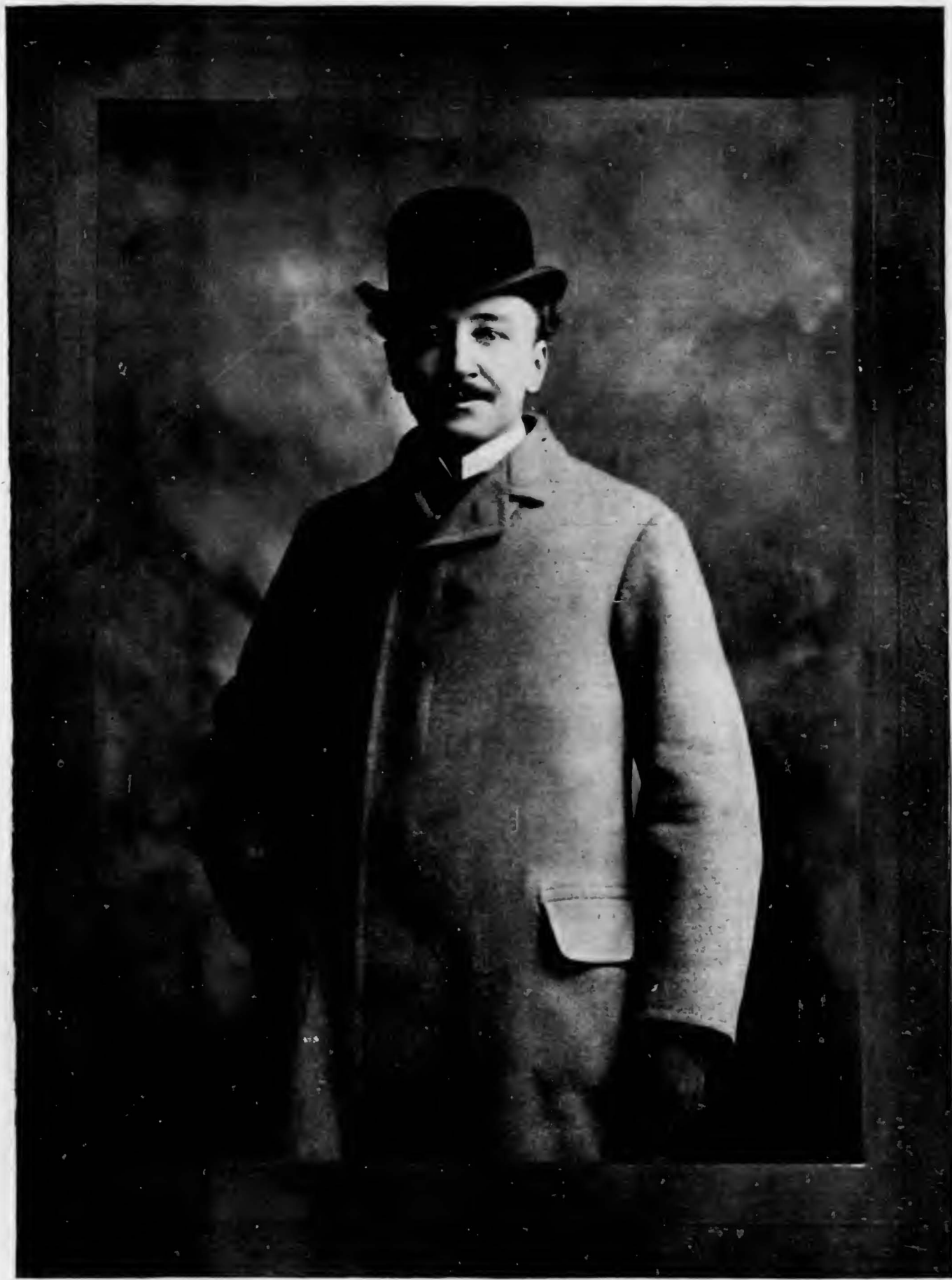


THE BILLBOARD

Vol. XII, No. 16.

CINCINNATI, SATURDAY, AUGUST 18, 1900.

PRICE 10 CENTS
PER YEAR \$4.00



CHARLES F. FILBRICK,

Of Buffalo, N. Y., recently elected President of the International Association of Distributors.

Distributors' Doings.

The 'A. of D. Convention.

At the Detroit annual meeting of the International Association of Distributors, members of the Associated Hill Posters succeeded in getting control of the organization and elected the following officers:

- President, Charles F. Filbrick, Buffalo, N. Y.
First Vice President, Samuel R. Hixson, Piqua, O.
Second Vice President, C. W. Nichols, Council Bluffs, Ia.
Third Vice President, James L. Hill, Nashville, Tenn.
Secretary, W. H. Steinhilber, Cincinnati, Ohio.
Treasurer, H. W. Walker, Detroit, Mich.
Executive Committee: L. H. Ramsey, Lexington, Ky.; O. P. Fairchild, Covington, Ky.; J. W. Griffiths, Greensboro, N. C.

The constitution and by-laws were revised so as to practically place the entire affairs of the organization in the power of the officers and the executive committee.

'General Information,' a pamphlet published at Birmingham, N. Y., offered the association cheap advertising rates and free copies to the members, and was therefore declared the official organ for the ensuing year by a vote of 18 to 29.

As many members of the I. A. of D. are also members of the I. D. A., it is freely predicted that an amalgamation of the two associations under the protecting wing of the Associated Hill Posters will take place within the coming year.

The next annual meeting place is left to the choice of the directors, and it is generally believed that Buffalo will be selected.

The fifth annual convention of the International Association of Distributors opened its sessions in the Chamber of Commerce Building, Detroit, Mich., at 10 o'clock Tuesday morning, Aug. 7. In the absence of President Reed, Vice President Hill occupied the chair. The following members responded to roll-call:

- John A. Clough, Chicago, Ill.; Evansville Distributing Co., Evansville, Ind.; The Consolidated Bill Posting Co., Jeffersonville, Ind.; The Consolidated Bill Posting Co., New Albany, Ind.; C. W. Nichols, Council Bluffs, Ia.; O. P. Fairchild & Co., Covington, Ky.; L. H. Ramsey, Lexington, Ky.; The Consolidated Bill Posting Co., Louisville, Ky.; Chas. Strong, Ann Arbor, Mich.; Walker & Co., Detroit, Mich.; Geo. M. Leonard, Grand Rapids, Mich.; Abbott & Castner, Birmingham, N. Y.; Whitmer & Filbrick, Buffalo, N. Y.; Wm. F. Mosher, Canandaigua, N. Y.; Cook & Castner, Fulton, N. Y.; Castner & Co., Jamestown, N. Y.; Niagara Falls B. P. & Adv. Co., Niagara Falls, N. Y.; Geo. T. Castner, Syracuse, N. Y.; Whitmer & Filbrick, Tonawanda, N. Y.; Bryan & Co., Akron, O.; W. H. Steinhilber, Cincinnati, O.; Bryan & Co., Cleveland, O.; Bryan & Co., Dayton, O.; Chas. A. Hoed, Delphos, O. P. It Olver, Findlay, O.; S. E. Riblet, Gallon, O.; W. C. Terrell & Co., Lima, O.; Hixson Bros., Piqua, O.; Chas. P. Rodgers, S. W. D.; H. H. Tyner, Springfield, O.; Bryan & Co., Toledo, O.; C. L. McFellan, Xenia, O.; John M. Evans, Youngstown, O.; England Bros., Zanesville, O.; Twin Cities Post Agency, Allegheny, Pa.; Twin Cities Post Agency, Pittsburgh, Pa.; Van Buren & Co., Memphis, Tenn.; Nashville Dist. & Adv. Co., Nashville, Tenn.; L. H. Ramsey, Charleston, S. C.

