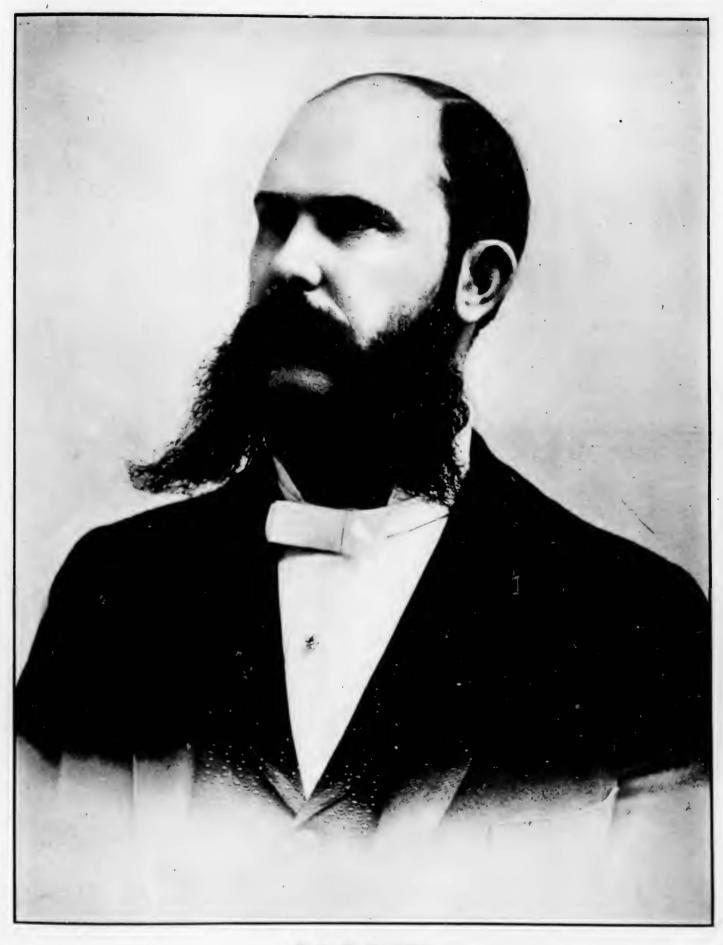
THE BILLBOARD

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T. J. R. CLARK,

Proprietor of The Interstate Billposting Co., Kansas City, Mo. the new Billposters' Association.

Organizer of



In the Police Court of Los Angeles.

Billboard Ordinance Comes Up. Brief Pre. pared by Wilshire's Lawyers.

The tight at Los Angeles, which the bill setting world has been witching with so uch interest, came to trial in the police are no Wednesday, Jan. 10. The following lef is a copy of the one presented to the urt by Attorney Welbore Burnett, Wilfer's attorney, arguing for a demurrer. The urt took it under advisement, and a judgent will be rendered on Wednesday, Jan. 24. Diffe the unconstitutionality is very clearly will be rendered on Wednesday, Jan. 24, e the unconstitutionality is very clearly in in the brief, still a police judge, as a likes-to throw the responsibility of a denon constitutional grounds upon the recurst, so even if he does overrule the urrer, it really means nothing. If this loss, an appeal by means of haboas corto the Superior Court will be made, where hire will uncoubtedly get a favorable denote the superior determine the state of the superior court will be made.

whire will uncoubtedly get a favorable de-m in short order.

People of the State of California, plaint-iff, vs. 11. G. Wilshire, defendant: f on demurrer to complaint.

Re defendant has been arrested on three trate charges, made by three separate plaints, for the violation of Ordinance 5,986, New Series of the City of Los An-se, cretitled "An ordinance regulating the mass of hill posting and sign advertising the ersection, construction and mainten-of hill boards, advertising sign boards similar structures for advertising pur-se.

per definition of the continuous of the ordinarce is in the ground that the facts therein stated in not constitutionality of the ordinance is intercioned, and if the Court is of the opinion hat the ordinance is intercioned, and if the Court is of the opinion hat the ordinance is invalid, then the combaints state no public offence, and the decream must be discharged.

The ostensible purpose of the ordinance is, is declared in the preamble thereto, for the signlation of bill posting and sign advertising, and the erection, construction and maintained of bill beards, advertising sign hoards and similar structures for advertising purcess in the City of Los Angeles, and providing for the liceusing of such business.

The power of the City of Los Angeles to mact an ordinance of this nature is found in ub-section 13 of section 2 of Article 1, of he Charter of the City of Los Angeles, thaws if 1889, p. 457), which said section is as follows:

"13. To liceuse and regulate the carrying on

if 1889, p. 4570, which said section is as folows:

"13. To license and regulate the carrying on
of any and all professions, trades, callings,
i.i.d occupations carried on within the limits
of said city, and to fix the amount of license
ax thereon to be paid by all persons engaged
in such professions, trades, callings or occunations, and provide the manner of enforcing
the payment of the name; provided, that no
liserimination shall be made between persons
tagaged in the same business otherwise than
by proporticiting the tax upon any business
to the amount of business done; and to license, regulate, testrain, suppress, or prohibit
any or all laundifes, livery and sale stables,
attie and horse corrals, Haughter bouses,
putcher shops, bawkers, peddlers, pawnbrokris, Caince cellars, melodeons, shows, ciruses, public bilihard tables, bowing and tenin alleys, and to suppress and prohibit alllaro banks, games of chance, gambling
touses tables, or stands, bawdy houses, the
keeping of bees within the city limits, and
any and all obnoxious, offensive, immoral,
lidecent, or disreputable piaces of business
or practice."

or practice."

It may be that the police power conferred upon municipal cities by Section II, Article KL, of the Constitution of the State of California is also invoked. Said section is as following.

orma is also invoked. Said section is as foliows:

"Any county, city, town, or township may
make and enforce within its limits all such
coal, police, sarkiary and other regulations
is are not in conflict with general laws."
We contend that the ordinance is void and
half argue its invalidity from two distinct
points of view, based upon, the particular
mover invoked to sustain such legislation.

First: As a business or occupation license
or tax—an enactment emanating from the
harter power to license.

Second: As a police regulation—an enactment emanating from the police power conierred upon municipalities by the Constituitor.

for.
And arguing from these two points of view, we have come to the conclusion that the ordinance is void, for the following reasons.
I. As it arbitrarily discrimitative between persons engaged in the same general business of advertising, between bill posters and sign divertises, as defined in the ordinance, and after forms of conducting the same business of advertisions.

of advertising.

2. As it unlawfully discriminates between opersons engaged in the business of bill posting and sign advertising, as defined in the

ordinance, the bill poster and sign advertiser, on the one hand, who uses in his business signs of a greater height than six feet, and, on the other hand, the bill poster and sign advertiser who limits his signs to six feet in height, or less.

3. As it attempts to tax a single act or acts done in pursuance of the business of bill posting and sign advertising, and not the business itself.

ing and sign advertising, and not the business itself.

4. As it is uncertain and indefinite.

5. As it is prohibits and does not regulate.

6. As it hs inconsistent with the laws and police of the State.

7. As it is oppressive, impartial, unfair and not general.

As an occupation license the ordinance is not void, as it violates the proviso contained in said sub-section 13 of Sec. 2. Article 1. of the Charter of the City of Los Angeles, which provides that "no discrimination shall he made between persons engaged in the same business, otherwise than by proportioning the tax upon any business, to the amount of the business done."

The business of bill posting and sign ad-

tax upon any business, to the amount of the business done."

The business of bill posting and sign advertising is but a form of the general business of advertising, and can not, by itself, be considered as constituing a business or occupation which, for purposes of taxation under the said section of the Charter can be subjected to a tax, white other forms of the same general business of advertising are exempt therefrom. In other words, the ordinance is not broad enough to cover all persons in the same business, and consequently there exists a discrimination between those persons included in, and those persons excluded from its operation, all of them being engaged in the same business. There is but one business, the business of advertising assumes, and to subject to taxation certain other forms of the same business is "a discrimination between persons engaged in the same business," violative of said proviso.

We contend that the classifying of advertising and sign advertising and particular as these perms.

said provice.

We conducted in the form of bill posting and sign advertisins, particularly as these terms are defined in the ordinance, into a business separate and distinct from advertising business, conducted in well-known and similar forms—such as theatre curtains, entertainment and theatre programmes, newspapers, sterropticon displays upon the walls of buildings, the display of lithographs in vacant windows, the house-to-house distribution of advertising matter (if not included in the ordinance), and above all, the posting, painting or tacking of advertisements upon structures that are not bill boards, or advertising sign boards, or other similar structures, such as the walls of houses, buildings, fences and other structures "not intended for advertising purposes," is a purely arbitrary classification, and not founded upon any reason.

It surely requires no argument to demon-

other structures "not intended for advertige purposes," is a purely arbitrary classification, and not founded upon any reason. It surely requires no argument to demonstrate that a person engaged in outdoor advertising, who displays a poster on the wait of a building, or in a vacant store window, or who tacks an advertisement on a fence or wall, not intended for advertising purposes, is as much engaged in the same advertising business as is the man who displays the same advertisement on a bill board. Yet the person engaged in the bill board business has to pay \$50 per quarter, or go to Jail, and the cuiddoor advertiser who displays the advertisements of bis customers upon structures not incended to be used for advertising purposes does not have to pay a cent.

Of course this amounts to unlawful discrimination in the same business.

The same line of argument is even more plainly applicable to the discrimination which is created by the ordinance between bill posters and sign advertisers as defined therein. In addition to the licens fee of \$75 per quarter, a further license fee of \$350 per quarter, a further license fee of \$350 per quarter, a introposed, which must be complied with before this special license can be issued.

It is obvious that the height of a bill board, taken by itself, is not even suggestive of the amount of business done by the owner thereof—and, as the oildy discrimination that is permitted between persons engaged in the number of this reason, if for none other, the ordinance, or at least all part of it in reference to this special hill posters' license," and the conditions as to its issuance, is vold.

The case of ex parte Frank, 52 Cal., 006, is in point.

It was held in that case that "an ordinance of a city, passed under a general power conditions of the power conditions as to its issuance, is vold.

The case of ex parte Frank, 52 van, 1990. In point.

It was held in that case that "an ordinance of a city, passed under a general power conferred by its charter, which exacts a liceuse for seiling goods, and fixes one rate of liceuse for seiling goods which are within the corporate limits, or in transitu to the city, and another, and much larger fiennes for seiling goods which are not in the city, or in transitut to it, is invalid, as mjust, merqual, partial, oppressive, and in restraint of trade."

for selling goods which are not in the cuty, or in transitu to it, is invalid, as injust, incequal, partial, oppressive, and in restraint of trade."

Of this ordinance the Court says: "It discriminates between increhants in the same place, dealing in the same kinds of increbandise, for no better reason than that one deals in goods either actually in the corporate lim-

lts, or in transitu under a bill of lading, while the other deals in goods outside the corporate limits, and not in transitu under a bill of lading. If this kind of discrimination be legitimate and valid, there is no reason why a merchant having goods in a warehouse on a particular street might not be required to pay a license fee of ten thousand dollars, while another metchant doing the same kind of business, in the same city, and with his goods stored in another street, would be required to pay only ten dellars. * * * in the case of Mayer, etc., vs. Althrop, 5 (* Colo., 54), the Supreme Court of Tennessee, in an able and learned ophicon, discusses the validity of an ordinate every similar to that now under review, and hold it to be void on the grounds to which we have adverted."

The hypothetical case suggested by the Curt is prophetic of the advice in the ordinance in the case at bar.

By way of Hlustration it will be proper corefer to the auctioneer license case decided by Justice Owens. Police Judge of the City of Los Angvies, just three years ago, as any bypothetical case, and it is squarely in point with the case at bar.

This case is entitled The People, etc., vs. F. T. Keelar, No. 20,680, and in sustaining the demurrer Interposed to the complaint, on the ground that the complaint did not charge a public offense, Judge Owens on March 3, 1837, filed a written opinion, holding that the ordinance for the violation of which the defendant was arrested, was void.

By said ordinance, auctioneers, for the purpose of licensing, were divided into two classes:

"For every auctioneer or person who sells lewely watches and nigted ware at public sewely watches and nigted ware at public sevels.

"For every auctioneer or person who sells jewelry, watches and plated ware at public auction, on commission or otherwise, either for himself or any other person, \$15 per day, payable semi-annually, in advance."

"For any auctioneer or any person who sells real estate, or any goods, wares or merchandise, other than jewelry, watches and plated ware, at public auction, on commission or otherwise, either for himself or any other person, \$5 per month, payable semi-annually, in advance."

person, \$5 per month, payable semi-annually, in advance."

Judge Owens, after setting forth the said subclivision 13 of section 2. Article 1., of the Charter of Los Angeles City, says:

"It will be observed that said subdivision 13 poolides for three things:

1st. To license and regulate the carrying en of any and all professions, etc., to fix the amount of license taxes, etc., provided that no discrimination shall be made between persons engaged in the same business, otherwise than proportioning the tax upon any business to the amount of business done.

2nd. To license, regulate, restrain, suppress, or probibit certain kinds of business therein ramed.

will make competition with their more fayored rivals an impossibility.

In the foregoing argument it has been pointed out that the ordinance loses sight of the husiness which it purports to license and regulate, and mikes the means by which the business licensed. So in Sec. 6 of the ordinance this idea is logically carried out and it is made "unlawful to keep, use or maintain any bill board, sign, advertisement or other similar structure more than six feet in height in the City of Los Angeles, measured as herein specified, along the line of, or within twenty feet of the line of any public street, lane, alley or other public place in said City, or elsewhere in said city," and by section 2 of the ordinance the definition of bill posting and sign advertising is made to include the act as well as the husiness of posting or painting, etc., and the exceptions made in said section 2 of said ordinance to the operation in-roof thereinafter referred to clearly shows this to be the spirit as well as the letter of the ordinance. Thus a single act in the conduct of a husiness is attempted to he regulated under a licensing ordinance. Whether such legislation can be sustained as an exercise of the police power is hereafter discussed. Certainly it can not be sustained as the regulation of a "business."

In the case of Meteod County vs. Heim, 102 Cai., 159, an ordinances.

In the case of Meteod County vs. Heim, 102 Cai., 159, an ordinances.

The temperature of the power given by the County under the power given by the County Government Act, "To license, for the purpose of regulation and revenue, att, and every kind of business not prohibited by law." The colinance inoposed a license upon. "ail persons."

The Court said: "The right to deceaned a license upon. "ail persons."

The Court said: "The right to deceaned a license upon. "ail persons."

The Court said: "The right to denound a license tax as a condition of engaging in any on-liness within the county, must be expressity conferred upon the county, and the right

to impose a tax upon a 'business,' will not authorize imposing a tax upon individual acts connected with such husiness, nor can a liceuse tax required for one business be demanded for any act or business, not specified in the ordinance providing for such taxes,' " "The tax fixed by this section is a charge imposed upon the sale, and not for earrying on or engaging in the husiness of selling, it applies to each sale before it is made, and for a single sale makes the person liable for the full amount of the tax. It is not imposed upon the 'business' of selling, or limited to those engaged in such 'business,' " " o " o " a single act does not constitute a business."

sate which the wine-grower or the distiller may make.

"Under the power conferred by the above section of the County Government Act it would be competent for the county to impose a license tax upon the husiness of manufacturing cloth, or of raising slicep, but it would sot be competent for it, under this authority, to require the payment of a license tax from every person which he had raised. The business of distribility spirits, or hrewing beer, or manufacturing woof into cloth, or grain into floor, or grapes or currants into whee, or apples into clote, is a lawful occurration, and while the husiness, as such, under the authority given to the County, may be made subject to a license tax, the County ceninot, under this authority, impose a tax upon the individual sales of the product of such business, or upon all of the sales made within each quarter of the year, or within any other ilmited period of time, for the reason that such tax is not upon the husiness, but upon the different acts in the transaction of the history, he picking of the grapes, the gathering of the apples, the pressing into the vats, the barreling of the julce or its sale before termentation into wine."

So in the case at bar—the ordinance makes the act of bill posting and sign advertising the subject of an occupation or husiness license. It covers every real estate sign in the City of Los Angeles, whether the party maintaining it is engaged in the sign advertising husiness or not. This is the letter of the ordinance: it is also its spirit, as is apparent from the provise in section 2 thereof, as follows: "provided, however, that no definition herein contained shall apply to the advertising hy religious organizations of meetings calied for divine worship, nor to the distribution in soid city."

Of course if these exemptions mean anything, they are unconstitutional; they do, however, serve the purpose of showing that it was the intent is thus palainly demensional biling and sign advertising which the act of bill poeting and sign advertising th

In the case last above cited it was held but an ordinance of a board of supervisors syng a heense tax upon all sheep which are actured in the county, but exempting from the payment thereof, those persons who list heir sheep as taxable property in the county, and pay taxes upon them as such, is in violation of section 21 of Article 1, of the tonstitution, poshibiting the granting of privileges and immunities to any class of citizens which are not granted to all citizens.

In thafity vs. City of Rushville, 167 Ind., e2, 57 Am Repts., 128, a city ordinance, remiring non-resident hawkers or peddiers of increhandise not grown or manufactured in less county in which said city is situated to so; a license fee, was held unconstitutionsi. Similal vs. City of tovington, 30 Kentucky, 144, s. c. 29, Am. Repts., 398, is to the same first, and exparte Frank is cited with approval therein.

But as we think it will hardly be contended in it.

The amount of the license or ficenses is

lint as we think it will hardly be contended that this provision is constitutional, we shall not at this time, devote further attention to it.

The amount of the license or licenses is prehibitive, \$75.00 per month is by itself almost prohibitive, at least so much so, that a monopoly inevitably results—but \$1.50 adds to this, makes the license a prohibitive one—\$500 per annum.

Of the prohibitive auctioneer license, referred to above, Judge Owen said:

"There is another objec" in to that portion of said ordinance involved in this proceeding. As before stated, the city has power only to license and regulate the occupation of such ordinance involved in the proceeding. As before stated, the city has power only to license and regulate the occupation of auctioneer, it has not power to restrain, suppress or prohibit the same."

"As the scilling of Jewelry, watches and plated ware at retail, wholesale, private sale or auction, is not maken in his, it could not be seriously contended that the city could in so many words, absolutely prohibit the sale of the same by an auctioneer. If it can not be done directly, can it be done indirectly. Can the city, under the guise of a revenue license, fix a rate so exceptionality high, that any one deciring to engage in the business can not, as a business proposition, aftord to pay the amount fixed." This Court thinks that can not be done legally.

"It is apparent upon the face of this ordinance had the rate of \$2.00 for a six months; license to sell jeweiry, watches and plated ware at auction, was intended to be, and in fact is, in restraint of said business and prohibitive thereof. Consequently, said part of said ordinance is inoperative and void."

Unless bill posting and sign advertising is as a business, malum in se, a unisance, it can not be probiblted directly, or indirectly by prohibitive taxation.

"Bill posting is a lawful business." So says the Supreme Court of the State of California in the case of Merchants' Ad-Sign Company vs. Sterling, 124 Cal., 429, at p. 134.

And,

an ordinance of the ordinance upon all persons carrying on a trading stamp business, says.

"In support of the ordinance it is contended that the trading-stamp device is a lottery in disguise, and therefore inunoral. But we can not see that it has any resemblance to a lottery. There is in it no schement of chance, and nothing in the nature of gauring. It appears to be simply a device to attract customers, or to induce those who have bought once to buy again, and in this aspect is as innocent as any form of advertising. And, besides, if it were a lottery in disguise—a meredevice to cloak a gambiling scheme—it would be unlawful, and not the subject of a license. The ordinance can not, therefore, be upbsid on this ground, it is not an ordinance to prohibit an immoral practice or to regulate a hazardous or offensive business, or the conduct of a lawful game or public exhibition. It is, under the guise of a revenue measure, an exident attempt to put an end to the issue and redesipation of trading stamps by levying a discriminating and prohibitory tax upon those dealers who resort to those methods of attracting customers."

Apparently the Chief Justice is disposed to rogard advertising as innocent, and one thing is clear, under the reasoning of the Chief Justice, which is, that if there is anything about bill posting and sign advertising, which makes it immoral or unlawful, then it can not be licensed.

It but remains to consider the ordinance as an excrete of the police power vested in the

about bill posting and sign advertising, which makes it immoral or unlawful, then it can not be ileonæd.

It but remains to consider the ordinance as an exercise of the police power vested in the tity of Low Angeles by Section II, Article II of the Constitution of the State of California.

This is not the first time the police power of the city has been invoked by ordinance for regulate the construction, crection, and maintenance of bill boards. Indeed, the if cessing feature in the ordinance in the case at bar baving been disposed of, it is astonishing to find that the regulations in the present ordinance are so nearly like those contained in the former ordinance which was declared unconstitutional by the Superior Court of Los Angeles County, June 17th, 1888. Poder the old ordinance it was, in brief, made unlawful to build, erect or maintain, along the line of any public afrect or alled 1949. It is sufficiently, or within therty feet of such line, any bill board, sign count, advertising algal boarder other board or structure intended to be used for advertising or sign purposes, any part of which exceeded ten feet in beight measured from the surface of the ground to the lighest point in said structure. Inastice as the present ordinance bas all the extended to be of the intended to be of the intended

liability to fall or be blown over, and also from their combuselble nature," and, in showing that this alleged purpose was not effected by the ordinance or if effected, was accomplished in an oppressive, unreasonable, and discriminating manner, he says:
"But it will be seen that the ordinance has no regard to the material of the structure, or its strength, nor does it prehibit the erection of a structure over ten feet in height or within thirty feet of the line of the sidewalk if it be not intended to be used, or used for advertising purposes, and it is difficult to see how a structure of ten feet or over, and within thirty feet of the sidewalk, is more dangerous from the fact that it has an advertisement upon it. If the structure were of iron instead of boards, and built in the most substantial and durable manner, within thirty feet of the sidewalk and over ten feet high, and need for advertising and sign purposes, it would be in violation of the terms of the ordinance. Again, it makes no difference whether such sign board be created in the central, bushness portion of the city, or away out in sparsely-settled districts. It is difficult to see he with cerestion of such a bill board, with an advertisement on it, in the ontskirts and unsettled portions of the city, or instance, could affect the public morals and health of the city, or endanger life or property.

with an advertisement on it, in the oniskirts and unsettled portions of the city, for instance, could affect the public morals and health of the city, or endanger life or property.

So in the ordinance in the case at bar, section 2 thereof is limited to the erection of bill boards, advertising sign boards, and other similar structures, to be used for advertising purposes, and indige van light's manswerable reasoning applies to its fullest extent.

So, too, in this, as in the old ordinance, no distinction is made between substantial and fining bill boards, nor of the material cut of which they may be constructed, nor whether they are creeted in the heart of the city, or in the outskirts, indeed, under section 6, the Council of the City of Los Angeles has, by inserting the words, for elswhere, directed that all bill boards, no matter where situated in the Lity of Los Angeles, regardless of their poximity to publishaces, be reduced in height to six feet. And so a bill board or real estate sign seven feet in height, in the midst of an undivided 25-a retract of hard in Garvanza, must, if this or dimance be beid valid, he reduced to six teet in leight.

There are yet other unconstitutional features of the ordinance involved in the case at bar, which either were not existent in the chloridismes, or were not pointed out by Judge Van Dyke in his said opinien.

The measurement as to the leight of the lill board is based by measurement from the ground whereon it stands. It is noticeable that in the most prominent locations in the city, where the trafle is greatest, the few available locations for lill boards are monored to the traffic of the struct in such a case as that the leaved should be restricted to six feet in height above the six not the level of the grades street. It is of ourse an oppressive and useless requirement that in such a case as that the leaved to he six feet in height of the struct in leight valoue has a seal based on the same than the oretricted of the struct line; it is obtains that the restriction a

vs. Hollywood Cometery Association, 124 Cal., 344, and as it has some bearing on questions already discussed by us and on the question as to the validity in the present ordinance of the provision conferring upon the Council an arbitrary power to withhold or grant a "Special bill posters' license," we shall quote from it.

arbitrary power to withhold or grant a "special bill posters' license," we shall quote from it.

The complaint shows that the Supervisors of Los Angeles County duly passed an ordinance the first section of which reads: "It chall be unlawful to locate or establish, extend or crisings, any cometry, graveyard, burying ground or crematory within the limits of the County of Los Angeles, without permission of the board of supervisors first had and obtained."

"From the epision of the learned judge who sat in the case (printed in the record) it is manifest that he regarded the establishment of a cometry for the Interment of human bodies, "as an avocation which may well be presumed to have an Injurious tendency." It is not so stated, but the upinion proceeds, I think, upon the assumption that a cometery is a unisance per se, or at least may be so regarded in measuring the extent of the police power to regulate it. We can not concur in the position that the business of conducting a constery is an avocation presumably having an injurious tendency. We think, however, and in this we quite agree with the learned counsel for respondent, that there are many considerations too obvious to require expuneration, which bring cometeries within the power of reasonable regulation by both city and county munnelpalities.

(The Centre then quotes Article XL, Section 11 of the Conctitution of this State.) "If this provision it was said in exparte Sug Lee, 26 Cal., 254, as to cities and towns, that it is sufficiently broad and comprehensive to sustain the exactment of any ordinance laying a trascrable tendency to pronoute the health, confort, safety and welfare of all the inhabitances of the municipality, and which would not be in confirt with some general law."

'Is the ordinance before us a reasonable exercise of the power conferred by the constitution and statute men beauty.

sive to sustain the enactment of any ordinance having a reasonable tendency to pronacte the health, comfort, safety and welfare of all the inhabitants of the municipality, and which would not be in coefficient with some general law.

'Is the ordinance before us a reasonable exercise of the power conferred by the constitution and statute upon heards of supervisors, and as applicable to countrie? It can use the assumed that the supervisors in the present case legislated with the view to reach the defendant's enterprise specially, or that they know it was in contemplation when the ordinance was exacted. On the contrary, it must be presumed that their purpose was to premote the welfare of the inhabitants. The validity of the ordinance makes it inflawful to establish, extend or eigharge any cemetery within the limits of the country within the limits of the supervisors. It does not attempt to deal with or prehibit private interments her with interments in or meterics affected by the light to establish concerns in a country should be subject to the will of the supervisors than that the light to expect he will of the supervisors than that the light to expect he will of the supervisors which the content of the supervisors would be subject to the will of the supervisors would be an lawful occupation, and making the right insertions, but, if the business be lawful, and having to be opiniously the solid to be exercise of a constituon to he will be a condition to the enjoyment of the privilege of engaging in lawful occupations, they may regulate the manner of conducting the business of the municipality

thews, J., in Yick Wo vs. Hopkins, 118 U. S., 356, "the very idea that one man may be complied to hold his life, or the means of living, or any material life essential to the endigonment of life, at the mere will of another; seems to be intolerable in any country, whereafteedom prevails, as being the essence of elavery."

The Court then class the cases of America.

The Court then citts the cases of Austiny. The Court then citts the cases of Austiny. The United Mid. 25, 18 Am. Rep. 105, where ordisplances forbidding a lawful occupation to held carried on it the city limits, on account of its injurious character were held void, becarried on it the city limits, on account of its injurious character were held void, becarried on the city of the city, he carried on without nearly into the city of the city, he carried on without nearly into the city in so plain that the provision of the ordinance which requires the obtaining of permission, over six feet in beight, is plainly void.

The case of Clevro Lumber Company vs. Cierco, 158 Ill., 9, 12 L. R. A. 257, is instructive, on this point, and on the further point, which may call for consideration in the rase at bar, as to when a void provision in an organization of the continuance of May 23, 1896, is attacked as instructive, on the provision of the continuance of May 23, 1896, is attacked as instructive, or of the continuance of May 23, 1896, is attacked as instructive of the continuance of May 23, 1896, is attacked as instructive of the continuance of May 23, 1896, is attacked as instructive of the continuance of May 23, 1896, is attacked as instructive of the continuance of May 23, 1896, is attacked as instructive of the continuance of May 23, 1896, is attacked as instructive of the continuance of May 23, 1896, is attacked as instructive of the continuance of May 23, 1896, is attacked as instructive of the continuance of May 23, 1896, is attacked as instructive of the continuance of May 23, 1896, and persons are ferbidden to take any omnines of beavy very incident and the continuance of May 23, 1896, and persons are ferbidden to take any omnines of persons are ferbidden to take any omnines of persons are ferbidden to take any one special, permission of the board of trustees to permit or not to permit traffic verbicles to the word of the formation of the continuance of the continuance of the continuance of the continuance of the

have held can not be subjected to such a provision.

The most recent attempt to make the establishment of a laundry dependent upon the will of the adjoining property owners, met with the usual defeat. And on this head, we will merely append to this brief the opinion of Judge Trusk of the Superior Court of Los Angeles County, filed in the case of exparte Wong Ging.

It may be well, in closing, to call the Court's attention to a passage in the case of Yick Wo vs. Hopkins, IIS U. S., 355, from



ONE OF CRAWFORD'S STAR BOARDS, SULLIVAN, IND.

which it would appear that a bill board re-tembles a laundry and differs from a saloon, as to the question of arbitrary permission from the Council, and consent of the projective owners, to conduct the respective occu-

rem the Council, and consent of the property owners, to conduct the respective occupations.

"The ordinance, therefore, also differs from the not unusual case, where discretion is lodged by law in public officers or bodies to grant or withhold licenses to keep taverns, or places for the sale of spirituous liquors, and the like, when one of the conditions is hat the applicant shall be a fit person for the exercise of the privilege, because in such asses the fact of fitners is submitted to the sudgment of the officer, and calls for the exercise of a discretion of a judicial nature."

If possible, this is even more true of a bill board than a laundry; a person suffering from a loath one disease and filthy is not a proper person to conduct a laundry, but it is hard to see that such a person injures the onbine any more by creeting a bill board, than he would by remaining in the city loactive.

