fraternal organizations as Chambers of Commerce, Boards of Trade, Business Men's Associations, Shriners, Elks and Knights of Columbus.

Institute an extensive advertising campaign, which is ever one of the biggest and strongest assets.

Be lavish with your decoration and illumination scheme and make your entertainment features as costly as you feel reasonably certain your sources of revenue will safely carry; that is advertising also of the first class.

Dress your concessions away from the old conventional style of the past ages; pay attention to uniformity of structural work and if the occasion demands it attire your operators in evening dress.

Prohibit the exhibition of snake shows, disgusting freaks, gypsy fortune tellers and everything else that may be likely to publicly offend. Also put the ban on the so-called "strong joints" and other avenues of "graft".

If your floor or ground space is sufficiently great, by all means add such attractive industrial features as automobile and style shows and varied trades exhibits.

Offer prizes that are worth while striving to win and arrange their display so as to show them off to the best possible advantage in

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W. J. Torrens United Shows

Spring Opening in Gillespie, Ill., Saturday, April 15th

(7) Seven Big Days Including Sunday

Saturday, April 15th, Big Pay Day

This show plays under good auspices in Illinois, Indiana and Ohio. Will finance any Show of merit. **WANT 10-in-1.** Will furnish outfit complete to someone who will put something inside. Will give special proposition to Minstrel Show with own Band. **WANT Freaks** of all kinds for big Circus Side-Show. Send photo and state your best. All Concessions open except Cookhouse. Will give exclusive on Blankets, Silverware, Aluminum Ware, Ham and Bacon, Fruit, Groceries, Pillow Tops, Chicken Wheel, Devil's

Bowling Alley, Glassware, Bird Wheel, Teddy Bears, Chinese Baskets for \$30.00 per week, includes all after joining. All Grind Stores, \$20.00. **WANT A-1 Wrestler and Boxer**, also handy Wrestler Athletes who are able to meet all comers. Address **CHIEF WM. CREE**, 112 Mound St., Elyria, Ohio.

All people stored with me write at once. Fraternal Organizations, get our proposition before booking an attraction. This show bills like a circus.

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H. S. KIRK, Mgr., Winter Quarters, Gillespie, Ill.

the most conspicuously central location available.

Arrange for "special event" days and nights, with much parading and burraking, etc., and strive to give it as much local hearing and coloring as possible. A well managed baby parade is always a winner. It appeals to the mothers and their support to your promotion is a tower of strength.

Strive to do business along the line that your committee is always right; that will induce them to give you stronger support. Under no circumstances permit them to lose confidence in you. Under no circumstances talk "show" in their presence. Explain all matters to them clearly, bearing in mind constantly that they are not familiar with show jargon. They are your partners and as laymen, are entitled to clear instructions on all subjects relative to your promotion. Work diligently in conjunction with them, keeping them closely in touch with feature and detail and in that way inspire the feeling that they are a part of your enterprise.

Deposit early, sufficient funds in a local bank to carry your project and pay your bills promptly.

Promote your event in the same businesslike way that any other well regulated and successful enterprise is managed and above everything else surround yourself with a fully competent and trustworthy staff of assistants. You have neither the time nor the patience to run a kindergarten for ambitious new beginners in promotion work.

The above hints, if applied in a practical way, are calculated to carry the practitioner well on to the goal of success, provided, of course, all the other elemental requisites are present in the organization.

Carrying Music Into the Open

(Continued from page 15)

pageantry contained in "A Suggested Service for Memorial Day," prepared by the Bureau of Educational Dramatics, Community Service, New York City. Any park or square that will provide an amphitheater centering around a natural or prepared platform will suffice as a setting. The program calls for the participation of veterans of three wars, of a band and of local patriotic groups. A more elaborate plan for a Memorial Day pageant is that presented last year at the Pennyroyal fair grounds in Hopkinsville, Ky. The story of the pageant had to do with the spirit of the Community Service movement in Hopkinsville. This spirit was emphasized in the songs, one of which was "Howdy," a get-together song. Any public project that will bear dramatic illustration might form the theme of such a pageant. For example, the educators of the country brought forward an educational pageant, entitled "Light," as an argument for the paying of adequate salaries to school teachers.

Cities that wish to celebrate Memorial Day in the most fitting musical manner might put on "A Pageant of Victory and Peace," which

"MOTHER DEAR" CANDY KISSES

25 POUNDS. PRICE, 12 1/2c PER LB. 100 POUNDS. PRICE, 11c PER LB. 500 POUNDS AND UP. PRICE, 10c PER LB.

The above prices are F. O. B. Ft. Wayne. Terms: Cash with order, or one-half cash, balance C. O. D. These Kisses are high-grade and run about 80 to the pound. Great for Give-Away GOODS. Orders filled same day received. SALESMEN, JOBBERS and AGENTS WANTED. H. J. MEYER & CO., Box 380-E, Ft. Wayne, Indiana.

DO YOU SELL WHEELS?

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includes a "Threnody for Those Who Fell." This threnody is by Harvey B. Gaul and the book of the pageant was written by Thomas Wood Stephens of the Carnegie Institute of Technology, Pittsburg, where the pageant was first produced. This work has been issued by Birchard & Company.

Next in order of holiday pageants come those celebrating Flag Day. One such was given last spring at Devou Park, Covington, Ky. Ten episodes in the history of Covington were represented with musical annotations. The printed program contained the words of these illustrative songs.

Fourth of July may be celebrated musically in a variety of ways. An inspiring performance was that of a civic masque illustrating the song, "America the Beautiful," which was given to mark Independence Day in Columbus, Ind. Five scenes were devoted to each of the song's four stanzas. For instance, the first scene described "The Spacious Skies" and the next "The Amber Fields of Grain." Band numbers, solos, duets and choruses were introduced into the various episodes.

All the racial groups in the community may be gathered together in "A Festival of Citizenship," such as was given last Fourth of July in Denver's City Park. The guests of honor were the 400 new citizens of Denver who had taken oath of allegiance during the preceding year. The program was made up of folk songs and dances by the various national groups. It was prefaced by a municipal band concert and a period of community singing.

Other musico-dramatic programs suitable for the outdoor celebration of the Fourth are the pageant "The Flag of the Free," presented last year at Abbott Park in Swampscott, Mass., and the patriotic song review, "A Festival of Freedom," both of which have been issued by Community Service.

Open-air opera finds its greatest recognition in the news that has recently come from St. Louis to the effect that this city is to have the first municipal school of opera in the United States. The move is the direct outcome of the success of the summer opera in the natural open-air theater in Forest Park. It is a part of the city code that there shall be no profit derived from performances in that theater. The profit from the summer opera,

therefore, is being spent in the opera school which is to train voices for the future use of the company. This success has given a spur to the spread of summer opera, of which pioneers are Ravinia Park near Chicago and Cincinnati's opera at the Zoo.

"Give More Thought to Music" is a slogan that is now being given careful consideration by many directors of fairs. For instance, a movement is on foot to establish a temple of music at the State Fair of Texas in Dallas. This temple is to include a recital hall, where it is hoped to have programs going on continuously during the fair. It will also have space for permanent music displays. At the Canadian National Exhibit in Toronto one day has been set aside for music day. The programs include a band competition and many recital appearances.

In conjunction with these musical displays at fairs consideration is being given to the plan for a music memory contest to be held during the weeks preceding the fair and with the final contest at the close of the exhibition. Information as to the carrying on of such contests is being sent out from the headquarters of Community Service. The advantage of the memory contest is that it brings the whole community into touch with the musical program at the fair, either as listeners or performers. In other words, the event helps to realize another slogan, "Music for Everybody, Everybody for Music."