A letter of regret from President Reed was read, and after the report of the officers had been submitted, the session was adjourned until 2 p. m.

The election of officers was the only important event that took place at the Tuesday afternoon session. Filbrick had little trouble defeating Hill for the Presidency. The other officers developed little or no rivalry. This session was very tame, and the many tangles regarding parliamentary procedure were in truth provoking.

The members re-assembled for the third session at 10 o'clock Wednesday morning. A

committee for the revision of the constitution and by-laws was appointed, consisting of the following gentlemen: G. M. Leonard, L. H. Ramsey, Charles F. Bryan, C. W. Nichols and J. Macnana. While the committee went into conference the meeting resolved itself into a semi-social session, and numerous speeches were listened to. Among the visitors who addressed the convention were D. R. Talbot, of the California Syrup of Pigs Co.; G. C. Hittner, of the G. C. Hittner Co., Toledo, O.; Dr. Leach, of the Chattanooga Med. Co.; Mr. Brown, president of the Brown Med. Co., of Erie, Pa.; and Mr. Griffin, of the John Morrow Co., Springfield, O.

When the committee on constitution and by-laws made their report the installation of officers followed. The proposition introduced by Nichols, of Council Bluffs, to allow a 10 per cent commission to distributing solicitors was promptly squelched by adjournment.

The fourth and last session was called in order at 2 o'clock Wednesday afternoon, and lasted about an hour. The question of the official organ was the only matter considered, and it caused some lively discussion. 'The Billboard' was asked to reduce its advertising rates, and to desist from printing the names of distributors who were not members of the I. A. of D., but both requests were promptly refused. 'General Information,' a Birmingham N. Y. publication, reduced its rates and offered free copies to members, and on this account was declared the official organ. The leaders of the opposition to 'The Billboard' were Leonard, Walker, the Bryans, Tyner, Hill and Steinhilber. The convention adjourned to meet at the call of the board of directors.

Notes.

Both Leonard and Steinhilber refused to serve on a committee in which matters concerning 'The Billboard' were at issue. Timidity caused Steinhilber to 'buck,' while Leonard openly acknowledged that he was prejudiced.

Applications for articles of incorporation were filed at the Recorder of Deeds' office, St. Louis, Mo., as follows: Southwestern Railway Advertising and Distributing Company, capital stock, \$50,000. James Barker, Henry C. Townsend, Charles S. Crane, Bryan Snyder, Charles M. Pratt and E. W. La Beaume have 280 shares each and Charles E. Ware, 284 shares. Also, Southwest Advertising Company, capital stock, \$3,000. Fred E. Helt, Louis Becker and George F. Robertson, 10 shares each.

The International Distributors' Association, through its secretary, Clarence E. Runey, has secured the distributing end of the American Lady Cerset Co. The work will be given only to members who have filed their bonds. This company in the past has been doing its work through the Bell Telephone boys, and the work has been done very unsatisfactorily. When the American Lady Cerset Co. was shown the list of bonded members of the I. D. A. they concluded it was a good thing, and will now do more distributing than ever.

At one of the business sessions Lou Ramsey permitted himself to be interviewed by a Detroit reporter on the political situation in Kentucky. He said: 'It is only the Gophers who are looking for and prophesying conviction. You will find that the better class are now getting the upper hand in all political affairs. The trouble has been that all State affairs have been in the hands of questionable politicians. As things look now, however, Kentucky ought to be carried this year by the Republicans with 40,000 majority.'

A newspaper man met S. S. Van Buren, of Memphis, Tenn., in the lobby of the St. Clare Hotel, and got the following interview in regard to the anti-negro riots in the South: 'If they'd go to work and kill off about 60,000 of these blacks, the country would be better off,' he said. 'They're a bad set. If you give them the end of your finger on Monday morning they have your whole arm by Saturday night. When I left the North many years ago, I was one of the staunchest Republicans to be found anywhere. I had not lived a year in the South when I turned Democrat. Why?' 'Oh, the conditions of everything made me do so.' Mr. Van Buren said that he liked the Southern people immensely. 'Very seldom does one hear anything said against the Northerners, and when one does, it is mostly among the women.'

After the Convention.

AFTER THE CONVENTION
I ain't the man who led the way
A robin 'peered at' stateli;
I walked fur in less in the d'splay;
The same fat gaid me greatly;
I wasn't of the chosen few,
S'ik-kattered and high-collared;
I did jee' what they told me to;
I am the man who hollered.

They told me I was needed there;
Such odds me always has 'em;
The files who forward the affair
With their enthusiasm;
I never tried to make a speech;
'Net bet'n' any scholar;
I merely find the general speech;
I am the man who hollered.

I've had to meet with some expense;
That couldn't be neglected;
My achin' head, it feels immense;
'Em weary an' dejected;
'Net one of 'em could tell my name—
'Es 'enders when I felleded;
A patret all unknown to fame,
I am the man who hollered.

Laramie, Wyo., Letter.

To the Editor of 'The Billboard':
Dear Sir—Posting is rather quiet, though my boards are not bare. Have Golden Crown Cigar, Zip and Old Virginia Cheroots paper on, besides local paper. Town is on the boom and some boards have had to be moved to make way for new buildings, but have been building some new boards. Distributed for Allen's Foot Ease, of Leltoy, N. Y. Business is flourishing and everyone doing well. The town is full of people, and rooms and beds are at a premium, hotels being so crowded that many are unable to find a place to sleep. Am quitting the opera house, and by September expect to be an up-to-date house and ready for business. Have fine stockings for the season. Yours truly,
H. E. ROOT.

Louisiana, Mo., Lines.

To the Editor of 'The Billboard':
Dear Sir—There is to be a 'mighty' 'waking up' of things in old Louisiana this coming month. On the 5th, 6th, 7th and 8th of September we are to have a street fair that promises to be a great success. Buffalo Bill's Wild West will exhibit here the 20th, and they will use about 1,000 running feet of my boards. Mr. Seaman, the general representative of Mr. Cady, was here, and contracted with me for all I could spare. Bill's printing business has been picking up with me, and I have my plant in good shape. We will not have any spare for street fair advertising, owing to the Wild West Show, but expect to do considerable distributing. We also will do most of the advertising for the fair, which will be conducted on a large scale throughout this and several other counties. I have charge of the amusements, and will be pleased to hear from good attractions. 'The Billboard' is a welcome visitor to our office, and is carefully read each week, and we have several times profited by the information along our line contained therein. Wishing you continued success, I beg to remain, yours very truly,
E. A. PARKS.

Ft. Madison, Ia., Items.

To the Editor of 'The Billboard':
Dear Sir—Some time ago Dr. Kay made arrangements with me to distribute some books, and then sent me a letter that he had shipped the books to me. I watched for them about a month, when one day I saw the books. I don't know who put them out, and do not care. What I want to know is, why he did not send the books to me, as he promised to do. If I had had the books shipped to me and not put them out, and never write the firm again, they would want me to pay for the shipping and trouble they took in sending them to me. Now I want pay from the Dr. Kay Company, of Saratoga Springs, N. Y., for calling upon all of the druggists in town. Dr. Kay no doubt got his work done cheaper, Well, Dr. Kay, if you get some one to do your work cheaper than the price I asked, why did you not write and tell me? I wrote you several times, asking why you did not send the books, but no answer came. I hope Dr. Kay will be kind enough to write me, as I would be pleased to hear from him. The opera house was almost completely destroyed by fire, and what is worse, it is said that another one will not be put up. I think a town with a population of 10,000 should be able to afford an opera house. Well, a circus would no doubt pick up some money in this town, as there has not been one here for two or three years.
SYLVESTER JOHNSON.