For the foregoing reasons, we construct that the ordinance is plainly invalid, and the several complaints must be sustained, and the defendant wellbolks. Altorneys for Defendant.

Where Circuses are Wintering.

What the Boards are Carrying.

Continental Tobacco Co.
Sen-Sen Co., Rochester, N. Y.
Amger Chemical Co., Boston, Mass,
Kerry Watson Co., Montreal, Can.
John Murphy Co., Montreal, Can.
Dr., Morine, Quebec, P. Q.
Hires Root Beer Co., Philade'phia, Pa.
Bodds Medicine Co., Buffalo, N. Y.
Pillsbury Milding Co., Montrealis, Minu,
Prickly Ash Bitters Co., St. Louis, Mo.
A. K. Hawks, Brownwood, Texas,
Barker Collar, Troy, N. Y.
Red Cross Cough Dreps, B. P. Co., Cheago,
Pettipion's Breakfast Food, O. J., Gude Co.,
New Yerk,
Mennen's Taleum Powder, Newark, N. J.
Porto Rico Cigar Co., Cinclianti, O.
Singer Machine Co., New York C.ty,
Muscatine Oat Meal Co., Muscatine, Iowa,
R. J. Reynolds Tobacco Co., Winston, N. C.
Quaker Oats, Gude, New York,
Star Tobacco, St. Louis, Mo.
Beeman's Pepsim Guin, Cleveland, O.
I. H. Zeiln, Tailad, Iphia, Pa.
Baker Cocoa, Dorchester, Mass.
Spiague, Watner & Co., Chicago, Li.
Polar Bear, Cincinnati, O.
Jackson Square Cigar, New Orleans, La.
Coffee, McLaughlin, Chicago, Il.
Dr. Pearce, Buffalo, N. Y.
George Monto & Son, Betreit, Mich,
J. S. Illi & Co., Cincinnat, O.
Spilman & Elis, Covington, Ky.
Alexander Gordon, Detroit, Mich.
Polsec & Co., Check Jerry Fight, Cheago,
Sam W. Heke thewberry and Henry George
Cigars), New York City.
George Joffee, Cinc nnatl, O.
Red Raven Water, Haimaiville, Pa.
Sterling Remedy Co., Mineral Spgs., Ind.

Is a Lobster a Fish?

The closing year of the century controversy has given way to the new subject of debate: "Is a lobster a fish?" Why not get Stahlbred to declare himself and thus settle the matter at once?

SIOUX CITY PLAY HOUSE.

The Grand Opera House at Sioux Uity, of which A. B. Beall, the well known bill poeter, is manager, was thrown open to the public Monday, Sept. 24, 1880, Ithough it has now been In use for ninetern years, it is to-day one of the knot-comest, most up-to-date and commodicus playhouses in the Northwest. The seating capacity is 1,500, and there is not a single seat in the house that does not command an excellent view of the stage. The stage is 75 by 42 feet, with a 60-foot griding, thus making the stage of a capacity sufficient to accommodate any production on the road. The building covers a block of ground 240 by 75 feet, and the property originally cost \$250,000.

Mr. Beall has succeeded in securing for his theatre a line of the very best attractions on the road, and he has been very highly complimented by the papers in his city upon the manner in which he has conducted the affairs of the opera house and for what he has done for the theater-going people in Sioux City.

Billposters' Notes.

The Nitra-Im Pharmaceutical Co., Zanes-ville, C., manufacturers of Nitra-Im, expec-to put another line on the market shortly, which they will advertise on the bill boards.

The Reynolds Tebacco Co., Bristol, Tenu., to getting estimates on lithographed posters.

The Metrepolitan Savings & Loan Association, of Newark, N. J., is probably the first firstnetal instruction in this country to advertise with posters. They will post the entire country heavily. Bill posters will please address F. W. Stover, assistant secretary, e.g., Market and Wash sts., Newark, N.

The new bill posters' association is geing to have one good effect—the small-town members of the association will find that they are in demand. They will also find that their requests and demands will obtain some consideration and attention.

Clars. E. Bardwell, Holyoke, Mass., will advert se landwell's Rost Le revien i ely en the bill beards during the spring and early summer. He is preparing bis lists now, as he latends to deal direct with bill posters.

The A sociated Bill Pesters will always be under gang rule until the members at large are allowed to choose the board of directors by ballot.

A correspondent writes as follows: "I get a dollar's worth of information out of every number of "The Billboard." It is valuable information of the substantial sort. I mean your tips. I can turn that kind of Information into money, and, what is more to the point, I do turn it into money every month. I would not be without "The Billboard" If the price was ten times as bigh as It is, Your pap r is the greatest and best friend the bill posters of this ecuntry ever had."

It is said Bernheim Bros., of Louisville, Ky, are in the market for 50,000 eight-sheets and 50,000 three-sheets. This will give them as good a showing in their territory as Vir-ginia Cheroots had.

I'p to this time Red Raven Aperlent Water has been advertised by means of bulletins. Some posters have been used, and they brought such excellent results that a very heavy campaign has been arranged. Bill posters in u daddiers Go, McC. K untz. Jr. Harmarv.l.e. Allegheny County, Pa.

Denman & Co., of San Luis Obispo, Cal, have seld their plant to Mr. L. W. Booker, who will new conduct the business.

Control your town by selling all the posters it uses as well as by posting them. Secure the aginy of some large printing house and thereby give your customers good poeters. A country office can not, as a rule, do wok that is even passably decent.

The Batesville (Ind.) Advertising Company uses as a circular to advertisers a copy of the ordinance licensing bill posters, distributors and sign advertisers. It is a good idea, and helps out their folder in great shape.

The slegan for Atlantic City Is, "A elect our own directors, or we'll know reason why "

C. P. Anslet is the manager of the "Amer-lean Bill Posting Company," at Thibodaux, La. He is establishing agencies at Frank-lin, Morgan City, New Orleans and Napo-leonville.

1. E. Tieman, the bill poster at Belleville, ill., has been given charge of the advertising of the Free Street Fair, to be held there this stasob. Last year's fair was a success, and we venture to assert that if this year's show is not a success it will not be because it has not been advertised properly.

W.D. Husted, of Mansfield, Pa., has bought out his partner. Mr. Griggs, and is now sole owner of the W. D. Husted Advertising Company. He interds to give much personal attention to the business this coming year, in order to build up his plant to the highest possible standard.

G. M. Leonard, of Grand Rapids, and Peter P. Steketee have formed the firm of Steketee & Leonard, bill posters and distributors, at Muskegon, Mich. Mr. Steketee has been located at Muskegon for about twenty years, and already has all established business. The new firm, therefore, owns a large number of lid. beards. Mr. Steketee will have entire charge of the firm's business, and will open an effice in the central business district of the tewn.

The moment the members of the Associated Bill Posters decide to elect their own directors, the power of the gam is gone. Good representative men will come to the from. Men like Curran, Bernard, Robison, Firgurald, Stoops, Murphy, Hagar and more just as able will be heard from,

Mr J. T Campbell, of New York, has recently been appeinted Southern manager for the Continental Tobacco Company. The tertitory of which he is in charge embraces the States of Virginta, North Carolina, South Carolina, Tennessee, and Georgia. His head-quarters will be at Atlanta.

George II. Buhb will soon take a business trip throughout the Middle West, and will call on all the big advertisers West and place before them 11s new plan of advertising all towns in the central part of Pennsylvania. Wr. Bubb will publish his plan in the next issue of "The Eillboard."

We are in receipt of one of Rand, McNally's Atlases of Two Wars, contining, in large scale, detailed maps of the scenes of trouble in Africa and Luzon. A new estion will be ready about the first week in February. It is a most vidinable book, and contains the latest statisties, and what is of more interest to our readers, is to be sold at a very reassemable price. to our reader senable price.

A till has been it troduced in the New York legislature providing that no clevated railroad company in any city of 1,000 000 or more population shall exercise any rights except such as were expressly granted in the special statute by which such company was organized. The bill provides in detail that no clevated railway shall lease, let, hargain, or give any other corporation, or person, any of its buildings, rations, fixtures, coaches, cars or other property owned, occupied, or used by it in its business, or any part or jorthus, for advertising purposes. It is just another one of those freak bills which every now and then are presented to State Legislatures.



A. B. BEALL'S GRAND OPERA HOUSE, SIOUX CITY, IOWA.

Billposters' Notes-Cont'd.

Mr. B. L. Smith, formerly of Van Wert,

F. B. L. Smith, formerly of Van Werf, one holds the position of manager of the igemety (Ala.) Itil Positing Plant, which braiseh of the Bernard Advertising Serv-Mr Reemard intist be congratulated upon securing of Mr. Smith, for in him he has on who be thoroughly competent to con-the affairs of a nodern bill posting

P. F. Siegmund has purchased the bill post-g plant of A. H. Prentiss at Truckee, Cal the starts out with many good resolutions as a the kind of service he will render the ad-vettorits.

Rockville Itili Posting and Advertising arty, of Rockville, Conn., are new ones a held. They succeed to the business of Thrail. They are the only concern in

1. T. R. Clark, of Kansas City, writes that his business is moving along very encourag-nesty, and that he feels confident that in the near future the plant will be able to give a very favorable account of Itself.

M. M. livln, manager of Love's Theatre, Fromost, Neb. has bought out the bill post-ing business, boards and good will of the plact formerly owned by W. S. Watts. He ways his business is good.

G. F. Itangasser & Co., of McMinrollle, the, write that they are very busy posting both opera house and commercial work.

Bill posters should bear in mind that "The Billboard" reaches every month all of the ad-vettisers, as well as all of the bill posters.

J. II. Wattles, executor of the estate of II. A. Thayer, sends out a postal containing a notice "to all whom it may concern," saying that the Tkayer estate holds all the rights of franchises in the Michigan State Bill Posters. Association and that any one infringing upon the rights of the franchise will be prosecuted account to the lights of the franchise will be prosecuted account to the lights of the franchise will be prosecuted account to the lights of the franchise will be prosecuted accounts to where paper should be sent. The card serves very well its purpose of advertisement.

Ditts, of Cincinnuti, who heretofore his confined his work to small signs and dead-wall ads. Is placing small single bulletins throughout the city and suburbs. With Mirton and Chapman, it looks as though there would be not me for a bulletin man in Chelmant, yet litts has a great number of boards, and each beard contains a sign. The question now is, flow does be do it?

The Piso Co., Warren, Pa., who have always confined their posting to very small towns, villages and country hamlets, will invade a lew large cities and many, if not al, of the larger towns, this year Letters to E. F. Hazeltine, treasurer, will receive

The Glasgow W. John Mills, of Calcago, Ill., have ordered 5,000 sixtisen-sheets for string poeting. They will commence scriding ent the paper about Feb. E., and the showing is to begin with March 1.

There is a certain solicitor in New York City whose strongest argument with advertisets consists of repeated assertions that bill posters are dishonent and have to be watched by an experienced man, Itill posters pay him a commission for securing but it less in this way.

A private mailing card sent out by the Patent Record of Baltimore, is striking. In white letters on a black hackground it says "Advittes your business in The Patent Record Reaches all quarters of the globe."

What is the circulation of the official organ? The bill posters who are giving up their good money for ads. In it have a right to knew. They want to knew too, if we are to believe our correspondents. Will Stahlbrodt let them know? No, sirce.

E. It. Endly, Mansfield, O., gets out a clean ly printed felder, telling of the advantage of Mansfield as a city in which to place ad-verting matter; also exploiting the merit of his service.

The Newark Bill Posting Company has bought out M. A. L. Force at Plainfield, N. I., and Lis built a line of iron boards along the line of the Central Rallroad, in all comprising about 7,000 feet. Manager E. M. Slocomb declares that this will be an addition worthy to be placed alongside of the Newark plant.

James A. Roberts, who was formerly located at Auburn, Ill., has moved, and is now structural and Mo. His successor is Chas. R

thatr & Hinsted, Norwalk, D., have ordered 2000 one-sheet posters advertising their 1492 igar. They will deal direct with bill posters.

57. Robert Palmer, bill poster of Water-ford, N. Y., made a flying trip to Canada dur-ing January, J. C. Brewster took charge of the business during Mr. Falmer's absence.

lternheim those, of Louisville, Ky, who distill the famous I. W. Harper Whisky, are going to boom the brand on the boards this summer. They contemplate a thorough camesum, and are asking for sketches and estimates on 50,000 three-cheets and 50,000 eight-sheets. Correspondence with bill posters is invited.

F. E. Cook, of Nevada, lows, has sold out his posting plant to Mr. W. R. Roller, who will conduct the business from now on.

II. A. White, of Jefferson, lowa, has formed the Uity IIII Posting and Advertising Compa-ny, under which name his plant is now run New boards have been built and the entire plant improved. In order to be able to meet

The Advisor for January, published a por-trait and a sketch of Mr. O. J. Gude. They gave it away first, so we feel privileged to tell his age. "O. Jay' will be ibirty-cight on the 20h of next month.

The Uhbago Ari Association has declared that the bill boards are unsightly and mar the beauty of the (it) and that they must be abelilihed. We are surprised that the Uhicago scenety should be so slow in getting on to the latest fad in their line. Roston society started this reovement about a year ago, and even Philadelphia has had a trin. Either the artistic sense of the cultivated Uhicagoans is loss easily offended than in other ettes, or they have been too busy thinking about sending the refuse and sewerage of the city down to their hat of rival. St. Lenis, to think of how morrifying to their delicate vision the boards have been.

how mornifying to their delicate vision the bounds have been.

A bill has been introduced in the Assembly at Albany, N. Y., prohibiting the use of signs or bill boards in the cities of the first or second class on buildings, when the signs are over six feet in height and on the ground when over ten feet in height, also, prohibiting the use of tight-board fences on the front of any let in the city of New York, and providing that all sush feroes shall be removed by Aug. I. 190. The New York newspapers are in all probability back of this movement, but that sail the social it will do them.

The New England Bill Posters' Association was formed during fanuary. Nearly one hundred employing bill posters were present eith r in person or by lawful proxy. The following officers were elected Edward C. Bon relly, Besten, President, G. O. Ackerman, New Haven, Vice President, G. O. Ackerman, New Haven, Vice President, G. O. Ackerman, New Haven, Vice President, Carles C. Amos, Providence, Secretary L. B. Fiske, Worsester, Treasurer.

The strike of the employes of Whitmier & Filbrick which was amounced in our last issue, ended by the men agreeing to return to work unconditionally. Manager Filbrick silower between the men to return to their places. Upon returning, the contrite ones were rewarded by a pleasant surprise, in the shape of an increase in their salaries to cover the extra Saturday right work.

B. S. Crow has just recently purchased the Boemhighu dudi Bill Posting Company.

D. W. Coyle, of Pasadena has been having his troubles over a bill board which exceeded to feel and to public safety. The trustees ordered the marshal to tear down theboard. Thereupon Coyle get our an injunction against the authornies, upon the grounds that he held contracts up to May I which he could not fill without the board. After much quibbling the coursil passed a motion providing that if Voyle would move the board back from the street and to out off ten feet from the property.

Dr. T. R. Smith, Cynthiana, Ky., will go on the boards short,y

Dr. R. L. Brown, Tenth and Arch streets Philadelphia, Pa., is getting estimates on posters. He will common e in a small way at first, but if his tests prove satisfactory Le will prove an extensive advertiser,

The Quaker At orption Sachet Co., 1213 Arch street, Philadelphia, Pa., will try post-

An ordinance placing the following priors upon bill jesting and distributing has been passed by the common council at Syracuse, New York

passed by the common council at Syracuse, New York

No person or corporation to whom a license shall be granted shall charge or receive more than the following prices for the distribution of hills, circulars, samples and advertisements and the posting of bills.

Posting bills for one week for any show, entertainment or business, 3 cents per sheet. Histributing almanaes, pamphlets or books to private houses, \$1.50 per thousand. Histributing bills, circulars or notices to private houses, \$1.55 per thousand.

Histributing hills, circulars or notices to business houses and offices, \$1 per thousand. Licenses are to cost \$25 a year for a bill distributer, and \$10 for a bill distribute and hill poster a year, and are not necessary for neighbors.



Advertisements under this heading will be published at the uniform rate of 10 cents per line per issue or \$1 00 per year.

printined at the innform rate of to cents per line per issue or \$1 oo per year.

Boston Job Print. Co., 4 Alden, Boston, Masa. Brooklyn Dally Eagle Job P. Co., B'yn, N.Y. Calboun Printing Co., Hartford, Conn. Calvert Litho Co., Detroit, Mich. Central Lith. & Eng. Co., 140 6th Ave., N.Y. Correspondent Show Print. Co., Jackson, Mick. Central Lith. & Eng. Co., 140 6th Ave., N.Y. Correspondent Show Printing Co., Piqua, O. Ibona; doon Lith. Co., Newport, Ky Erie Show Printing Co., Erie, Pa. Enterprise Show Print, Cleveland, O. Forbes Lith.Co., 181 Devonahire, Boston, Mass. Free Press Show Print. Co., 57 Beekman, N.Y. Great W. Print. Co., 511 Market, St. Louis, Mo Greve Litho. Co., The, Milwaukee, Wis. Haber, P. B., Fond-du-Lac, Wis. Haber, P. B., Fond-du-Lac, Wis. Hennegan & Co., 127 E. 8th St., Cln'tl, O. Morgan, W.J. & Co., St.C. and Wod, Cdeve, O. Morrison Show Print, Detroit, Mich. National P. & Eng Co., 346-8 Wabash, Chi, El. Ploneer Print.Co., 214 J-fferson, Seattle, Wash, Union and Advertiser Co., Rochester, N. Y.

toward a combination, last month. It is said has already been per-cited, but no details are ation. The reluctance wil to

card is chalble for membership. Among these may be mentioned The Donaldson Co. The Strebridge Litho Co., The Russell & Morgan Co., The Enquirer Job Prioting Co., The Machair Litho Co., The Heiderson Litho Co., The Acheri-Henckle Co., The Eagle Litho Co., Zimmerman & Co., The Frank Tuchfarber Co. and Cramer & Co.

Zimmermen & Co., The Frank Tuchfarber Co. and Uramer & Co.

The color printing syndicate recently gave a demenseration of the multi-color printing machine for which they hold patents. It is claimed that the exhibition was wonderfully successful, and that the machines accomplish more than has ever been attempted before. The essential points in these machines are known as the alternating traveling gripper and the supplement feeder. The latter takes the sheet when first laid on the feeding board, delivers it to the alternating traveling gripper, which retains the sheet until all the colors required have been impressed upon it, and then delivers the sheet completed.

The great difficulty experienced hitherto in color printing has been the necessity of allewing the different colors to dry before another was applied, and the provision of other machines to provide the different colors. This has been entirely overcome by the machine under review, and it is claimed that this invention saves time, labor, machinery and waste. It is also claimed that machines bull under these patents are less costly than single machines of the same capacity, and, as each machine takes the place of four, it can be disposed of at a relatively bigh price, and yet form a very good investment for the printer. Every description of colored work can be done with these machines, from the finest art work on flat-bed machines to colored posters, inserts for magazines, trade labels, etc., so that the utility of the system has the widest range.

The Donaldson Litho, Company, of Newport, Ky., have just received another cargo of the threst lithographing stones that could be procured. Some poster printers do not seem to realize that the grade of the stone used has much to do with the quality of the work turned out. The Donaldsons evidently are not among that number.

The Chicago lithog: aphers and printers hely a meeting recently for the purpose of organizing for protection against exhorbiant prices, charged by the paper trusts and to advance the price of lithographers' and printers' output. Competition was so keen that some athing had to be done to keep the paper mer from putting them all out of the business.

Hennegan & Co. are preparing for the fail season with a large line of all kinds of advertising matter. They expect to increase their trade of last year.

The Blatchly Company, of Tacoma, and the Lowman & Hanford Litho Company, of Seattle, Wash., have consolidated. The new company will be known as the Tucker-Hanfor Company, and will be located at Seattle.

The Strobidge Lithographing Company of Cincinnati are hard at work preparing circubills, printed in German, for the Barnut people. This is probably the first instance of German circus paper being printed in thi country.

The officers of the Philadelphia Lithographers' Association for 1900 have been elected, a follows: President, James J. McCafferty; Viel President, Herman M. Knop; Recording Settary, J. F. Finnigan; Finnelal Secretar; Philip J. Kehl; Treasurer, Edward J. Burkhapector, Joseph Friel; Statistician, Joh Starke; Inside Sentinel, Raiph V. Richwing Outside Sentinel, thailes Grotz; Executive Load, Frank Schimpf, John McAdams, Frank. A. Finnigan, William E. Morris and Anthon Kager.

John P. Church, formerly of the Nation. Show Print, of Chicago, is now Treasure and General Manager of the Standard Endessing Co., 334 Dearborn street, Chicag, IE. They manufacture an advertising wildow card that is at once handsome arstriking. It is a novelty which is bound of have a great vogue.

have a great vogue.

An echo of the celebrated Donaldson-Cotter cepyright coctioversy is found in the following letter from the meter-polis:

New York, January 13.—According to a diston of a july in the United States Cheur Court to-day a photograph or an actression such an artist c production as will bright within the meaning and lice in of the c pright aw, and a pice-dent his been establised, which, it is aligned, will put a step wide pread abuse of the law. It is a quetion whether under this decision copyrightor the production of the copyright of the copyright of the celebrities in profession copyrightor the celebrate in the counsel, brought as of any value.

An organization known as the Copyrightogree, through its counsel, brought as for damages amounting to \$5,000 again; Zucker, Levett & Loch, manufacturiers of household cleaning compound that has beextensively adverted. It was alleged that certain poster, containing the figure of a winan in a th attical poe, was a reproduction in a photograph of Jerome Edwardly, the Cashio chorus, which had been e pyrighted by Jac b Schross, lineted of settling to matter, as the firm was given an oppartunito do, it was decided to go to trial and may

a test case.

It is said that heretofore photographers hobeen able to practice a legal zed blackmail, unsuspecting advertisers and carel, as publisers. It will not be possible to maintain that the later than the future. The decision is sold one. Nicely-nine out of every hurdrecopylight suits are either wholly unjust entirely nalicleus.

Where is He?

A. Maddox, formerly of South McAlist-1. T., now of _____, has left the business. X left town one dark evening and forgot come back, for which many of his busine friends and patrons are very sorry, inde-Mr. Maddox also received some paper fre the Prickly Ash Bitters Company of St. Loubut he unfortunately lost it, and the Pricil Ash company would like very much to r hlm, to condole with him. We have recely, a number of letters, requesting his prese address, but are unable to give it correct; If this notice happens to reach the eyes Mr. Maddex we hope he will oblige us dropping us a card, letting us know of whereabouts, so that we shall be able to commodate our many subscribers

The Official Organ?

The official organ, which in reality is house organ, of Edward A Stahlbrodt, it to refer to "The Billboard" as "The Grafte Gazette," because this paper has perfored larger circulation among the "lucky boy It affects with hypocritical disdain down on fair-followers.

And yet there is no greater con, game existence than "The Bill Poster-Display A vertising." Talk about film-flam and su things' Why, there is not a grafter live that has Stahlbrodt's effrontery. A grafter always gives his victim someth

for his money, if it is only a little gambil Stahlbredt does not. That is the only diff. ence. A man who pays for an ad, in Sta' brodt's paper gets nothing at all but—



A LOCAL POSTER ON ONE OF SMITH & WHIRE'S BOARDS, VAN WERT.

TIPS.

The following is a list of probabl carry pring distributing advertisers:

Abbey Effervescent Salt Co., New York, S. C. Weiis & Co., Le Roy, N. Y. Sterling Remedy Co., Mineral Springs, Ind. L. E. Pinkham Med. Co., Lynn. Mass. Dr. Chase Co., Philadelphia, Pa. Chas. F. Dare & Son. Vtnetand, N. J. Petina Drug Co., Columbus, D. Dr. C. I. Shoop, Racine, Wis. C. I. Shoop, Racine, Wis. C. I. Hood & Co., Lowell, Mass. Dr. Miles Med. Co., Elkhart, Ind. Dr. W. S. Burkhart, Cincinnati, O. W. H. Comstock, Morristown, N. Y. Kondon Mfg, Co., Minneapolis, M.nn. Merchants' Association, Williamsport, Pa. Koch Brewing Co., Williamsport, Pa. Roy Med. Institute, Chicago, III. Hanson's Ready Recovery Co., Chicago, III Mitterman Invention Co., Chicago, III Washington Med. Institute, Chicago, III. Seabury & Johnson, New York. Chattanooga Med. Co., Chattanooga, Tenn. Bosion Med. institute, Chicago, Ul. Van Camp Co., Indianapol s, Ind. D. Jacques & Co., Omaha, Neb. La Harpe Pattern Co., Grand Rapids, Mich Fels & Co., Philadelphia, Pa.
Newbro Drug Co., Butte, Mont.
Bright's Chemical Co., Litt e Falls, N. Y.
Hutton Remedy Co., Buffalo, N. Y.
Dr. Radway & Co., New York City. Dr. Bosanko Co., Philadelphia, Pa. Dr. B. J. Kay, Saratoga Springs, N. Y. Humphreys Med, Co., New York City. Dr. N. C. Davis, Indianapolis, Ind. Sant Chemical Co., Philadelph.a, Pa The Central Pub. Co., Battle Creek, Mi Wilson Drug Co., Lexington, Ky.
The Sprague Pub. Co., Betroit, Mich. Hand Medicine Co., Philad-lphia, Pa. Seely, Fitch & Co., New York City.
Dr. Pierce, Buffalo, N. Y.
Bayer Med. Co., Toledo, O.
A. M. Bininger & Co., New York City.
Acme Chemical Co., New Orleans, Ld., Foster-Milburn Co., Buffalo, N. Y.
Dr. Klimer Co., Binghamton, N. Y.
New Spencer Med. Co., Chattanooga, Te. The Central Pub. Co., Battle Creek, Mich. i)r, Klimer Co., Binghamton, N. Y.
New Spencer Med. Co., Chattanooga, Tenn.
Heller-Merz Co., New York City.
R. T. Booth & Co., New York City.
Tarrant & Co., New York City.
Dis. F. E. & J. A. Gieene, Biston, Mass,
I. B. Ford Co., Wyandotte, Mich.
Schaner & Miller, Ann Harbor, Mich.
India Spice & Drug Co., Marietta, O. India Spice & Drug Co., Marietta, O. Church & Co., New York City. 1. C. Hubinger & Co., Keokuk, ia

Frank O. Reddish, Le Roy, N. 1.
Koenig Medicine Co., Chicago, I.I.
Novelty Plaster Works, Soutville, Mass,
I. P. Utban & Sons, Drugs, Allegheny, Pa.
The Guarantee Medical Co., Hot Springs, Pabst Chemical Co., Chicago, Ili. Church & Co., New York City. Thatcher Med. Co., Chattanooga, Tenn. S. R. Feii & Co., Cleveland, O. S. R. Fell & Co., Cleveland, O.
Beers & Hauk, New York.
Duffy Malt Whisky Co., Rochester, N. Y
Potter Drug & Chemical Co., Boston, Ma
J. W. Brant Co., Albion, N. Y.
Kennedy & Kergan, Detroit, Mich,
Akron Cereal Co., Akron, D.
R. & G. Corzet Co., New York City.
Providence Medical Institute, Chicago.
John J. Meibourn, Eaton Rapids, Mich.

Central Pub. Co., Battle Creek, Mich. Coffee & Spice Co., Columbus, O. Frank O. Reddish, Le Roy, N. Y.

Savannah Letter.

ditor of "The Billboard:" Dear Sir—An Item which may Interest the raveling advertisement agents, if no one lee, is the fact that a new ordinance has been lassed by the City Dads requiring a license of the amount of \$40 from each and every serven found posting bills, distributing, tacking signs or engaged in the usual outdoor setloods of advertising. The chief of police as issued a rigid order that all persons seen osting, distributing, etc., be promptly rought in to court unless they show license recrificate of employment from a person

helding license. So far, Mr. J. E. Campos and myself are the only ones to pay the license and in view of the fast that in the past the very low license and lack of police past the very low license and lack of police past the very low license and lack of police past the very low license and lack of police pating an "easy thing" for a certain class of advertisers who have educated themselves to believe rhat it is chaaper to have their own man hire a gang of inexperienced "kids" or negro men, who have no reputations at stake and stre wine city with valuable advertising matter, than to give the work to an experience docal man who knows the city and has a reputation for doing honest work at a fair price, we have prepared a schedule of prices, a system of regulations for transacting business with all classes of advertisers and their representatives, which will insure fair and equitable treatment to all parties. A careful study of the situation and a desire to harmonize and make our business mutually profitable, as well as entirely satisfactory to the advertiser, has prompted us to arrange a plan which we have now in operation, by which it matters not which of the firms an advertiser visits first, there is but one price queed for any kind of service, and that is made as reasonable as good service will permit.

queted for any kind of service will permite as reasonable as good service will permit.

My rapidly increasing business in contracting work for the several bill posting plants in which I am interested and the small-town service throughout the South-ast which is growing into so much favor, ree ntly made it advisable for me to place my distributing and sign-tacking inder management which would not require my personal attention. I have contracted with J. E. Campos to handle all work in the distributing and sign-tacking department, thereby securing a service which we jointly guarantee satisfactory, or no pay asked for the work.

A contract just closed makes me the official advertising distributor of the Georgia & Alabama Raifroad for 1900. I place a man on the time at once who will work, station to station, Savannah to Montgemery and Uchumbus to Albany, handling posting and distributing Savannah, Ga.

CHAS, BERNARD.

Greensboro Letter.