The Tented Theater

(Continued from page 13)

the motto of "Value Received Or Your Money Back." The cast (which is hardly ever changed, for seemingly no one ever cares to leave) this season includes besides myself, Mrs. Morgan and J. D., Jr., who, by the way, made his debut at the age of six months in the arms of Miss Katherine Dale; Al and Marie Harris, Celia Deerwester, Art Grandi, Monte Stucky, Celia Deerwester and Herbert Thayer, with O. K. Stovall at the piano leading the orchestra. And Messrs. Barhan and Riederick on the reserves as well as doing orchestra work. The personnel of the stage crew follows: George Adams, boss canvasman; Chris Chafbough, carpenter; Dewey Powell, mechanic

and chauffeur; Willie Brashear, J. C. Weatherford, Mike Blessington and R. V. Moore, with Billie Carroll as business representative and advance man.

The territory where my name is a household word includes Illinois, Iowa, Missouri, Oklahoma, Arkansas, Texas and Louisiana. And, like the migratory birds, I always live in a congenial climate. All of the men on the company are Elks or Masons, some of them belonging to both lodges. I myself am an Elk and a 32nd degree Mason. The company is 100 per cent Equity.

I believe that I was the first manager to install the stage from wall to wall with the cleanest dressing rooms and best carpeted stage so that when my actors appeared in evening dress costumes or fancy dress parts everything was in keeping to make a harmonious ensemble. And I find that so long as my plays and people are up to my standard the public will give me patronage. And the stronger and more pleasing the play, the better the business the next night. It is this policy strictly adhered to which makes us welcome each and every returning year, and we are pleased to hear from all sides: "We have been waiting for you and are sure glad you are with us again."

In conclusion I would add that as soon as all managers get together and work for the uplift of the business, by using better and cleaner plays, the best talent obtainable, the highest standard and quality of everything needed, good and continued good business will be our reward.

Hotels with the professional atmosphere are what you want. The Hotel Directory in this issue may serve you.

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"By an experienced pageant master. He has evolved certain definite principles which must be recognized as the fundamental principles of successful pageantry. He also gives much excellent advice."—Boston Transcript.
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"The **GREATEST FAIR and EXPOSITION** in the **MIDDLE WEST**"

AUGUST 18, 19, 20, 21, 22, 23, 24, 25, 26

**DAY
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AURORA, ILLINOIS

— CENTRAL STATES — FAIR AND EXPOSITION

"WHERE CITY AND COUNTRY MEET"

37 MILES WEST OF CHICAGO

DRAWING POPULATION OVER 5 MILLION

NATIONAL CONVENTION LOYAL ORDER OF MOOSE WILL ALSO BE HELD IN AURORA AUGUST 20 TO 26.

Choice Concession Space can now be Reserved. Only Limited Amount Will Be Sold, as We Want Everyone to Make Money. First Come, First Served. No Wheels. \$5 to \$10 Front Foot.

— JOHNNY J. JONES EXPOSITION ON MIDWAY —

CLIFFORD R. TRIMBLE, Sec'y-Mgr.

Arranging the Free Act Program

(Continued from page 10)

be adapted to the requirements. They and their friends insist that they are "just as good" as acts that are meeting with success and it's quite an undertaking, usually unsatisfactory, to convince them that certain elements that are essential to popular favor cannot be supplied by them. This is particularly true where the real skill and talent and ingenuity of their act can only reach a limited number of people instead of the great grandstand and arena audiences for whose edification the entire program and performance are arranged.

It is my candid opinion that the good quality of outdoor entertainment has come to stay. It has proven itself an all-important part in the celebration, the big local event. The public anticipates the exhibits, the displays, the contests, the flights of oratory, and also looks forward to the special entertainment offerings, the sensational, amusing, imposing features, the local pageant, the band concerts and the flood of pyrotechnic brilliance at the close of the day.

All this has come to be recognized by the public to a degree that makes it much easier of accomplishment. Those who have accompanied a development of the "free act" program will easily recall the difficulties facing those who were trying to arrange and book such a program, either from the side of the performers and their representatives or those entrusted with engaging for the fair or the park or whatever the occasion might have been. "Why pay good money for something to be given to the public?" The stockholders, important members of the committee, concessionaires, many of the subscribers to the local fund, protested vigorously against such outlay, and the better the attraction and composition of the program, the more violent the objection to the expenditure. Then there was the suspicion of being "jobbed," inexperience of the buyers breeding this sort of feeling.

This has all changed and has largely resolved itself into "how far can we go?" The community, educated to the attractiveness and desirability and drawing powers of the outdoor entertainment, stands back of the committee and is constantly urging MORE AND MORE. Confidence has taken the place of distrust and the booking has assumed the important position and responsibilities and careful discrimination of big business. There are many capable agencies and it is a common occurrence for the committee to call in the representative and sit down with all the cards face up on the

table, so much money to spend, such a list of attractions to select from and every likelihood of everybody one hundred per cent satisfied. The keen competition among these agencies gives the committee a clear field of opportunity and selection, and where the committee has been stung thru dealings with the irresponsible representative or by booking individual acts on the latter's representation, and floundered thru a mass of trouble and uncertainties and disappointments, it easily becomes smoother sailing in turning to the same legitimate methods of other forms of business. Service is the keynote, and the established agencies and representatives of today are just as keen to discover and select the right material and submit the well-balanced program as the manager or the committee is to secure it. The latter has arrived at the stage where it realizes that the troubles and details and annoyances and mishaps that come from attempting to deal direct or choosing material from a vast and largely unknown field can safely be shifted to the reliable contractor.

It is no secret that the season of 1921 had its full measure of grief for the field of outdoor entertainment, as all other forms of amusement and general lines of business. The coming season has every encouraging prospect, with the improvement of the affairs of the general public, new attractions, the older features better than ever and a general feeling that the public will demand its full quota of diversion. If railroad rates should come down and facilities improve, oh, boy!

National Association of Amusement Parks

(Continued from page 12)

religion, rest and recreation. We believe that if a rich man can ride his horse on Sunday a poor man should have the same right to ride on a merry-go-round horse.

By aiming at high standards of park management and conduct we are striving to elevate the business so that it will be publicly regarded as a legitimate business with a legitimate field and filling a legitimate want in our respective communities. With upwards of a quarter of a billion of dollars invested in the more than 600 large and small amusement parks thruout the country, we feel and want the public to understand that the amusement park is not a catch penny, fly-by-night proposition. Instead of that we want the banker, the investor, the merchant and manufacturer to realize that an amusement park is an honorable business and a legitimate agency of public recreation, and by furnishing clean, wholesome

recreation and amusement at a popular price it is a large factor in the peace, happiness and contentment of the American people.

The association aims at cleanliness, decency and good morals in our service to the public and the people with whom we do business. Should we see uncleanliness, indecency, immoral or dishonest conditions in any park or concession therein we aim to obliterate them. We want every park owner and manager to realize that in serving the public he must give the very best service possible so that he will attain his proper standing in the community which he serves and be recognized for what he really is, a public benefactor.

By the time The Billboard Spring Special is off the press the bound copy of the association book, containing copies of all the papers, discussions and other proceedings of the last meeting, will be in the mail. This year's book will make a volume of about 200 pages and any park man who reads it who cannot get information worth hundreds or thousands of dollars to him is in the wrong business. Prior to the last convention it was thought the park subject had been about exhausted, but the program committee unearthed a lot of new topics that were ably discussed by the men to whom the different subjects were assigned.

Some of these papers were a revelation. They showed patient research, intelligent understanding and wonderful lucidity of expression. Any man dropping into the convention not knowing what the gathering was about would imagine himself in a meeting of financiers and captains of industry. I doubt if anywhere last year in any convention there was a better paper read than that of Henry Traver, of the Traver Engineering Co., on "Ways of Overcoming Business Depression." But it was not the only classic read at the park men's meeting. Every one of the papers was vigorously applauded and requests made for typewritten copies. Following the association's custom the only copies available are those in the printed book, and these go to members only. When the president in his address said the time had come when he was going to enforce the closed shop rule so far as giving valuable information to non-members is concerned, his announcement was greeted by all the members with every evidence of popular approval. In the executive session of the association the matter of not admitting non-members to the next and succeeding conventions was discussed.