Rockville, Ct., Letter.

To the Editor of 'The Billboard':
Dear Sir—Though we are new in the bill posting business, having succeeded J. S. Thrall Dec. 1, 1900, we are evidently getting our share of the work and are constantly adding to our plant. We have so far this season built six large stands, besides additions and rebuilding of old ones, and have now as new a plant as any one possibly can have, and are constantly being complimented by the inspectors on the excellent showings given to our patrons. Our plant is now fully three times as large as a year ago, and we are not through yet. Have had only one circus—Sautelle's, to capacity of tent—but as this is a good circus town, hope for more. We had a lot of paper up, though, for Ringling, Forepaugh-Sells and Buffalo Bill when they played Hartford, and they were well paid for advertising here, as many Europeans attended each performance from this city. I have had no Illinois' Boot Beer (two lots), Corner Oats (two lots), Old Virginia Cheroots (two lots), Coca-Cola (two lots), Pepsi, Hanley's Peerless Ale, Magic Yeast, Dr. Pierce, hat posters for two local firms, Snipsie Park (local) and a great lot of paper from Hartford, Conn., for Parson's Theater, Word's Park, Palm Garden, Cherry Oak Park, Sousa's Bard, and others. We have done distributing for Peruna, Dr. Chase (three lots), Kendon Manufacturing Company, Dr. Miles (two lots), Palmum (two lots), Heed (two lots), Allen's Foot Ease, Dr. F. E. & J. A. Greene, W. T. Hansen Co., Dr. Kennedy, Wheatena samples (here and in Manchester), besides local work. One of the first things we did when starting in was to subscribe for 'The Billboard,' and have had your valuable paper to help us along since Jan. 1, 1900. We have found lots of information in it to thank you for since that time. We shall endeavor by giving everybody first-class service at a reasonable price to merit the large patronage we no

doubt will have another season, judging from what we have done our first one. Our big Rockville Fair takes place Sept. 18 to 20, and will attract many thousands of people from all over the State. We will soon commence to advertise it heavily.
GEO. P. WENDHISER.

Sherman, Tex., Snap-Shots.

To the Editor of 'The Billboard':
Dear Sir—I do not see much from Texas in your valuable paper, so I thought I would tell you how things are going with me down here. I want to say right here, though, that since you have made a weekly of your paper it is a great deal better than it was as a monthly, and it seems to me that every bill poster and distributor ought to take it. It is a real investment they can make of a few dollars. I have stuck to 'The Billboard' through thick and thin, and intend to give it my moral and financial support in the future. The fact is, I do not feel that I could get along without it. I see some of the boys complain of dull times. You will see by the following report that I have been kept on the jump since writing you last:
Continental Tobacco Co., New York City, 4 48-sheet stands, Star Tobacco; Muscatine Out Meal Co., Muscatine, Ia., 20 4-sheet stands; Friends Oats; Prickly Ash Bitters Co., St. Louis, Mo., 6 32-sheet stands, two postings; Guger Hats, through Gregory, Wheat & Shuey, local, 12 8-sheet and 12 2-sheet stands; Douglas Hats, through Shane & Sons, local, 20 2-sheet stands; Grand March Cigars, through S. W. Hoke, New York City, 25 8-sheet stands; Hires' Root Beer, through N. W. Ayer & Son, 10 8-sheet and 25 2-sheet stands, Philadelphia, Pa.; Baker Cherry Chemical Co., Chicago, Ill., 200 1-sheets, two postings, 100 sheets each; Southwestern Soda Fountain Co., Dallas, Tex., 300 1-sheets, two postings, 150 sheets each; American Tobacco Co., New York City, through L. Wells Baldwin, Dallas, Tex., 7 8-sheet and 40 2-sheet stands; Sweet Caporal, 8 12-sheet and 30 2-sheet stands; Old Virginia Cheroots; Colorado Southern R. R., through Currau Co., 14 16-sheet stands, two postings, Denver, Col.; Mennen Talcum Powder, through A. Van Buren & C., 15 8-sheet stands.

List of distributing I have done: Peruna Drug Manufacturing Co., Columbus, O., 3,500 books; C. I. Hood & Co., Lowell, Mass., 3,000 books; Prickly Ash Bitters Co., St. Louis, Mo., 2,500 books; Chattanooga Medicine Co., Chattanooga, Tenn., two distributions, 7,000 books; A. Pinsky Tobacco, 1,000 samples, Louisiana, Mo., 4,000 samples; Thatcher Medicine Co., 1,000 almanacs; Chattanooga, Tenn.; L. Gentle & Co., 3,000 samples, Chattanooga, Tenn.; Sw. It Specific Co., 3,000 books, Atlanta, Ga.; S. R. Feil & Co., Cleveland, O., 1,000 books; Dr. Miles Medical Co., three distributions, 9,000 books, Elkhart, Ind.; E. E. Sutherland Medical Co., 1,500 samples, Paducah, Ky.; Lueret Chemical Co., 1,500 samples, St. Louis, Mo.; Yucca Co., Wichita Falls, Ia., 2,000 books; L. E. Pinkham Medicine Co., 3,400 books, Lynn, Mass.; G. C. Hittner Co., Toledo, O., Viola Cream folders, 6,000; local druggists, 20,000.

J. LONG.

Galveston, Tex., Gleams.

To the Editor of 'The Billboard':
Dear Sir—Business is rather dull, which is to be expected at this time of the year. I have had plenty of work all the summer. Following is a list of unexpired national work on my boards: 8 28-sheets, Adams Peppin Gum, three months' contract; 50 6-sheets, 100 4-sheets and 100 1-sheets, A Star Cigar, two months; 12 20-sheets, Aneta Cream, three months; 15 16-sheets, Colorado Southern Railway, two months; 250 1-sheets, 115 2-sheets, 25 8-sheets and 20 12-sheets, Fashion Tobacco for American Tobacco Company, thirty days; 10 16-sheets for Chicago & Rock Island Railway, six months; 50 8-sheets for Mennen's Baby Powder, thirty days; 500 2-sheets for Galveston Brewery, two months; 300 2-sheets, 150 1-sheets and 120 12-sheets, O. V. C. A. T. Co. one-third each month for three months; 200 1-sheets, Zip, twelve months' contract; 100 1-sheets, The Colorado Carlsbad Water Co., thirty days; 500 1-sheets and 25 4-sheets, Little's Liquid Sulphur Co., thirty days; 200 2-sheets, Peters Shoe Co., St. Louis, three months. Distributed within the last thirty days for the following firms: Fort Wayne Drug Co. (Lime Oil Tea samples), Fort Wayne, Ind.; Thacher Med. Co., Chattanooga, Tenn.; Colorado Carlsbad Mineral Water Co., Denver, Col.; Will A. Molton, Washington Medical Institute, books. I have contracted to supply 2,100 feet of 4 and 6-sheets high to Buffalo Bill's Wild West, making a total of 2,702 sheets for the first cut, on Sept. 25; date of show, Oct. 22, 1900.
JOHN E. HOWARD.

Roseburg, Ore., Rustles.

To the Editor of 'The Billboard':
Dear Sir—I receive 'The Billboard' regularly, and find it more and more interesting. It is the bill poster's friend, and when at times there are slack days we can use the information gained by it and send out our circular letters to let the wholesale people know about our plants' working capacity. I have been all over California and Oregon, and I can say for myself that I have about the best boards and locations on the Pacific coast. Just finished posting Oregon for Candor's Combined Shows to-day; also posted ninety sheets of King V Cigar for Tillmann & Rendel, of San Francisco.
H. G. HOUSHOLDER.