Editor of "The Billboard:"

Editor of "The Bilboard:"

Dear Sir-it is an old saying, "What is worth ording at all is worth doing weif," i believe this to be true in every branch of industry. I owe what success I have had in the advertising bur lices to my careful methods I adopt of in the beginning of closely following 1. ... tuctions and seeing that every piece of mailter was put where it would tell, and work for the interest of my patron. It has been something over a year since I began a distributing business. I had hardly embarked in the business before I learned from many of the advertisers that they had not been doing any advertising in this city, on account of the poor service they had gotten from these to whom they had trusted their larsiness. It seemed to be hard to convince many of them that I had embarked in the business with "Good, honest service" my nootto. At last I have been successful in securing the work of some of the largest advertisers in the country. For this I feet flattered in so soon gaining the confidence of those who had, you might say, been robbed here heretofore. You might as well say robbed, Mr. Editor. I consider any man who fails to place every piece of advertising matter set him as per instructions and to the best advantage of his patrons, a robber. Just as well go into his pocket and take his coin For the matter costs money, and is as same as money to those sending them. I have been so much encouraged and have liked the advertising business so well, I decided to build a bill posting plant, and in this fate has been so much encouraged and have liked the advertising business so well, I decided to build a bill posting plant, and in this fate has been so much encouraged and have liked the advertising business so well. I decided to build a bill posting plant, and in this fate has been so much encouraged and have liked the advertising business with me. I had the franchise for this city in the S. E. B. P. A. and the L. A. of H. I., and the influence of these organizations has been worth much to me, and I shalf at

Greensboro, N. C.



H. J. LINDENMUTH, Reading, Pa.

NOTES.

It will be noticed that the column of our Distributors' Department, headed "Who Tis Items" does not appear this month. This is not because the writer is dead, or even sick, but because he recently made an extended combined business and pleasure trip. He was absent from his office so long that on returning he had no tune to get out the items. This, of course, leaves the department somewhat incomplete, but we beg the Indulgence of our friends, and promise laithfully to have Who 'Tis again with its next month.

W. E. Wilson, of Grove City, Mo., who is employed as an advertising man by the Northweetern Yeast Company of Chleugo, recently got into trouble at hetroit for tacking a sign where it was not wanted. He piaced a sign upon a suloon and started to walk away, jubiant over the good position secured, when he was hatied by the proprietor and commanded to remove the sign. This he started to do when the saloonist took the hammer from him and struck him upon the chin with it. Three stitches were required to patch up the laceration which resulted. There is a lesson to be learned from this short story, and it will be readily seen and understood by our readers.

The Nitra-Bu Pharmaceutical Company, Zanesville, U., is sampling physicians only Nitra-Hu is a diurette powder used in kidney and bladder troubles.

Chas. E. Bardwell, druggist, Holyoke, Mass., will distribute a folder from house to house in the spring, advertising his root beer.

beer.

Charges have been preferred against W. Poster, of Guthrie, Ukla., by the Thatcher Medical Company, of Chattanooga, Tenn. They claim that paper was sent him, which he did not put out. He nevertheless sent in a bill in full. The Secretary of the L. A. of D. requests us to announce that Poster's services are no longer guaranteed by the association. If the claim of the Thatcher Medical Company is, upon investigation, found to be just, the L. A. of D. will make good ail losses suffered by that company.

Geo. Kellermann, manager of the Edwards ville Advertising Company, writes that on account of other business he is compelled to discontinue the work of distributing. He holds the L. A. of D. franchise for Edwards-ville, III.

The Marshall Medicine Company, 417 E. 18th st., Kansus City, Mo., has ordered 2,500,008 each of their books advertising Hepaticure, in English and German. The printer commence delivery Peb. 1. All communications rhould be addressed to the firm.

The Fischer Distributing Agency, of which Mr. G. E. Fischer is manager, received a fine notice in the December number of the Omahu Bruggist. Quite a long list of the agency's regular customers was given. The notice, together with a half-tone portrait of Mr. Fischer, filled balf a page.

Dr. T. B. Smith, Cynthiana, Ky., is writing to distributors, asking rates on a circular.

Bernhelm Bros., of Louisville, Ky., are advertising their famous E. L. Harper Whisky with one of the finest booklets ever issued.

sued.

Street & Smith's Traveler was in Omana about the first of the year and endeavored to have his work done by reliable men, and offered \$1.25 per thousand for the work. Needless to say that the proposition was declined. The work was their given to one Osborne, who hired boys to do the work. They of course knew nothing about the right way to distribute and carred less, so they simply scattered the matter around.

E. O. Burroughe, of Newark, O., will in all probability leave there in the spring to open a bill porting and distributing agency in an-other town.

it. J. Lindenmuth, Reading, Pa.

II. J. Lindenmuth, whose portrait we are presenting in this issue, is an enthusiast over the i. A. of D., the good it has done him, and the principles of the association lifs home is at Reading, Pa., where he conducts a distributing agency, in the right way. He is a most gental fellow, and has a host of friends among his fellow-distributors. He was in attendance at the I. A. of II. convention at tynchmati last July and contributed a big share of life and joility to the occasion, Mr. Lindenmuth is by no means a boy, yet, as he himself tells, ho is rather large for his age.

Not a Fake, but Near It.

Some time since we received a letter from one of our readers who is a distributor. He linelosed a circular from the Roose Advertising Company, of Corydon, Ind., with the words "Another Fake Concern" written in lead peneli across its face. Ou examination, we find that the scheme is not a fake in the sense that they are trying to obtain money without giving anything in return. Nevertheless, the circular is meant to catch men who are on the lookout for something easy. The scheme is as follows: The applicant fills out a blank, agreeing to limited all business intrusted to him in a prompt and satisfactory manner and inclosing \$2.5d, sends it to the company, for which he receives a paper called "Histributors" Guide" once a month for a year. Also, membership in the company, he to give the company in the receives and in working for your money, for you get the "Guide" and in addition to that you get the "Ilooks,"

Fig Syrup Facts.

Previous to 1885, there was a young man, 1 ative of hardstown, Ky., In the drug store 1 Geo. A. Newman, at Fifth and Walnut (1818), Louisville, by the name of Itichard Queen, popularly known as "Dick Queen." In 1885 Mr. Queen was selzed with the West-

on fever, and, taking his savings, amount-is to \$2,000, more or less, he went to iteno, Nev., where he opened a drug store. Here, rder to make an extra dollar or two, and order to make an extra collar or two, and to cause he thought he had found a good age, he began to put up a formula of Dr. Eaddwin's of that town which he called Ualiforma Fig Syrup. He spent all the money he had in booming the syrup, but the boom dat not materialize sufficiently, and late in isst he went back to Louisville to talk with has cid employer, Mr. Newman. Mr. Queen never talked so earnestly in his life, but it was not until February of 1887 that Mr. Newmen could be convinced that there was any venire, whatever it may have been as a thempeutic agent. Then he let Mr. Queen have \$5,000 as a loan, on condition that he becaused twenty cents a dozen royalty on all the syrup sold. Mr. Queen at once went forth to place his syrup on the market, the e of manufacture being in Mr. Newman' eliar, and the force employed consisting of twis boys, who turned out three to four dozen bottless a day. Within sixty days Queen had spent every cent of the money, chiefly in adspent every cent of the money, chiefly in advertising, his first contract being for \$1,200 worth in the street cars of St. Louis, the isolance into newspapers. Having arrived at the end of his string, he returned to Mr. Newman, who declined to put up any more money man, who destined to put up any more money until there were some developments from that already expended. So Mr. Queen waited around, praying for the required develop-ments, and it was not long until the power of the advertisements began to shove the orders into the Louisville drug store. Then Mr. Newman put up some more money, and Mr Queen spent it; and so it went for a year.

until Mr. Newman had \$52,000 in the husiness. Matters moved along swimmingly with the Ualifornia Fig Syrup Company, which had been organized, Mr. Queen looking after the advertising and Mr. Newman acting as general Eastern agent and financier, and in 1893 ingh-water mark was reached, when the ad-vertising for the year amounted to \$429,000, and the sales reached \$1,500,000, or about 6,000,000 bottles, that is, 50,000 dozen, on which Mr. Newman received his twenty cents a dozen royalty, not to mention his share in the business. In that year, Mr Queen's profbusiness. In that year, Mr Queen's prot-were \$117,000. The stock of the company went from ten cents a share, organization ba-sis, to \$1.50 a share. Mr. Newman owned 200,on shares of the million issued at \$1. Mr. Queen has 644,084 shares, and the balance was held in small lots. Mr. Newman has probably made a haif-milition out of it, and Mr Queen became a millionaire within ten

Mr Queen is one of the shrewdest of adverteers, and as an example of it, the organization of the Golden Gate Advertising Bure cu, is cited Mr. Queen had moved his head-quartres to the Pacific Coast, and as his adverticing grew to great proportions, and commissions to agents became a big item he concluded to reap the benefits himself, so he organized the Golden Gate Itureau and after advertising like any other agent. varintally he threw the business of the Fig Company to the Golden Gate Hureau, and the profits in 1893 were in the neighborhood of on one agent's commission of ten per This was practically so much saved mpany.

Queen lives in San Francisco, where a is completing a residence on Nob Hill, to cost \$150,000, and the California Fig Symp has settled down to a regular exhibition of what good advertising will do for a good thing. W. J. Lampton, in "Fame."

His Trade Paper.

From the Saturday Evening Fost.

was in a hardware store the other day, nothed several up-to-date innovations hat were somewhat out of keeping with my previous knowledge of the proprietor "How you happen to think of that?" I asked, pointing to an attractive showcard.

nt' said he, iwughing, "I didn't thin at ali; that's one of George's hobbies. "I didn't think "That is an excellent hobby, where did George get the idea?"

"Oh, he got it out of his trade paper, Nothing would do but I must get that paper, and now it's George's Bible; he looks up all the new ideas and I let him go ahead. Well, they are good ideas, you find they help trade, don't yen'

Yes, that's so, they're all right, George good buy.

thought as I walked away that George would be a partner there before many years, A clerk who studies his trade paper and

size, when his clerk came in. Mr. It said Tom, i am getting a line of -1 opened my idea of quantities," book and showed Tom the order as I had written it down. He suggested one change which his employer at once ordered to have made, and then Tom asked what the discounwas i said to per cent. He left us without a word and went to the desk, turned over some papers for a minute or two, and the brought a trade journal to Mr. B. T looked it over together and Mr. It said See here, these goods are quoted at sixty-and-five per cent, discount, if you can't give me the bottom price I don't want them had to come down as gracefully as I could, for I wanted the order. That's what we go from these trade journals that quote bottom prices to Tom, thek and Harry'

I fancied that i could also hear Mr. It, saying to his clerk: "That's right, Tom; post yourself up as to prices, and keep a sharp Mich.; Humphreys Homeopathic Med. Co., New York, N. Y.; Harris Emery Co., Des Moires, la.; Utiea Cothing Store, D Moires, la.; Geo T. Kelley & Co., D Moires, la.; M. J. Olson, Des Moires, la.; Des E. Grak Co., Des Moines, ia.; Duckstader & Wilkins, Des Moines, ia.; Garfield Clothing Store, INS Moines, la.

E. It Williamson, of South Bend, Ind., no tiffes the trade in his town by sending out one cent private mailing cards, containing the following notice: "Dear Sir We are distributing in your immediate neighborhood advertising -stock and p You should look over your prepare yourself for the demand for the above which our distribution is sure to (reate E B. WILLIAMSON,

Manager."

Trade supplied by it is a good idea to inform the local dealers that you are about to make a distribution and distributors could do this without practically any expense, for instead of mailing the eards they could be delivered at the same time that the samples are bing put of

Pasted on the Windows.

It is astonishing to what a point enthusiasm will carry individuals. They had a street fair at Marlette, Mich., last summer, and in advertising it, the bill posters pasted bills all over the front windows of the stores ou the leading streets. The town was a mass of street fair advertising. As late as the 1st of December, some of the bills were still sticking on the store windows. That street fair was well advertised, to the people of that town at least. -Advertising World,



C. H. BURT. Beloit, Kans.

Charley Burt, as he is known in Reloit, Kan, has been connected with the show husi res to one capacity or another, almost all of his life. Ilis father was a show man, and Charley with him wnerever he went, als way he learned much about the value of bill board advertising. In the early seven-ties Mr Burt was working on a salary in Denver, when he decided to go into the bill posting business for himself. His start conposting business for himself. His start consisted in the erection of six three-sheet boards which he constructed from the sides of boxes. But he built this plant up, until he sold it for \$2.00. In 1879 he went to Beloit and has ever since owned boards in that town. Mr. Burt owns a small farm just outside of the city limits of Beloit, where he raises chickens and hogs, and has his cattle and horses. Mr. Burt is much interested in his farm, but he writes that he is always ready with the paste brush to give good service or to pay.

A Little More System.

James J. Ward, of Newport News, Va., tells us of an idea which be intends to carry out in connection with his office, a pian which would be of immense value to distributors in general, were they all to faithfully carry lle proposes to keep a register in his to which every advertising agent is to sign his name and address and for what firm he travels. At the end of each month the list will be copied and forwarded, together with notes concerning the service expected, prices demanded, etc., to "The itiliboard," to be published for the benefit of his brother dis-In this way the readers of tributors. Hillboard could keep in touch with each other and with the advertisers in a systematic The Letters to the Editor, of course, answer this purpose, but a little more system and regularity on the part of the hill posters and distributors would not be amiss

The Drris Distributing Agency sends to advertisers a private mailing card, which, if we are not mistaken is larger than the limit prescribed by law. However, it seems to be going through all right, in spite of that fact. They give the following list of names of their patrons Dr. Miles Med Co., Elkhart, Ind., C. 1, Hood & Co., Lowell, Mass., Dr. Chuse Co., Phiad-lphia, Pa., W. T., Hanson Chose Co., Phiadelphia, Ph., W. I., Hanson Co., Schenestady, N. Y., Dr. Kilmer & Co., Innghamton, N. Y., Dr. B. J. Kay, Saratoga Springs, N. Y., The G. C. Bittner Co., Toledo, O., G. G. Green, Woodhury, N. Y.; Hamtin's Wizard Oil Co., Chicago, III.; W. M. Williams, Indianapolis, Ind.; Van Camp Packing, Co., Indianapolis, Ind.; Newton Packing, Co., Indianapolis, Ind.; Fay Lewis M. Williams, Indianapolis, Ind.; Newton Steel Cut Milling Co., Newton, Ia.; Fay Lewis & Itro., Rockford, Ili.; Sterling Remedy Co., Indiana Mineral Springs, Ind.; Dr. W. S., Rurkhart, Cinclinatio, O.; The Dodds Med.

Not New, but Good.

if ail husiness men understood the advan-

take of bill hoard publicity, and would go after it in a manner that would insure it be-ing profitable, there would be little need of discussing points of color or display. It is astonishing what good can he accomplished by a combination of services. Take, for instance, the syndicate designs offered by a number of the poster makers, or can often he obtained by the retail men in buying from the johner. Also, the stock posters, display-ing a suit of clothes, or special article of fur-niture, or, in fact, a specialty in any line. Perhaps this will cover one sheet, or three heets, as the retailer may select them. can, with the assistance of the local sign painter, make a very attractive and decorative display by covering a large bill board with white paper, pasting on the special de-sign which he has purchased from a line of stock posters, and let the local man then put in some decorative lettering in such colors as may be deemed most attractive, and perhaps quote some special prices, which would unquestionably interest the passer-by and attract attention, hecause of its very ingenious-ness. A further advantage might be obtained by making a permanent bill board display for the entire season, calling attention to special goods on which the merchant was then making a run. The dry goods man, the clothier, the shoe man, the grocery man, the jeweler, the milliner, the druggist, no matter what the line, could make a permanent general de-sign, and each week, or at stated periods, rould change the special attractions by past ing on new stock pictures, which he could buy of the poster makers or buy from the manufacturer, and always have a very attractive, and certainly not a very expensive biii board display. He could further make this means valuable by having the sign painter get him up some attractive effects in

the way of prices on special goods. These hell could put in spaces he would arrange for at the beginning of the season, and could change them from week to week, as the condition of his stock or the season itself might dictate. it would be worth the expense to try an exboards. The merchant in a city of from five to twenty-live thousand would he able to feel the pulse of the people through such bill board displays. It would help make the highways more attractive, and would enable busi-Less men to get that sort of publicity which has come to be regarded as valuable business men. ide-awake Advertising World.

Advertising as an Art.

Written expressly for "THE BILLBOARD."

Advertising has become an art. Work of hands of an immature artisan, since it requires the skilled gift of a finished artist.

Compare the cartoons made a few years ago with the striking pirtures of our day, which present to the world in pleasing and forcible style the articles to be advertised.
It was at one time a reflection upon the taste
and excellence of the artist to put to practical usages the gift of his art, and, in consequence the cartoons presented were but poor specimens of drawing or color, executed by in-ferior talent. Now the artist not only gives his best efforts to merchandise cartoons, but he signs his name to the pictures thus used. This has raised the standard of work so that it has risen beyond mediorcrity, and has made possible for only artists to turn out work of this nature.

The advertiser demands an original conception of his idea, a perfect execution in technique, and a striking whole, that arrests the attention of the public, and explains its own meaning. "Know from the picture the article advertised," said a well known New York advertising manager. Liberal sums are paidfor satisfactory work of this nature, and much competition ensues, bringing into force the combined efforts of artists and lithographers

It has has become a lucrative branch to the artist, with satisfactory results to the adver-tiser. Advertising is a paying investment, and the more unique the means of bringing the advertised article into public prominence more sure the popularity of the article.

Public advertising in conveyances must be pleasing and original to be appreciated by the preasing and original to be appreciated by the masses. At one time high art was not con-sidered necessary, so the "idea" was prom-inent. Now the "idea" must retain its prom-inence, and also be expressed in refined skiilful mediums, only possible by the pro-fessional, who is fitted by proper training and natural gift. Originality is the greatest problem of to-day, and is the hardest to find.

The advertisers are looking for something

new. The public is ever on the alert to ap-preciate a novelty. Firms are recognized by their varied forms of advertisements, or their 'same old thing' appearing year after year n magazines, etc.

in magazines, etc.

A recent prize offered for an original advertisement resulted in an international competition. The offer of the prize was a wide spread advertisement, and the accepted work of art eagerly awalted by an interested public. The firm was well repaid for the generous sum offered as a prize, since it will reap its own reward.

It is said that an unadvertised article is a drag on the market—an imposibility to dispose of as a gift. With capital to start an original form of advertising, the outlay in time pays for itself, since it brings into demand the article advertising are being felt by the firms more surely in the profits afforded through its medium.

For this reason if nothing more the standard is sure to continue to improve and the demands for originality, the object sought by the advertiser, in addition to perfection of endowment in the artist employed.

E. A. N.

The American flag has its uses in peace as in war, to teach lessons of patriotism on every hand, it is a grand and inspiring thing to see on a battle anniversary, or an admiral's visit, the too dull city streets alive and visbrant with the colors we love so well; to see the commerce of he great metropolis bow to the spirit of the occasion, and voice its appreciation of protection afforded to its interests by sea as well as on land, in flags of all sizes. Display can not profane the flag, but exaits the one who makes a use of it, whether it be to brighten the darkest corner of a city alvey or is an advertisement. The flag is excellent brightening for earth's sombre places. The ray of sinishine failing upon the head of the murderer is unpolluted still. Nature's colors are displayed even in "waste places," so ceiled. Let us then appliand whoever in America, whatever his race or calling, displays the flag. Such use can be no desecration of the splendid colors whose folds are ample enough to shelter all.—From the January number of "The National Magazines."

THE BILLBOARD.

Published First of Every Month, at 127 East Eighth Street, Cincinnatt, O., U.S.A. Address all communications

For the editorial or business departments to THE BILLBOARD FUBLISHING CO.

Subscription, \$1.00 Per Year, In Advance.

ADVERTISING RATES: Advertisements will be published at the uni-form rate of ten cents per agate line; no discount for time or space. Copy for advertisements must reach us on or before the twenty-fifth of the mouth. Our terms are cash.

The Billboard is sold in London at Low's Exchange, 57 Charing Cross, and at American Advertising Newspaper Agency, Trajalgar Buildings, Northumberland Are, W. C. In Pavis, at Breatano's, 37 Avenue de l'Opera. The trade supplied by the American News Co., and its branches. Remittance should be made by post-office or express money order, or registered letter addressed and made pavable to The Billboard Pub Co.

The editor can not undertake to return unsolicited manuscript; correspondents should keep copy.

When it is necessary to wire us the instructions and copy for advertisements, great saving in the matter of telegraph tolls may be had by recourse to the Donaldson Cipher Code.

Entered as Second-Class Matter at Post Office at Cincinnati, Ohio.

FEBRUARY 1900.

The many friends and patrons of "The Billboard" will be glad to learn that the company which publishes the paper has been incorporated. The necessary articles and cerifficate have been forwarded to the Secretary of the State of Ohio, properly signed and sworn to, and have been returned in duplicate to this office, with the Secrerary's signature and the State seal therenpon.

All the stability enjoyed by stock companies in which the capital stock has been subscribed this company now has. The privileges and advanrages which belong only to full-fledged corporations are now oms. Whatever change may take place in the management of the company, as a result of the incorporation, will be duly annonneed. But our readers and subscribers may rest assured that the present policy of the paper will be uraintained in every particular,

The paper will continue to be published regularly in the best interest of Bill Posters and Distributors-consequently the Advertisers. The Fa'r men will not be neglected, nor will any department suffer in the least. In the past, the paper has at all times, acted impartially and without prejudice. Has played no favorites. Has protected those who deserved protection, and has, we are glad to say, time after time exposed frauds and impostors and brought to light the deep-laid, nefarious plans of schemers and unprincipled men.

"The Billboard" has always been. and ever will remain, in the straight and narrow path. It can not be bulldozed, neither can it be beaten. It is strong in its might and is conscious of its power. It has grown in strength and cuslmance through its incorporation, and will be able to wield a more powerful sword and carry a more effeetive shield, with which to fight the

enemies to the causes which it has espoused.

Throughout the commry, in every line of business, commercial or profes sional, the general tendency for the past year or more has been to join interests, for unitual protection and ben etir

In some cases the alliance has been necessary in order to protect the manufacturers against the uninst methods employed by the trusts controlling the raw material. In other instances the combination has been brought about by several firms in the same business. in order to put a stop to unirderous

Such has been the fact in the full posting business, Change after change has been announced in the make-up of the advertising plants of the big cities throughout the country. The four last changes have taken place in the cities of Chicago, St. Louis, New York and San Francisco, respectively, and in each instance matters for the bill posters have been greatly simplified.

Whether or not the combinations are for the general good of the display-advertising business, and the general advertisers, or whether they are merely of henefit to the proprietors of the plants included in the combine, is a question which it is not our purpose to answer in this short paragraph. However, there are two sides to the question, neither of which is withant its loyal supporters.

Apropos to the suldect of combinations will come the presentation of a few facts concerning the largest combinations of bill posters in existence. namely, the Associated Bill Posters of United States and Carada,

That the association has done much for bill posters and the entire bill posting system can not be disputed. No one actuainted with the history of the growth and progress of this medium will deny that fact.

But what is alse an unsurmountable truth-one which will be freely admitted by all excepting those interested and at fault is, that the government of the association has, in many respects, been absolutely bad, Orders have been promulgated and rules and regulations formed, the spirit of which the unijority of the members were not in sympathy or accord. How is it that one man, or set of men, can vent their personal emnity and malice and attenut to satisfy their greed and avarice, to the detriment of the basiness, absolutely contrary to the interests of the members? These things are possible, because the power is not in the lands of the members or of their representatives. Are the delegates to the United States Congress or the members of the House of Representatives appointed by the President or

any other one person? No. They are elected by the people; every man entitled to a vote has that prlyllege and every man's vote confus.

So it should be in the Bill Posters' Association. The law making body, the executive body, of the association should be elected by the members. I'util the time comes when the directors shall be elected by hillot, the best and the highest interests of the membership will be sperified for the forwarding of sellish and individual alms.

The desire of every street fair or county fair Secretary is to make his show a success by this we mean a financial success. No matter how well the exhibitors are satisfied; no matter how many patrons enthuse over the educational advantages offered; no matter how glowing the press accounts of the attractiveness and the success of the exhibition, the Secretary has a very bitter pill to swallow, if, on closing the books, a balance is not found upon the right side of the ledger.

How reducing about a surplus in tend of a deficit, is then the question. In answer, different plans and suggestions unight be given, each to suit tairs in different locations having differem surroundings, among the differcut classes of people, and with different amounts of money with which to meet expenses.

We do, however, know of one remedy which can be applied to all classes and conditions of expositions; and in giving it we believe we are giving advice which could be followed profitably by all. Each according to his size take as large a dose of advercising as possible. Do not be afraid to spend your money on good advertlsing, for it will come back with luterest,

Commence early, Get out your stands, your assorted posters, your cloth streamers, hangers, and fence stringers, your cards and dodgers, in time. Apprise every person in the district that there is to be a fair. Furnish the newspapers with reading no tices and advertisements. Then, last ly, make your show as attractive as possible, and live up to every promise you have made. Fairs conducted on these lines are the ones which take place as regularly as clock work, year after year, and never know the mean ing of the word fallure.

New Bill Posters' Association.

A new bill posters' association v last month. The movement has been fore-shadowed in "The Billboard" for the past three months. The name of the new organization is The American Illii Posters' AUL R Cark, propiletor Interstate Bill Posting Company, of Kansas City, Mo., is the Secretary of the new asso-

He is a thoroughly capable business man, of good financial standing. Bestdes prosperous bill posting plants in Kansas City and surrounding towns, he is interested in numerous

ganization is a new one, and a peculiar one. the desires little or no publicity. His aims are intensely practical. He believes in acts, not talk. He brings before the bill poster a simple business proposition possessing immense advantages. All that a bill poster has to do is to accept the proposition and thenold his tongue

It is said that there were but seven plants represented at the first meeting, at which the organization was perfected, Jan. 4 and 5. Hardly three weeks later the membership had grown to thirty-two plants.

We have been favored with the prospectus

of the new association, but may not publish it, at feart not at this time. For obvious reasons we can not offer any comment, either,

We are permitted to state, though, that two organizers are on the road and every day they jointly add two or three names

the roll of members.

There is a financial feature to the scheme and an element of the secret society. The fact that a bill poster belongs to another bill postassociation does not prevent him from, nor interfere with, his becoming a member of the American Hill Posters' Alliance.

The latter is a close, mutually protective. benevolent secret society, consisting of no one but bill posters. Solicitors are barred from membership. In plain words, it is an asclation of bill posters, run by bill posters exclusively for bill posters.

The small-town bill poster gets a run for als meney in the new organization. He gets real help and this help is worth more than pays for it in the shape of initiatior fees

The attitude of the new association is not hostile lowards solicitors, neither is it friend It simply does not know or recognize The matter of commissions is to the individual members. pay them or not, just as they choose

The association bids fair to accomplish much good.

Rivals No More.

The consolidation of the rival firms of Owens & Varney and Siebe & Green, of San Francisco to form The Palifornia Illii Posting Company, put an end to the most intense and bitter bill posters' war in progress throughout the entire country.

The light practically began four years ago when Siebe & Green entered the field in op-position to the Ualifornia Ad. S.gn Company, which was finally succeeded by Owens & Var-ney, and the war, up to the time of the consolidation, increased rather than diminished became so llette that choice lots were to be secured only at enormous prices. The ab-surdly high rentals asked by real estate men and property owners for the positions desired rendered it Impossible to conduct either one of the Ilrms so that the Income wou'd amount to more than the expenditure. It is said that the losses of the two firms during the inst two years aggregated \$272,000. Hut now things are different. is are different. Fancy prices for iots be paid no more. The property owners will have to take what they can get for the use of their ground or get nothing at all. Few will be those who refuse to lease the boards on their property if reasonable prices

The new company has a capital of a quarter of a million, and among the plants included in the combine are San Francisco, Oakland. San itafael, San Jose, Alameda, Petajuma and Honoluin The California ilifi Posting Company is composed of the following members The California illifi Posting Com-Thomas Varney, L. D. Uwens, Fred, and George Siebe and J. C. Green, all five of whom are equally interested in the business

Just who will be the officers of the com-any has not been definitely decided, but it is understood that Mr. Green will be the advertising monager, and that the inside wnri will be in charge of Mr. George Stebe and Len Owens

new company has a monopoly, since there is no other plant in San Francisco, and it would not be possible for any one unless possessed of the riches of Procesus to enter into competition with them. Notwithstanding that fact, their prices for posting, painting and distributing will remain unchanged, and the advertisers will be given the best possithe advertis

Good advertising is telling the truth a what you have to seit. Tell it with all force your own faith in what you are sa will haptre. Deal in small words and will inspire. Deal in small some middle of na-sentences. Keep right in the middle of na-ture's well-trodden path all the time. This will keep you with the common people and them with you. Success must follow.—Typowith you, Success and Plate Maker.



duor of "The Billb aid:"

Pear Sn As the Governor of North Caroma "It's a long time between drinks," and n our case It's a long time between lett rs. busy as the proverblal bee all season and besides had nothing to write about that could threst your readers.

However, this is a fitting time, I believe, to make a resume of the year's business and wish you and my Brother Knights of the and Bucket a happy and prosperous car. I used to watch the circus bill Year. Wil posters at work, never thinking that I should numbered among promoters of publicity the civilized world has

However, here we are, and we are doing cut best, as the following list of paper posted and samples distributed will show. Posted-Singer Sewing Machine, 200 sheets; 100 sheets Got False Sown 200 sheets Hoyal Crown Soan heets Griffiths' Liniment, 100 eight-sheets Maron & Risch Plane, 100 ones and 5 twentyshorts Sterling Remedy Co., 250 sheets Hander Chgarettes, 20 four-sheets Hig Wheel Lenn onade, 100 sheets Gorona Tea, 100 sheets Robcitson Pure Paints, 100 sheets Mendelssonn Piano, 100 sheets Authors & Cox, 100 sheets Gendron Bicycles, 200 stands and 900 snipes Perry Davis & Co., 100 three-sheets Karn Plano 1,00 sheets Walter L. Main Shows In addition to this, we have posted to date about, soon sheets for local people.