One very important matter which a committee will work on this year and report to the next convention is that of an equitable standard form of contract between park owners and concessionaires. In many cases present contracts are not equitable because they are one-sided.

There is no intention to suggest the amount of percentage or flat rental a concession should pay, that being a matter between the park owner and concessionaire, but by approving or adopting a uniform standard contract where protection will be given to both the park owner and concessionaire, it is felt that both sides can be benefited. In connection with this is a proposed clearing house where information or data about parks and concessionaires can be obtained. This would eliminate from the business fakers and fly-by-night concessionaires.

The exhibition of park devices and goods at the December convention was a revelation. There were forty-two exhibitors and those who applied late were turned down because there was no more space available. The exhibition brought the buyer and seller together. The builder had the opportunity of showing his device under favorable circumstances to the park owner and many sales were made. The writer predicts that with the continued growth of the association the exhibition will also grow and it will be only a few years until our meetings will be held in a building similar in size to the Chicago Coliseum, where there will be space for several hundred exhibitors. The exhibition will attract amusement men from all over the world. This will stimulate creative genius in the development of new rides, devices and park goods of all kinds.

Almost one hundred prominent park managers and concessionaires are now members of the association and enjoy its benefits. As Thornton Kinney, of Venice, Cal., said at the last meeting, the association cannot be measured by size, but by quality. Mr. Kinney is one of the prominent figures in the park business of California, and came all the way from the Coast to attend the meeting. He confessed he had little interest in the association until he saw the book containing the proceedings of the February, 1921, meeting. He is now "selling" the association to every park man on the Coast, and he expects to bring some of them with him to the next convention in Chicago in December. Others from the Coast at the last meeting were R. C. Strehlow, of Neptune Beach, Alameda, Cal., and W. A. Wilson, of Spokane.

One of the active new members is Clarence A. Wortham of carnival fame, whose first act after buying a park in Dallas, Tex., was to join the association. Jimmy Simpson, an old Pittsburger, will probably be the manager of the new park and has been loaded up by the writer with picnic and other dope which will be of valuable assistance to him in his new field.

The general officers of the association are: A. S. McSwigan, Pittsburg, president; Charles A. Wilson, Louisville, first vice-president; H. B.

(Continued on page 253)

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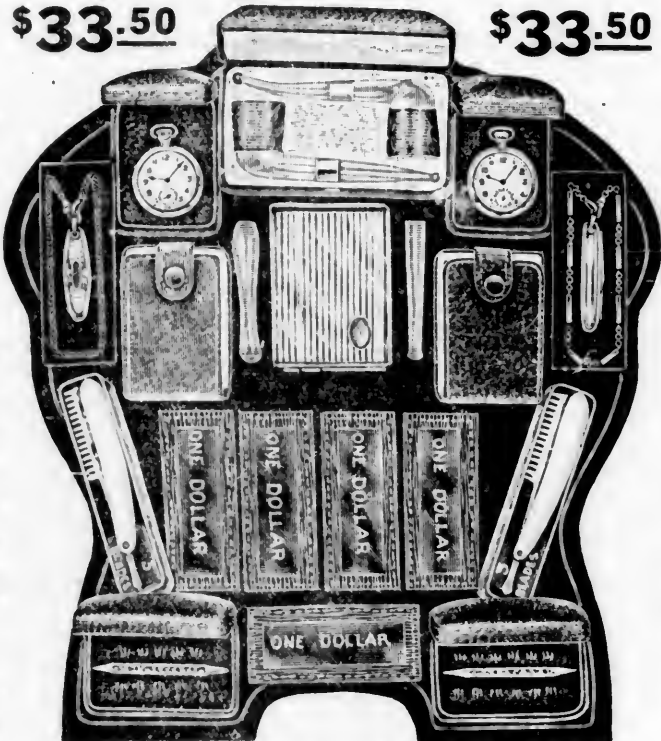
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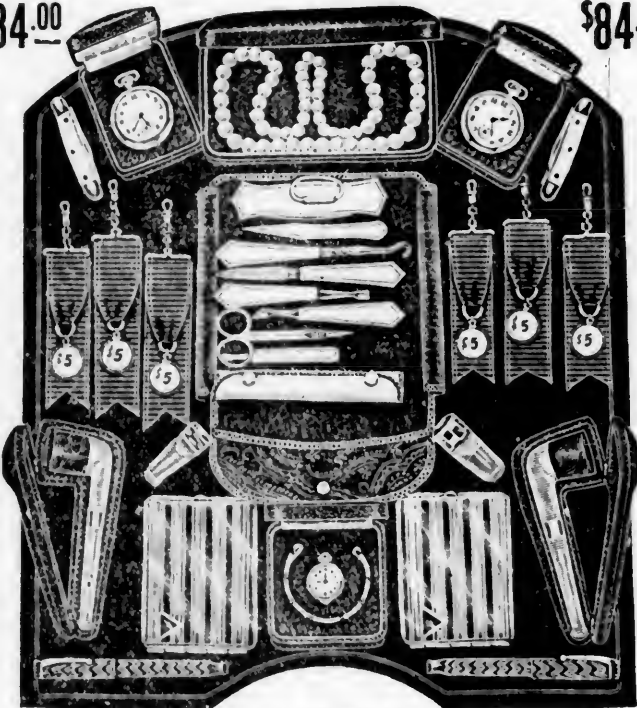
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 - 2 REDMANOL CIGARETTE HOLDERS.
 - 1 \$15.00 BRIAR, REDMANOL STEM, PIPE SET.

We will ship this assortment upon receipt of \$5.00 in cash, balance C. O. D.

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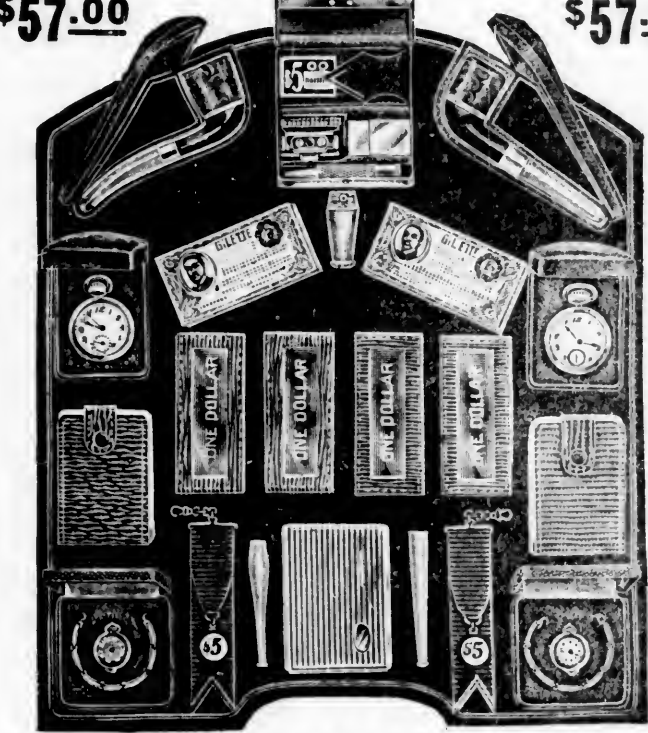


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- 1 GOLD-FILLED LADIES' WRIST WATCH.
- 6 \$5.00 GOLD COIN FOBS (Coins included).

Furnished complete with a 3,000 10c Salesboard.

CASH IN FULL OR 1/4 AMOUNT WITH ORDER, BALANCE C. O. D.