THE BILLBOARD.

Published Weekly at
127 East Eighth Street, Cincinnati, Ohio, U. S. A.
Address all communications
For the editorial or business departments to
THE BILLBOARD PUBLISHING CO.

Subscription, \$4.00 a year; 6 mos., \$2.00; 3 mos., \$1.00. In advance.

ADVERTISING RATES:

Advertisements will be published at the uniform rate of ten cents per square line; no discount for time or space. Copy for advertisements must reach us before noon on Saturday previous to week of issue. Our terms are cash.

The Billboard is sold in London at Low's Exchange, 57 Charing Cross, and at American Advertising Newspaper Agency, Trajanar Buildings, Northumberland Ave., W. C. In Paris, at Brentano'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 payable to The Billboard P. Co.

The editor can not undertake to return unsolicited manuscripts; 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.

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Saturday, August 18, 1900.

AS TO EXCLUSIVE DISTRIBUTORS.

It would seem that the distributor, who devotes his time and energies exclusively to placing samples, circulars and other advertising matter properly in the hands of the purchasing public, has been weighed in the balance. For it has been found that only by dint of the strictest economy and assiduous labor can distributing, exclusively handled, be made to produce even a fair annual profit.

With this thought in mind, a certain element in the out-door advertising world has been endeavoring for several years to mutually ally the bill-posting and distributing interests for the inevitable purpose of increasing facilities and enlarging the profits in each line. Heretofore, obstacles and petty jealousies have hampered the way. Now, however, the keynote of the coming changed condition has been sounded, and it was first heard in Detroit last week. It soon became apparent at this I. A. of D. convention that the bill posters had decided to delay no longer, but were resolved to take matters in their own hands. This was done with ease, and the first step towards making distributing a business auxiliary to a bill-posting plant was accomplished.

Those whose opinions are worthy of attention, freely predict that within two years at the utmost bill-posting and distributing will no longer be conducted independently of each other.

The official organ of the Associated Bill Posters was so late in making its appearance this month that suspicions were entertained in some quarters that the publication had fallen by the wayside. These fears were dispelled,

however, after the first week of the month had elapsed, when the journal made its appearance in the mails with a decidedly altered typographical make-up.

Although the issue looks rather pretty, very little taste is displayed in the arrangement of matter, and the long delay seems unaccountable. The same old shortcomings are also to be noted, i. e., absence of editorials, comments and gossip, together with a paucity of timely trade topics. It looks as if the reins are still too tightly drawn in the interests of the favored few.

It will not be amiss to say that the distributors have been seized with an attack of general inflammation.

The late Robert Dmulp was another ardent advocate of the power of printer's ink. To his friends he often remarked that almost solely to advertising was due the great fortune he had made.

Distributors in Detroit.

Chewing gum was freely distributed among the visitors. A few of the delegates took the trolley ride to Mt. Clements. Runey arrived the day after adjournment and made a big howl. Sickness in the family was the cause of President Reid's absence. Steinbrenner worked hard against "The Billboard" at the convention.

From a parliamentary point of view, the convention was simply a travesty. The races at Wirsder didn't seem to be much of an attraction to the distributors. Levyné, the popular poster salesman, took in the convention, and shook hands with the boys. Steinbrenner was a little nervous in regard to his chances for re-election to the secretaryship.

Although there was no formal festivities arranged, nearly every one made the ferry trip to Belle Isle. The convention was held in an elegant office room on the fourth floor of the Chamber of Commerce Building. E. R. Ray & Co., Box 949, Eureka Springs, Ark., are ready to tack signs. They want to hear from distributors.

The only card dates for the presidency were Charlie Filbrick and Jim Hill. Filbrick was chosen by a vote of 19 to 11. George Leonard did not neglect to refer to the fact that he was once arrested in New York, which caused laughter.

The only lady member present at the business sessions of the convention was Mrs. C. E. Clayton, of Niagara Falls, N. Y. Will Melten looked rather panicky when he attempted to reply to George Castner's peppery and vigorous verbal onslaught.

J. A. Clough is a typical Chicagoan, and one of the real representatives of the distributing business. He is a hustler and a gentleman.

Were it not for the bill posting distributors it would be difficult to distinguish an I. A. of D. convention from a W. C. T. U. convale.

The resemblance between Jim Hill, of Nashville, Tenn., and Rudyard Kipling, the great poet-novelist of imperialism, is only facial.

The convention was absolutely lacking in racial features, and was even a tamer affair than the recent bill posters' meeting at Atlantic City.

Clarence Runey was turned down, but has appealed his case. As a majority of the board of directors are said to be friendly to him, he will probably be re-admitted.

It was commonly reported that the slate was fixed at a special meeting of the Ohio State Bill Posters, held at Toledo, O., the day before the convention opened.

All things considered, the Hinghamton publication, selected as official organ, small and unknown though it be, is in every way worthy of the organization it represents.

Clarence E. Runey got to Detroit too late to plead his case. It is said that had he been earlier he would have been exonerated and

reinstated. It is also said that he would have been elected secretary. Mr. and Mrs. O. P. Fairchild, of Covington, Ky.; Mr. and Mrs. George Castner, of Syracuse, N. Y.; and Mr. and Mrs. L. H. Ramsey, of Lexington, Ky., were the only visitors who stopped at the Cadillac Hotel.

When the convention opened, Oliver Fairchild sat beneath a large electric fan and asked the gentlemen not to make the close quarters any warmer by any hot contests, and they respectfully deferred to his wishes.

Distributors who have received liberal checks from Chas. H. Knoux, Jamestown, N. Y., will be glad to know that he has just obtained an injunction preventing imitators from printing the genuine Knox Gelatine. In this case the "knockers" got Knoc'd out.

Immediately after the first session, which was a bit of one, all the bill posters met in caucus behind closed doors in Walker's office. These distributors who are not bill posters would certainly not approve of the decisions reached at this secret conference.

The young man from Pittsburg whose name was frequently mentioned in connection with the presidential possibilities, just prior to the meeting, did not seem to make a very favorable impression. He appeared to be too anxious to take the floor on any and all occasions without having anything particular to say.

When it came to counting the votes cast for vice president, it was found that on several the name of the officer had been written twice. "These look like that Tennessee delegate's writing," said L. H. Ramsey, of Kentucky. "Is that the way they vote down there?" "Well, I guess we know how, all right," retorted G. Van Boren, of Tennessee.

Mr. Brent Good, who has made Carter's Little Liver Pills famous on two continents, has changed front. Now, don't think he is going to quit advertising; that would be ruinous. He has only changed in personal appearance, parting with a beard that he has for seventeen years stroked with his left hand while signing his odd but familiar name with his right.

Al Bryan brought over from Cleveland a miniature portrait of Transportation Agent Shanz, of the D. & C. Navigation Co. It was a semi-etching, done in oil, by one of Al's brood-singers, and represented the genial and doughty agent in the uniform and regalia of an admiral. The presentation was a very amusing and happy event, and was followed by a joyous feast.

The following is a list of the ladies who were visitors in the City of Straits during the convention: Mesdames O. P. Fairchild, of Covington, Ky.; Geo. Castner, of Syracuse, N. Y.; L. H. Ramsey, of Lexington, Ky.; Chas. F. Filbrick, of Buffalo, N. Y.; Al Bryan, of Cleveland, O.; C. E. Clayton, of Niagara Falls, N. Y.; Charles T. Rodgers, of Sidney, O., and Miss Clara Louise Bryan, of Cleveland, O.