We have distributed for Abbey Effervescent Co., S. C. Wells & Co., Perry Davis & Steiling Remedy Co., besides being kept

constantly on the go with local work.

Our advertising and distributing wagen, which we sent around to the local faits this fall, made quite a hit. From this we distrib uted medicine samples for several firms. have In the past season lucteas door want siderable extent, and have add good fulletin system with a first-class sign painter in charge. We have the only doubte deckers in this part of the country, and are using the upper part for bulletin boards.

allusion to bill posting on this coast by Mr. Ware, of Montreal, White I am always pleased to be noticed by members of the fraternity, at the same time I trust Brotner Ware will excuse me for correcting one or two scrious mistakes which he made in regard to ns. He stated that it does not cost as much to post paper here as it does in the United States. Now, I have been told by bill posters and commercial men that paper is posted at 2 cents per sheet for thirty days showing in nearly all the large cities in the States, while here on the Pacific Coast the regular price is 7 cents, and I am happy to say that only

he very few Instances has the price been cut. Lirother Ware gave the Impression that our him leas the monopoly of British Columbia. but this is not the case, and the honors are divided about equally between my company and our opposition, and I think it would be deficult to find a section where rival firms have such good feeling and work togeth r for unutual protection as in British Colombia

Naw, Mr. Editor, I think I only echoscutiments of every bill poster when I wish voil a prosperous New Year, and to my brother bill posters I wish to return my thanks for their kindness, and I shall be pleased to receive and will promptly answer letters from any of them. Very truly yours, A. F. MORRIS.

Manager Pacific Bilt Posting Co. Vancouver, B. C.

Editor of "The Billboard "

Itear Sir Although you have not heard e during the year, I would have you know that I appreciate your paper very much and receive much pleasure and benefit from joinning its pages and I wish it every suc-

The following is a list of work I have done In 1829, and you will notice that I have been basy; but trust to do more this year.

l distributed 100,000 books for L. E. Plukhant Med, Co., 53,000 Dr. Chase Co., 3 Chas F. Dare & Son tlocal), 16,100 W Hanson Co., 15,000 Perima Drug Co., 13,709 Foster Milburn Co., 8,500 Dr. C. I. Shoop, 4,100 C. I. Hood & Co., 4,500 Warner Safe Core FO. 1,996 Dr. Miles Med. Co., 1,000 Dr. W. S. lturkhart, 1,000 Sovereign Rem. Co., making a total of 259,700 books put out in the year.

In sign-tacking department we tacked up

1.0 signs for Japanese Pite Cure Co. 5,000 signs for Chas. F. bure & Son. Wishing you the best of success I am very truly yours. Vineland N. t. C. A. MENDI M

Editor of The Biilboard "

Dear Sir In looking over your ever-wel-ome paper in the last year, I find very f w letters from the larger cities. Perhaps the members of the 1, V of D have too much business on hand to Und time to write. I always read and enjoy all letters, for they keep me posted as to what the adverthers are de-

In the last three months I have distributed books for Lydia E. Pinkhan, M. d. Co 6000 asamples Dr. Burkhart, 50,000 books Pertuna Drug Co. also, delivered 90 window cards for this firm, eq.000 almanaes for W. 11 Comstock, 10,000 samples Kondon Mig.
Co., and have another shipment of 50,000 books for the Peruna Med. Co.
The work for Dr. Miles. Dr. Chase and Hodds Med. Co. was very well done this fail.

Foster-Mi, burn Co. had very well done this fail.
Foster-Mi, burn Co. had very poor service.
Dr. Shoop received a poor service, but I am satisfied if he is. You can not expect perfection at \$1.25 per thousand. C. I. Hoed & Co. have employed the same distributor here for years a man who nees o'd methods and for years a man who nees on memous and will not learn new ones. He claims to have started ad the other distributing in Milwau-kee since the year I. Druggists tell me they have very little deniand for Hoods remedies, but the people keep on sending the pa per and put out more advertising in a yea: in our city than any other two firms

Long live the 1. A. of D. It is the reating, 1 am thred of hearing the boys advertise the new combination, I. It. A , and calling per names to the Honorable Mr. Runey, of Wankegin, leace to his ashes Ring, f, toys there is nothing in it. No mortal can get away with a distributor or hill poter when it comes to reasting. Wishing you a happy and prosperous year, I remain, yours re-

Milwankee, Wis.

Editor of The Bolb and"

Dear Sit Business still at the top notch Working from early morning until late at hight. My four men who look after the dis-tributing here and over my circuit at Lock Haven Jersey Shore, Milton, Danville Lewisburg are kept on the hust'e by the best tirms of the country and also by local firms in the different towns of my route,

Not a week passes but what the entire cir-cult is covered by some firm. In the month which has just passed we have distributed work for the 1tr. Green Co. of Boston, 12,000 Posted 2 one on -sheets and distrib books. uted ho own papers for the Merchants tion of this city, for which I do all work Posted and distributed matter for Abe Hart. irvin, the show man, the Y. M A. the Museatine Out Meal Co. Pested large amount of paper for the Continental Tobac o Co., Sen-Sen Co., Pettijchn and Ohio

Covered entire circuit for Amg r Chemical t'o, of Boston, Mass. Put out 6,000 books for t'oe-Reborant Co., New York. Also put a book m every house for Vival Co., and hung soo calendars for the Koch Brewing Co., of this city. We are row at work on a fine took for Dr. Shoop, posting for Quaker Dats and several others. Very truly yours

GEO. II. BUBB. Williamsport Pa.

Editor of The Bil.board

Dear Sir In the year 1859 we distributed 200,000 pieces and the prospect for the presett year was never brighter. We now have Wizard Oil, Royal Med, Institute, Coleago, 13. Hansons Ready Recovery Co., of Chiago, Harvard Med Institute, Chleago Ill., Mitterman Devention Co. Ch. eag.). Washing ton Med. Institute Chleago Ill., ready for this mouth, and which will be distributed just as fast as roads permit. new wagons built, and our old ones repared. so that when the spring work comes we will be prepared to meet it. Very truly yours, so that when you be prepared to meet at Very true; you be prepared to meet at Very true; you be propared to meet at Very true; you

Editor of The Int board

Dear Sir I have been greatly favored dur-ing the year that has first passed in receiv-ing orders. I have fulled Montreal and viseveral times during the year for the following dring Kerry Watson Co., who manufacturing druggists of Mortical. Murphy 1'o (local). Dr Morine t'o , Quebec, P. Q. Hirr's Root Reer, Philade'p'ua. Pa. Also, Bodds Medlelne t'o . Toronto, Ont., besides several smaller tirms of this city

1 attribute my success to my advertisement 1 "The Hillboard," and I can only wish you great snecess during the year 1900, as well as in future years. I assure you that I shall

at all times do everything in my power to aid "The Billboard" I appreciate the paper very touch and look for its arrival from mouth to mouth and feel lost if I do not reorive it on the 1st. Again wishing you the best of success, 1 am, yours truly. Montreal, Can, C. J. THOMAS.

Editor of "The lill.b and "

Dear Sir My business has steadily increas ed in the past year, and if it continues dur-lig the present year I shall in the ranks with the big boys. I have three contracts on hand at present and have four on the road, all of which will be put out as their turn comes My motto is. Do all that you premise and what you do, do eight. I am constantly add-ing new advertisers to my list, besides retain-Respectfully yours, La, EH, SEAMAN,

ing old ones. Re Shreveport, La.

Editor of "The Billboard"

As it has been some time since I have read a report from this section of the State, I submit mine herewith. Posted paper for Ruble-Kreyer Theater Co., Haytes' Comedy Co., Mahar's Minstrels, Faust Co., Uncle Josh Spruceby Co., Pillsbury Milling Co., Prickly Ash Ritters Co., Dr. Pepper's Cigars, Muscathe Dat Meal Co., A. K. Hawks.

booklets Dr. Shoop, 1,700 samples for Dr. Burkhart. Wishing you and my brother I posters and distributors a prosperous year, I am yours truly

HIRAM U. THOMAS

Brownwood Texas.

Editor of "The Billboard."

Dear Sir- At present I am distributing b oks fer Seabury & Johnson, of New York. Am expecting 85,000 books for distribution from the Lydia E. Pinkham Med. Co., Lynn, Mass. This will be the second distribution in four months for this firm. I completed distribution in four months for this firm. I completed distribution for Chattanooga Med, Co. and have closed contracts with several firms for spring work.

Very truly yours, id. JOHN II, JONES. Baltimore, Md.

Editor of "The Billboard."

Dear Sir I have not written you for some time, but I have been fil. I am improving new, although I am compelled to use crutches. It has been rather hard work to watch my men, as I could scarcely walk. I am getting my share of the work; have put out the folwing: Best n Med. Institute, Chicago, Ill. L. E. Pinkham Med. Co., Lynn, Mass. 17,900, Perun Drug Co., Columbus, O., 12,000; Van Camp Co., Indianapolis, Ind., 6,000, and have just received tills of lading from Peruna lung Co, for another 12,000. I have several new contracts for this season and exbest more, as I am going to unform my men

Whenever I get discouraged I take "The Whenever I get discouraged I take "The Billbeard" and study the reports of distributors and I am soon all right. I could not space my "Billboard" for twice its cost Wishing "The Billboard" and the members of the I. A. of D. the best of success, I am, yours for business. ARTHUR LEONARD Dubuque, la.

Editor of "The Billboard:"

Dear Sir At different times I have noticed comp'aints from small bill posters who claim are not getting as much work as they d. It is may opinion that this is caused by the Tohacco and other firms sending out agents to tack up mus(In banners and signs which hurts the bill poster and firms as well. There agents get the work which should be iven to the hill posters.

These signs should not be permitted in any

town unless the firm placing them can give a good reason for doing so. I should like to hear from bill posters regarding this mat-TREU STUART.

Kalkaska, Mich.

Editor of "The Billboard"

Dear Sir Once more we will try to chron-cle some of the doings in the "Gateway of the West," While in South Omaha In Decomber we noticed that Morse's almanaes were being distributed by little boys, who had evidently had experience in "throwing papers." as the almanaes were twisted up li tight roll and thrown on the potches. In ase where we examined the rolled almanacs did we tind a perfect one. It was a clear waste of advertising matter. The distribu-tion bore the imprint of a local druggist. When will firms realize that cheap work Is always the dearest?

Dodds almatines was another disgraceful exhibition of a waste of advertising matter-two to a house, handed out to children on the streets, fifteen to a vacant house, eighteen streets, fifteen to a vacant house, eighteen thrown upon the lawn of Trinity Cathedral.

Not the slightest inspection of the work, T Dodd Medicine Co. of Buffalo, N. Y., will we'll to pay a fair price and have their wo.

honestly done in the future.

We are not believers in cheap work in in poor work, and it would give us me pleasure to praise than to censure, but wh firms continue to oppress and demand perfe work and give out the work to Irresponsit men, who only care to get rid of their lo of booklets, we have no sympathy for su

Shoop, of Racine, Wis., has not yet s a man to accept his magnificent offer of teen cents per hundred and absolute perfe tion in his distribution. C. I, blood & t had another lot of advertising matter left take care of itself in a South Omaha store be a month, until the fact was reported to t firm, when the man told the druggist that had been slek for three weeks, while fact is, he was seen distributing in On

fact is, he was seen distributing in Omaduring the time he claims he was confined at the house by Elness.

The leading firms who have distributed omaha so far this season are the Lydia. Pirkham Med Co., Peruna Drug co. and Juac, uss & Co., and judging from the report the wholesae and retail druggists, the difficultions must have been good. Our agen has been offered a weekly distribution on six months' contract by a local druggist. The Chattanooga Med. Co. did not mather annual distribution of Birthay alme are this year; their bravy loss last year made them dread another experience with the same distributor. The J. B. Kay Co. hatheir own distributor, and he claims to ha form of the contract of the property of the contract of the property of the contract of

visited Dimaha or South Dimaha on hls fi distribution, although the books have be in his hands over two months.

We have been told that we are too sevi in our criticisms on distributing, but i fact is, we do not censure the distribution much as we do the tirm making the dist bution. Having carried a bag for over els years outselves, we know what such we is worth and how it should be done. A fi-that will beat down the price until an he est distributor can not hand out enou-books or samples to pay his men their way does not deserve sympathy from us or the eal druggists. A fair price for honest wo-gentiemen, will be to your credit and inte-ests.

intlemen, will be to your fame, and Iloa Kilmer, of Swamp Root fame, and Iloa (Lowell, are writing the druggists, requering them to inspect the distributing of the latter and report to those firms. Swar loot books were so well discribited that veew druggists ontside of the business central the city were aware of the distribution of the city were aware of the distribution. f the city we cuts, etc.. Omaha, Neb.

Editor of "The Billboard:"
Dear Sir-I have just sent a money ord
to the Secretary of the I. A. of D. for i
dues from January 1, 1900, to January 1

I have been a member of this association about one year and can say that i money I have paid to the association it been one of the test investments I have remade. With best where to "The III board" and all the members of our association, I remain, yours traternally.

CHARLES A CHAPMAN St. Johnsbury, Vt.

CHARLES A CHAPMAN

St. Johnstory, Vt.

Editor of "The Billboard:"

Dear Sir-1 rotice in your last mont's paper a letter from Newark by E. O. Be roughs, stating that the C. I. Ilood Co. In received a poor distribution here by a c., ple. Now, this is an outrage, as Mr. Nic, ols, the party referred to as a cripple, a very conscientious gentleman, and a ditributor of sterling worth. I know frepersonal observation that he places his diributor of sterling worth. I know frepersonal observation that he places his diribution guatter inside the houses whenever it is possible.

Borroughs came to Mr. Niebo's after (Niehols) had secured the work and want to assist in the distributing, and upon fosal, Burroughs attempts to play even giving him the worst of it in his letter. It have no donth but what the C. I. Hood C. are well satisfied with Mr. Niebo's work. I make this assertion in justice to A. Niehols. I am in the hill posting busins here and have a good oppurtunity to just away 1 min, may be made to mach fo your valuable space, am, yours respectfully.

Newark, O.

Editor of "The Billboard."

Hear Sir-Enclosed find money order renew my subscription for 1900. I like "T. Billboard" too well to be without it. I has had a very busy season in the year that Pinst passed. Am constantly adding to names of new firms to my list.

I suppose the secret of my ruce se is 1) I oversee all work and follow on instaltions to the letter. I have a yearly contribution to the letter. I have a yearly contribution to the letter. I have a yearly contribution to the letter. I have a pearly contribution to the letter. I have pearly contributed and and am expecting shipments at a day.

The I A of D, and Peisters Registry at the only associations that I want. Wishin the order in the plant of the order than and an expecting shipments at a day.

day,

The I. A. of D. and Feesters Registry a
the only associations that I want. Wishi
"The Billboard" and the members of the
A. of D. a prosperous year. I so

Saginaw, Mich. Editor of "The Billbeads"

Dear Sir-llave not done much posting distributing as yet. I now note to beards the following paper: 30 elebter sheets Senator General Five-Cent Cigar.

(On-heets and 5 seven-sheets Katy Fly Am expecting paper daily from the Star 1 bacco Co. I think "The Billboard" a grepaper. Yours respectfully.

South McAlester, ind, Ter,



Outdoor Publicity.

By JAS. A. CURRAN.

The man who conducts a business on the recey that it does not pay, and who can not ford to advertise in some recognized legit-rate method, sets up his judgment in oppotion to that of the best business sense of ie world.

In reference to outdoor advertising, a few the principal features are, that the mer-ant can make his advertising individual. nat is to say, he can get out posters that no her in his line can use, he can dictate in hat part of his town or city he wants posters nt, and he can thereby appeal to certain asses of consumers. Take, for instance, the erience of conducting a small business on few thousand dollars' capital. He can order few posters put up, in and around his place business, then he can follow this up with few thousand circulars and give them a nt-door, house-to-house distribution, and one-cool, house-to-more than you so doing can reach all the people in his eighborhood. He will not have to spend seless dollars to reach distant country or her parts, where it would be impossible to aw custom to his establishment. ne other hand, the large manufacturer, who as thousands of dollars to spend, can pursue is thousands of dollars to spend, can pursue be same course, only on a larger basis. He in place before the public the articles that a manufactures, advertising the price they If for, and the merchants that sell them.

Take, for instance, the well-known article, Uneeda" hiscuit, which has been so largely vertised, and think of the enormous trade

ained by posting and outdoor advertising. I argue that, for the money it costs, we can ich more actual readers every day by the oster, wall, or hulletin signs, than by any ther known method. Outdoor advertising aches all classes. The merchant who gets t a few hundred posters, and has them ading into the town where he is doing usiness, will reach at the lowest estimate city, all of whom will be bound to see and tice the posters, if they are properly put up. There is only one fault with the poster, and nat is, too many merchants or manufac-neers put too much reading matter on it, and same argument applies to other adver-ing matter. The main point to convey to sing matter. The main point to convey to be consumer is that you have the best goods the lowest prices.

Some merchants or manufacturers who atmpt to do outdoor advertising do not follow up carefully or properly. They make a outract for thirty or sixty days, thinking hat will do for a whole year, but there is othing forgotten so easily as an advertised rticle or name. Many merchants who ad-ertise are throwing their money away or onating it to the advertising man by bllowing up the advertising properly. they would make a contract the same as they do with the newspapers, that is, so much pace every month, they would find that in short time their returns would be ten-fold reater, and at less expense.

The system of outdoor advertising is now

complete that a merchant or manufacturer an give his posters to a well-regulated bill osting establishment and have a complete osting establishment and have a complete emized list of each and every location handd in to him, so that he can check them up he same as he would a hill of goods received into his establishment. There is also nother improvement. When a merchant is divertishing goods at a certain price and he ants to after the price that is on the boards, a crew do so every twenty-four hours on every can do so every twenty-four hours on ev-

ry poster that he has up in the city.

Outdoor advertising is still in its infancy, ut it keeps abreast with the times. It is conctimes difficult to convince an old newsaper advertiser who has a system of his own to try oudoor displays, but once fairly rought into line a good trial of this method a usually convincing, and he keeps it up.

I argue that the greatest advances in advertising of late years have been made with posters and bulletin hoards, as there is no other method where the time colors of artieles can be given except by the poster, bul

letin, or wall sign.

To illustrate the force of outdoor advertising more fully, take any city or town where none of the inhabitants knew of the show that is to appear in the place next week. The bill boards are polited, and inside of three knows what the coming attraction is to be at the opera house or other place of amuse ment. Profitable Advertising.

New Dramatic Paper.

The Western Stage, published by the Western Stage Publishing Co., Chicago, is a new comer in the theatrical field. It is a weekly and the first number of the first volume which has reached our desk, is filled with newsy news and interesting reading. per fills a long-felt want in the Middle West.

Duty Removed.

Printers and advertisers in general have heretofore been greatly vexed because of a revenue law which placed a heavy duty upon all advertising matter which entered the island of Cuba. This order has now been re-scinded, and any and all kinds of advertising matter, providing it is not for sale or barter. matter, providing it is not for sale or barrer, now passes in without duty. That this means much to all general advertisers is self-evident. They can now send dodgers, signs, etc., to Cuba the same as they would send them to Texas or any other of our States. And advertisers will undoubtedly avail themselves ege. A new field is opened to practically untouched by adof the privilege. vertisers of American products and manu factures. Because of the recent strife and turmoil which existed in the Island, things are as yet unsettled, and the people are poor. Therefore, articles which are not consid-among the necessities of life would be l

among the necessities of life would be hard to advertise successfully, but the more staple articles will find the Island, and particularly Havana, an excellent field.

At present there are few hill posting plants, as we know them, in Cuba, but with the West Indies Advertising and Bill Posting Co. at Havana as an example and with the American paper starting to go in, we can expect to scon see regulation plants throughout the island.

NOTES.

Porto Rico and the Philippines are now both included in the domestic postal ratessince they are both a part of the United States—Cuba, alhough now reached by domestic postage rates, should be considered as a separate member of the United States since Unite Sam is only exercising a guardianship over the island. Hawaii is now the only one of our possessions which is not included in these rates. And they are out only because of a clause in the annexation treaty, which provides that the Hawailan laws should remain valid until Congress decreed otherwise.

"A Brave Coward" is the title of a thrilling story of campaigning in the Phillippines, published by the advertising department of the Chicago & Northwestern Railway. It is a most pleasing little story, bringing in romance as well as adventure. The book is illustrated with half-tone cuts. Altogether, the work is a very creditable one. But the most remarkable feature of the book is the exceedingly small amount of advertising for the road which appears.

We are in receipt of a novel circular from the Smith-Premier Typewriter Company, which is cut in the shape of one of their machines. Their catch phrase, "Improvement the Order of the Age," is given, followed by an account of the latest Improvements on their typewriters.

Cocktail Olives, Royal Headache Tablets, Clarke Carriage Heater, and Dent's Tooth-ache Gum are among the products for which vigorous advertising campaigns are being planned.

Proportion must exist between the size of the ad, and the size of the business. A large business with a small ad, seems as ridiculous to the public as a small business with a big ad.

Some business men think that to advertise on the boards properly they must do like the circus companies do—use big hills. This is test necessary for an advertiser who is constantly bringing his goods before the people. All he needs is a reminder. Of course the more forceble the reminder the better, but a small showing will do the work.

The stout little boy who swings bottles of dokann Hoff's Malt Extract is still in evidence on the boards.

Scaurene, the rival of Sapolio, uses posters and street cars in seeking publicity.

Hungerferd & Darrell Advertising Agency, of Washington and Baltimore, send to advertis is a misque little booklet cistified "In Quest of Gold". It tells that good advertising means success and that they know how

The supplementary catalogue of room molding made by the A. F. Kern Company of Chacago has reached us. The cover is attractive and the inside is tilled with cuts of moldings and prices. This house earries an immense line of frames, moidings, etc.

Eight-sheet posters are used to push the famous Wt. Vernon Rye.

Advertisements which have been most se-rely condemned by the experts often bring the best returns

Auer Jemima and Uncle Jerry are still on the boards. If it were not for the fast that hey are different in color, we might think that some relation existed between them

Bulletins are coming into great favor with the big general advertisers. Although they are more expensive than posters, by their use the business of checking up, etc., is greatly simplified.

simplified.

Blue Label Soup and Campbell's condensed soups both put out good advertising. It is a case of have to, for they are rivals.

Among all the calendars and note-books that have reached our desk, the memory pad, "Make a Note of It," sent by the Gunning System, was by far the most complete. Like ail of Gunning's souvenirs and business-bringers, it is worth having. The policy foliowed by Mr. Gunning in pushing his own business, as well as the business of others, has always been a liberal one. How well it has succeeded we all know.

All the talking in the world will not convince a hard-headed business man that poster advertising pays. He must try it to be fully convinced. When he has once tried that medium all the talking in the world can not make him believe that it is not profitable.

Allsopp's Ale uses eight-shorts to reach the

people.

The Stockton (Cal.) Mail has done some good work on the booklet sent out to advertise the countries of San Joaquin and Tuelumer. The paper is good, the printing is clear, the half-tones are pretty, and the matter interesting and full of information concerning that section of the country.

Dr. J. B. Lynas & Son, of Logansport, Ind., are sonding out quatter-sheet supper, advertibing flavoring extracts, toilet soaps, olument and perfumes.

The Architect and Builder's Magazine, pub-lished in Baltimore, uses each month the back page of their paper to advertise their own space.

The Buffalo Commercial says' "The late Evansclist Moddy was a firm believer in advertising. He used to say: 'I don't believe any man needs preach to empty pews if he will only use a little common sense-advertise. Put a notice in the papers, stick out a sign; put out a bil of fare, no church can succeed with only undertakers' signs on it. Hon't be afraid, shock somebody. No matter, we've get to be shocked. Somebody No matter, we've get to be shocked. Somebody says it isn't disnified. My friends, let dignify go to the winds. That isn't one of be fruits of the Spirit. I notice these reporters don't step for dignify. When they want anything out of me, they don't hesitate to follow meright into my bedroom. Ese the same enterprise in running your needings that the papers do in their business.'

apers do in their business."

Fise rot all kinds of advertising, but only lose which pay you.

Dr. F. S. Persons, 12 Court square, Montenery, Ala, will shortly advertise "Persons' Purgative" with posters. At the legining he will use an eight-sheet and a one-neet. He proposes to deal direct with bill osters, and insites correspondence.

The Beach-Kingsley Co., Itlughamton, N. Y., preprietors of the Red Reet Rem dies, argeing into posters heavily during the coming spring. They want to hear from bill posters, with a view of completing their lists now Address Frank II. Beach, secretary.

Haydock & Co., Hox 731, New York bear from bill posters. They are n

one-sheet.

The following is an extract from a paper read by Edward Branch Lymni, upon the old time advertising methods found in the Connectiont Valley newspapers in the early times of the present century.

The advertising columns were not without their humor. Here are some quotations: Trilling, ticking, crash, fluncis, lots of syrup, sugar, and molasses coming up by extra freight this attention. It sweetens up "Hypocracy" so much to have us deal in sugar and lasses that we have decided to enlarge into the domestics.

into the domestics."

"Tiffany's Ferry, Northfield. I have this day put my large loot into the Big Connection. I am stationed at Tiffany's Ferry, at the lower end of Northfield street. The road as it is now traveled is 91 rods nearer my way than it is to turn at Billing's guideboard I can cross the river as quick as the horse-boat, and assure my customers that they won't be "lorsed" 91 rods out of their way, as they have the year passed.

"Church goers' William Brown's Incy-haustible, Double Perfumed Pungent and

Smelling Bottle, extensively used to prevent

A Hamberger & Sons, Los Angeles, Cul., have ordered bl.000 twenty-sheet posters for general distribution. Their contract calls for delivery by April 1. They will dead direct, and bill posters should address the advertising manager, G. E. Fanihead, 127 N. Spring street, Los Angeles, Cal.

As means of an advertisement, the Wash-ington Evening Star sends out a fac simile of a statement showing the figures for the circulation of each day during the year Ison. She sheet is signed by the treasurer and sworn to before a notary public. It is a con-vincing means of telling the circulation.

The Actua is the name of a little paper got-ten out by the Actua Life Insurance Com-pany. It is a house organ, and makes no ar-tempt to discusse it, but pays its postage like

a man.

We have revelved another offer from Peter bougan to exchange advertising in the Newspaper Directory for advertisement of Ripans' Tabules. Peter has lots of perseverance that's true, and you can't get around it.

The Carlstedt Medicine Company, of Evans-ville, Ital., has ordered another eight-sheet and another one-sheet to advertise Yucatan. This makes three eight-sheets and three one-sheets that this enterprising concern is using. They assert that the use of posters increases their sales over 65 per cent in all territory that they have covered to date.

An Eastern man is trying in the South to work up a scheme to exhibit the products from the various States by means of an exhibition train. His plan is to have the curs tited cut at the expense either of private garties or by the State Government, and turned over to him. He will take them through the country and exhibit them, charging an admission of \$0\$. This scheme he will work in conjunction with a critic fair based on a similar plan.

conjunction with a critile fair based on a similar plan.

We learn from an exchange that the merchants of Bisoniligion, Ind., have been beautifully worked by a man who gave his name as Hill. He represented himself to be the advance agent of a repertoire company with new methods of getting patronage. He secured a date for one week with the managers of the Collseum. He visits the merchants with an advertising scheme. One of the features of the show each night would be views by a picture machine and stereoptions. Between the pictures he would show cards advertising business houses. He asked \$1.50 from each merchant who took up with the idea, and he gave in addition a treket good for one right. In this way he collected a geod-sized sum of more. The bubble burst before time by the arrival of the news that the company he preceded to represent had to such person on the road.

E. E. Diec's "Little Red Riding Hoof.

E. E. Ros's "Little Red Riding Head-company has been advertised this season by the gulis of the company wearing on the street a red hood and a cape. The girls cre-ated quite a sensation whirever they went and seemed to enjoy it. Thy protested, how-ever, when they reached New York, and de-clared they wend not wear their fireman costumes. The result is that likes is getting more advertising our of the difficulty than he would have received had the girls not gone on a strike.

would have reserved had the girls not gone on a strike.

The following little jingle has been going the rounds, credited to Exchange. It contains a world of common sense and good advice: "If you toot your little tooter and then lay aside your horn, there's not a soul in ren days will know that you were horn. The man who gathers pumpking is the man who plows all day, and the man who keeps humpong is the man who makes it pay. The man who advertises with a slort and sudden jerk, is the man who blames the printer because it didn't work. The gent who gets the business has a long and steady pull, and keeps the local paper for years and years quite full. He plans his advertisements in a thoughtful, honset way, and keeps forever at it until he makes it pay. He has full faith in all the future and can withstand a sudden shock, and like the Man of Scripture, has his business on a rock."

The Bronx Soap and Perfumery Company.

The Bronx Somp and Perfumery Company of New York City will probably be a heavy advertiser before many moons.

Wells & Ri hardson's newspaper advertor-g is now placed by Mr. Frank Stevens, of oston.

acton. Lease, of Cincinnati, is advertising his horolates by various mediums. He is using the beards to some extent.

As people turn and look twice at a man who is well dressed, so people turn and look twice at a good ad,

Petrijohn's Breakfist Food is being very extensively advertised upon the boards.