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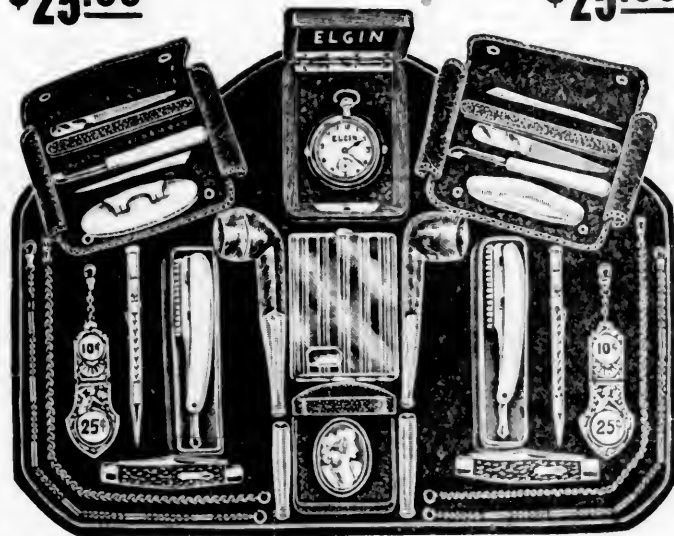
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- 2 12-SIZE GOLD-FILLED WATCHES.
- 1 FANCY TRIMMED REDMANOL CIGAR HOLDER.
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- 1 ELGIN CIGARETTE CASE.
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Furnished complete with a 2,000 10c Salesboard.

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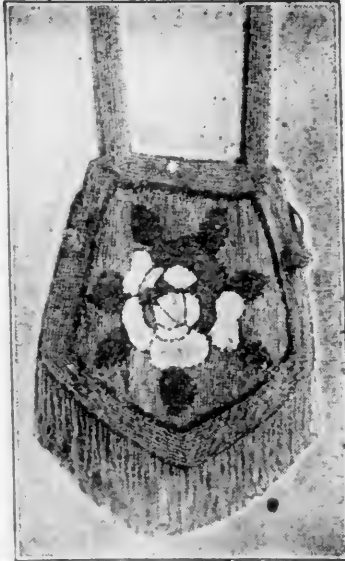
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All colors, large size, **\$15.00 Per Dozen**

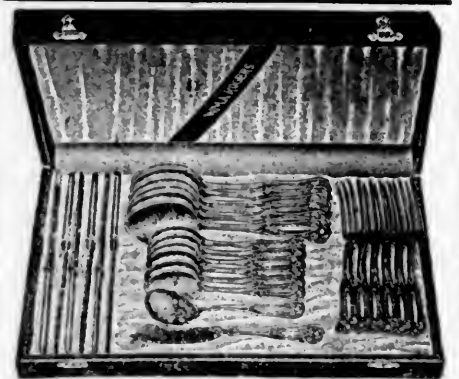
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Walking Talking Dolls

30-INCH unbreakable head and hands. Price can't be beat.

\$19.50 Per Dozen

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Dress Silk Metaline Butterfly and Hoop Skirt. Plenty of Marabou.

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19-INCH Hoop Skirt Marabou, steel wire, Metaline Silk Pantaloon, etc.

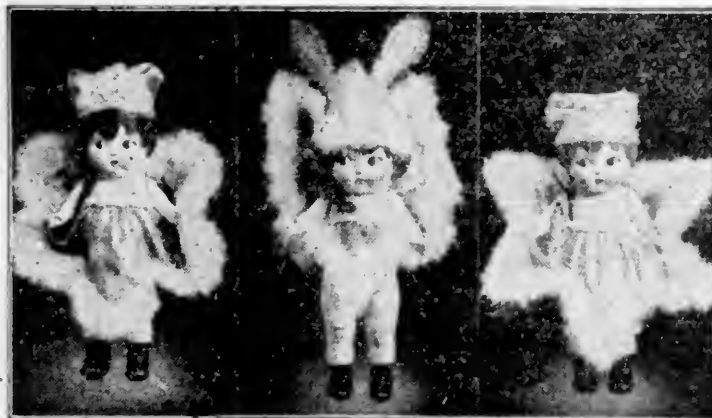
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MISS CLOVER MISS BUTTERFLY MISS DIAMOND

Most beautiful line of Dressed Dolls, 19-inch, metaline silk with hats. These 3 styles come assorted. 6 dozen to a case.

\$16.50 per Dozen. In case lots only.



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An American Invasion of Europe

(Continued from page 17)
their "wares." Those of our park managers and device builders who have been privileged to meet the "creator" of Blackpool's world-famous Pleasure Beach—William G. Bean—can best appreciate the extent of the credit due to his visualizing of the possibilities of providing an open-air pleasure-hunting ground for the myriads of Blackpool's day-trippers, week-enders, vacationists and season-residents. While the space allotted for this article forbids a lengthy description of a large city controlled by a municipal government, realizing that its mission is to direct its sole industry—AMUSEMENT—on lines as strict and enterprising as the larger industrial centers adopt, and that the Blackpool's hydros, hotels and boarding houses can accommodate over a quarter of a million visitors at any one time, some idea may be gained as to the immensity of this ultra-modern summer resort. During July and August the civic advertising bureau could truthfully advertise "Every Day a Fourth of July" if generous of a fitting slogan to announce the popularity of its resort. It is not uncommon for the Blackpool Municipal Excursion Bureau to register over 200,000 day-trippers on many of the days where entire industrial cities, towns and villages acclaim a holiday, spend it at breezy Bracing Blackpool and Pleasure Beach, principally.

Some twenty years ago Pleasure Beach was an enormous stretch of sand, the "dead end" of the then unfinished steel and concrete three-mile promenade of today and occupied by roving bands of English Gypsies and a merry-go-round that each spring had to be dug out of a mountain of sand accumulated during the previous winter months. With this modest beginning in the amusement business William G. Bean visualized the coming of years when the ever-increasing Blackpool visiting list would require a more extensive field of appeal for its pleasure seeking. Bean sought no building of Rome in a single night, but adopted a policy of meeting the demand as it grew, a policy he has wisely maintained in his introduction of American amusement devices.

His first radical step in this latter direction was in the building of the first L. A. Thompson Scenic Railway as an open-air attraction, and Elmer S. McConnell's "Merrimac and Monitor" as an indoor feature. The former recorded an instantaneous success, but that famous scenic-electrical production—while now one of the most popular staple attractions of Pleasure Beach—had necessarily to educate the ununiformed British public in American naval history before its superb attractiveness became apparent and appreciable.

Having given his multitudinous patrons time to assimilate this radical departure in resort features the "Velvet Coaster" was installed and the "House of Nonsense" presented as providing an appeal to the ludicrous sense and offsetting that of the thrill of the gravity rides. The Old Mill, under the title of "The River Caves," had served its purpose in dispelling mild excitement, but "The Chutes," not so unfamiliar to the average Briton, had, to this time, provided the only real thrill. Sir Ibraim Maxim's "Circle Swing" was installed by a syndicate founding its hopes of success on the prominence and theory of its

famous inventor and provided a pretentious addition to the larger features.

Councillor Bean's systematized education of his amusement public has resulted in a universal sphere of acceptance for all of the more up-to-date American devices, as instanced by the installation of W. F. Mengel's "Whip," "The Dodgem" and R. S. Uzzell's "Frollic." For the coming season an added attraction of outstanding importance will be Henry Riehl's "Virginia Reel," which is at present under construction at the hands of its skillful inventor. The degree of popularity and patronage that Blackpool has achieved—and no little credit is due to the establishment and managerial policy of Pleasure Beach in that connection—has necessitated the municipality's extension of the promenade, at South Shore, to accommodate each season's increasing influx of visitors and residents, and Councillor Bean has the pleasurable pride of realizing the consummation of his prophetic visuality of a score of years ago and the growth of his own enterprise far beyond even the ambitious limits of his early dreams.

Where the exhilarating types of amusement devices provide the greater attraction of Pleasure Beach the inventiveness of the designer of "Games of Skill" finds profitable acceptance by the sport-loving element of its visitors. Arnold Noble's "Kentucky Derby," Chester-Pollard's "Balloon Game," Malouf's "Game of the Aces" and other well-known familiar concessions of American resorts have been introduced and operate with distinct success. "Skee Ball," which created a sensation at the recent London Olympia Carnival, will be in evidence during the coming season and is already assured of the success of a device appealing to the English sport of "under-arm" cricket ball bowling.