The famous Donnelly bill posting concern in Boston has undertaken the house-to-house distribution of circulars and samples, offering a guaranteed service. This work has of late been done around the Hub by incompetents without any system or supervision. This firm also gives a good object lesson in posting. They have posted an eight-sheet display, reading: "Posters this size cost but 4 cents a day, including printing. See Donnelly, and get your name up." They are about 7x9 feet in size, and are printed in colors.

"Fly" Posting.

"What on earth is fly-posting?" one can hear the ordinary man ask when he sees the heading of this article. Certainly the term conveys very little to those not in the know.

This is the explanation: A "fly-poster" is a gentleman who sallies forth at night with a paste-pot, a brush, and a bundle of bills. He is employed by a theatrical manager, a tradesman, newspaper proprietor, or other person who wishes to advertise his wares in a novel and striking way.

"Why, then," asks the ordinary man, "does the fly-poster haunt the night like a moth or bat?" For this reason: The fly-poster is an illegitimate practitioner of his profession. It is not his business to stick his bills upon recognized places where bills and posters may be found. He is essentially a night bird.

It is upon places forbidden to advertisements that it is his business to bestow his wares. Upon doorsteps, front doors, statues and public monuments he sticks his wares.

To catch the fly-poster himself is not easy. His life is spent in evading the minions of the law. No one knows where he lives, his name is a hidden quantity; he escapes, and is not.

This much being explained, here are some true facts about the volatile, wily, and well-paid fly-poster:

One incoming Lord Rosebery's butler found pasted under the letter box of the Earl's house in Berkeley Square, a brightly colored placard announcing the forthcoming publication of a penny weekly paper devoted to the drama, music halls and sport. Soap and water eventually removed it, but not until it had been surveyed by an interested crowd of passers-by.

One bright summer's morning the keepers of one of our famous London parks, upon going to open the gates, found that the iron railings were stumped for a hundred yards on each side of the gate with a pleasing alternation in white to lay "a—'s chocolate" and no one else's.

In this case the "pollman with his Indian-rubber shoes" was no match for the fly-bills in theatrical circles that the ingenious fly-

poster earns his richest rewards and achieves his most striking triumphs. A year or two ago a certain company, whose name, for obvious reasons, can not be mentioned here, was on tour in the provinces. At the time the manager was a certain genial soul not unknown in journalism, and well liked also in "the" profession. He engaged the king of the fly-posters to accompany him on his travels. This gentleman was marvelous in his resources and rapid in his actions. His two greatest efforts are still preserved in the annals of fly-posting.

At that time, Plymouth, the "Queen of the West," had just provided itself with a town clock, a gorgeous creation, which was the joy and pride of the townpeople.

Strangers were brought to see it—the West was agitated, the garrison itself was gay.

The company came to Plymouth, and the fly-poster saw his great, his memorable chance. Late one stormy night when the wild howled over the Sound and flung a sonorous voice from Drake's Island to Flame Head, the paste-pot and the bills of the play were carried to the square. A ladder was awaiting, the policeman on his beat was watched out of sight, and the deed was done.

Plymouth was excited next morning and the theater was full next night.

But enterprise itself can over-reach its own endeavor. The fly-poster, having less taste than eagerness, "came a cropper" in Exeter City.

He came one morning to the Genial Soul, who tells the anecdote with an air of pride not unmingled with apprehension.

"Drive round by the cathedral, air," said he, "and I'll find you a bit of erl right!"

This the Genial Soul straightway did. To his horror he saw that the very doors and gateposts of that august building were covered with advertisements of his performance.

An apology was at once printed and circulated, but the theater was empty all the week.

The fly-poster returned to London that night, that he might recount his triumphs to his Fleet street friends.—London Exchange.

Charles Harper, proprietor of the Harper Illustrating Syndicate, of Columbus, O., has completed negotiations whereby his commercial engraving department is transferred to the Huber Engraving Company. Mr. Harper is thus enabled to give his undivided time and attention to the syndicate, stock cut and publishing departments of his business and to The Advertising World. The division was deemed advisable on account of the increase in the syndicate's business.

Comments.

The Building Trades Council of Cincinnati proposes to get out a large poster giving the names of local contractors who employ union labor in the various branches of the building industry, to be displayed in public places, architects' offices and the meeting places of the city and county boards, for ready reference.

Manager Appell, of the Grand Opera House, Harrisburg, Pa., entertained the members of the Pennsylvania Bill Posters' Association, who attended the special meeting on Aug. 2, at a banquet at the Columbus Hotel. There were some thirty covers. Mr. Appell presided and Manager John D. Mishler, the veteran amusement promoter, of Reading, was in the seat of honor. The gentlemen had a rather exciting session, and it was literally a "fest of reason and a flow of soul." After the dinner Mr. Appell took the guests in a special trolley car to Paxtang Park, where they enjoyed the attractions of the summer theater. It was an exceedingly pleasant and successful event.

Justice Pavy, of the New York Supreme Court, sitting at Rochester, has rendered a decision in favor of Miss Abigail Robinson, the eighteen-year-old girl who brought suit for \$25,000 against two companies in Rochester and Lockport for using her portrait on their door packages, which they labeled "The Flower of the Family." The amount of damages is not named, but a good sum is reasonably looked for. Miss Robinson is guilty of beauty that she can not avoid, but she claims the right to possess and enjoy it as a private citizen. The judge says that "if her lithographic likeness, owing to its beauty, is of great value as a trade-mark, or advertising medium, it is a property right which belongs to her and can not be taken from her without her consent."

A collar-button dealer in Chicago has a unique way of doing business. So uncommercial are his methods and so unlimbed his trust in humanity that people out in Kansas respect him. The name of the business is "The Crooks' Concern." Circulars were sent out that the concern was engaged in the sale of asserted collar buttons, which it offered the public at about half the regular price. The circular stated that the concern was not seeking charity, merely striving to make the crooks connected with it self-supporting. At the bottom of the circular a picture showed three lanky young men. They are real, with four collar buttons on a cord, was mailed to people all over the Middle West. A lot of postbeards was also enclosed in the letter with a request to the recipient to insert a coin in the circular hole cut in the card board and return it, by which he kept the collar buttons. He was also requested to return the buttons in the stamped and addressed envelope sent for that purpose if he did not feel that he could afford to buy them. It goes without saying that the concern made no money, but have been caused to complain of the honesty of the people solicited. Many kept the buttons without sending any compensation; others sent counterfeit quarters, and nickels even the stamp was taken off and the envelope mailed, who upon the post office would notify them and they would send a stamp.

Cent Shows.

Wallace Show in Iowa.

The Great Wallace Circus arrived in Iowa City, Ia., loaded on two huge trains, over the C. R. I. & P. Railroad at an early hour Friday morning, Aug. 10, from Davenport, where they showed to thousands of people yesterday, says the "Iowa State Press." A great crowd of people was present to watch the unloading process and to see the city of tents put up at the show grounds. The parade took place shortly after 10 o'clock in the forenoon. Its passage was watched by thousands of people. The parade was a genuine exhibition of circus paraphernalia, with a good number of sleek, well-fed horses with gorgeously arrayed riders, chariots in which were women handing four-in-hands, cages of animals, and last of all, the steam calico. An immense hippopotamus attracted its share of attention, but was forced to divide public approval with the elephants and the camels. Wallace gives an excellent show in all respects and thoroughly lives up to all promises made. Everything advertised and a host of other attractions, were presented this afternoon, and that in itself is much more than some circuses do. Probably the greatest attraction is the Nelson family of acrobats and tumblers. In general it may be said that the Wallace Show is clean and first-class throughout, without a poor number on the program. Much was expected of the show because of the elaborate billing, which, by the way, was on a scale never equaled in the city, both as to quality and quantity of material, and no one was disappointed. The show meets with the approval of the most critical, and the owner has proven that he keeps faith with the public and presents everything with old heady dress. We note in our exchanges that the Wallace and John Robinson Shows are having strong opposition out in Kansas, and from all appearances the great Wallace Show is far outstripping the other circus. We were shown as an instance of this fact the following telegram received this morning by George H. Hines, the official representative of the great Wallace shows, which will explain itself. The telegram was sent via the Western Union Telegraph Company, and is as follows:

Garnett, Kan., Aug. 9
To Geo. H. Hines, Official Representative
Great Wallace Shows at Iowa City:
Robinson Show courteous, small crowd in daytime, very small at night. The people are waiting for the Wallace Show.
(Signed) P. E. KEENEY, Chief of Police.