To post twelve-sheet posters probably costs ten times as much as to post a one-sheet pester, but the twelve-sheet will bring lifty times the amount of returns.

The Novelty Advertising Co pany is the name of a new company of Cosineton, O. It was the corporated at Bover, Bel., and has a capital stock of \$125,000.

Hummel & Vogt, big cigar makers of Louis-ville, Ky, are going on the boards. Russell & Morgan get the printing. \$am W. Hoke will send ont the paper. Hummel & Vogt declare that they were persuaded to try post-ers solely by reading "The Billboard," for which they subscribed some two years since

A most valuable little gift is being sent out by the passenger department of the P. P. as an advertisement. It is a book of about twenty pages, called "Indoor Sports," and gives the rules of many games and indoor

R. F. Morels & Son Manufacturing Co., of nelam N. C., have undered 20,000 one-Furlam, N. C., have undered 29,000 one-sheets and L500 eighl-sheets, advertising their justly-famed Key West Cheroots. Illi post-ers should address the secretary, Mr. S. F.

EXCHANGES.

suppose there is a fire at midnight poster arrives on the scene soon after nromen, and while they subdue the flames buttonholes the owner of the burning dang or the tenants. If the blaze is conand to the store-room on the ground floor, full poster talks with the proprietor and oally to some end. An hour after the lire out, he will be learding up the show winws, and by the time the city is awake the cards will be covered with gayly colored bills about thing anything from pills to a popular play Let a shopkeeper move. Before half its goods are gone the bill poster will have spotted him and laid his plans. The first taght the storeroom is vacant the bill poster will put in his appearance and unless a poin condition interferes he will decorate its front with a selection of invitations to buy a dozen kinds of patent mediches.

A wagon breaks down late in the evening and the weary driver, unbutching his horses, goes home intending to return in the morning prepared to put it to rights. The bill poster, ever on the watch, hastens to his shop and mixes up a new lot of paste, while his assistant lays out a choice assortment of small inlis. That night they make the broken-down wagon book like the flon cage of a one-ring officus, and the driver returning in the morning swears when he views the invitations to one of Blank's best bushess stilts for Some night a servant girl, tired cut with the day's washing, forgets to take in the family ash can before she is asleep the bill poster has sighted the can. Usually he has his paste and fulls ready for just such a chance, and it takes him next to no time to decorate the can, changing its appearance so much that the kitchen cat, coming home in the early hours, seeing it, concludes that she has fit sed for bearings and moves on down

There is an exil sion somewhere he town The box still poster hears of it and is off for the scene post has te Arriving there, he makes his way through the crowd and observes in which direction most eyes are pointed. If the persons in the crowd are look ing toward a dead wall he is delighted. He hunts up the main who owns it rents it or las access to it and makes a bargain with hon. Then he hurries up his men and before interest has been lost in the explosion he has choice selection of hills on the wall. Now York Evening Sun.

Poster advertising is making rapid progress

in these last days of the introdes oth century. Years ago, when the lossness was not as well understood as it is at present, very few advertisers outside of theaters utilized this branch of publicity

New that the bredness is established of business basis, the returns are valuable, and poster advertising pays.

Naturally, hewspapers will not admit this fact, but advertisers who have tried it know, and the very fact that a number of the largest advertisers use bill boards when not in temporars is an evidence that poster adver-Ustik pays. The Advisor

A suburban resident of Delaware County is as mad as a March hare, and a sign board did it all. He was driving home one dark whit last work, and when the way seemed so "g he became mrestain whether or not was on the right read. He stopped his team



L. S. DICKSON, Princeton, Ky., Billposter and Distributor.

at a cross road, clambered out of the wagon at a cross road, claimered out of the wagon, crawled up on a fence and struck a match to read the sixu board which he could dimly see outlined. At the peril of his neck he deciph-cred the sixu by the glare of the brimstone, and hearly toppied off the fence when he saw When in doubt go to for cod liver oll -Philadelphia Record.

The following history of the end of the Ches H. Vogeler Company, manufacturers of St. Jacob's Oil, is given by Printers' Ink

and credited to a contemporary.

Mr and Mrs. Devries have lifed a joint deed Mr and Mrs Devries have find a joint deed of trust conveying to Henry S. Dulaney, as trustee all the property of the Charles A. Vogeler Company. The trustee has filed a bond for \$300000. It is believed that the asbond for \$300,000. It is believed that the assets of the company are about \$150,000. A rough estimate places the Habilities between \$175,000 and \$200,000. Included in the deed of trust is the ante implied contract between Mr. and Mrs. Is view, building them to protect the company and to place their entire property in tinst for the benefit of its reditors should such a step become necessary. This agreement was executed March 28, 1887. Mr. Bullancy is directed to make an immediate sale

Trade publications give useful information and lists of new advertisers. It is estimated that over \$500,000,000 are spent annually in the luited States for advertising, and that appropriation will annually increase. The man who does not advertise does not as a rule stay in business long. Any successful hustness man will tell you that advertising is as legitimate an expense as rent, light, heat or labor, and that a certain sum brings better (turns invested thus than in any other way.—D. A. Meyer, Newspaperdom.

A number of proprietary concerns use space the various medical papers in connection ith the newspaper and other forms of ad-

on the other hand, a statement made by a physician not long since is valuable because it throws light on a matter heretofore either corcealed or not generally known.

This physician was asked what he thought of a certain baby food, and his reply was. "Oh, that concern advertises in newspapers now, and physicians will no longer prescribe it." When pressed for an explanation of this remarkable utterance, he could give none except to say that advertising in newspapers killed an advertiser in the opinion of physicians.

ans.

s long as the advertising was confined to lived journals the advertiser was all right, when he desired to reach the public and

tenantless hulldings at a small rental, the owners gladly halling the few dollars planenth as so much clear gain. Then he had been store with curtains and put in an attraction display of vehicles, with a liberal allowand properturity of catching the prospective endingers, which is store. As a result, he has a four-foopportunity of catching the prospective endumer's eye when the town is crowded as the very novelty of the scheme is of itself an excellent publicity-bringer. Ad Schee. Facts and Fallacies. critising. This is done to keep in touch with the phy-cians, and oftentimes is a profitable invest-Gleaned by ALLEN E. HARPAUGH, Mill Run, E. A man with an Idea. Taking his ene fro-the Kedaks language, "You press the butto-we'll do the rest," a West ru undertak-nailed up this sign, "You kick the bucke I'll do the rest." Pulled His Stakes, Recently this sign

peared in a Pennsylvania town: "B. F. Wet Broker. New York Stocks and Obican Grain." A wag suggested that it meant Pig Fish Weir intended to cassware "Suc A Cool Bath.-A few doors above this, by "Old Reliable Bruggist" displayed the will dow sign, "Soda Water, 5 cents; bee Create to cents," with this admonition; "Try one inside," "To be taken inwardly, of course hewelse?" queried an observer. The jewel-

pext door, to whom the remark was addres of, declared "people insist upon washing their feet with the articles." A Sure Winner A combined bather at dram shop had this unpunctuated language a sign over the door. "What do you thin I'll shave you for nothing and give you dilik." The meaning was, "What! do yo think I'll shave you for is thing, and gly you a drink?"

thigh of Pawnbroker Sign. Three golds balls were used by Lembard merchants when engrated to Lordon from Italy and set i first pawabroker estable brients the three golden pills" to be borne of the arms of the Lombard corporation fro the armorial bearings of the Medici famil. of which the Lembards were prominent me

A Sharp Trick. Ordered by an Driente ruler to build a mausoleum, the architect, subjet, decided to reb blin of fame, It shad of that of his royal master be secretil clistic his own name, then adjointy covering this with stuce, he carved the rame all praises of his sovereign. The fraud was su probes of his sovereign. The third and gra-cessful. His Majorty was delighted and gra-ified. After his death the storeo fell and re-cepts showed subject, whose vealed the name of the shrewd subject, who and skill was perpetuated inslead the master.

He Was Not in the Busin ss .- An illustrati on of the result of the lack of clear enune ation on the part of a speaker preaching th funeral sermon over the remains of a prom-inent citizen in the West: The orator in hi therorival flight of vision meant to conve th se ideas: "I can see his panting spirit sig among the chaste stars, " " " and methink I see his noble lineaments imprinted on ever rock, tive and fence in this county, wit whose history he was so clockly connected. Instead of these glowing words, the local paper the next week had it: "I can see hi spanking spirit's eye among the chase tars

* * * and methinks I see his noble liminant imprinted on every teck, free and fence the county



CARLETON SPRAGUE.

One of the Younger Officers of the Pan American Exposition.

public or private, of all the property owned by Mr and Mrs Devries. The estate includes the Vogeler Company's stock of medicine, and the trade marks, formulae, etc.

One reason given for the decline in the sales of St. barob's Oil is the public enhalt criment upon the nature of thenmatism, a disease in the treatment of which the limiter was largely used. It is new known that rhomatism originating in imperfect digestion noist be treated from the inside of the body, and that at best applications to the skin give only comporary reliaf. Men familiar with the proprietary medicine say the failure of the Worder Cempany is due to the lack of gived management to the diminition of advertising also the multiplication of heads of departments.

night and to the initiplication of heads of departments.

In result to the advertising done by the company it is said that in 1882 \$30,000 was expended and this outlay loss bein gradually decreased, until to day net over \$0,000 a year is paid out for advertising purposes. For the past six years to daily publications have been used the remedies of the company have only been given publicity in country weekles. Where the late Charles Vegeler was at the head of affairs he paid great attention to the advertising with the result that a fortune came rote the effects of the company each year. Many striking devices were employed to make knewn the marits of the products of the company. Among these were the painting of themse of \$1, Jacob belief et, on the hillside and rocks throughout the letted States a dupli-to-of the famous fields in wine Central Perk was made and flaced at the next reservice of the ward and fare and trusts to attract the attention of residents to attract the attention of residents that the next the attention of residents lead to the plan of term changing the advertising expenses con timed.

iter ase his business, the advertiser was all

iterease his business, the advertiser was all wrong.

The question now arises: In what relation does a physician stand to a medical paper and to an advertiser?

Why should the fact of an advertiser dropping out of medical journals and taking upsecular (2) mediums have any effect on the thysician, and why should be cease using it in his practice? It certainly does not affect the qualities of the article to advertise it in his wispapers.

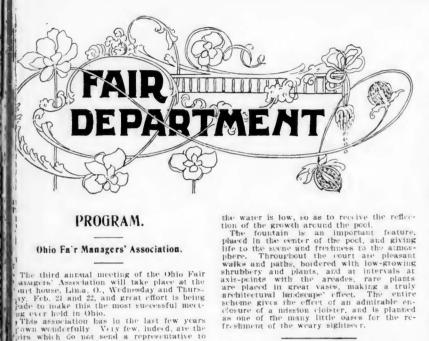
Physicians themselves are the greatest advertisers whenever they have an opportunity. Why do they object to others making a value article known? The Advisor.

seme cay that it was care that killed the cat. Others contend that it was curiosity. More likely it was carelessness. It is carelessness that ruins most merchants who go to smash. They have an idea that stock in the stere is worth first cost and held on to it to sell at outninal profits. The merchant who succeeds is the one who goes through his stock and gets rid of all the stuff that is likely to grew inscassnable, or gets rid of stock that is staple but hable to get shop-worn People will take it off your hands if you tell them the truth about it and that you would inther lose a little money now than more lat r on. Make your aftermath sales strong, bent entry over your seek if the is a pessible chance of selling it or giving it awa. To like a dreworks davir, who shoots off all his left-over fireworks on the 5th of July.

An entroprising carriage dealer in Central Ohio rents windows in clippy stores, using them to display his goods. His own windows are smell and he is able to show but a limited pertien of his bulky stock to advantage, with he tirds even this a highly profitable form of advertising and about a year ago he went about town and leased three windows in



BENJAMIN MILES, Huntington, Ind.



Sale of the Main Shows.

The auction sale of the Walter L. Maln circus and menagerie, which took place at Geneva. O., Jan. 24, 25 and 26, drew together one of the greatest concourses of showmen over seen in America. Twenty-two shows were represented. The bidding was lively and spirited and the property brought excellent values.

It was nearly all soid. A few unimportant items had to be passed, but the desirable stuff, such as parade wagons, cars, fontes and especially the animals, were soid out clean. The sales footed up \$48.312, and Mr. Main estimates that the property still on hand is worth about \$7,000.

Among the more eager bidders were Geo. Charters, of the Greater Exposition Circuit Co., Canton, O.; Col. Frank W. Gaskill, Canton Cannival Co., Canton, O., and Bosteck & Tarrati, of Baltimore, M., all street fair promoters. This would indicate that the street fair is going to be more popular than ever this year.

A most interesting and sclennific exhibition is the Drep Sea Diving Novelty presented by Capt. Louis Sorcho at parks and expositions. He appeared at the Greater American Exposition at Omaha and conducted the water shows given at the exposition lagoon and which were the means of attracting great crowds to the grounds. Capt. Sorcho will appear this season at all the leading parks, summer resorts and expositions throughout the country.

PROGRAM.

Ohio Fa'r Managers' Association.

The third annual meeting of the Ohio Fair anagers' Association will take place at the urt house, Lin.a, O., Wednesday and Thursty, Feb. 21 and 22, and great effort is being ade to make this the most successful meeting ever held in Ohio.

tever held in Ohio.
This association has in the last few years wen wenderfully. Very few, indeed, are there which do not send a representative to meetings, for the members have found to y clubbing their orders, supplies and vertising can be procured at a great saving, e plogram, which should he of great intest to any che who is in any way control with fairs, is as follows:

PROGRAM

PROGRAM. (Wednesday, 10° a. m., Court Room.) Welcome Address......D. J. Cahle, Lima Kesponse.......Aguew Welsh, Ada

Incussion—A. E. Scharler, Wapakoni Ichate—Should Coursty and District Fairs confine their exhibits to Coun-ty or District? Affirm—Wun, Pussier, Hume, Deny—C. W. Halfhill, Mercer.

Porty minutes' discussion of Fair matters gets tal.

Dies the Poultry Department receive the proper recognition?

Examiner, Van Wert

Weuld uniform rules and classification
be bereficial to Fairs?

L. B. Geed, Rimer.

Hon, L. G. Ely, Fayette,

J. M. Airsworth, Hicksville,

The abuses of the Pass System

Geo, W. Carey, Lebanon,

T. C. Mcher, Greenville,

"The Light Harness Horse"

J. H. Steirer, Secretary American Trotting Association, Chicago, Ill.

The Pan-American Exposition Building.

The court of the Mackinery and Transportation Building of the Pan American Exposition, which will be held at Buffalo, N. Y., on the Niagara frontler, during the summer look for the year 1991, prisents an interesting treatment of cloister work. The Machinery and Transportation Building itself forms Leillow square, with this court in its cener. It is 200 feet long and 100 feet wide, the last and west ends opening respectively to the great engrances from the Grant Canadd the Court of the Foundains, while the reat exhibiting rooms of the Mall side of the building and the two exhibition rooms and treat entrance court from the Court of the Foundains side of the building. He or either ide, Along each side of this court, and every large the comfortable bench s.

The pool itself is 175 feet long and 27 feet cide. It is placed in the center of the court. The bank is sodded and planted on all sides, orming a pleasing frame or border effect;

Cincinnati Poultry Show.

A Complete Success Both in Exhibits and Attendance.

The second annual show of the Cinchmat, Poultry Association closed last week. The show was held in the big Wehiman Building, opposite the Post Office—the same place where Cincinnatis dog show was held last year. The location is a splendid one for an exhibition, since almost every car line in the city either passes the door or goes past a corner not two hundred feet away.

The exhibition itself was a splendid one, and included many fine specimens of Asiatic, American, Hamburgs, Spanish, Polish, French, Dotkins and games: also many kinds of bantams and miscellaneous breeds. Turkeys of all kinds imaginable were there, as were also a marveous variety of pigsons, ducks and geese. For many, however, the most interesting part of the show were the many kinds of tabbits, cats, mice, etc.—all of which were seen in strong displays. The judges of the poultry were: P. H. Scudder, of Long Head, N. Y.; B. N. Pierce, of Indianapolis, and S. B. Lane, of Spiceland, Ind. Their work was exceedingly satisfactory, as was also the judging of Thomas W. Tuggle, of Lexingten, Ky., in the pigeon exhibit, and that of D. S. C. Ligett, of Hanchester, O. in the pet stock department,

The attendance throughout was steady and the total number who visited the fair was almost four times that of last year. Many entire classes from the public schools visited the fair was almost four times that of last year. Many entire classes from the public schools visited the fair was almost four times that of last year. Many entire classes from the public schools visited the fair was almost four times that of last year. Many entire classes from the public schools visited the fair was almost four times that of last year. Many entire classes from the public schools visited the fair was almost four times that of last year. Many entire classes from the public schools visited the fair was almost four times that of last year. Many entire classes from the public schools visited the fair was almost four times that of last year.

Souvenirs at New York Cycle Show.

(Special Correspondence.)

(Special Correspondence.)

Although the cycle fad among the 401 of the nestropolis is a thing of the past, it has been replaced by one in which all are equally interested—namely, the motor vehicle craze, or, as it is more familially called, the autociaze. Judging by the attention and great interest manifested in the automobile and cycle show which opened at Medison Square Garden Saturday night, Jan. 29, society has completely transferred its attentions. The show itself opened successfully. Every space was sold before the show opened its doors, and a more representative body of exhibitors was never before seen at any show.

One feature of the show which deserves special mention is the way in which the several exhibitors advertised their products. A mirk-od feature to the souvenir craze, which was so popular two or three years ago, was in evidence. Almost every concern of prominence distributed advertising novelties. Carnations, poeketbooks, card cases, stampbooks, pen krives, spoots, buttons, scarfpins, watch charms and, in fact, every conceivable thing that could be of service as an advertisement were given away.

A Big Exposition.

To be field in the Original Exposition City.

At a receix meeting of the Manufacturers' Club of Cineinnati, a resolution was introduced and voted upon favorably, that it be the sense of the club that the business interests of the clty would be promoted by holding a local exposition during the summer of 1900, and providing for the appointment of a commistee of seven members, who will agree to give their active services to the work of preillusinaty organization and to submit at an early meeting of the club a plan for general work and detailed arrangements for such an exposition. The resolution provided further for securing the co-operation of other commercial bodies and the chizens at large, and authorized the President to call a special meeting of the club to hear the report at any time. In bringing forward the discussion of the subject, President Wiborg made a brief statement calculated to impress upon the members the importance of the subject they were about to discuss, the suggested that the exposition be something in the way of an innovation, and insists flat every member should be heard before the vote be taken.

Mr. A floward Hinkle, Colonet James M A nold and Mr James Allison w.r. the sp ct 1 guests of the evening, and spoke at length. Mr. Hinkle announced that he bad hired a man to get the signatures of fifty firms who were in favor of bodding an exposition. In a short time the man bad turned in seventy-nine names of well-known firms. Mr. Hinkle printed out, that of hose who had declined to subscribe their names, not one gave a reason that contained an argument against the exposition, and with a single exception those expressing themselves adversely said that they would probably exhibit if the exposition was decided upon.

Mr James Alison, who has had much expressed the club. He said that he could give either a bright or a dark side of the question like was at a loss what to say with reference to an exposition this year. He said that there was no question as to the ability of Cineinati manufacturers to make a fine exhibit, but he believed a purely



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Money Needed.

Taledo May Lose the Ohio Centennial Exposition.

The project of eclebrating, in 1982, the on a drecth analysersary of the admission of ohis such the Union seems likely to be aban-ated by the city of Toledo. The directors the enterprise have for over a year been veng to raise \$500,000 by subscription, which mount is necessary before appropriations own the Government and State are availa-tio. Although they have worked Lard, the only bave been nothing like what they could have been or what was expected. The public do not seem to be in full accord with the movement, which probably a courts for only has only been able to collect about 160,000. If the present company can lot se-ure the required \$500,000, it has been procare the required someon, it has been plo-posed that a new company be formed to try and divorce the Tolesloites from enough of their com to make up the deficiency. However, it is very improbable that a new com-pany would meet with any better success than

However, later news tells us that Hon Charles P Grillin, of Lucas, and others of prominence in he Legislature who have Toedo's interests at heart with regard to the proposed Office tentential Exposition, have agreed upon a new plan to secure the much agreed upon a new plan to secure the much wanted more y upon which the fate of the project litings. Governors Enshinelt and Nasifor the exposition, hecause a larger sum would cause a defletency. A half million dollars not be defined to the exposition of hut Essensified the discontitutional. The plan to get the full million dellars is to enact a law authorizing the Centennial Commission to expend \$1,000,000,000,000 of which amount one-fourth is to be available from the Sinte Treasury next year nee-fourth the year fellowing, and the remaining half million is to be net with extending the first the form of the years succeeding 1902. The projection has been submitted to State Auditor Guilbert for an epision as to its legality, and he still has it under consideration.

New York State Fair Agitation.

The State Fair at Syracuse has for the past tow years not been as successful as it might have been. Particularly was this the case with the last fall fair. Many reasons have with the last fall fair. Many reasons have But next prominent among the criticisms upon the policy of the present management have been those upon the action in refusing to allow horse racing at the fair last fall, their idea being to dispense with the races and substitute a horse show every year, insecond. This plan has encountered severe op-position, and a movement headed by a for mer Secretary of the New York State Racing Association and the President of the State As-SMERCION Of County Pairs is on feet to de

is intent of County Pairs is on fort to de-pass the present management and Board of birectors, and to gain control of the fair. The management deferids its course by stat-eg that gamiding had become too prevalent and that the races were many times "fixed" to the detriment of the fair. No matter which faction is right, the fact ramains that fairs have been financial fail-aires and that the taypayrs furnish each year \$20,000 with which to pay premiums. It would seem that when this is the case there is an arrest used for referm, either in policy or management, or both.

Petition for a National Park.

II tollowing is the substitute of a memo-Congress from the Appalachtan Nati na Park Association

For the Senate and the House of Representa-tives of the United States of America The petition of the Appalachian National k Association respectfully shows

That your petitlessy is an organization upsed of crizens from many States in . Inten, and was formed for the purpose bringing to the attention of the Congress the United States the derivability of es-dishing a National Park at a me place in Southern Appalachtan region.

The headings of the facts given why such sitk should be established are

The rare natural beauty of the South Ap-dichian region, the superb ferests of the conhian region, the supsib ferests of the othern Appalachian system, the necessity preserving the hondwaters of many rivers to a in these mountains, the healthfulness the region, the chuncle is fine the whole of the region, the characteristics are enritled to a National Park, the task would pay as a ferrest reserve, the title to the land can be easily acquired and then come some suggestions as to the location of the park.

held from the face value of the position, the memorial is a very good sample of jet-itlerial advertising.

Oklahoma Fair Men Meet.

(Special Correspondence,)

In answer to a call made by the Seer tary f the Garfield County Fair Association, the representatives of the several fair association of Oklahoma Territory not at Oklahoma City on Jan. Vand perfected plans and arrange in its for the forming of an organization to be known as the Oklah ma Raeing and Fair Crimit. Its members are as follows. The Garfield County Fair Association, at Enid. Charled County Fair Association, at End. the Knedisher County Fair Association, at Heraessey, the El Reno Fair Association, at

Hermessey, the El Reno Fair Association, at El Reno, Kramer's briving and Base Ball Park, at Otklohoma Utty, the Oklahoma State Fair Association at Guthrie; the Noble County Fair and Trothaz Association, at Perry, and the Kay County Fair Association, at Perry, and the Kay County Fair Association, at New Kirk. The circuit President is Mr. M. C. Ford, of Perry, and the Secretary and Treasurer of the circuit is S. H. Allen, of Enid. It was agreed for each member to open up six stake events of \$500 cach in the following classes: Trothing 2.40, 2230, 2.20; racing, 2.33, 2.25, 2.5. Each association is left to add to the Hegistain also purses it may desire, aside from the stakes above mentioned. Altogether this will mean that this circuit will offer about seven weeks racing, with prizes aggregating \$200.000, within a radius of less than \$200.001.

Meeting Indiana Fair Managers.

the meeting of the Indiana Association of Fair Marxicers, of which Mr. H. L. Now-lin as President and W. M. Blackstock, Secretary, many subjects of great interest to fair namagers were discussed and many interest-ting speeches were delivered. This united ex-clurice of ideas is tween those connected with the fairs lends a powerful influence over the policy of the managements of these exposi-The subject, "Successful Management of Fairs, was discussed at length in a general way. Mr. Robert Mitchell led the diseral way Mr. Robert Mitchell led the disurseen and presented some very valuable in
fermation. J. D. Williams told much about
The Duty of Ultizens Toward the State
Beard Mr. Chass. Downing read a paper
upon "Thugs Neglected by Pair Managers."
E. B. Martineale spoke upon the duties of the
Officens of Licharapolis in relation to the
State Fair. The election of officers of the
State Fair. The election of officers of the
State Fair. Auron Jourse, South Bend;
Vice President, John C. Haines, Lake: Secretarty, Chas. Downing, Greenfield. Treasurer,
J. W. Lagrange, Franklin. The week of
Sept. If was resonmended as the date for
the next State Fair.

C. R. Betts and C. C. Lettanner are, respectively the President and Secretary of the
Williams County Agricultural Society, which
lus been formed at Montpeller, O., for the
Julpese of helding an annual fair. The first
claw is brooked for Sept. 11, 12, 13 and 14.

Buffalo Bill Must Have Indians.

It was resettly automiced that the Indian department had withdrawn from the Indians the privilege given of appearing in public exhibitions. This notion caused much consternation among the circus people, and especially amerig the Wild West show managers. Major Burk, representing Colonel W. F. Coiy ca'led upon Commissioner Jones with Cody called upon Commissioner Jones with a view to having the criter reconsidered. He declared that such an order would simply mean the rum of the Wild West show in which he is interested. Commissioner Jones said that personally he was opposed to Indians being taken from the reservation for any but educational purposes, and that his would be the pelicy of the Interior Department. The law yer, said that applications for permission would be considered on their notividual marits. Even if this rule goes into the till will not debar Celend Undy from a time Indians. For many have received ablottness of land and are privileged to go wherever they please. But Majer Burk contended that the Indians of interest to his exhibition. The Indians for Wild West show purposes must be as near like the original as it is possible to find him at the present time. Since no difficient applications will be certified and since the applications will be certified and since the applications will be certified and from the hoost apprehensive that the Colend's Indians will be taken from him.

Paris Exposition Notes.

The diplay of antenebiles at the Paris Experition will be a brilliant ora. The sum of 100 000 fraces has been alletted to that departments, stateds and for piezes. These piezes will be given in accelent to medals and diplants aware depths expension, to the wincers of four moss when have been arranged mid of the ted wing competitive tests for various types of kniscless with less. I. Privare activities to see all descriptions. 2. Labs and millar vehicles withing not more than 500 knloger millions. 2. Heavy automobiles and transportation and delivery warsons up to 1.000 kilogeramines in weight. I. Eight vehicles of all description. The Citillay of automobiles at the Paris

FAIR NOTES.

A facetious correspondent, writing of the officers of the Union Agricultural Society, of Trumansburg, N. Y., observes, "J. T. Howe, the President is a merchant prime, Vice President J. G. Conde is a gentleman farmer, H. A. Mesher, Treasurer, 18. a. Methodist, while Secretary Myron Boardman is a graceless scamp much given to practical jokes," Th. directors he disposes of as follows, viz.: E. W. Prager, hetel man, D. S. Rappleys, butsenian, Ossain Sears, farmer, Walter Mekol, a Quaker farmer; C. S. Wixem, a dog and chicken man, C. C. Wixom, a Quaker farmer.

The Carnival Association of St. Paul, Minn., has decided to build an Ice Palace, and will excel once at the foot of Caprol Hill. The palace will have a frontage of 250 feet and the center tower will be 100 feet high. The palace grounds will extend for 600 feet, an which skaters, polo players, etc., may amuse themselves. A double toboggan slide, which is to be crested, will be 100 feet forg, with a height of 100 feet from either chd.

The old Winchester Fair, West Union, O., s a thing of the past. The grounds are to e-transformed into a poultry faum.

be transformed into a poultry farm.

At a meeting of the Indiana State Beard of Agriculture a discussion was held upon "The Indiana State Fair and Reciprocal Relations of Managers and the Citizens of Indianapolis." E. B. Martindale, who led the discussion, severely criticized the street car service, and said that the board should demand better facilities from the company. This same condition exists in Cincinaati and it many other towns. Fair managers should look to this point, for the success or failure of a fair often depends upon the good or peor facilities for landing the crowds.

Fair managers of California, Organ Wash.

for landing the crowds.

Fair managers of Californa, Oregon, Washington, Idaho, and British Colmulia will hold a meeting at Salem, Ores, Feb. 6, to arrange for a fair eir-wit throughout these States. It is desired that the Gates be arranged so that exhibitors can attend the fairs at Sacramento, Salem, North Yakima, Spokate, Bolse, New Westminster and other points that may be decided upon. A combination live stock sale during the fair week will also be arranged.

Barly this month a winter carrival will be held at Rossland, H. C. The program will include curling coasting, snow-stoe skating and ski raching, coasting, snow-stoe skating and ski raching, to the carrival and a balt. The following are officers of the association under the auspices which the carrival is to be given: President, Mayor A. S. Goodere; View President, Mr. C. C. Lalonde, Treasurer, A. B. Mackenzie; Secretary, Mr. H. W. U. Jackson.

San Diego expects to give a water carnival during the week of Feb. 22, providing Admiral Kautz and the Bacific squadron are there at that time. Admiral Kautz has already agreed to do everything in his power to make the carnival a success.

Pair Secretaries—As soon as your dates are definitely fixed, send them to "The billboard." This month is the month of the citrus fairs in California. This year the exhibits will probably surpass those of any previous year, for it is said that the chrus crop is almost double the u-ual size.