Reviewing the universal European appreciation of the types of American amusement devices that have helped to enhance the fame and popularity of Blackpool's Pleasure Beach and, more so, in that entertainment entrepreneurs of world-wide operation regard that resort as the "shop window" of every form of outdoor attraction, the success of the various devices I have mentioned should serve to encourage builders of attractions to take advantage of the universal market for their products. Profiting by their observance of the success of the more modern types of amusement vehicles, British and European inventors generally are turning their attention in similar directions and applying their skill to the designing of park and resort devices possible of winning public favor. "Jack and Jill," the invention of Harold Pickard, an English park operator, and "The Tobogaboo," designed and manufactured by Walker & Sons, a prominent British engineering concern, show excellent promise, and the respective inventors are planning to enter into spirited competition with American builders in the exploiting of their inventions in this and other countries.

The West Coast Park Boom

(Continued from page 11)
ing been broken on February 20. It gives promise of being the biggest thing of its kind in the West and San Francisco is eagerly awaiting its opening, which according to those behind the venture is expected to take place no later than May 30.

Pacific City will occupy a 3,000-foot strip of bay shore property at Coyote Point, San Mateo County, covering ninety acres of property recently acquired from the William H. Howard Estate Company. The incorporators include A. H. Dongall, Jr.; David J. Stollery and Arnold C. Lackenhach.

The architects who are supervising the construction of the great amusement park are Thomas M. Edwards and Alfred Kuhn.

Contracts for the landscape gardening, grading and other construction work are being fulfilled with all possible rapidity and no effort is being spared to get the park completed in schedule time.

One of the ideas of the promoters of Pacific City is the construction of an immense boardwalk, similar to that of Atlantic City. This walk will front on the bay, connecting with a steel pleasure pier, jutting out into deep water and affording a landing place for the excursion steamers that will run from the foot of Mission street, San Francisco, direct to the park.

Typically Californian, the walk, which is to be forty feet in width, will be built entirely of California redwood and should prove a novel attraction to Eastern visitors here.

Bathing will be specially featured at Pacific City and an important part of the plans calls for the construction of an immense bathing pavilion, where showers, lockers and other conveniences may be had and where bathing suits may be rented.

The bathing pavilion will accommodate 10,000 bathers and the present beach will be surfaced with several trainloads of pure white sand from the beach at Monterey.

The Pacific City beach is the most ideal spot about San Francisco Bay for swimming. Seventy-five feet from the shore line the water reaches a depth of ten feet, a condition that provides for a 3,000-foot straightway course for swimming races and other water sports.

Speaking for himself and his associates A. H. Dongall, Jr., millionaire importer of this city, said:

"We plan to make Pacific City an ideal playground for San Francisco, the Peninsula cities and all Northern California. The Coyote Point beach offers bathing facilities superior to any in the State and it is only a thirty-five-minute ride from the heart of San Francisco.

"All clean concessions and shows, such as have made Venice, Ocean Park and Santa Monica popular, will be provided for the amusement of patrons. In fact, we aim to give San Francisco an amusement park that will not be surpassed by any watering place on the Pacific Coast."

Further details of the park will include the construction of an athletic stadium, a restaurant, cafeteria, tea garden and completely equipped children's playground, with possibly a theater, which will be provided for at a later date.

With Pacific City in course of construction, "Chutes at the Beach" running 365 days of the year and Neptune Beach and Idora Park, in Alameda and Oakland respectively, San Francisco may now occupy a position with other cities whose residents are enabled to avail themselves of outdoor amusements.

Neptune Beach and Idora Park both are good-sized resorts and are easily accessible from all parts of San Francisco. The former is on the bay shore and is chiefly famed for its bathing facilities. At the proper stage of the tide there is good bathing in the bay, but the

management of the park has provided for every contingency and an immense outdoor tank of graduated depth and heated to a comfortable temperature allows of bathing at all times. Neptune provides a number of up-to-date rides and shows and supports a good-sized midway, which during the park season receives heavy patronage.

There are a theater, dance hall, restaurant and cafeteria, besides a large white sand beach, where thousands may disport themselves. Automobile parking space is provided, and, in fact, every convenience is at hand for the park's patrons.

Idora Park, situated in Oakland, also is a favorite resort for thousands of pleasure seekers. Here too are to be found rides, shows and concessions, in addition to a good-sized bathing tank with an artificial beach.

Skating is featured at Idora Park and the skating pavilion is said to have one of the finest floors on the Pacific Coast. The park proper closes down during the winter months, but the skating pavilion remains open during the entire year and receives a healthy patronage.

Altogether San Francisco and her surrounding territory are not badly provided for in the matter of outdoor amusements. Of course this form of recreation is not yet familiar to San Franciscans, for they have been without it for many years. In fact, they never did have it as they will from this year on.

Necessarily they must be educated to take advantage of the opportunities offered them, and the selection by the several parks of some of the best available publicity talent in the West to put their advantages before the public indicates that the little matter of education will be completed ere long and San Francisco's public will soon be eager patrons of these resorts.

A feature of the boom in parks in this section of the State is that it will mean that thousands of dollars will be spent with the various local novelty manufacturing and distributing houses, hundreds of outdoor showmen will be led to make San Francisco their permanent headquarters and many lines of business will be benefited either directly or indirectly.

Local commercial bodies are beginning to realize this fact and are showing a decided interest in the park building that is going on, while the Chambers of Commerce of cities nearby are endorsing the work and offering their co-operation.

Taking it all in all, the outlook is very bright and outdoor showfolk looking for an opportunity to get placed could do much worse than turn toward San Francisco for it.

National Association of Amusement Parks

(Continued from page 250)
Aueby, Philadelphia, second vice-president; Geo. A. Schmidt, Chicago, treasurer, and A. R. Hodge, Chicago, secretary. These officers comprise the executive committee. The members of the board of directors, in addition to the general officers, are: Thornton Kinney, of Venice, Cal.; Frank W. Darling, of New York; Robert B. Locher, of Cleveland; John R. Davies, Philadelphia; Milford Stern, Detroit; A. C. Christensen, Lagoon Resort, Salt Lake City; Fred Pearce, Detroit; H. G. Traver, Beaver Falls, Pa.; R. S. Uzzell, New York; Charles Browning and Charles Duffield, Chicago.

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The Country Theater at the Fair

(Continued from page 7)

could be, how adequate an unpretentious building, how effective, simple and direct acting by amateurs, and how enjoyable and stimulating the whole progress of the production could be made, and how varied the activities involved.

The Cornell Club and its director were called upon because their work was perhaps the best known of similar organizations in the State, they for some five years having maintained an effective 'little theater' on the Cornell campus, engaging at times the interest of two hundred to two hundred and fifty undergraduate workers, producing monthly groups of one-act plays of merit, each production running for two or three consecutive nights. The whole enterprise, acting, managing, scenery design and painting, lighting, carpentry, etc., was in student hands under the guidance of the director. The 'Campus Theater' had grown rapidly in popularity and from a small beginning had risen to a major place in Cornell activities. Previous to the organization of the Little Theater the Club had established an enviable reputation for its presentations of great plays by European dramatists—those seldom or never seen on the professional stage in America: Ibsen's 'Enemy of the People' and 'Pillars of Society', Gogol's 'The Inspector General', Jones' 'The Rogue's Comedy', Giacosa's 'Like Falling Leaves', Capus' 'L'Aventurier', Bjornson's 'Leonarda' and Sudermann's 'Fritschchen'.

The State Fair Commission made available a frame structure, barnlike, bare, whitewashed. A rough stage was erected at one end—rough but of adequate dimensions. Simple benches were available.