The people out in Kansas will make no mistake in waiting for the big show, for it is indeed an institution well worthy of patronage.

Wild West at Street Fair.

Ottumwa, Ia., Aug. 10. (Special.)—It is said that a street fair opens with an attraction such as Buffalo Bill's Wild West Show, but that is what the Ottumwa Street Fair will do. Monday, Sept. 17, instead of the preceding week. Manager Hamilton and Mr. Cody's attraction will go hand in hand, and will make a strong team as an opening card.

The Wild West Show in itself will attract thousands of people to Ottumwa, who will act as living advertisements for the street fair. They will begin to come in the forenoon; will view the decorations on the streets, attend the show in the afternoon and possibly in the evening. They will be so taken with the magnificent street fair effort that they will come again when they see the scale on which munters have been arranged. The city will be illuminated on that evening and an impression given the visitors that will please them. In this way the street fair may be started with a whoop and a hurrah such as nothing else could give it.

Manager Hamilton is quick to take advantage of conditions, and if the people of Ottumwa will give him the proper support he will surely put money in their pockets and be the means of advertising the town in a magnificent manner. Manager Hamilton is starting in the right direction, and Ottumwa people may pin their faith to him.

The many friends of Col. John Noonan, who managed the Ludlow Lagoon, near Cincinnati, for several seasons, will regret to hear that he has met with reverses in his new undertaking the Fairview Park, located between Washington and Baltimore. The resort is said to be one of the prettiest in the country, but the expenses were great and receipts small, and Col. John retired, closing the park. He is now with his brother, Tom Noonan, who conducts a flourishing resort eight miles from Washington.

Harrison Bros'. Success.

The Morning Enquirer of Battle Creek, Mich., issue of Aug. 1, gives Harrison Bros'. Show one of the best notices that has come in this office this season. It not only endorses the show in the strongest terms, but prints the notice on the first page under a headline display head. We append a few brief extracts:

"An Enquirer reporter was detailed to watch the arrival of the Harrison special train and see them erect their tent, as they arrived in the city somewhat late and it was said that they could put up their canvas opera house with great dispatch. Well, they did. And it was done without noise or profanity, and everybody knew just what to do and did it, and long before the company returned from making their noon time parade, which was indeed novel and pleasing, everything was ready for the great afternoon matinee. * * * We heard many remark that it was a clean show, and many were surprised at the character of the performance, as similar exhibitions have heretofore been more or less questionable. * * * The rendition of the sacred music by the Cathedral Church Choir was a pleasing feature to many, and had much to do with bringing out the select and church-going people to the second performance. * * * The work of putting up the stage and arranging their scenery and settings had to be done with care and precision, as they carry fully as much and as grand stage scenery as the large opera and theater companies, and their stage is handled much in the same manner as housework. * * * Their tent is one of the best made and is arranged and constructed so as to possess the very best acoustic properties. * * * Hundreds were turned away and during the heaviest rain not one drop of water could get into the tent. * * * The ladies are all extremely and extremely graceful in their work. The colored men are all gentlemanly and well-behaved. * * * The costumes were really fine, some were most elegant, and the leading ladies claim that their wardrobes were produced by Worth of Paris."

Jimmie Terrell Acquitted.

Marion, Ky., Aug. 9 (Special.)—The case of the commonwealth against the cowboy of Terrell Bros' Show was called here this morning. The court-house was packed to suffocation. Ollie M. James, attorney for the defense, had a hard fight to dismiss Jimmie Terrell, the little fourteen-year-old boy. He contended that the warrant was insufficient and declared that there was absolutely no proof against the little orphan, who he said was asleep when the trouble occurred. After an argument of two hours by the attorney, little Jimmie Terrell was dismissed. The trial of the other three boys will proceed tomorrow. Ex-Chief Justice J. P. Pearce, of Marion, was in the city last evening, and in conversation said: "Wheeler, who was killed, was a reckless fellow, and has been having trouble for some time. He had trouble with his brothers-in-law at various times. They are reputable business men. He came of a good family. The night of the trouble he borrowed a pistol from one of his brothers-in-law, misrepresenting the purpose for which he desired it. Shortly afterward, before he went to the show train, he told some friends that he was going down there to do some squaring. One man did go with him, but took no part in the trouble. Two negroes and two boys who claimed to have been robbed by the show people were also there. Wheeler concealed himself under a wagon near the train before the shooting. It is said he fired the first two shots. The rough riders then very naturally began shooting also, and beat him up pretty badly. When found, he was fifty yards away, dying from his injuries and unconscious. His pistol and the \$125 gold watch his mother gave him were gone. His pockets were also turned inside out and out. The citizens of Marion feel indignant only about his being robbed after he had been in a manner killed. There is no danger of any mob violence, and the accused will be given an impartial hearing."

Attached the Money.

Paducah, Ky., Aug. 9 (Special.)—Buckskin Bill's Wild West Circus to-day sued the Erie Lithographing Company, of Erie, Pa., for \$2,500, alleging violation of contract in not delivering lithographs, so as not to delay the circus. The Erie Company had shipped \$2,500 worth of paper to Paducah, C. O. D. The Messrs. Terrell Bros., who own the Buckskin Bill Shows, paid the C. O. D. and took the paper out, but before the agent of the Adams Express Company could return the money Messrs. Terrell Bros. attached it. Thus was the unusual anomaly presented of a show attaching a show printer.

The Terrell Bros. base their suit upon the grounds that the paper was not printed on contract time, and that it has not been shipped promptly at the orders. They aver that they have been damaged severely and caused great loss thereby.

On a Parachute.

Ottawa Beach Mich., Aug. 7 (Special.)—Johnny Dew, an acrobat of Grand Rapids, met a terrible fate while giving an exhibition here to-day. His balloon had reached a height of nearly half a mile when the performer began his descent. His parachute did not open for a few seconds, and when it did spread he had gained such momentum that the sudden resistance gave him a violent jerk. He slipped from the trapeze, and having no life line, was dashed to death in the lake below. There was but one foot of water where Dew landed, and every bone in his body was broken by the fall. Dew was but nineteen years old. This was the fortieth birthday he had made during the last two years.

Gossip.

Ben Powley is well liked around the Sells-Gray Shows.

Barnum & Bailey are reported to be doing a good business in Germany.

W. H. Ginner's ten and twenty-cent show failed to materialize at Lebanon, Pa., July 16 and 17, as advertised. They were stranded at Reading, Pa.

Showman—Here, gentlemen, you see the giant sea-contructor, who is in the habit of devouring a whole pig for breakfast-for goodness sake, sir, don't go so near the creature.—Pickup.

F. E. Davis was let go from the Cooper & Co. advance because he was carrying his wife, son and a big dog with him, and because Pop Hennessey concluded that he was adverse to over-excitation.