The huilding creeted in Cincinnati for the international Sangerfest last June seats 14,800 people and cost over \$80,000. It would make an ideal place in which to hold a national political convention.

The official catalogue of the Paris Expesition, it is reported, is to be in marked contrast to those of the last International Exposition. It will be an excellent example of French publishing and yet will not be expensive. It will be composed of eighteen volucies, one for each general classified group. A general plan of the grounds and exposition will be found in each volume, besides a special plan of the class to which the book belongs and a historical nutlee of the productions of that class, a catalogue of the retrospective exhibitions, cutalogues of French and fereign exhibits, and an alphabetical list. Great care is to be taken in the compiling of the book and the work is to be given only to pursons who are thoroughly competent and ecoversant with the special subject to which they write.

c), which they wite.

A jost r kill with angels' wings and red drapery is proclaiming in searlet ornamental letters that an industrial, mixing and cirries expective will be held in Los Angeles from Feb. 11 to March 12. The poster represents a yeing, hence woman, standing with a wreath in her right hand, which is extended upward to a tree, in her left hand she holds a lighted terch, resting on the ground; lemons and cranges lie at her feet, with an orthand and a stamp mill and induing scene has a medilion at the right. The week is well executed, and the jester as a whole emhodies the exportation idea.

A report recently submitted by the Trees.

the exposition face. A report recently submitted by the Treasurer of the Pan American Exposition showed the following financial standing of the company Received from subscribers, \$26,201, interest from banks, \$2,731; photographic concessions, \$2,000, tent, \$611,635 Disbursements, \$274,213, balance on hand, \$367,422.

The Allegany County Agricultural So Fry will hold its annual fair Sept. 11, 12 and 13. The officers of the association for 1904 are; President E. S. Fartfett Vice President Chas Louisbury, Secretary, H. E. Findley; Treas-uter, F. H. Jackson.

The dates for the rext Ohio State Fair were recently set for Sopt 3 to 8. These dates will probably remain unchanged. The went remains a main and auxiliary to the Blue and Gray Legion sont a communication to Was-Lington asking that Mrs. Forcer Patiner be appointed directries of the American Woman's Department at the Park Exportion, and it loss been announced that their request has been granted by President Mc-Ribdey

Probably the biggest regalta in the country during the coming year will be one which wal be held under the auspices of the Columbia Yackt tlub, on July 4. All the yach-clubs of all of the Great Lakes and the members of the Inland Yackting Association have been invited to participate in the great races. The fair grounds at Topka, Kan, where recently visited by fire. \$10,000 worth of property was destroyed. Kent's training stables were burned, and (on blooded unex horse) lost.

Mrs. 11. C. McCall Travis is the minuge, of the Omaha Exposition Midway Carnival and is well known throughout the country a. a professional organizer and manager of flower parades. Mrs. Travis conkincted the flower parades at the Onaha Exposition, a New Orleans, Milwaukee, Salutoka Spring, and other places. She has niet with great success with her Midway, which consists of attractions from the Omaha Greater American Exposition. Wherever she has taken her exhibit she has been crecited by the peope with having one of the deans st and prefitest Midway shows of the day.

The Ohio State Dairynon's Association ap-

The Ohio State Dairyman's Association appointed a committee of three to arrange for an exhibit of dairy preducts at its next meeting, which with be held this month at Townstand Halt, Ohio State University, Columbus, O. The committee concests of Picf. Thes. F. Hunt, Eleon F. Smith and F. M. Wilson. The committee has arranged for a number of each premiums.

The Republican convention will be held at Phéladelphia on Tuesday, June 19. Chicago, St. Louis and New York were Philadelphia's noct prominent rivals.

St. Louis proposes to tear down her big rx position building and will exect a public li-brary costing a million and one-half dollars

The Carbort County Industrial Society of Lefaghton, has effected the following officers for the new year: President, thenry Miller, Treasurer, C. E. Binkman; Secretary, C. W. Bower; threaters, C. W. Obert, C. E. Brink-nan, L. E. Scidel, F. J. Obert, W. H. Obert, D. Ebbert and W. E. Ach.

Achille Philion and bis wife sailed on Jan-nary 4 for a three months' pleasure trip to Europe. He has signed with Col. Frank Gas-kill for thirty weeks, beginning May 7. This takes him through an envire season without a vacant date.

St. Louis has followed the example so Philadelphia and ruttabo. Every letter wow leaves St. Louis bears an about ment of the Louishna Purchase World's The other proposed expositions will no obe in line before long.

Sept. 12 to 20 are the dates deeded upon by the Nova Scotta provincing exhibition commission for this year's show. Hom J. W. Longley is again President and Mr. J. E. Wood loss been appointed manager, which position is 150% a permanent and a galaried one.

The Ohio State Fair will probably be held. Sept. 3 to 8, at Columbus, O.

A pure food exposition was held in Youngstown, O., Jan. 29. Manisheld, Lima and Tolico follow in the order named. Henry Touges is the manager.

The dates for the spring meeting of the Ontario Jeckey Club have been fixed from Thursday, May 21, to Saturday, June 2, covering a period of thine days. The Queen's Plate will be run ou the opening day, which is Her Majesty's birthday.

A plant for generating electricity with which to charge the accumularors of electric automobiles, is being built and will be ready at the proper time. A unique feature of the races will be their reproduction by electrically-moved miniature automobiles. The exact relative positions of the contestants at all times will be given. The news will be brought by means of optical and wireless telegraphy.

A Cycle Show in Germany.

By J. GRANT CRAMER.

When a cycle show is held in the United States, prometers and exhibitors do all in their power to make it attractive to the ger cral public. The manufacturers and dealer-nmet, (a) business and exchange ideas, but a the same time the people are by no mean forgetten; information is gladly given them they circulate freely throughout the show an have every opportunity to compare the vari-ous makes of cycles and suudries. In Ger-many it is entirely different. An air of deep mystery broads over the slow; the ex-are carefully protected from the vulgar the exhibi of the cycling public, who are rigidly excluded from the show, or "Fahrradmesse," as it is called.

Last year the German cycle show was held in Leipzig—the third largest city in Germany and lu commercial importance taking th and In commercial importance taking the precedence over Berlin. When I entered the trystal Patace, a gruff "What do you want?" greeted me. "I want to buy a ticket to the cycle show," I replied. "To upstairs to the office." Entering the office, I saw two of three men and a woman scoted at a long table, they looked at me as if I were some queer animal, and finally the woman came showly towards me and asked what I wanted gueer animal, and many the woman came showly towards me and asked what I wanted Heating my reply, she asked for a "legitima thon," or some identification. I showed me passport that was worthless. Was I "In the cycle buriness." If net, I could not visit the show under any circumstances. L. A. W. Bulletin.

convencions.

Fetes, Celebrations, Etc.

Under this heading we publish free of charge the dates of all notable events, which are likely to attract large concourses of people to any one particular city and for this veason prove of importance to advertises, showmen, streetmen, general passenger agents, etc. The list is carefully revised and corrected list is carefully revised and corrected monthly.

AKRON, O.—Ohio Letter Carriers' Associa-tion. Feb. 22. Melville Johnson, Columbus,

₹4 8000 8**000€000000€** 8**00**€ €

tlon. Feb. 22. Melville Johnson, Columbus, AKRON, D.—Northwestern Ohio Medical Society, Feb. 13. D. S. Bownran, M.D., secy, ALBANY, N. Y.—State Homeopathic Society, Feb. 13 and 14. John S. Moffat, M.D., Brooklyn, N. Y.
ALBANY, N. Y.—Medical Society of the State of New York. Jan. 30 to Feb. 1, 1900. T. C. Curtls, M. D., secy., Albany, N. Y.
ANDERSON, IND.—State Republican League, February, 1900. F. B. Holloway, Anderson, Ind.

February, 1900. F. E. Holloway, Anderson, Ind.

ANDERSON, 1ND.—Indiana Lincoln League Convention. Feb. 12, 1900.

ANSONIA, CONN.—Connecticut Federation, Daughters of the King. May, 1900. Ada E. Burt, 28 C. O. av., Hartford, Conn.

ATLANTA, tra.—International Ticket Agents' Association. March 5, 1900. C. G. Cadwallader, Broad st., station, Pa. R. R. Deput.

ATLANTA, GA.—Train Dispatchers of Amelica, June 14, 1900. J. F. Mackle, Stewart Ave, Chicago

ATLANTA (GA.—Train Dispatchers of Amelica, June 14, 1900. J. F. Mackle, Stewart Ave, Chicago

ATLANTIC CITY, N. J.—Grand Lodge of Elks, July 12, 1900.

AURORA, ILL.—Northern Hlinois Teachers' Association. April 27 and 28, 1900. C. T. Philbrook, Rochelle, Ill., seey.

AUSTIN, TEXAS—Grand Lodge, Knights of Pythias of Texas. April 17, 1900. Henry Miller, Wetherford, Tex., seey.

BALTIMORE, MID.—Grand Lodge, A. O. U. W. Third Tuesday in March, 1900. A. F. Colhert, Manf. Record Bidg., Baltimore, grand recorder.

grand recorder.

BALTIMORE, MD.—Independent Order Mechanics Grand Lodge, March 19, 1900. El-mer Bernhard, 632 W. Baito st., Baltimore, Md.

Md.

BALTIMORE, MD.—Grand Lodge of Maryland, Independent Order Mechanics. March
19. Elmer Bernhard, 530 and 632 W. Baltimore st., Baltimore, Md.
BALTIMORE, MD.—National Association of
Master Plumbers. June, 1500. Chas. L.
Byrne, 4308 Cottage Grove av., Uhicago, Ill.
BALTIMORE, MD.—American Bowling Congress. Jan. 9. Sam Karpf, New York City,

secy.
BALTIMORE, MD.-Grand Lodge, K. of P.
April 10, 1900. James Whitehouse, Box 517,

secy.

BALTIMORE, MD.—Grand Lodge, K. of P. April 10, 1900. James Whitehouse, Box 517. Baltimore, Md.

BALTIMORE, MD.—Independent Order of Free Sora of Iarael. 1902.

BALTIMORE, MD.—G. A. R. State Encampment. Feb. 21 and 22. R. C. Sunstrome, Raines Bldg., Baltimore.

BALTIMORE, MD.—Shleid of Honor of Maryland. Feb. 3, 1900. W. J. Cunningham, secy. 206 E. Fayette street, Baltimore, Md.

BALTIMORE, MD.—Catholic Benevolent Legion. Feb. 3, 1900. Thos. Foley Hisky, secy., 100, W. Fayette street, Baltimore, Md.

BANGOR, ME.—Maine Good Templars. April 11 and 12, Wednesday and Thursday. G. Ragns, Riebinond, Me.

BANGOR, ME.—State Hotel Proprietors' Association. Feb. 2, 1900. E. M. Blanding, Bangor, Me.

BATON ROUGE, LA.—Louislana Sunday School Association. April 23, 25 and 26, Mrs. A. M. Mayo, Lake Charles, La., cor, and statistical secy.; Rev. R. P. Howell, Zwelle, La., recording seey.

BEATRICE, NEB.—Woman's Relief Corps, Auxillary to the Grand Army of the Republic. Second Wednesday in May, 1900. Josie Bennett, Harwood, Neb.

BEATRICE, NEB.—Head Camp, Woodmen of the World. Second Tuesday, February, 1901. E. I. Spencer, Wichita, Kan., secy.

BELTON, TEX.—Green's Brigade Association. Feb. 21 to 22, 1900. H. C. Surghnor, Belton, Texas.

BINGHAMTON, N. Y.—I. O. O. F. Grand Encampment. Feb. 27, 1900. W. H. Mosher, 18

BELTON, TEX.—Green's Brigage Association. Feb. 21 to 22, 1960. H. C. Suighnor, Belton, Texas.

BINGHAMTON, N. Y.—I. O. O. F. Grand Encampment. Feb. 27, 1960. W. II. Mosher, 13 Rutherford st., Binghamton, N. Y.

BOICE, HAMCL—Pacific Northwolk Wool Growers Association. March 6, 1960. J. W.
Bailey. Portland, Oregon, seey.

BOSTON, MASS.—Coopers' International Union of N. A. Oct. 8, James A. Cahle, 542 Elizabeth av. Kansas City. Kan.

BOSTON, MASS.—Brotherhood of St. Andrew, Convention of N. E. Feb. 23 to 25, 1966.

James P. Smith, 131 Jencks st., Fall River, Mass.

BOSTON, MASS.—Grand Lodge, N. E. O. P.
March 14. E. S. Ilinckley, 1 Somerset st., Room II. Roston.

BOSTON, MASS.—Society of Arts and Crafts. Spring, 1961. Henry L. Johnson, 272 Congress st., Boston, Mass.

BOSTON, MASS.—National Association of Manufacturers. April 24, 1960. George T. Coppys, vice president.

30STON, MASS.—Massachusetts Homeopathic Medical Society. April 11, 1960. Frederick L. Emerson, 50 Hancock st., Dorchester, Mass.

Mass.

30STON, MASS.—American Railway Accounting Officers. May 30, 1900. J. E. Outek. Toronto, Can

30STON, MASS.—Daughters of Veterans State Convention. Feb. 23 and 24, 1900. Miss. M. C. Kimball, 47 High st., Flichhurg, Mass.

30STON, MASS.—Order of Protection Grand Lodge of N. E. March 14, 1900. E. S. Hinckley, I Somerset st., Boston, Mass.

10STON, MASS.—New England Postmaster's Association. March 14, 1900. E. O. Winson, Chelsea, Mass.

OSTON, MASS.—March 14, 1960. E. O. Winson, Chelsea, Mass OSTON, MASS.—Womens Rellef Corps State Convention. Feb. 13 and 14, 1960. Augu A. Robinson, 657 Washington 5t., Boston,

BUSTON, MASS.—Re-union 58th Regiment Association. Feb. 22, 1960. Arthur Harper, 160 Federal st., Boston, Mass. BOSTON, MASS.—Sons of Veterans State Di-vision. Feb. 22, 1960. Rev. Geo. M. How-ard, Melrose, Mass. BUSTON, MASS., AMERICA HALL—Grand Division, Sons of Temperance of Massachu-

Division, Sons of Temperance of Massachu-setts. April 19, 1900, annual meeting. Chas. B. Bennett, 36 Brumfield, Room 15, Boston, Mass., grand scribe, BDSTON, MASS.—Hoyal Society of Good Fel-lows, April 18, 1900. Arthur J. Bates, 200

lows. April 18, 1900. Arthur J. Bates, 200 Summer St. BOSTON, MASS.—American Surgical Association. May 1 to 3, 1900. Herhert Burreli, 22 Newbury St., Boston. BOSTON, MASS.—I. O. D. F. Grand Encampment. Feb. 7, 1900. John W. Perkins, 515 Tremont st., Boston, Mass. BOSTON, MASS.—A. O. H. National Convention. May 14, 1900. James Sullivan, Race St., Philadelphia, Pa. BOSTON, MASS.—G. A. R. State Encampment. Feb. 7, 1900. Edward P. Preble, State House, Boston, Mass. BOSTON, MASS.—Knights and Ladles of Honor, Grand Lodge. May 9, 1900. Sam Hathaway, 223 Tremont st., Boston, Mass. BOSTON, MASS.—O. U. A. M. State Council. Feb. 22, 1900. Chas. C. Littlefield, secy., 43 Milk street, Boston.
BOSTON, MASS.—National Wool Manuafetureris' Association. Jan. 19, 1900. S. N. D. North, Boston, Mass.

Association. Jah. Boston, Mass

eris' Association. Jan. 10, 1900. S. N. D. North. Boston, Mass.
BOSTON, MASS.—Ancient Order of Hibernians. July, 1900. James O. Sullivan, Philadelphia, Pa., nat. secy.
BOSTON, MASS.—State Council Knights of Columbus. Feb. 6, 1900. Wm. J. O'Brien, secy., 597 Washington street, Boston.
BOSTON, MASS.—New England Gas Engineers' Association. Feb. 21 and 22, 1900. W. A. Learned. Boston, Mass.
BIACFBIGHEGE, ONT.—Grand Orange Lodg of West Ontario. March 14, 1900. Geo. C. Langford, Bracebridge, Ont.
BIRENHAM, TEXAS.—Texas Cotton Ginners Association. First Tuesday in May, 1900. A. R. McCollum, Box 95, Waco, Texas, recy.
BROOKLYN, N. Y.—International Kindergarten Union. April, 1900. Stess Anna Williams, Philadelphia, Pa.
BUFFALO, N. Y.—American Carnation Society, Feb. 15 and 16, 1900. William F. Kastings, Butfalo, N. Y.
BUFFALO, N. Y.—Knights of Honor, June 12. B. F. Nelson, 816 Oilve st., St. Louis, Mo., seey.
BURLINGTON, VT.—New England Order of

12. B. F. NCISOR, 810 Olive St., Sc. Leads, Mo., See Y.
 Mo., See Y.
 BURLINGTON, VT.—New England Order of Protection. April 24. Henry E. Byron, St. Johnshurg, Vt., See Y.
 BURLINGTON, VT.—Commandery of the State of Vermont. Milltary Dridar of the Loyal Legion. Fcb. 12, 1900. Win. L. Greeniof, Burlington, Vt.
 CAMBRIDGE, MU.—S. U. of Maryland Jr.
 O. U. A. M. Tuesday, April 17, 1900. Chas.
 S. Davis, 100 and 102 N. Paca St., Baltimore, Md.

S. Davis, 100 and 102 N. Paca st., Baltimore, Md.
CAMPBELLTOWN, N. B.—L. D. L. Grand Lodge, Feb. 20, 1000, Jas. A. McDonald, Campbellton, N. Bruns.
CEDAR RAPIDS, IA.—Grand Lodge of lowa, Knights of Honor. Second Tuesday in April, 1801. J. G. Graves, Lock Box 15, Cedar Rapids, Ia., seey.
CEDAR ... S, IA.—lowa Engineering Society Jan. 17 and 18. E. P. Boynton, seey.
CEDARVILLE O.—Reformed Prestyterian National Conference, May 30, 1800. Rev. F. Foster, seey., 341 W. 29th St., New York City

National Control.

National Control.

National Control.

Foster, secy., 341 W. 29th St., New York City
CENTRALIA. WASH. — State Council of Wash., Jr. O. U. A. M. Feb. 22, 1980. W. S. Schenek, 12th and D st., New Whatcom.

CHANUTE, KAN.—Grand Lodge, Degree of Honor of A. O. U. W. First Wednesday in May, 1981. Mrs. Georgia Notestine, Hiawatha, Kan., secy.

CHARLESTON, S. C.—South Carolina Medical Association. April 3, Wednesday. Edward T. Parker, Charleston, S. U., secy.

CHARLESTON, S. C.—South Carolina Medical Association. April 3, Wednesday. Edward T. Parker, Charleston, S. U., secy.

CHARLESTON, S. C.—South Carolina Medical Association. April 3, Wednesday. Edward T. Parker, Charleston, S. U., secy.

CHARLESTON, S. C.—South Carolina Medical Convention. March. 1880. C. H. M. Dorman, Y. M. C. A. Momphis, Tenn.

CHARLANOOGA, TENN.—State Council, Jr. O. U. A. M. May 15. Albert B. Adams, Charlandoga, Tenn.

Charlandoga, Tenn. — Catholic Central

O. U. A. M. May 15. Albert B. Adams, Chattanvoga, Tenn.
CHICAGO, ILL.—Bohemian Catholic Central Union, Sept. 26, 1900. Frank Lindelar, 56 Jewett st., Cleveland, O., aecy.
CHICAGO, ILL.—United States Veteran Signal Corps. Last week in August, 1900. Chas.
O. W. Marry, 155 Frankfin st., Boston, Mass., seey.

nal Corps there of the control of th

CHICAGO, 114.—National Anti-Trust Con-ference, Feb. 12, 1960, M. J. Lockwood,

ference. Feb. 12, 1969. M. J. Lockwood, Zellenaple, Pa. CillCAGO, ILL.—National Educational Association, Superintendents' Division. Feb. 28 and March 1, 1960. A. S. Downing, New York City, president.
CHICAGO, ILL.—National Duroc-Jersey Record Association. Jan. 2, 1960. Roht. J. Evans, secy.. El Paso, III.
CHICAGO, ILL.—California Volunteer Veleran Association. Aug. 28 to Sept. 1. Capt. Geo. If. Pettis, Providence, R. I., secy CHICAGO, ILL.—Hilmots Homeopathic Medical Association. May 8, 9 and 10. Edgar J. George, M.D., 31 Washington st., Chicago, III.

cago, III.
CHICAGO, III.—Hilinois Optical Society. 1an.
16, 1900. A. R. Chamberlin, Aurora, III.
CHICAGO, ILL.—Probibition National Convention. June 27, 1900. W. T. Wardell,

vention. June 21, 1999.
Secy.
CHILLAGO, ILL.—National Farmer's Institute Worker's Association March, 1906. C. A., Willmearth. Senera, Ill.
CHICAGO, ILL.—Steam and Dredge Engineers. Brotherhood of America. Jen. 2. T. J. Delan, 29 Dearborn st.
CHICAGO, ILL.—G. A. R., National Encampment. Aug. 28 to Sept. 1. Thomas J. Stewart, Philadelphia, Pa., secy.

CHICAGO, H.L.—American Malze Propogan-da Annual Meeting, Feb. 8, 1900. B, W, Snow, secy., Marquette Bldg, Chleago. Critt'AGD, H.L.—Central Lumber Sash and Hoor Salesmans Association, Feb. 6, 19 o. John Ox uford, 915 t apital ave. Inclana, olls,

Ind.

CINUNNATI, O.—National Convention B. V. P. U. July 12 to 15, 1900. Rev. E. E. Chivers, 324 Dearborn st., Chicako.

CINCINNATI, O. Rennion Ancient and Accepted Scottish Rites. Feb. 20 to 22, 1900. James A. Collins, Unchinati, O.

CINCINNATI, O. National Association of Chicfs of Police of United States and Uangua. May S. Hurvey O. Uarr, Grand Rapids, Mich., seep.

ada May 8. Harvey o.
ids, Mich., seey.
CINCINNATI, O.—Union of American Hehrew Congregations, Jan. 15, 1901. Lipman
Levy, seey., Cincinnati, O.
CLEVELANII, O.—The Traveling Engineers'
Association. Sept. 11. W. O. Thompson,

Levy, seey., Cincinnall, O.
CLEVELAND, O.—The Traveling Engineers'
Association. Sept. 11. W. O. Thompson,
Elkhart, Ind.
CLEVELAND, O.—Unio Hardware Association. Feb. 28 and Marck I, 1900. John T.
Baker, Dayton, O.
COLUMBIA, S. C. trand Lodge Knights of
Honor. Atril Is, 1900. L. M. Zealy, Columbia, S. C.
COLUMBIS, O.—State Gas Likht Association. March 21 and 22, 1900. F. C. Jenes,
Delaware, O.
COLUMBIS, O.—Dhio Valley Press Association. March 22, 1900. John L. Tranger,
Columbis, O.
COLUMBIS, O.—The Order of the United
Commercial Travelers of America. June 29
and 30. Chas, B. Flagg, Columbus,
CONCORD, N. H.—United Order of the Goiden Cross, Grand Commandery of New
Hampshire. April 4, 1900. George W. Flagg,
Keene, N. H., grand keeper of records,
CONVALLIS, ORE.—State Hortheultural Society, Feb. 10 to 15. E. R. Lake, Corvallis,
COSHOCTON, D. Enigkts of Pythias District
Convention. Feb. 8. John C. Geyer, Piqua,
O., Seey.

COUNCIL BLUFFS, 1A. Grain Dealers' Convention. March, 1900. G. A. Stubbens, Co-

vention, March, 1800. G. A Stubbens, Cohurg, lowa.

PRAWFORDSVILLE, IND—Tribe of Ben Hur, National Convention, April 10, 1800.

F. S. Snyder, Crawfordsville, Ind DALLAS, TEX—Concatenated Order Hoo Hee, Det. 9, J. 11, Baird, Nashville, Tenn.,

DALLAS, TEX.—Concaterated Order Hoo-Hoo, Det. B. J. H. Baird, Nashville, Tenn., seeg.

DANRURY, CONN.—Grand Council, Royal Arearum, April is, 1900, E. B. Holloway, Lock Box 5, Milford, Conn.
HENVER, COL.—Tenth International Sunday School Convention, Prehably June, 1902, Marlon Lawrance, Toledo, D. seeg.

DES MOINES, 10WA—Iowa Society of the Sons of the American Revolution, Feb. 21, 1600. E. D. Hadiey, 409 Franklin av., Des Moines, Iowa.

HES MOINES, 10WA—State Council, O. U. A. M. Tuesday, March 12, 1900. W. H. Stowell, 1100 Leyon st., Des Moines, Ia.

DES MOINES, 10WA.—National Congress of Mothers, May 23, 1900. Mrs, Vesta Cassidy, Forest Glen, Md.

DES MOINES, 10WA.—State Butter, Eggs & Poultry Dealers' Association Feb. 1. W. M. Verhey, Des Moines, seey.

DES MOINES, 10WA.—Brotherhood of Locomotive Firemen, September, 1900. F. W. Arnold, Peorla, Ill., seey.

DETRIDIT, MICH.—United States Railroad Cierks' Mutual Benefit Association. Sept. 6, J. V. Heirry, Quincy, Ill., seey.

DETRIDIT, MICH.—Valional Founders' Association, Sept. 20, John F. Heilins, Detroit, Mich.

DETRIDIT, MICH.—National Founders' Association, Detroit, Mich.

DETRIDIT, MICH.—National Founders' Association, Detroit, Mich.

Ledge, Feb. 20. John F. Hollins, Detroit, Mich. DETROIT, MICH. -National Founders' Association. Feb. 1 and 2. John A. Penton, Detroit, Mich. sesy. DETROIT, MiCH. - Glass Bottle Blowers' Association of United States and Uanada. July S. Win. Lanner, Reoms 330 and 321. Witherspeon Bidge, Philadelphia, Pa. DETROIT, MICH. - Grand Lodge, Switchmen's Union of North America. May 21. J. E. Tipton, Chamber of Commerce, Kansas City, Kan., grand seey, and treas. DETROIT, MICH. - Western Packer's Unioned Goods Association. Feb. 13 to 16, 1900. A. T. Birchard, Marshalltown, lowa. DETROIT, MICH. - Atlantic State Packers As ociation. Feb. 13 to 16, 1900. A. T. Birchard, Marshalltown, lowa. DETROIT, MICH. - National Brick Manufacturers' Consention. Feb. 7 to 10. T. A. Randadi, Indianaspilis, Ind. DEROIT, MICH. - Michigan Dalrymens' Association Feb. 6 to 8, 1990. S. J. Wilson, seey., Filmt. Mich. DETROIT MICH. - National Association Master Blacksmiths. Sept. 4 to 6, A. L. Woodworth, Linna, D

ter Blacksmiths. Sept. 4 to 6. A. L. Woodworth, Limb. 0
DETROIT, MICH. Knights of Khorassan.
Aug. 27. 11. W. Belding, St. Louis, Mo.
DETROIT, MICH.-National Saddlery Association Convention. July 12 to 1t, 1900. John
B. Benver, St. Louis, Mo.
DETROIT, MICH.-Supreme Lodge K. of P.
Aug. 21, 1900. R. L. C. White, secy., Nashville, Tenn.

Aug. 21, 1900. R. L. C. White, ville, Tenn.

IETROIT, MIUII. State Gas Association.

IETROIT, MIUII. State Gas Association.

Peb. 21, 1900. L. E. Walker, Lansing. Mich., president. ETROIT, MICH.—Republican State League Feb. 22, 1900, Burt D. Cady, secy., Port Huran, Mich.

Feb. 22, 1900. Burt D. Cady, secy., For Huron, Mich. DOLESTOWN, PA Grand Lodge of Penusylvania, Shield of Honor, March 12, 1900. Edwin N. Mason, 26 Franklin st., Philadelphia, Pa., secy. DOVER, 11EL.—Grand Lodge, A. O. U. W. Feb. 13, 1900. Chas. E. Woods, Wilmington, that secy.

11el., secy. DU'.UTI1, MINN.—Minnesota Retail lisrd-ware Association. Feb. 14, 1900. J. W. Clar's Minneapolls, Minn., secy.

DURHAM, N. C.-Jr. O. U. A. M., State Council. Feb. 20, 1900. P. S. Freston, secy. Box 275. Salem, N. C. EMBETSIU RG. IOWA-Upper Ites Molnes Editorial Association. February, 1900. Rev A. M. Adams, Humboldt, Iowa, secy.

Editorial Association A. M. Adams, Humboldt, Iowa, seey.
EMPORIA, KAN. State Dratorical Associa-tion. Feb. 3, Pag. M. G. Leamer, Atchi-

EMPORIA, KAN. State Dratorical Association. Feb. 9, 1900. M. G. Leamer, Atchlson, Kan.

EMPORIA, KAS.—Democratic Editorial Fraterilty of Kansas. Feb. 8, 1900. W. P. Morrison, seey., Sterling, Kaa.

FARGO, N. 110 K.—I. O. O. F. Grand State Encampment. Feb. 20, 11. J. Rowe, Casselfon, N. 110 K.—I. O. O. F. Grand State Encampment. Feb. 20, 11. J. Rowe, Casselfon, N. 110 K.—I. O. F. E. M. Ball, Hambourg, Mich., seey.

FLINT, MIUH.—The American Tamworth Swine Record Association. Feb. 8. E. M. Ball, Hambourg, Mich., seey.

FORT WORTH, TEX. Cattle Raber's Association of Texas. March 13 to 15, 1900. J. C. Lovieg, Ft. Worth, Tex.