Scenery was designed, built and painted in Ithaca; properties gathered, lights assembled, rehearsals held, some fifteen volunteers gathered from all parts of the State for the adventure. Two days before the first performance all the "junk" was trucked up overland to Syracuse, and the stage force set to the task of making the bare building a model theater. The stage, of course, centered the whole scheme—the walls went bare. And the stage, with garnet pro-

scenium, gray and green scenery, blue-gray curtain, and blue backing, was lovely and artistic—the most artistic thing about the whole fair grounds, as most agreed.

Beginning with the first morning of the fair we played to overflowed houses daily, some 16,000 folks during the week. We turned half that many away, and through the day people came and went, looking the "plant" over and questioning. The "auditorium" seated some 400 and "stood" 500. Had strength permitted the troupe could have played to overflowed houses every hour of the day after 10 a.m.

The Commission's publicity was good, and the attraction of the theater itself better. Tucked away in a far corner of the grounds, nearer the roar of passing freights and shrieking whistles of the New York Central than the entertainment-seeking throngs on the Midway, laboring under various handicaps, we were nevertheless overtaxed with the interested folk who came, strangers, county agents, substantial farmers, rural teachers, preachers—and most pleasing of all, lots of plain country folks, sincere, unobtrusive and earnest (it was one such who pleased the troupe by calling us the "Cornell Dramatic Club", as he read our glaring placards). And they liked it, and sent their friends, and came again themselves, and have been writing the director for information ever since! Especially were all workers in any form of rural improvement our earnest supporters and regular attendants. And little theater folk, teachers of dramatics, school principals, were most interested.

Part of the project was to demonstrate that good plays would be the thing, and that good plays were as easy or easier to do than third-rate ones.

The dramatic director of the enterprise felt that the whole demonstration could push no thesis more strongly than "nothing is too good for the amateur" to raise the quality of the dramatic activities that always and everywhere will be. Whatever the effect of widespread play-production on the indigenous drama or on encouraging the natively qualified or the rash to write plays, it seems for the near future an entirely secondary consideration to that of raising the general level of present activities, and of encouraging the more general use of high-grade plays as entertainment and as education. Nor does work on plays didactically expository of some technical agricultural problem—however interesting now and then in their right place—seem the sort of thing that should be encouraged. Technical improvement in agricultural method should be inspired by other means. Dramatic activity for the countryside is hardly to be obnoxiously viewed as a

form of "uplift", but as a needed entertainment—a constructive pleasure.

And in this the Cornell Dramatic Club's "Little Country Theater" at Syracuse appears to have been most successful. And so the State Fair Commission thought—so also the great number of workers in the various departments of rural improvement work thought. And so the "folks" thought.

It was a strenuous adventure and hard work, and we surely learned more than we taught, but if we helped the cause of the drama in any way, however modest, we are paid for our labor.

In a long interview for The New York Sun Professor George Pierce Baker, discussing some of the types and latest ventures in "experimental theaters", said: "The most unique experiment of all, however, is that undertaken by Mr. Drummond at Cornell University, with his group of actors. . . . The result of Mr. Drummond's work in that community can be well imagined."

One of the most substantial and certainly the most charming thing that developed from the whole adventure was the contribution of Zona Gale, author of "The Neighbors," which headed the repertoire of the theater.

The use of "The Neighbors" is offered free to any country theater which will use a part of the funds so raised for the following purposes, or will prevail upon some member of the community to carry out the following:

To plant at least one long-lived shade tree in the community; or,

To plant a fruit tree by the roadside; or, To plant a spruce or balsam to be used, when so desired, as a community Christmas tree.

One tree for every performance of the play! And if the producers wish to give really good measure for the use of the play, it is recommended that they conclude the evening with a community gathering, with community singing and dancing, and a discussion of the things which their community needs.

Furthermore, it is understood that the producers, the cast and the audience at such a performance shall all be neighbors to everyone, as long as they live.

If only many could write such a play and give it with such a grace to the cause!

At any rate, here was a success. Should it not be tried elsewhere? If every State had its "experimental little country theater" at its State fair, and every county fair ITS theater, what might not be the result, especially were the movement followed up by the distribution of proper aids.

For those who may attempt elsewhere the

experiment, the Cornell Dramatic Club can say: "Hard work, good luck and success!"

The Carnival's Greatest Need

(Continued from page 9)

carnival business. He did not want it in his town. He went, saw, and was conquered. It was, indeed, the poor man's amusement, and the Mayor returned to his aldermen to reverse himself and declare he was forever after strong for the carnival.

In another city the governor of a Western State visited a carnival for the first time. He was surprised, pleasantly so, and he declared himself for the carnival. It may have been the destiny of fate that in the next town the only lot available was one owned by that same governor. His agent threw up his hands in horror of a carnival going on that ground. Finally he was induced to call the governor on the long-distance telephone. The governor was told the story.

"Whose show is it?" he asked.

The name was given.

"Give them the lot and all the help you can."

Yet, ten days before he was sore on carnivals because he had never seen one in its real light.

In another capital city a high State official did not like carnivals. The first night he attended, openly antagonistic. The next day he wrote, expressing his surprise, his conversion and his delight to the degree that he promised to bring a party down that night, and he refused to accept tickets for the party.

Then, let us get together, work hand-in-glove, to advance our business and ourselves. The carnival men can organize as a body and accomplish a world of good. If you are skeptical Mr. Carnival, come in doubtful, try out the plan, start right, and we can work a world of wonderful good for ourselves and for each of us. My hat is in the ring. My hand as owner of carnival property is extended. Let us get together, canvas our ILLS and OUR IMAGINARY ILLS, and find their panacea. I think the remedy is organization.

We at least can talk it over.

What do others think of this plan? Think for yourself, scorn the advice of a malcontent. Look for his iron in the fire, and then do not let it sear your business flesh. What say you—all of you?

Let Us Organize—Now.

13 Inch Dolls, Plain, 18c
13 Inch Dolls With Wavy Hair, 30c
All kinds of 5c and 10c Give-Away, Slum, etc. Beach Boy and Girl, Small Doll, etc. Trusel Dresses, 15c.
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Great Big Oiled Paper Chinese Umbrellas that will shed the rain, size 37 inches across. Good sellers at seashore, races, or any place where it is hot. \$55.00 per 100.
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Sachet Baskets, for small or give-away prizes, \$17.50 per 100.

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A DEPOSIT OF 25% REQUIRED WITH ALL ORDERS, BALANCE C. O. D.

The 1922 Chautauqua Business

(Continued from page 15)

and honesty developed during the latter half of every period of depression."

How does this work out in our field? Down at Wahash, Ind., lives Leroy Dennis, who conducts the most efficient, scientific booking business that we know of. He tries to give a maximum of talent, and instead of hiring flocks of girls to go forth, as one bureau manager has said, like a swarm of locusts to pester the life out of the business men in the various communities, Dennis has established such a personal relation with the committees that it is reported by those on the inside that he is getting his booking done for about 3 per cent.

Dennis has about 400 lyceum courses booked for 1922-'23. He has filled Indiana so full of lyceum courses that companies go there and stay for an entire season. He has reduced the railroad fares to the minimum. His business shows that Babson's analysis is right, practical and tends to greater permanency.

The universities of Wisconsin, Minnesota and Kansas report that they will have their normal business for 1922-'23.

Managers report it will take longer to book the business, but they will get it. But these great State institutions are striving to give even greater service to the local communities than ever.

The University of Kansas has secured the services of Charles M. Fassett, former Mayor of Spokane, to act as special counselor and advisor to Kansas municipalities. He has been traveling steadily since October, lecturing before Commercial clubs, Rotary, Kiwanis, Lions, Optimists and all such allied organizations of business men. The reports are that he is making this work a great success.

Following out its efforts in this line, the university publishes a magazine, known as "The Kansas Municipalities," which is meeting with general favor among the forward looking men and women of the State.