Chas. A. Oliver, of Lebanon, Pa., writes that his town has not had a circus this year. It is a city of about 25,000 inhabitants, and everybody is anxiously awaiting a good, first-class circus. No bun shows are wanted.

Doc. Colvin writes: "I have some Lilliputian performing elephants and monkeys for Gentry's No. 1 Show, besides a consignment of a number of other animals for the Cincinnati Zoo. Among them is a chimpanzee.

There is a lively opposition being going on in Kansas between the Great Wallace Shows and the Robinson's. Kane has also commenced sporting poetry. The country newspapers are profiting largely on page ads., and the bill posters are all sold out.

We are in receipt of a letter from Walter L. Mann, dated July 31, from Luzerne, Switzerland. He will reach Boston on his return trip, Aug. 20, and New York Aug. 31. Sept. 1, 2 and 3 he intends to spend with the Rhoda Royal Shows, and expects to be home at Geneva, S., again by Sept. 5. He says he has enjoyed his European trip immensely.

The roster of the advance of the Cooper & Co. Shows is as follows: C. A. Clarke, general contracting agent; M. C. Cookstou, manager Advance Car No. 1; Jerry Huggan, hose bill poster; Harry McHugh, lithographer; Will Morris, programmer; Wm. Smith, Chas. Sewell, Duncan Brown, Lute Summers, Frank Miller, Max Levy, Harry Taylor, bill posters.

Jan. W. Goodrich writes from Bridgeport, Conn., that he has been up against the weather harder than he ever was in his life. He says he has had eight blow-downs since July 1. He has also had his seats fall down twice. He has closed for eight days to fix things up. Two friends are aiding him to get sufficient horses to put the show back on wagons. The railroad show (two cars) was not a success.

J. P. Fagan, the railroad contractor, underwent a surgical operation at the Lakeside Hospital, Chicago, Aug. 8. His left ear has been troubling him constantly since last spring, when he experienced a severe attack of grip. It settled in his ear, and finally resulted in an abscess. The physicians said that the operation will be a complete success, and that Mr. Fagan will be out in the course of about two weeks. His wife occupies apartments right opposite the hospital, and is allowed to visit him twice daily.

The following is from Sam Dawson, agent of the Buckskin Bill's Wild West: "For the benefit of contracting agents and advertisers I have made an exhaustive research of the family tree of the bill poster at ——. I find that he is a lineal descendant of Captain Kidd, the pirate king; a first cousin of Jesse James, and he was a chum of Rube Burrows before the last named worthy was hung. I am not jesting. All is well with me. Weather is awful. The funniest thing about the above is that the owners of the Buckskin Bill Shows—Messrs. Terrell Bros.—Sam's employers, are bill posters themselves."

A Stabbing Affray.

Danville, Ind., Aug. 7.—(Special.)—Mr. Masters, of Stilesville, cut and probably fatally wounded Charley Loss, of the James & Loss Swiss Bell Ringers, while the latter were giving an entertainment at Stilesville last night. The mind reader was being tested by Mr. Masters, who treated his subject in such a manner that Mrs. Loss asked him not to do so. The doctor replied in language at which she took offense, and reported to her husband, who knocked the doctor down, and while Loss administered a beating Masters drew a knife and cut him twice in the abdomen, so that he is near the point of death. Masters is a highly respected citizen, Noble Grand of his local I. O. F. Lodge and a leading Democratic politician.

He Was Asleep.

Paducah, Ky., Aug. 9 (Special.)—James Terrell, one of Buckskin Bill's "Rough Riders," was released by the court at Marion this morning on a charge of participation in the killing last Friday of H. H. Wheeler. Terrell proved that he was asleep at the time. The killing was the result of a fight between Wheeler and the cowboys, three of whom are under arrest.

Fayette, Mo., Fancies.

To the Editor of "The Billboard":
Dear Sir: John Robinson made no mistake when he put Fayette on his route. His Ten Big Shows combined were here July 31, and the crowd was the biggest in the history of the town for ten years at least. In the afternoon the tent was packed, and the night

house wasn't light. The show made friends, too. Their "King Solomon and Queen of Sheba" spectacular was fine and their three rings were going all the time. This is the first big circus that has been here in eight years. We can stand one every season easy. And they will take money away with them, too. The treasurer informed me that the afternoon here was one of the largest of the season. The show made many admirers, and they will all go again. Yours very truly,
LEE HOLLADAY.

Killed at Tien-Sien.

Evanville, Ind., Aug. 7.—(Special.)—News of the death of George Peters, of Princeton, Ind., has been received in this city from China. Peters was manager of Warren's Circus, which was started in this city two years ago. He was killed at Tien-Tsin June 14 while the parade was going on. Warren and Peters were old showmen, and were well known in the Central States. They spent last season in Japan and six months ago went to China. The dispatch announcing Peters'

Routes.

AMERICAN AMUSEMENT CO.—Ottensbein, Ind., Aug. 21 to 21.

BARNUM & BAILEY'S—Dusseldorf, Germany, Aug. 6 to 29; Essen, Germany, Aug. 21 to 23; Duisburg, Germany, Aug. 26; Krefeld, Germany, Aug. 27 and 28.

BUCKSKIN BILL SHOWS—Russellville, Ky., Aug. 20; Glasgow, Aug. 21; Howling Green, Aug. 22; Franklin, Aug. 23; Gallatin, Tenn., Aug. 24; Nashville, Aug. 25; Columbia, Aug. 26.

COOPER & CO. SHOWS—New Albany, Ind., Aug. 18; Jeffersonville, Aug. 20; Versailles, Ky., Aug. 21; Lexington, Ky., Aug. 21 and 27.

HARRIS' NICKEL PLATE SHOWS—Athens, O., Aug. 20; Corning, O., Aug. 21; New Lexington, O., Aug. 22; Marysville, O., Aug. 23; Kenton, O., Aug. 24; Findlay, O., Aug. 25.

JOHN ROBINSON'S SHOWS—Wichita, Kan., Aug. 20; Klingman, Kan., Aug. 21; Anthony, Kan., Aug. 22; Winfield, Kan., Aug. 23.

KENNEDY BROS' WILD WEST—Cedar Rapids, Ia., Aug. 12 to 16; New Harmony, Ind., Aug. 21 to 25.

LAMBRIGGER'S ZOO—Urbana, O., Aug. 14 to 18.

LARKIN'S BLACK DIAMOND—Woonsocket, R. I., Aug. 13 to 18.

LEMON BROS.—Sudberry, Ontario, Aug. 18; Webbwood, Aug. 20; Sault Ste. Marie, Mich., Aug. 22.

LONG BROS' SHOWS—Flat River, Mo., Aug. 20; Deshledge, Mo., Aug. 21; Bonne Terre, Mo., Aug. 22; French Village, Mo., Aug. 23; Bloomsdale, Mo., Aug. 24; St. Genevieve, Mo., Aug. 25.

McDONALD'S, WALTER J.—Blackwell, Ok. T., Aug. 16; Ponca City, Okla., Aug. 17; Newkirk, Okla., Aug. 18.

RINGLING BROS' SHOWS—Sale Lake City, Utah, Aug. 15; Ogden, Utah, Aug. 16; Logan, Utah, Aug. 17; Idaho Falls, Idaho, Aug. 18; Great Falls, Mont., Aug. 20; Helena, Mont., Aug. 21; Bozeman, Mont., Aug. 22; Butte, Mont., Aug. 23; Anaconda, Mont., Aug. 24; Missoula, Mont., Aug. 25.

RINGLING BROS.—Ogden, Utah, Aug. 16; Logan, Utah, Aug. 17; Idaho Falls, Idaho, Aug. 18.