FT WORTH, TEX.—Fat Stock Show. March 13, 1900. D. O. Lively, seey.

FRANKFORT, IND.—Supreme Lodgs of Moose. February, (accond Tuesday), 1900. M. G. Kelly, Crawfordswille, Ind., seey.

FREDERICK CITY, MD.—United Brethren Church of United States and Europe Centennial Celebration. 1901.

FRANKFORT, KY.—State Council, Kentucky Jr. O. U. A. M. April 24 and 25, 1900. M. E. Bane, Vanschurg, Ky.

FULTON, ILL.—Supreme Lodge Mystic Workers of World. March 13 and 14, 1906. Edward Jackson, Fulton.

GALVESTON, TEX.—I. D. O. F. Grand Looke, Feb. 5. G. C. Fahm, Italias, Tex., grand seey.

GALVESTON, TEXAS—Robekah State Assembly. Feb. 5. Mrs. J. D. Alexander.

grand seey,
GALVESTON, TEXAS Rebekah State Assembly, Feb 5, Mrs. J. D. Alexander,

grand seey,
GALVESTON, TEXAS Rebekah State Assembly: Feb 5, Mrs. J. D. Alexander,
Ulseo, Tex., seey,
GARDHNER, ME, State Connell of Malne,
O. U. A. M. Wednesday, April 25, 1800
W. W. Ke'leys, Gardiner, Me,
GLOBE, ARIZONA Grand Ledge of Arlzona,
I. D. U. F. April 15, 1800, Geo. A Mintz,
Phoenix Vrizena
GRAND FORKS, N. DAK. North Daketa
Sunday School Assolation. May 2t and 25,
Mrs. J. C. Nelson, Grandin, N. D., 800y,
GREEN BAY, WIS -Wisconsin Press Association. Feb. 7 to 2, O. F. Roessler, Jefferson, Wis, seey,
GREENSHORO, N. U. Y. M. C. A. State
Convention Match 8 to 11, 1800, A. U.
Kriebel 9t Uninberlaid ave., Ash Pic. N. U.
GREENWOOD, S. C. Y. M. C. A. State Convention.
Feb. 8 to 11, 1800, S. 11. McGee,
Greenwood, S. C.
HAMPTON, VA. Y. M. U. A. State Convention, Feb. 15 to 18, 1800, L. A. Ceulter,
Richmond, Va.
HARRISHURG, PA. I. O. D. F. Grand En-



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CLEAN AND HARMLESS. AMERICAN CONFETTI CO., Sloux City, (TFORD, CONN.-State Promological So-

cty Feb. 14 and 15, 1990. II. C. Miles, which of tome, sety. throRII. CONN.—Reunion Connecticut v Prisoners of War. Feb. 22, 1990. God white y t Simmer st. Hartford, Com. MITFORD, CT. Connection Letter Caracts' Association. Feb. 22. R. M. Burnoughs, Bridgeport, Ut., secy. As CINGS, NRIB. Central Nebraska Educatial Association March 23 to 31, 18-0, Ed. M. Hussiany, Franklin, Neb. CSTINGS, NEB. Grand Chapter Order of the Eartern Star. First Tuesday in May.

100 Milleda E. Wright, Greenly, Neb., 1013.

PERKIMER N Y. Patrons of Husbandry, State Grange, Feb. 5, 1806. A B. Steele, Heikimer, N. Y.

ROLSTON, TEX Trans Mississliph Commercial Fongress, April, 1800 Hon E. O. Statand, St. Louis, Mo.

Ill MBOLDT, IA.—Grand Lodge of Iowa I. O. G. T. Third Tuesday in August, 1806. B. T. Green, Hawarden, 1a H. NTINGTIN, W. VA. Ancient Order Louised Workmen, Sept. II to It. Frank Gruse, Wheelma, W. Va., sey y.

NDIANAPOLIS, IND. State Popullsts: Convention, Feb. 22, C. M. Walters, Indianapolis, set y.

vention. Feb. 22. C. M. Walters, resonanapolis, sety.
INIIANAPPILIS, IND.—National Social Demociae y Convention. March 16, 1906. J. H.
Haught, 21 W. Washington st, Indianapolis
INIIANAPPILIS, IND.—State Saylings and
Loan Association. March 2, 1900. A. S.
Buthell, She, byville, 1nd.
INIIANAPPILIS, INI.—State Photographer's
Association. March 6 to 8, 1906. W. O.
Nicely, Blocamington, Ind.
JMEKSONVILLE, FILA—The Florida State
Deated Society. May 1, 2 and 3. Dr. Carroll
II Firik, Fernandita, Fila

EFFERENSONVILLE, IND.—Grand Lodge of

11 Finik Fernandita, Fla
JEFFERSONVILLE, IND.—Grand Lodge of
indiana, K of H. Feb., 3d Tues., 1900. J.
W. Jacobs, secy., Jeffersonville, Ind.
1019JN, MO L. D. R. M. State Founcil.
March 20, 1900. F. C. Klippinger, 412 Jopan
st. Jacobs, Mo.

IOPALN, MO I. D. R. M., State Connections, J. Jeplin, Mo
 KALAMAZZOO MICH. Y. M. C. A. Stater Ponvention. Feb. 22 to 25 1299. A. J. Studer, Y. M. C. A. Detroit, Mich.
 KANSAS CITY, MO - Central Shortkorn Breeders' Association of America. Feb. 6 and 7, 1800. W. P. Brush, Station A. Kansas City, Mo.
 KANSAS CITY, MO - Supreme Lodge, National Reserve Association. October. A. G. Lightner, 200. Baird Bldg. Kansas City KEARNEY, NEB. - State Camp Modern Woodmen of America. Bleenhal Meeting. Second Wedresday in 1991. W. A. Forsyll, secy., Loomis, Neb.
 KINGSTON, N. Y. - Y. M. C. A. State Convention. Feb. 15 to 18, 1900. F. S. Goodman, 3 W. 28th st., Lockport, N. Y.
 KINGSTON, N. Y. - Rennion of 120th Regiment. Feb. 22, 1800. Albert Cars, Kingston, N. Y.
 LANCASTER, PA. Royal and Scheet Masters

NCASTER, PA. Royal and Select Masters frand Council. Feb. 27, 1990. J. S. Sybe,

Lancaster, Pa.
1,ANVASTER, PA. Y. P. S. C. E. Convention
Feb. 26 and 27. Rev. J. W. Deshong, Lan-

Feb. 26 and 27. Rev. J. W. Deshong, Lancaster
LAI RENS, S. I' State Cont. II of South
Carolina, Jr. O. U. A. M. Third Tuesday in
April at 8 p. m. April 17, 1886, J. Frank
Pate, Main 8t., Monaghan Block, Suniter,
S. C. P. O. Box 33.
LEWES, DEL. State Council, Jr. O. U. A.
M. Tuesday, Feb. 20. W. J. Moreland, 520
W. 5th St. Millington, Del.
LINCOLN, NEIL—State Conference of CharItles and Corrections, Feb. 7, 1890. A. W.
Clark, 1869, 566 South 18th 8t., Omaha,
Neb.
LINCOLN, NEIL—Stateman, Dec.

NCOLN, NEB. National Buttermakers Association, Feb. 19 to 23. E. Ludendorf,

I.INCOLN, NEB. National Buttermakers' Association. Feb. 19 to 23. E. Ludendorf, Elgin, III.

LITTLE ROCK, ARK K. of 11. Grand Lodge, Feb 21, 1899. J. II. Belhenner, Little Rock, Ark.

LITTLE ROCK, ARK. Ark Electric Medical Association. April 5, 1899. R. L. Smith, M.D., Russellville, Ark.

LITTLE ROCK, ARK. Arkansus Bankers: Association. April 19 and 20, 1899. M. II. Jehnson, Little Rock, Ark.

LITTLE ROCK, ARK. Arkansus Bankers: Association. April 19 and 20, 1899. M. II. Jehnson, Little Rock, Ark.

LITTLE ROCK, ARK. Arkansus Division, Traviers: Protective Association of An erica. April, 1890. Will II. Bass, Little Rock, Ark.

LITTLE ROCK, ARK.—Arkansus Division, Traviers: Protective Association of An erica. April, 1890. Will II. Bass, Little Rock, Ark.

LOGANSFORT, IND. Northern Indiana. Teachers' Association. March 23 to 31. J. W. Cart, Anderson, Ind. See y.

LONDON, ENGLAND—Salvation Army Congress. July, 1900. Commissioner Howard, 191 Queen Victoria 8t. London, E. C., Eng. LONDON, ONT. W. O. W. Head Camp of Canada Feb. 21, 1890. W. C. Fitzgerald, London, Ont.

Canada Feb. 21, 1989. W. C. Fridge London, Ont. ONI ElfdANCH, N. J. State Cennell of New Jersey Daughters of Liberty. April 17, 1200. Williard L. Wayward, 33 S. 8th 8t., Newark,

N. J., OS ANGELES, UAL. Grand Commandery et Krights Templar, Monday, April 24 1980 William A. Davis, Masonic Temple, San Francisco, secy.

Son Francisco, Socy.

1018 ANGELES, CAL.—Roadmasters' Convention Nov. 13, 1900. J. H. Dickson, secy., Sterling, III.

LOTISVILLE, KY Merchant Trilors' National Exchange, Feb. 6 to 8, 1900. E. B.

LOUISY DEACHARGE, Feb. 5 to ...
Shan, Louisville,
Shan, Louisville,
LEUISVILLE, KY.—National Saddle Horse
LEUISVILLE, KY.—National Saddle Horse
LEV.—National Saddle Horse
LEV.—Nationa

Breeders' Association. April 7, 1900. I. B. Nall seey. Louisville
LOUISVILLE, KY. Merchant Tallors' Ex-

Soft Isy H.I.E. KY. Merchaul Tallors' Excutive. Feb. 6 to 8, 1988. E. B. Sloan,
Launsville, Ky.

Old Sville. Ky.—State Populist Convencenture, Ky.

LOUISVILLE, KY.—A. O. U. W. Grand
Lodge. February (second Tuesday), 1900.

J. G. Walker, accy., Room 9, Norton Bulldlng, Louisville, Ky.—Grand
Knighta Templar, August, (fourth Tuesday), 1901, Reuben 11, Lloyd, San Francisco,
Cal., Grand Masier,

M.MISON, WIS—State Cheese Makers' Consecty.

M.MISON, WIS—State Cheese Makers' Consecty.

M.MISON, WIS—State Cheese Makers' Con-

MADISON, WIS. Stabe Hortleultural Society Feb. 5 to 8. P. J. Philips, Madison, seey.

MADISON, WIS.-State Bar Association, Feb. 13 and 14. Cornellus T. Haring, Box 325, Milwauker, Wis.

Milwaukee, Wis.

MADISON, WIS.—State Bee Keeqers' Association. Feb. 8 and 9, 1900. N. E. France, seey., Platteville, Wis.

MAHONEY CITY, PA.—Reformed Brotherhood of Andrew and Philip. November, 1900. W. O. Anderson, seey., 519 Presstman street, Baltimore, Md.

MANCHESTEIC, N. H. Grand Invision, Sons of Temperance of New Hampshire. Tuesday, April 24, 1800. Albert H. Marshali, Nashaa, N. H., seey.

MAIGETTA. O. Dino, Rehabil.

MAIGETTA, O Dhio Rebekali Assembly, April II, 1900, Mrs. Emina M. Cell, 286 Neil 81., Polimbus, O

April II, 1990. Mrs. raining of State Medical Association. April 18, 19 and 20, 1990. J. A. Tackett Meridian Wiss.
MERIDIAN MISS. Mississipi State Medical Association. April 18, 19 and 20, 1990. J. A. Tackett Meridian Wiss.
MERIDIAN, MISS. Massinic Convention, K. T. Grand Commandery, R. S. M., Grand Competer, F. & A. M., Grand Lodge, Feb. 19 to 22, J. L. P. wer, Jackson, Miss.
MILTON, ONT. Royal Templats of Temperature Convention, Feb., 1990. Dr., Robertson, Milten, Ont.

MILTON ONT, Royal Templars of Temperance Cenvention Feb. [200, 107, Robertson, Milten Ont.

MILWAI KER, WIS. National Association of Radiway Commissioners May S. E. C. Moseley, Wushington, D. C. Seey.

MILWAI KEE, WIS. Supreme Court, United Order of Foresters, July 9. S. W. Bernhoon, Hathaway Bidge, Milwankee MILWAI KEE, WIS. Grand Conneil, Royal Areanum, State of Wisconsin. April 25, 1200. C. D. Sumonds, 428 E. Water st.

MILWAI KEE, WIS. C. B. Wolcott Womanis Reliet Forps. Place of next meeting, Academy of Muse, second and fourth Findays in most th. 250 p. m. Mrs. Caroline Bell, 101 12th St. Milwankee, Wis.

MILWAI KEE, WIS. Renafal Convention of the Wisconson of the Wiscond Thesday. S. T. Heubner, Burlington, Iowa.

MILWAI KEE, WIS. Royal Arch Masons, Grand Chapter Feb. 20 and 21, 1800. John W. Ladim Milwankee, Wis.

MILWAI KEE, WIS. Drder Eastern Star, Grand Chapter, Feb. 21 and 22, 1800. Mrs. II M. Ladim, Milwankee, Wis.

MILWAUKEE, WIS. General Federation of Exercising Milwankee, Wis.

Grand Chapter. Feb. 21 and 22, 1880. Mrs. II M. Ladhn. 1665 Jefferson st. Milwaukee, Wis.

MILWAUKEE, WIS.—General Federation of Women's Clubs. Blennial Meeting. May, 1900. Mrs. Emma A. Fox, 21 Bagiey ave., Detroit, Mich., seey.

MILWAUKEE, WIS.—Wisconsin Retail Hardware Association. Feb. 1st Wed., 1900. C. Peck, seey. Berlin, Wis.

MILWAUKEE, WIS.—Grand Chapter Arch. Masons Feb. 21, 1900. J. W. Lafin, seey., Milwaukee, Wis.

MINNEAPOLIS. MINN Minacapolis State Homeopaths. Institute. Third Tuesday, Wednosday and Thursday of May, 1860. Henry C. Aldrich, 202 Medical Elde., Minacapolis. Minn. seey.

MINNEAPOLIS. MINN G. A. R. Department Enganpurest. Feb., 1940. B. Hicks., P15 Lumber Evchange, Minneapolis. Minn. MINNEAPOLIS. MINN State Editorial Associates. Feb., 1840. C. P. Stine. St. Paul Minn.

MINNEAPOLIS. MINN.—Jr. O. U. A. M. State Council Feb., 22 A. G. Bainbridge, 412 Henrepin av., Minneapolis.

MONTHOMERY, ALA. Medical Association of the State of Alabama. April 17, 1800. 1800. P. Waller, M. D. Montgomery, Ala. MONTHUELLO, IND. Knights of Pythias Fourth Instruct Covertion, Feb., 1900.

NASHVILLE, TENN.—A. O. U. W. Grand Lodge, Sept. 20, 1900. J. H. Thompson, 4115 Union st., Nashville, Tenn., seey.

NASHVILLE, TENN.—Tennesce Master Plumbers' Association. June, 1900. Fred. Feo., Jr., seey., 80 Cherry St., Chattanooga, Tenn.

NASHVILLE, TENN.—State Sunday School Association, March 28 to 20. Rev. Geo. O.

Tenn NASHVIII.E. TENN. State Sunday School Association. March 28 to 30. Rev. Geo. O. Backman, Room 56. Noci Bidg, Nashville,

NASHVILLE, TENN. Grand Council of Tennessee R A Thesslay, March 20, 1900. W. H Gray, 4 Noel Block, seey.
NASHVILLE, TENN. Kinghts and Ladies of Honor. Pirst Tuesday after the third Monday April, 1901. Henry Buttietherg, 248-2d st., Memphis, Term. seey.
NASHVILLE, TENN. Tennessee Jersey Cattle Cub, and and meeting. December, 1900. D. S. Williams, Nashville, Tenn. seey.
NEW BRITAIN. Knights of Columbus State Convention, Feb. 6, 1900. Rev. Fr. McGwirey, Middle town. Com.

GWITTM Middletwin, Count Koy, Fr. active March Middletwin, Count Lodge, A. O. U. W. September, 1900. O. K. Gardner, 2201 Wylle ave. Pittsburg, Pa. NEW HAVEN, CONN --State Lumber Dealers' Association. Feb. 14, 1900. Louis C. Mansfield, seey. New Haven, Con. NEW HAVEN, CONN.--Knights of Columburs. March 6, 1900. Daniel J. Colwell, Poll Building, New Haven Conn., seey. NEW CREARNS LA. Church Club Conference. Feb. 23, 1989. Taylor E. Brown, Chloroc, 191.

NEW ORLEANS, LA National Editorial Association, March 12, F. M. Page, Jer-

Association. Murch 12. F. M. Page, Jerseyville, III.
NEW ORLEANS, 1.A.—Royal and Select Masons, Grand Cenesil. Feb. 15, 1900. Richard Lambert, New Orleans, La.
NEW ORLEANS, 1.A.—Royal Arch Masons, Grand Chapter. Feb. 13, 1900. Richard Lambert, New Orleans, La.
NEW ORLEANS, 1.A.—F. & A. M. Grand Lodge Feb. 12, 1900. Richard Lambert, New Orleans, La.
NEW ORLEANS, 1.A.—Travelers' Protective Association of America, May 22, 1900. Louis T. La Beating, 913 Chemberl Bidg., 81 10 mls, Mo.

Louis T. La Bertime, 213 Chemical Bldg., St. Louis, Mo. New DRLEANS, 1, A. - Grand Army Republic, March 16 to 19 1980 John A. Brookshire, Pustom House, New Orleans, New Orleans, La. - State Council, Catholic Knights of America, Feb. 2, 1901. Chas. A. Fricke, secy., \$23 Lowerline street, New Orleans, La.

New PHILADELPHIA, O. B. P. O. Elks Association. Pirst week in July, 1900. C. A. Couway, New Philadelphia Ledge No, 510, secy.

NEW YORK, N. Y.—Dutch Belted Cattle Association of America. Feb. 8, 1900. II. B. Richards, Easton, Pa.

NEW YORK, N. Y.—American Paper Association, Feb. 14 and 15, 1909. C. W. Rantonly, 101 Times Building, New York City. YORK, N. Y.-National Sportsmens' clation. March 1, 1900. J. A. Dresser, sociation. Ma

NEW YORK, N. Y.—National Sportsmens' Association, March 1, 1900. J. A. Dresser, New York City.

New YORK CITY.—New York State Association of Elocution-ists. April 10 and 11. 1900. Mrs. O. Hall, 208 W, Soth St., New York City.

New YORK, N. Y.—Eastern Hortleultural Society Fib. 6 and 7 E. C. Powell, Chatham, N. Y. Seey.

New YORK, N. Y.—American Association for Advancement of Science. June 25 to 30, 1990. Chas. Bakersville, Chapel Hill, N. Y.

New YORK, N. Y.—American Newspaper Publishers' Association. Feb. 3, 1990. W.

C. Bryant, seey., 322 Potter Building, New York City.

NEW YORK CITY.—Knights of C. Jumbus State Council. Feb. 6 and 7, 1900. E. S. Connell, 232 E. 12th st., New Yory City.

NEW YORK N. Y.—American Heating and Ventilating Engineers' Association. Jun. 23 to 25. W. M. Mackay, Box 1818, New York NEW YORK N. Y.—District Grand Lodge No. 1, Independent Order Free Sons of Israel, Lexington Opera House. Feb. 11. I. H. Goldsmith, 79 H. Evington av., N. Y.

NEW YORK, N. Y.—National Convention, Ladies' Loyal Orange Association. July P. Christena Milligan, Saugus, Mass.

NORTH PLATTE, NEB. Jr. O. U. A. M. State Council. Feb. 22. E. S. Barker, Plattsmouth, Neb.

OLD POINT COMFORT, VA. National Dental Faculty Association. July 17. Hr. Emma P. Chase, Washington av., St. Louis, Mo. OMAHA, NEB.—Nebraska State Medical Society, May 8 to 19, 1980. A. D. Wikinson, 24 Burr Block, Lincoln, Neb. Seev.

PALATKA, FLA.—I. O. R. M. State Council. Feb. 13, 1900. Duncan Stewart, St. Augustia, Ky.

PATERSUN, N. J.—Sons of Veterans State Encampment. Feb. 21 and 22. James B. Adams, Atlantic City, N. J.

PANTICKET, R. L. Sons of Veterans, State Encampment. Feb. 21 and 22. James B. Adams, Atlantic City, N. J.

PANTICKET, R. L. Sons of Veterans, State Encampment. Feb. 21 and 22. James B. Adams, Atlantic City, N. J.

PANTICKET, R. L. Fons of Veterans, State Encampment. Feb. 21 and 22. James B. Adams, Atlantic City, N. J.

PANTICKET, R. L. Fons of Veterans, State Encampment. Feb. 21 and 22. James B. Adams, Atlantic City, N. J.

PANTI

Encampment Feb. 6. H. D. Gifford, Providence, seey, Idence, Idence Idenc

or Musicians. June 5. Jacob Schmatz, Main st., Chickmatt, O.
PHILADELPHIA. PA—Pennsylvania State Veterinary Medical Association, Veterinary Department, U. of Pa., Philadelphia. March 6 and 7. W. S. Rhoads, D.V.S., Lansdowne, D.

Pa PHILADELPHIA, PA -Order United Ameri-cans Grand Temple, Feb. 27, R. W. Pill-

cars, Grand Temple, Peb. 27. R. W. Pilling ank Bidg, Philadelphia.
PHILADELPHIA, PA.—National Republican Convention June 19
PHILADELPHIA, PA.—Traveling Men's Club. Feb. 22, 1900. Fred. Morgenthaler, e-cy., Harrisburg, Pa.
PITTSBURG, PA.—Photographyrs' Association of Pennsylvania. May 1 to 4, 1900. David Rosser, Pittsburg, Pa.
PITTSBURG PA.—Interventional Associations of Pennsylvania.

tion of Pennsylvania. May 1 to 4, 1900.
David Rosser, Pittsburg, Pa.
PITTSBURG, PA.—International Astronomical Congress. May, 1900. C. W. Scovil, accy.
PLAINS, MONT.—Montana Horticultural Society, Feb. 21 to 23. C. H. Edwards, Missoula, Mont., secy.
PORTLAND, ME.—Sons American Revolution State Convention. Feb. 22, 1900. Rev. 11.
S. Burrage, Portland, Me.
PORTLAND, ME.—Wonan's Relief Corps, State Department. February, 1900. Elizabeth J. Holmes, 1429 S. Charles st., Baltimore, Md.
PORTLAND, OREGON.—Ir. O. U. A. M. State Council. Feb. 20, 1900. Geo. F. Bodman, 148 E. 15th st., Portland, Oregon.
PORTLAND, ORE —State Republican League, Feb. 6. H. L. Wells, Portland, secy.
PRINCETON, H.L.—Elinois Branch of the Women's Board of Missions of the Interior, April 3 to 5, 1900. Miss Mary 1. Lyman, 200. Ashland Hide, Chicago, III., secy.
PROVIDENCE, R. 1—V. P. S. C. E. State Convention. Feb. 21 and 22, 1900. Frank D. Rishep, City Hall, Providence, R. 1.

PROVIDENCE, R. I.—National Federation of Textile Operatives of America, Second Monday and Tuesday in April. Albert Hibbert, Box 713, Fall River, Mass.
PROVIDENCE, R. I.—Knights of Pythiar, Grand Lodge, Feb. 13, W. A. Wilson, 315 Butler Exchange, Providence,
PROVIDENCE, R. I.—Grand Council of the Royal Arcanium of the State of Rhode Island. April 25, 1800. John S. Kellogg, Box 816, Providence, R. I.—Grand Lodge, I. O. O. F., of R. I.—Feb. 6, Wm. II. Mostey, 86 Weybasset st, Providence, PROVIDENCE, R. I.—Grand Lodge, I. O. O. F., of R. I.—Feb. 6, Wm. II. Mostey, 86 Weybasset st, Providence,
PROVIDENCE, R. I.—Horseshoers' Union of U. S. and Canada, May 15, 1800. Roady Kenehan, Denver, Col.
PINNSUTAWNEY, PA Jefferson County, State Council of Pennsylvania, D. U. A. M. May 1 to 2, 1800. Walter Graham, 1239 Arch st., Philadelphia, Pa.
RACINE, WIS.—Danish Brotherhood In America. Oct. 1, 1802. Viggo A. Danielson, Sta. G, 885 N. Campbell ave., Chicago, III., secy.
REDLAND, CAL—Y. M. C. A. State Convention, Feb. 8 to 11, 1800. W. M. Parsons, San Francisco, Cal.
RICHMOND, VA.—American Medico-Psychological Association, May 1 to 4. C. B. Hurr, M. D., Flint, Mich., secy.
RICHMOND, VA.—Daughters of American Mechanics. Sept. 10 to 13. John Server, 1233 Arch st., Philadelphia, RUCHESTER, N. Y.—Grand Lodge, A. O. U. W. First Tuesday in March, 1800. A. C. Harwick, S08 Mutual Life Bidg., Buffalo, N. Y., secy.

Y., secy OCHESTER, N. Y. Degree of Honor Grand Lodge, Mar 6 and 7, 1960. Fannle Hadley, 225. Central ave., Rochester, N. Y.



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ROCHESTER, N. Y.-A. O. U. W. Grand Lodge, March 6, 1969, Fred, Gleason, 29 Prospect st., Rochester, N. Y. ROCK ISLAND, H.L.—State Retail Mer-chants' Association, Feb. 13 to Ls, 1860, Geo. Schneider, 1712 Second av., Rock Island, Ill. ROCKLANI, ME. Krights of Honor, Grand Lodge, Feb. 21, A. W. Glidden, New Cas-

Lodge, Feb. 21. A. W. Glidden, New Castle, Mc, seey.

ROCKIJAND, Mc. Grand Lodge of Maine, N. E. O. P. Wednesday, April 4, 1900. A. E. Verrill, Aubuin, Me. RUSTON, LA.—1. O. O. F. Grand Lodge, March 5, 1800. F. Gireshaber, Box 283, New Oricans, La.

SAGINAW, MICH.—Biennial Convention Journeymen Barbers October, 1900. W. E. Klapetrky, Box 585, seey., Syracuse, N. Y.

BALT LAKE CITY, UTAH.—1. Grand Engage Convention Grand Engage.

N. Y.
ALT LAKE CITY, UTAH.—I. O. O. F.
Grand Encampment. April, 1900, Ed. W.
Loder, Ealt Lake City, Utah, secy. (Box

Grand Encampment. April, 1900, Ed. w. Loder, Eait Lake City, Utah, secy. (Box 1106.)

SAN ANTONIO, TEX.—National Railroad Postal Clerks' Association. June 7, 1900. Geo. A. Woods, secy., Portsmouth, N. H. SAN ANTONIO, TEX.—Railway Trackmen of America. Dec. 3, 1900. John T. Wilson, G. C., St. Louis, Mo. SAN DIEGO, CAL.—Celebration of Dewey's Victory, auspices G. A. R. Estimated attendance, 5,000, principally from California and Nevada.

SANFORI, Fl.A.—G. A. R. State Encampment. Feb., 22. D. L. Way, Sanford, secy. SAN FRANCISCO, CAL.—Griand Ladge A. O. U. M. of California. First Tuesday in April 1900. Frank S. Poland, Rooms 65 and 66, Errod Building.

SAN FRANCISCO, CAL.—17. O. U. A. M. State Conneil. March 20, 1900. Herman Paine, 759, 8th st., Oakland, Cal. SAN FRANCISCO, CAL.—17. Dogo. Herman Paine, 759, 8th st., Oakland, Cal. SAN FRANCISCO, CAL.—Protestant Episcopal Church Convention. October, 1901. Rev. C. L. Hutchins, Concord, Mass., secy. SANT FE, N. M.—N. M. Medical Society, May 29, 1900. W. G. Hope, Aibuquerque, N. M. 2000.

MAY 25, 1896, W. G. Hope, Abuquerque, A. W. M. M. AVANNAH, GA.—Sons of the Revolution State Convention. Feb. 5, 1400. Wm. Harden, 225 Pres.dent st., Savannah, Ga.

den. 226 President st., Savannah, Ga. SAVANNAH, GA.—Southeastern States Bill Posters' Association. May 21, 1900. Chas. Bernard, secy., Savannah, Ga. SCHANTON, PA.—United Biotherhood of Carpenters & Johners. Sept. 18, 1900. P. J. McGulre, Box 884, Philadelphia, Pa., secy.

McGuire, Box 884, Philadelphia, Pa., secy.-treas.

Bidalla, Mo.—A. O. U. W. Grand Lodge. Feb. 13, 1990. C. W. Turrham, Sedalla, Mo. St.I.M. A. Ala.—Knights of Honor. April 30 and 11, 1999. T. Gardner Foster, Montgoniety, Ana.

SEATTLE, WASH.—Ancient Order United Workmen. Wednesday, April 11, 1900. Jas. T. Royer, Coen.an Block, Seattle, Wash., Roots 11.

PARTA, WIS.—Epworth League State Convention, Feb. 15 to 18, 1860. Prof. W. S. Snithyman, Sparta, Wis.

SPRINTIFIELD, ILL.—State Laundrymen's Association. April 3 to 11. M. G. Planck, Peoria, Ill.—secy.

Association. April 6 to 1. Peoria, 111, seey.
PRINGFIELD, ILL.—Interstate United Mine
PRINGFIELD, Edwardson, Feb., 1969, W. D.