The universities try to give a year 'round service that is stimulating the lyceum and chautauquas to greater activity, and this service is generating a spirit of worthwhileness that is wholesome and means better business eventually.

Here are the great State universities giving a series of lectures and concerts that are being put over with a local background that is winning out.

They are going further. They are furnishing a film service that is growing by leaps and bounds. They have placed a great many moving picture machines in the schools throuth their States, and they have furnished miles and miles of films for local showings.

This year Kansas secured a man from Columbia University who is giving half-time to research work in the field of Visual Education. He has already worked out some very interesting experiments, and has greatly strengthened this department.

They are furnishing musical records to all the schools and colleges, towns and communities throuth the State which desire them. These records are left in each town one week, then moved on to the next point.

The bureau managers have made a start, and the circuits will all sooner or later have to meet service with service; they will be unable to



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compete on the plan of over-organized selling forces.

They started in with a lame plan of appeal that was intended to catch the suckers who bite easy. These were pretentious pleas for co-operation on a basis that the chautauqua, this or that elerent, stands for everything that is right and good, and is against everything from original sin to temperamental perversity. But that bunk is already as near homeless and more fatherless than the crusade to abolish poverty that the International Lyceum and Chautauqua Association once adopted.

The natural thing is talk first, then get down to work. So the bureau managers have gotten down to where they are working out a plan to have the Juvenile Chautauqua function. They are arranging for experts who will put the Junior efforts on a scientific basis to handle this, and they expect to receive their returns by establishing a sounder basis for all chautauqua effort in the local communities.

The weakness of most of our present chautauqua effort is found in the fact that bureau managers have become the principals and the attractions the agents, and this is but one step in advance of the better skelter, Individualistic effort, where it was every man for himself.

Both were wasteful, unscientific and ineffective. The local communities must receive more in return for the money and effort that these 20,000 towns and communities have expended and put forth, and the systems that are wise enough and financially able to increase the service, decrease the selling cost and deliver more for the money than the present inefficient, wasteful methods have been able to deliver, will go ahead, prosper and multiply.

Both the lyceum and chautauqua will go forward.

Let us take music as an example of what the lyceum and chautauqua is doing to function. Musically speaking, we are in this great realm between two seas—on the one side there are those combinations of soloists often called trios, quartets, quintets and other aggregations who sing and play the standard, hackneyed, popular numbers from the classics, the repetition of which soon becomes nauseating. Audiences are overfed on certain good, standard numbers.

On the other hand, there are the so-called popular numbers, often better named the publisher's over-plugged efforts. They are used because they are dinned into the ears of the singers and stay there about as long as it takes to dip them thru the skull. They get by, rotten

in lyrics, even in spite of their swiped and overhatched melody.

The chautauqua, the lyceum and all such institutions must furnish the stimulus for better effort and greater achievement, and where they fail they invite other forms of entertainment.

The road shows have failed to satisfy the local needs, and as a result there are many towns all over America where the home talent productions are outdrawing in number and gross receipts all road show efforts for that town.

The concert promoters must meet the same local demands, or they will go the same way as the road shows are going. The same cause will produce the same effects.

Let's take one chautauqua and lyceum town and see what is back of its local efforts. For years Clay Center, Kan., has been one of the most aggressive lyceum and chautauqua towns in the West. They have had and still have the best that these institutions afford in the way of talent. The real musical attractions set the standards in vocal effort and instrumental endeavor. Unless memory tricks us, we have noticed The Smith-Spring-Holmes Orchestral Quintet, and, before this, the Apollo Concert Company route sheets as they over and over again visited Clay Center, not for a single day but sometimes for a week's stay. These tireless musicians would invariably invite the audiences up to see and to examine the gold-plated instruments, beautifully hand carved and decorated, the ones that were on exhibition and took the prize in their class at the San Francisco Exposition. Men, women and children daily flocked to the platform to take a whirl at "the slip horn" or study "The Apollophone."

What has been the result of such effort on the town of Clay Center? Go there now and you will find the high school studying music. Individual lessons are given to all students, the school board buys horns, clarinets, saxophones, gives vocal lessons, harmony, theory and musical history. They teach the pipe organ, piano, traps, bassoon or oboe.

Saturday you will find all rooms busy with students taking individual lessons, and the school board is paying for it all. The people are taxing themselves for these practical helps.

There is a brass band in the school, and it is kept up on its toes at all times, for as soon as one member shows a lagging interest there is a live wire ready to step right into that place.

Think of that musical background for a concert company to play to!

Here is another very practical work that Geoffrey O'Hara is now doing, and is a great fundamental effort that will mean much to the Redpath-Peffer towns, where O'Hara is booked for an appearance this summer.

The Associated Editors of Chicago have contracted with O'Hara for a series of articles, "Americanism in Music." These articles will be published in many metropolitan journals, and then with special local fitness they ought to be run in newspapers in all the towns where he is to appear this summer.

O'Hara wrote "K-K-Katy," that wonderful war song that was sung in every camp and on every battlefield in the world war when 5,000,000 doughboys gathered to sing and fight. Then he wrote "There Is No Death" and other great numbers of that type. Enrico Caruso sang eight songs for records in English, and one of them was O'Hara's "Your Eyes Have Told Me So." Al Jolson sang O'Hara's "Tennessee I Hear You Calling Me" for eighteen months in the Winter Garden, New York.

O'Hara is going to lead the young ambitious Americans into higher realm of music. He is not setting out as a moral regenerator. He knows humanity, so he says:

"Under the spell of jazz, hundreds of thousands of our young people have bought musical instruments. The study of all music has developed in proportion.

music, a man who sells practically no jazz or ragtime, showed me his records proving that his fifty-year-old business had actually doubled within the last three hundred and sixty-five days.

"I know a town where scores of people lately bought musical instruments and were studying industriously, each by himself. They had no orchestra, no organization. A community organizer got busy. Before the end of the week they had an orchestra that was playing Beethoven.

"Don't try to stop jazz!
"Develop it! Improve it! Cultivate it! The step from ragtime to classics is a very short one."

These things show that the lyceum and chautauqua are not merely supplying a demand—they are creating a demand.

They are doing even more than that—they are co-ordinating the forces that are locally at work all over this country trying to satisfy local longings, local ambitions and aspirations—the idle days of the retired farmer are giving way to the bustling needs of the rising generation.

This is a crucial period, and many managers, systems, artists and efforts will either further the service that these communities are demanding or they will give way to those who will.

This will be a real turning point in the lyceum and chautauqua history.

The committee reports have given the local buyers a taste of standards; a scientific method of getting a line on what is being bought has gotten a foothold. It is working.

Other crying needs will be met; better printing is on the way, the guarantee system is no longer an impregnable breastworks behind which managers can hide.

The lyceum and chautauqua have only stepped over the borderland, and the land of promise is ahead.

Look at the Hotel Directory in this issue. Just the kind of a hotel you want may be listed.