SPRINGFIELD, ILL.—Interstate United Mine Worker's Convention. Feb., 1800, W. D. Dyan, 5.05 Perrick B.dg., Springfield, III. STEVENS' POINT, WIS.—State Councer of Wisconsin, Jr. O. C. A. M. April 17 to 19. Ernest W. Sellers, 1117 Shaurete st., Stevens' Point, Wis.
ST. JOHNSBURY, VT.—Vermont State Denial Society. March 21 to 23, 1990. Thomas Mound, Rutland, Vt.
ST. JOSEFH, MO.—Knights of Maccahees of Missouri, May (second Tuesday), 1901. A. Sigger, secy., 1620 Front avenue, Kansas City, Mo.—Retail Hardware and Stove Association. Feb. 10, 1900. E. Thomas, Trecton, Mo.

sociation. Feb. 18, 1808. Extraol. Mo. —Stipulated Premlum Life surance Underwilters' Association. May to 25, 1900. Miss E. H. Tlus, Elkhart,

d. LOUIS, MO.—Retail Dealers' Association Vehicles and implements of United Vehicles and Implements of United ites. Oct. 3. J. R. Wright, Domphan, Mo. LOUIS, M.—Missouri Retail Hardware d Stove Dealers' Association. Feb. 13,

1900
T. LOUIS, MO.—Royal Arcanum Gra-4
Councit. Feb. 20, 1900. Chas. B. Cox, secy.,
309 Holland Building, St. Louis, Mo.
T. PAUL, MINN.—Imperial Knights, Imperial Commandery. Feb. 16. G. Thane, St.

T. PAUL, MINO.
rial Commandery, Feb. 16, G. than,
Paul, seey,
T. PAUL, MINN. Grand Lodge, Minnesota
A. O. U. W. Fourth Tuesday in March,
1900 Olof Olson, Willmar, Minn., seey
T. PAUL, MINN.—Grand Council of Minnesota, Royal Areanum, March 27, 1990, Geo.
T. Hughs, 425 Guaranty Bldg., Minneapolis,
Minn., seey.

soid, Royal Arganum. March 22, 1990, Geo. T. Hughs, 425 Guaranty Bidg., Minneapolis, Minn., secy.

ST. PAUL, MINN.—Degree of Honor Grand Lodge, March 27, 1800, Francis Buell, 801 Pioneer Press Bidg., St. Paul, Mirn.

ST. PAUL, MINN.—I. O. O. F. Feb. 3rd Wed., 1900. A. E. Renlilard, secy., 501 S. 6th street, Minneapolis, Minn.

ST. PAUL, MINN.—State Camp, M. W. A. February, 1901. W. B. Hartley, West Huluth, Minn.

STREATOR, ILL.—Catholic Knights of America State Council. Aug. 21, 1900. John E. Mahoney, secy., Farmer City, Ill.

STREATOR, ILL.—W. R. C. K. of A. Third luth. Minn.
STREATOR, ILL.—Catholic Knights of America State Council. Aug. 21, 1900. John E. Mahoney, secy.. Farmer City. Ill.
STREATOR, ILL.—W. R. C. K. of A. Third Tuesday, August, 1900. Col. J. J. Doheny, Ill.
Third

Tuesday, August, 1900. Col. J. J. Doheny, Effingham, Ill., secy.
STREATOR, ILL.—Blennial Council, C. K. of A. Third Tuesday, August, 1900. John E. Mahoney, Fariner City, Ill., secy.
SUMMERSIUE, P. C. 1—1., O. 1., Grand Lodge, Feb. 20, 1900. Rev. S. G. Bland, Smith Falls, Ont.
SVRACUSE, N. Y.—State Retall Lumber Dealers' Association. Feb. 28, 1900. S. Il. Beach, Rome, N. Y.

Population, 22,000.

TIPTON, 10WA.-Fraternal Brotherbood of

TOLEDO, O.-National Convention G. A. R.

1903.

TOPEKA, KAS.—F. & A. M. Grand Lodge.
Feh., 3d Wed., 1900. A. K. Wilson, secy.

TOPEKA, KAN.—National Aid Association,
National Council. Feb. 14. S. D. Cooley,
701 Jackson st., Topeka.

TOPEKA, KAS.—Grand Chapter, Royal Arch
Masons. Feb. 12, 1900. Jacob DeWitt, secy.,
Salins Kee.

Masons. Feb. 12, 1990. Jacob Dewitt, sec Salina, Kas. OFENA, KAS.—National Conference Charities and Corrections. May 18 to 3990. tastings it. Hart, 1th Monroe st., C

100. ttastings streetings ago, seey. 10 nKs, KANS.- State Lab)r Convention. 10 nKs, KANS.- State Lab)r Convention. 10 nKs, KANS.- State Lab)r Convention.

K2015.
TOPEKA, KAN.—A. O. U. M., Grand Lodge, Feb. 27, 1969. E. M. Forde, Emporia, Kan. TOPEKA, KAN.—R. A. M., Grand Chaptet. Feb. 19 to 23, 1960. With M. Shaver, To-

Peb. 19 to 23, 1969. Will. Speka, Kan. TOPEKA, KAN.—The Most Illustrious Grand Council of Royal and Select Masters of Kansas. Feb. 19, 1900. Wm. W. Shaner,

grand recorder.

UPEKA, KAN.—State Barbers' Association.
Feb. 6, 1900. C. B. Hypes, secy., Topeka,

Feb. 6, 1900. C. B. Hypes, secy., Topeka, Kan.
TORONTA, CAN.—Canadian Conference ot Charltles and Correction. June, 1900. A. M. Rosebrugh, M. D., 62 Queen St., East, Toronto, Canada.
TORONTO, CAN.—Ontario Educational Association. April 17 to 19, 1900. Robt. W. Doane, 216 Carlton st., Toronto, secy.
TRENTON, N. J.—A. & I. O. Knights of Malta. Second Wednesday in April. Morgan Van Hise, 734 Brunswick av., Trepton, N. J., secy.

Van Hise, 754 Brunswick av., Trenton, N. J., Scey.

TRENTON, N. J. Grand Council L. O. R. C. of New Jersey. Third Tursday in March., 1800. D. P. Fries, Collingswood, N. J., Box 93, grand recorder.

TRENTON, N. J.—Grand Lodge Knights of Pythias. Feb. 21, 22, 1900. Geo. E. Pierson, seey., Woodhury, N. J.

TRENTON, N. J.—Sons of the Revolution State Convention March 6, 1900. John A. Campbell, Trenton, N. J.

TRENTON, N. J.—A. O. U. W. Grand Lodge. March 8, 1900. W. Sellers, Box 31, Camden, N. J.

Campbell, 17t Blon, N. J.

TDIENIOT, N. J. J.—A. O. U. W. Grand Ledge. March S. 1800. W. Sellers, Box 31, Camden, N. J.

TRINIDAD, COL.—Arkansas Valley Press Association. March 15, 1800. D. W. Barisley, seey., Rocky Ford, Col.

TUSKEGUEE, ALA.—Negro Conference and G. M. C. A. Conference of Georgia and Alabana. Feb. 21 to 25, 1800.

UNION HILL, N. J.—Order of True Friends. Oct. 2, 1900. Morgan R. Clark, seey., 163

Metropolitan av., Brooklyn, N. Y.

UTICA, N. Y.—The Commercial Travelers Mutual Accident Association of America. Monday, March 12, 1900. 2 p. m. Edward Trevvett, Second National Bank Bildg., Utl-ca, N. Y.

UTICA, N. Y.—Stats Plumber's Association. Match 13, 1900. John E. Dugan, 4 Monroe st., Albany, N. Y.

UTICA, N. Y.—Stats Plumber's Association. Match 13, 1900. John E. Dugan, 4 Monroe st., Albany, N. Y.

VENITA, I. T.—Grand Lodge, I. O. O. F. Second Tuesday in April, 1800. C. W. Hatfield Wagoner, I. T.

UICTORIA CITY, B. C. CAN.—A. O. U. W. Grand Lodge. March 14, 1800. J. T. Melinovi, Victoria, B. C.

VINCENNES, IND.—Knights of Pythias, Nineteenth District Convention. Feb. 28, 1800. J. W. Cook, Vincennes, Ind.

WASCHINGTON, D. C.—Y. M. C. A. of Maryland, Bistrict of Columbia and West Virginia. Feb. 23 to 25. J. B. Sleman, V. M. C. A., Washington, seey.

WASHINGTON, D. C.—V. M. C. A. of Maryland, Fishington, S. C. W. Hashington, S. C. W. Washington, Seeven Mashington, D. C.—Rights of Pythias, Grand Lodge. Feb. 19. H. J. Gasson, 180, 44th st. N. W. Washington.

WASHINGTON, D. C.—Caltional Builders' Association Feb. 20 to 22. W. H. Saywood, 166 Devonshire st., Boston, Mass.

WASHINGTON, D. C.—Caltional Builders' Association Feb. 20 to 22. W. H. Saywood, 166 Devonshire st., Boston, Mass.

WASHINGTON, D. C.—Caltional Builders' Association Feb. 20 to 22. W. H. Saywood, 166 Devonshire st., Boston, Mass.

WASHINGTON, D. C.—Caltional Builders' Association Feb. 20 to 22. W. H. Saywood, 166 Devonshire st., Boston, Mass.

WASHINGTON, D. C.—Caltional Society, Feb. 19, 1800.

Chase, 142 Panery.
Ington, D. C., sery.
VASHINGTON, D. C.—Daughters of American Revolution, National Society. Feb. 19
1960. Mrs. Kate Henry, Washington, D. C.

seey.

WASHINGTON, D. C.—Theta Delta Chl Friterilty, Grand Lodge, Feb. 22 and 23, 1900.

Daeld N. Lockwood, Buffalo, N. Y.

WASHINGTON, D.C.—Women's Relief Corps.

Department of Potonae, February, 1900, J.

Ellima Evans, 604 A. St. S. E., Washington, D. C.

Elima Evans, 604 A st. S. E., Washington, D. C.
WASHINGTON, D. C. Kusinhts of Golden Eagle, Grand Castle, Ptb. 26, 1980 E L.
Tolson, 167 G st. N. W., Washington, D. C.
WASHINGTON, D. C.—Amerlean Women Suffrage Association, Ftb. 8 to 14, 1990. Rachesel Averv. 1433-52d st., Philadelphia, Pa.
WASHINGTON, D. C.—National Association of Master House Painters. Feb. 6 to 8, 1990. Joel Kennedy, seev., 944 Linn st., Cincinnati, O.
WASHINGTON, D. C.—American Protologic Society. May 1 and 2. William M. Brach, 515 Penn av., Pittsburg, Pa.
WASHINGTON, D. C.—American Surgical Society. May 1 to 3. Herbert F. Bunell, M.D. 22 Newbury st. Boston, Mass.
WASHINGTON, D. C.—Shriners Imperial Council. June 5 to 7, 1990. Benj. Bowell, 1997.

WASHINGTON, D. C.—Shriners impersal Council. June 5 to 7, 1990. Benj. Bowell, teev Poston. Mass.

WASHINGTON, D. C.—Sons of Revolution Triennial Session. April 19, 1902. James Mortimer, Montgomery, N. Y., seey.

WATERBURY, CT.—Grand Commandery, Knights Templars. March 20, 1990. Ell Pirdsey, Meriden, Ct., seey.

WATERTOWN, WIS.—Mutual, Fire Underwriters Association. Feb. 13, 1990. Geo. II. Hastings, Watertown, Wis.

WATERTOWN, WIS.—State Dairymen's Association. Feb. 14 to 17. G. W. Burchard, Ft. Atkinson, Wis.
WATERVILLE, ME.—Knights of Columbus, State Council. Feb. 6. James T. State, Portland, Me., secy.
WAYNE, NEB.—North Nebraska T. A. March 28 to 30. Lucy A. Williams, Norfolk, Veb.

WAYNE, NEB.—North Nebraska T. A. March 28 to 30. Liney A. Williams, Norfolk, Neb.

Wellington, O. Ohio Branch International Dider of the Kings Daughte's a. d. Sons. Oct., 1900. Mrs. Florence II. Williams, 36 W. 10th ave., Columbus, D. Wilbelling, 36 W. 10th ave., Columbus, D. Wilbelling, W. VA.—National Tobacco Workers' Union of America. September, (fourth Monday), 1900. E. Lewis Evans, 422 Granite Block, St. Louis, Mo., seey.

WILTE RIVER JUNCTION, VT.—Dartmouth Interscholastic Athletic Association. Feb. 9, 1900. W. C. Pelkey, seey.

WILMINGTON, DEL.—Shield of Honor, Grand Lodge, Feb. 21, 1900. Chas. T. Martin, 822 W. 7th st., Wilmington, Del. WILMINGTON, DEL. National Funeral Bencht Association, P. O. S. of A. Feb. 27. G. Allen Smith, 2321 Catharine st., Philagelphia, Pa.

WINCITESTER, VA.—Grand Lodge K. of P. of Virginia. Feb. 27, 1900. Walter A. Edwards, 356 Holt St., Norfolk, Va.

WINFIELD, KAN.—Kansas Social Science Federation of Women's Clubs. May, 1900. Miss Florence Rockwell, Junction City, Kan. WINNIPEG, MAN., CAN.—Manltoba Veter.

Kan.
WINNIPEG, MAN., CAN.—Manitoba Veterinary Association. About Feb. 10, 1900. W.
I. Hinman, V. S., secy., Winnipeg.
WINNIPEG, CAN.—I. O. O. F., Grand Lodge.
Feb. 20. R. H. Shanks, Box 235, Winnipeg.
WINONA, MINN.—Minnesota Retail Grocers'
Association. Feb. 21 to 23. J. F. Gerilcher,
Winnipa, Minn.

Association. Feb. 21 to 23. J. F. Gertlcher, Winona, Minn. WINDNA, MINN.—Retail Grocers' and Mer-clearts' Association. Feb. 20 to 23. J. T.

clants' Association, Feb. 29 to 23 J. T. Rowan, seey.

WDLSELEY, N. W. T.-L. O. L., Northwest Territories Grand Lodge Feb. 22 and 23, 1960. A. D. Ferguson, Wolseley, N. W. T. WOODSTOCK, ONT.-Y. M. C. A. Convention, Ontarlo and Quebec, Feb. 8 to 10. T. J. Wildte, 421 Yonge st., Toronto, Can. WORCESTER, MASS.—Clara Barton Tent No. 3, D. of V., at G. A. R. Hall, 35 Pearl st. First and second Monday of cach month, Mrs. Ida E. Warren, 140 Chandler st. Worcester, Mass.

WOCESTER, MASS.—Order Scottish Clans State Convention, Feb. 22, 1960, Walter Ballantyne, Dudley st., Roxburg, Mass.

State Convention. Feb. 22, 1900. Walter Ballantyne. Dudley st., Roxhurg, Mass. WYANDOTTE, MICH.—Jr. O. U. A. M., State Meeting. Feb. 13, 1900. W. E. Pulcifer. secy., Lansing, Mich. VDI'NGSTOWN, D.—Grand Council of Ohio. Foresters of America. Second Tuesday in May, 1901. Thus, L. Hopkins, 1402 Harvard st., Cleveland, O., secy.

LIST OF FAIRS.

Inis list is revised and corrected month-ly. Secretaries are urgently requested to send in their dates at the earliest possible moment after they are claimed, and to notify us promptly as to any change. Rosters and dates are published abso-lutely Free of Charge.

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ALABAMA.

ALABAMA.

BIRMINGHAM. ALA. Mardi Gras Carnival.

Feb. 26 and 27, 1980. H. W. English, Box 85, Firmingham. Ala., pres.

MOBILE. ALA.—Carnival. Shrove Tuesday. W. K. P. Wilson, chalrman executive connittee: Edw. Macartney, treas.: A. H. Kennedy, Mobile Carnival Association, seey.

GEORGIA

CORDELE, GA -Mardi Gras and Street Cal-nival. V. J. Erhart, director.

ILLINOIS.

ALEDO, H.L. Mercer County Agricultural Society, Sept. 18, 19, 20 and 21, 1800 G. W. Williams, Box 346, Aledo, H.L. Seey, BELAVAN, H.L.—The Twenty-second Annual Fair of the Tazewell County Agriculturas Board, Aug. 28 to 31, 1900. J. W. Crabt, ores. J. O. Jones, seey FLAWOOD, H.L. The Elmwood Fair Association, tenth annual fair, Aug. 21 to 24.

elation, tenth annual fair. Aus.

M. R. Sturievant seey.
EL PASO, II-L. The Twentieth Annual Fair,
Woodford Conney Agricultural Board S. pt.
10 to 14 E. A. Childs, pres.; Geo. R. Cur-

Hss, seey.

MACOMB, H.L. McDonough County Fact, Sept. 25, 26, 27 and 28, 1300. W. P. Austla, Mansfield, Pa., seey
WOODSTOCK, H.L. McHenry County Fair Aug. 28 to 31. M. Zimpleman, pres. A. S. Wright, seey.

INDIANA

HINTINGBI'RU, IND.—The Fourteenth Annual Dubols County Fair. Sept. 10 to 15, 1900. II. C. Rothert, secy.
INDIANAPOLIS, IND. Indiana State Fair. Sept. 17 to 21, 1900. Aaron Jones, pres., Chas. Downing, Indianapolis, Ind., secy.

IOWA.

CLARION, 10 WA.- Wright County Agricul-tural Society, Sept. 18 to 21, 1990, W. C. Brown, Carlon, Iowa, secy. IAAMBURG, 10 WA.- Hamburg Harvest Home-Aug. 7 to 10, 1900, M. F. Phillips, manager.

SHENANDOAH, 10WA.—Agricultural Ex-bibit and flace Meeting, Aug. 14 to 17, Chas Alutleh, pixsa; C. F. Crose, secy.

KANSAS.

IHAWATHA, KAN, The Brown County Fair Association. Sept. 5 to 7. U. Y. Johnson, press. Willis, Kan.; John H. Meyer, Seey. Willis, Kan.; John H. Meyer, Seey. Willish, Kan. Willish, Kan. Willish, Kan. Willish, Kan. Willish, Kan. Carnival and Fall Festival totest fair). Oct. 1 to 6. H. C. Lockwood, Seey.

Wood, seey.

LOUISIANA.

NEW ORLEANS, I.A. Mirdl Gras Carnival.
FYD 27, 1900.

SHREWEPORF, I.A. Mardl Gras Carnival.
April, 1900. E. Phelps, Jr., Box 383, New
Orleans I.a.

SHREATRA SHEET SHEET STATE SHEET SHE

NEW JERSEY
PATERSON, N. J.—Second Grand German
Fair. Feb. 5 to 10, 1900. Eugene Gruenherg, secy., 112 Hroadway, Patterson.

herg, seey., 112 liroadway, Eugene Gruenberg, seey., 112 liroadway, Patterson, NEW YORK.

ANGELICA, N. Y. — Miegheny County Agricultural Society, Sept. II to 11, 1800. E. S. Bartlett, Belfast, pres.; Charles Lownsbury, Angelica, Vice pres., A. E. Dudley, Angelica, N. Y., seey.; F. II. Jackson, Angelica, N. Y., treats.

BATH, N. V.—Stenben County Agricultural Fair. Sept. 24 to 28, 1800. C. A. Shnitz, pres., and seey.

ELMIRA, N. Y.—Chinning County Fair. Sept. 3 to 7, 1800. Geo. McCann. seey.

IIORNELLSVILLE, N. Y.—Hornellavl le Fair. Aug. 27 to 21, 1800. M. L. Gifford, seey.

ITHACA, N. Y.—Tompkins County Fair. Sept. 3 to 7, 1800. N. Y.—Tioga County Fair. Sept. 3 to 7, 1800. Mames Armstrong, seey.

Syracultural Fair. Sept. 3 vy.—New York State Fair. Sept. 2 to 7, 1800. James Armstrong, seey.

Syracultural Fair. Sept. 3 vy.—New York State Fair. Sept. 2 to 8, Vy.—New York State Fair.

Sept. 3-10 N. WELLSVILLE, N. Y. Wellesville Fair. Aug 20 to 24, 1900.

OHIO.
CINCINNATI, O —Mardi Gras Carnival, Feb.
27, 1990 Geo. H. Schreider, Cincinnati, O.

PENNSYLVANIA.

CAMBRIDGE, PA.—Cambridge Fair, Aug. 28 to 31, 19co. Albert S. Faher, I and 3, 5th st. Public Square, Cambridge Springs, Pa.,

MANSFIELD, PA. Mansfield Falr. Sept. 25 to 28, 1900. W. P. Austin, Mansfield, Pa.,

secy, MILTON, PA - Milton Fair, Det. 2 to 5, 1909, Edwin Paul, Mi'ton, Pa., secy, WESTFIELD, PA - Westfield Fair, S-pt, 11 to 15, 1909, Frank Strang, secy,

TENNESSER.
MEMPHIS, TENN.-Mardi Gras Celebration.

WEST VIRGINIA. WHEELING, W. VA.-West Virginia Exposition and State Falr. Sept. 10 to 14, 1900. Geo. Hook.

WISCONSIN.

EVANSVILLE, WIS. The Evansville Rock Co Agricultural Association Fair. Sept. 4 to 5, 1990. W. D. Campbell, pres.; Geo. L. Pullen, treas.; F. Springer, ssery. JAMESVILLE, WIS.—Jamesville M41-winter Fair. Feb. 20, to 22, 1990. Geo. M. McKey. pres. F. L. Clemons, secy.

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REFERSON, 1A.-Poultry Show. Sept. 13 to 15, 1900. D. II. Grimall, pres.; P. O.

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Expositions.

purffalo, N. Y.-Pan American Exposition.
May 1 to Nov. 1, 1901. John G. Milburn,
pres.; Edwin Fleming, secy.
HIRCAGU, H.L.-Furniture Exposition. Jan.
1 to Feb. 15. C. F. Manahan, 370 Webash

av. Chicago.
ONDON, ENG., EARL'S COURT.—Women's
International Exposition. 1990. Imre Kiralfy, manager.
OS ANGELES, CAL.—Industrial Exposition.
Feb. 20 to March 13, 1900.

red. 20 to March 13, 1900. SEW ORLEANS, LA.—Louisiana industrial Exposition April 14 to May 6. C. L. Brack-ett, 807 Common st., New Orleans, director. SEW YORK CITY—Typographical Exposi-tion. May 2 to June 2.

tion. May 2 to June 2.

ARIS, FRANCE—Peris Universal Exposition. April 15, 1900, to April 15, 1901.

T. LOUIS, MO.—World's International Exposition. 1903.

OLEDO, O.—Ohio Centennial Exposition.
May, 1902.
ALIDOSTA, GA.—Valdosta Exposition. Oct.
30 to Nov. 2, 1900. A. Moore, Valdosta, Ga.,

MRT.
VASHINGTON, D. C.—Federal Government
In District of Columbia Exposition. May,
1900.

Pure Food Shows.

'ATERSON, N. L.-Pure Food Show. March 3 to 16. Mr. A. G. Haight, 188 Straight st., Paterson, N. J., mgr.
ITTSBURG, PA..-Pittsburg Pure Food Show. Feb. 12 to March 10, 1990. I. M. Barrett, Liberty Market Bldg, Pittsburg, Pa., PRINGFIELD, ILL.-Pure Food Show. Feb. 8 to 29.

Races.

AKESIDE, IND.—May 10 to 26.
ATONIA, KY.—May 21 to June 16 (probable)
ATTLE ROCK, ARK.—March 26 to April 7.
AUISVILLE, KY.—New Louisville Jockey
Culb. May 3 to 19.
AUISVILLE, KY.—May 3 to 19.
IEMPHIS, TENN.—April 5 to 27.
ASHVILLE, TENN.—April 28 to May 5.
JEWPORT, KY.—April 28 to May 19.
T. LOUIS, MO.—May 12 to August 24.
ORONTO, CAN.—The Ontarto Jockey Club.
May 2t to Saturday, June 2, Loto, W. P.
Fraze, Toronto, Can., secy.

Dog Shows.

OSTON, MASS.—New England Kennel Club. April 3 to 6, 1906.

HICAGO, 1LL.-Mascoutah Kennel Club. March 7 to 10, 1900.

EW YORK CITY. — Westminster Kennel Club. Feb. 20 to 23, 1900. James Mortimer,

Additional Shows.

STON, MASS.—Sportsmen's Show. Feb. 2 to March 10. R. D. Leonard, adv. mgr. IIICAGO, ILL.—International Live Stock Exhibition. Dec. 1 to 8, 1900. R. Z. Herrick, Chicago, seey.

EW BEDFORD, MASS.-Bicycle Show, Feb-

FHILADELPHIA, PA.—State Horticultural Society Flower Show, March 10 to 23, 1900, James M. Rhodes, Ardmore, Pa., pres.

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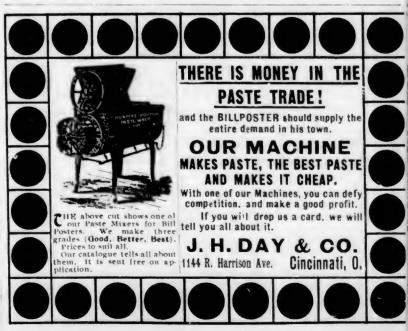
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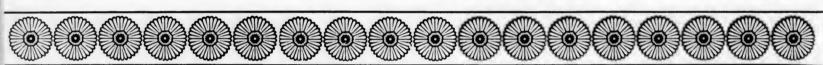
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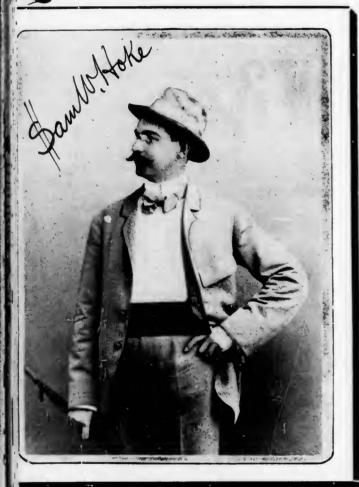
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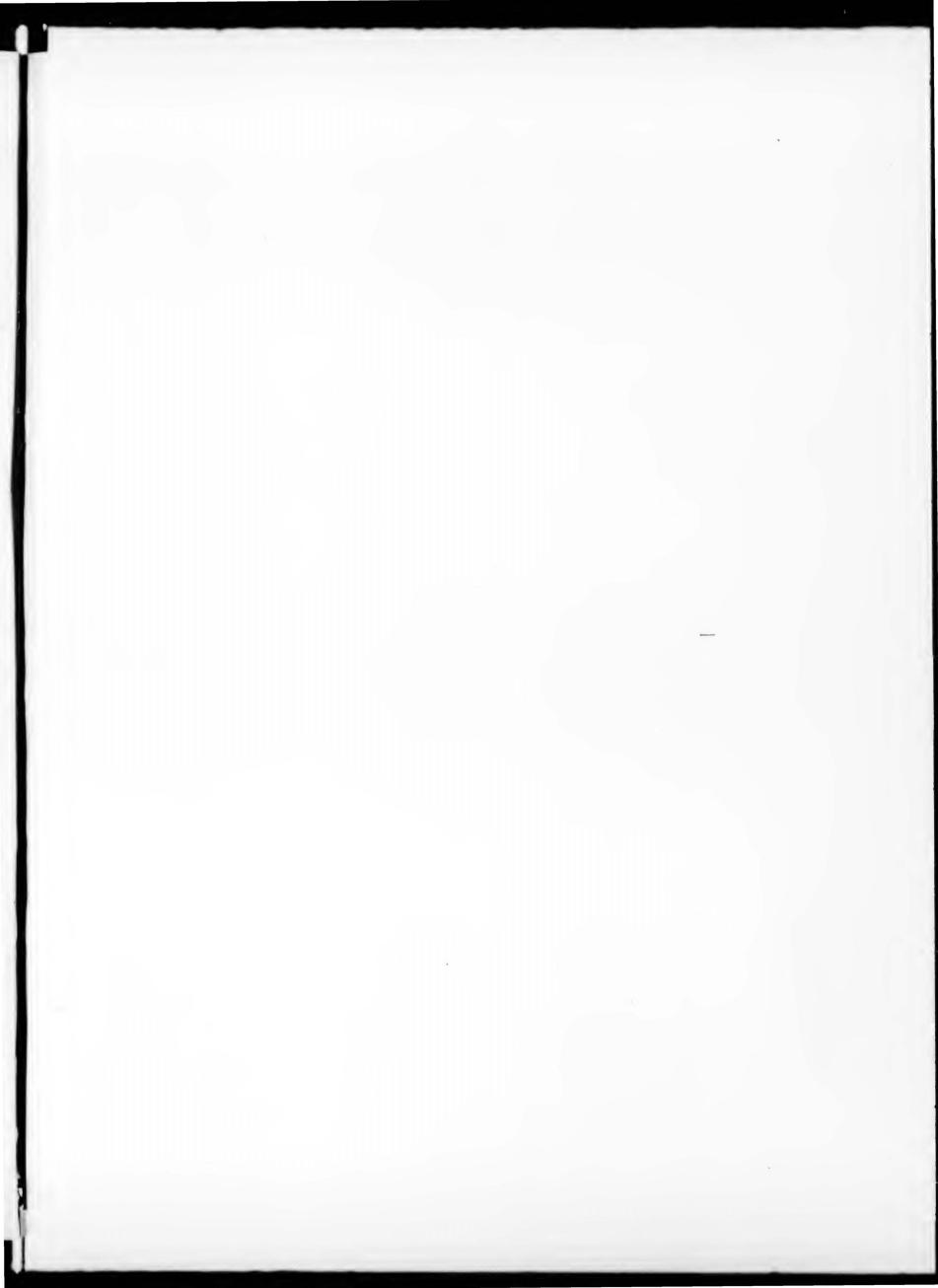
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Vol.XII #5
March 1900