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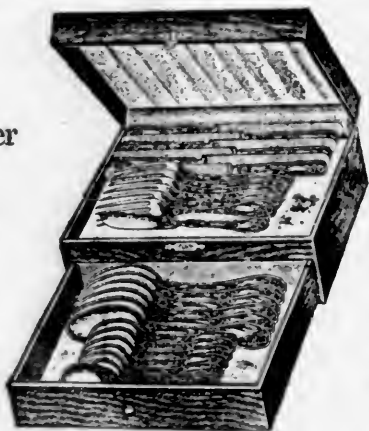
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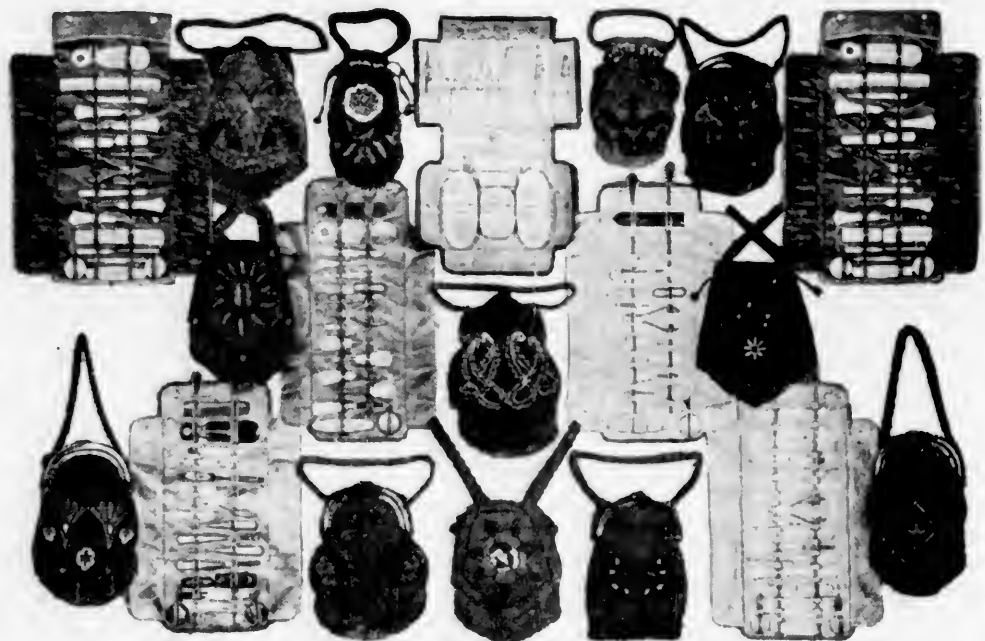
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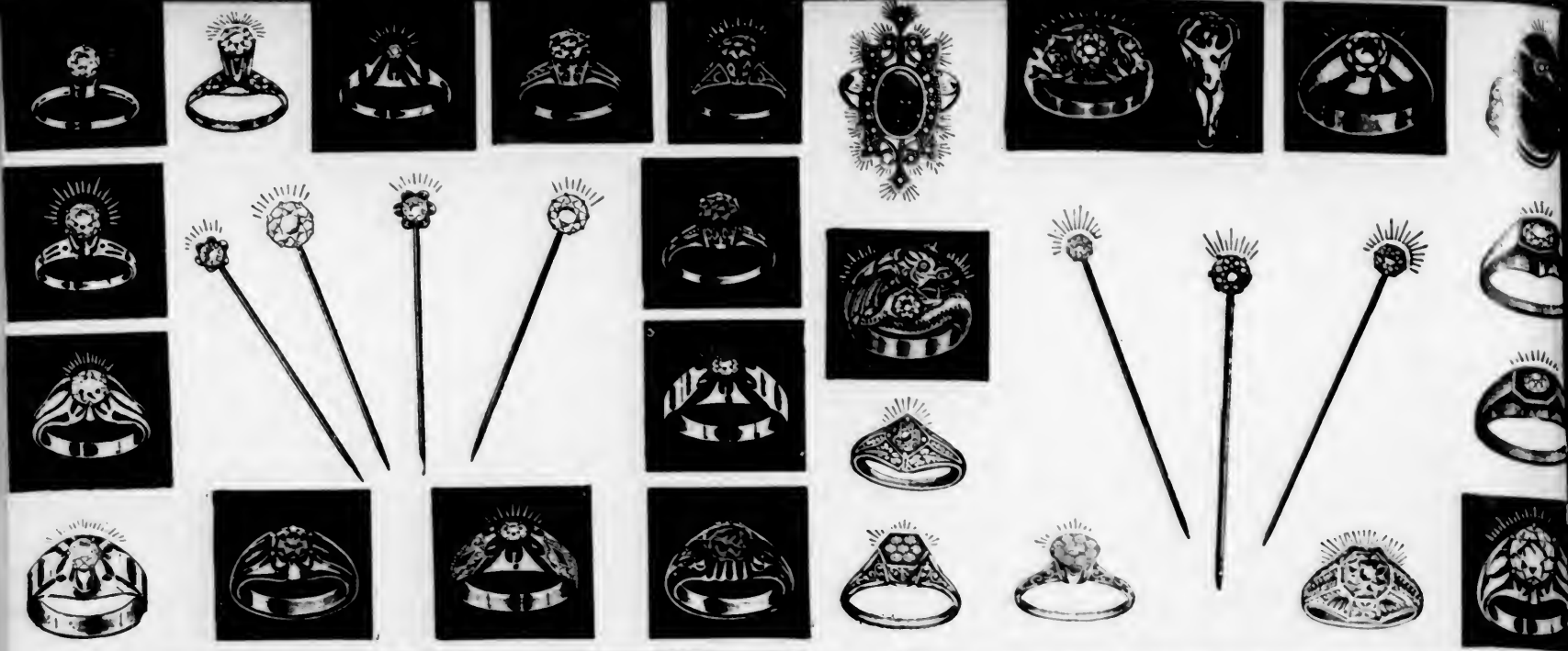
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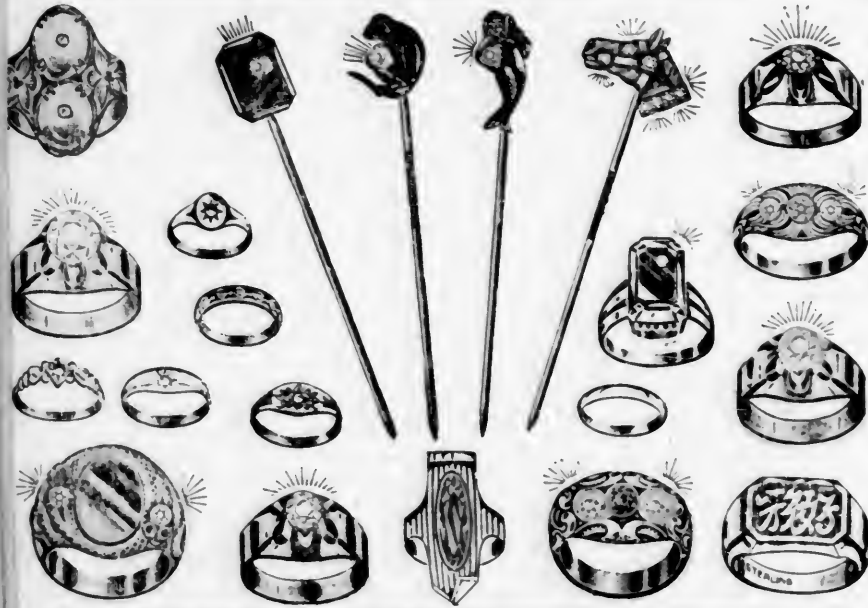


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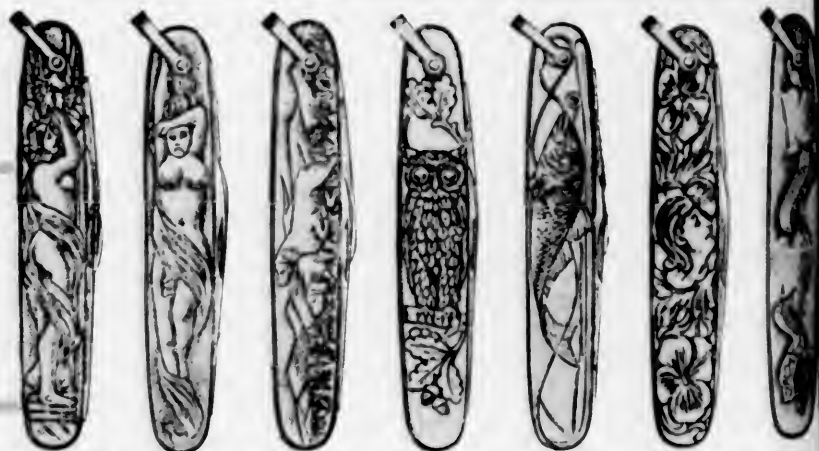


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