SAUTELLE'S, SIG.—Newton, N. Y., Aug. 16 to 16.

SAUTELLE'S, SIG.—Chester, N. J., Aug. 18; Sceneryville, N. J., Aug. 20; South River, N. J., Aug. 21; Keyport, N. J., Aug. 22; Atlantic Highlands, N. J., Aug. 23; Red Bank, N. J., Aug. 24; Long Branch, N. J., Aug. 25.

SEVENGALA (Walter C. Mack, Mgr.)—Oconto, Wis., Aug. 13 to 18.

WALLACE SHOWS—Carrollton, Mo., Aug. 15; St. Joseph, Aug. 16; Topeka, Kan., Aug. 17; Garnett, Aug. 18; Carthage, Mo., Aug. 20; Webb City, Aug. 21; Girard, Kan., Aug. 22; Galena, Aug. 23; Springfield, Mo., Aug. 24; Aurora, Aug. 25.

WALTER McDONALD'S.—Medford, Okla., Aug. 15; Blackwell, Aug. 16; Ponca City, Aug. 17; Newkirk, Aug. 18.

WELSH BROS' RAILROAD—Meddletown, Pa., Aug. 15.

WHITNEY'S—Laings, Mich., Aug. 15; Shaftsbury, Aug. 16; Perry, Aug. 17; Morrice, Aug. 18.

WHITNEY'S, THE—Shaftsbury, Mich., Aug. 16; Perry, Mich., Aug. 17; Morrice, Mich., Aug. 18.

THE BILLBOARD

SWANEETOWN, ILL.—Gallatin County Agricultural Board. Aug. 23 to Sept. 1, 1900. Charles Canoll, Swaneetown, Ill., pres.; R. E. Lawler, Equality, Ill., vice pres.; John McKellogg, Swaneetown, Ill., treas.; Martin Doherty, Swaneetown, Ill., mgr.; Marsh Wishecart, Swaneetown, Ill., secy.

INDIANA

ANDERSON, IND.—Madison County Fair. Sept. 4 to 8. T. B. Orr, pres.; C. K. McCullough, secy.

IOWA

AFTON, IA.—Union County Fair. Oct. 2 to 5. J. L. Pollock, secy.

KENTLAND, IND.—Newton County Fair. Sept. 4 to 7. David Weldon, pres.; H. A. Strohm, secy.

ALBANY, IND.—Floyd County Live Stock and Driving Association. Aug. 20 to 25. George W. Strack, pres.; Louis Strack, secy.; Edward Sloemer, treas.; Henry W. Fawcett, mgr.

IOWA

AFTON, IA.—Union County Fair. Oct. 2 to 5. J. L. Pollock, secy.

BEDFORD, IA.—Taylor County Fair. Sept. 11 to 13. W. F. Evans, secy.

BELLE PLAIN, IA.—Big Four District Association. Sept. 11 to 14, 1900. Sally Wertheim, Belle Plaine, Ia., pres.; L. T. Sweet, Belle Plaine, Ia., treas.; C. Washburn, Belle Plaine, Ia., secy.

IOWA

AFTON, IA.—Union County Fair. Oct. 2 to 5. J. L. Pollock, secy.

INDIANOLA, IA.—Warren County Fair. Sept. 13 to 21. E. B. Dowell, secy.

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IOWA

AFTON, IA.—Union County Fair. Oct. 2 to 5. J. L. Pollock, secy.



For Gas Balloons, Whistling Balloons, Decorated and Advertising Balloons, Street Fair, Carnival and other latest novelties call on O. NERVIONE, 66 N. FRANKLIN ST., CHICAGO, ILLS., And Save Money.

GREAT TRI-STATE FAIR

GUTTENBURG, N. J., SEPTEMBER 18, 19, 20, 21 and 22. \$7,000 for Races. \$0,000 Premiums. MIDWAY. We want the biggest kind of Midway. Prices low to suit everyone. We expect 100,000 visitors.

Call or write JAMES M. REILLY, Secretary, 764 Broad St., Newark, N. J., or P. F. POWERS, 220 Broadway, New York.

ATTRACTIONS WANTED for West Texas

Call or write HENRY JAMES, Abilene, Texas.

SCENERY FOR BATTLE OF MANILA

For Sale.

Address, J. S. TAYLOR, 53 River St., CHICAGO

The Greatest Attraction of the Age for Fairs and Resorts! PROF. G. F. HOLLOWAY'S WORLD-FAMOUS HIGH DIVING HORSES KING AND QUEEN. The Sensation of London, Paris, Berlin and New York. Now Drawing Thousands at the Chutes, Coney Island. We carry our own tank and diving platform time, address, You dig the hole and furnish water. For open CAPT. PAUL BOYTON, Coney Island, N. Y.

OGDEN, IA.—Boone County Agricultural Society, Sept. 11 to 14, 1900. F. M. Lorenzen, Ogden, Ia., pres.; Mc. P. Bass, Ogden, Ia., vice pres.; G. R. Sucher, Ogden, Ia., treas.; E. H. Graves, Ogden, Ia., secy.

IOLA, KAS.—Allen County Agricultural Society, Sept. 10 to 13. Lew Horvill, pres.; M. P. Jacoby, treas.; C. R. Wheaton, secy.

A BRYAN BUTTON
Size, 10 in.—is our very latest novelty for Streetmen and Agents. Makes a GREAT FLASH in a Parade, and sells at sight.

ARKANSAS CITY, KAN.—Harvest Home, Oct. 1 to 6. M. F. Phillips, mgr.

ACTON, ME.—Shapleigh and Acton Fair, Oct. 9 to 11. F. K. Hodwell, secy.

DAMARISCOTA, ME.—Lincoln County Fair, Oct. 2 to 4.

TOLCHESTER BEACH, MD.—Kent and Queen Anne's Fairs, Aug. 28 to 31. G. E. Isolaud, secy.

KANSAS

MAINE

MARYLAND

BALLOONS BALLOONS
Gas, Hochet or Whistling. WE HAVE ALL FRESH STOCK. OUR GAS BALLOONS are made of the best French rubber in three colors, red, blue and green, and inflate full size, warranted best quality, 4 piece rubber.

ATTRACTIONS. MONTGOMERY FREE STREET FAIR, OCTOBER 15 TO 20, 1900. The Street Fair here last year was sold by all to be the biggest money maker in the South.

THE BILLBOARD

BEAT BARRINGTON, MASS.—Housatonic Fair. Sept. 26 and 27.
BENFIELD, MASS.—Franklin Fair. Sept. 19 and 20.
INGHAM, MASS.—Hingham Agricultural and Horticultural Society. Sept. 25 and 26, 1900. Ebed L. Ripley, Hingham Centre, pres.; Hon. John D. Long, Washington, D. C., vice pres.; Reuben Sprague, Hingham Centre, treas.; Ebed L. Ripley, Hingham Centre, mgr.; William H. Thomas, Hingham, Mass., secy.

HOLLAND, MICH.—South Ottawa and West Allegan Agricultural Society. Oct. 9 to 12. H. Koviker, pres.; L. T. Kanters, secy.; H. Lindens, treas.
IMLAY CITY, MICH.—Imlay City Agricultural Society. Oct. 2 to 4, 1900. M. J. Has- kin, Imlay City, Mich., pres.; Dr. G. W. Jones, Imlay City, Mich., treas.; F. Rath- burg, Imlay City, Mich., secy.

DEXTER, MO.—The Stoddard County Agri- cultural Society. Sept. 25 to 29, 1900. L. P. Jeffers, secy.
EDINA, MO.—Knox County Fair. Aug. 28 to 31.
HARRIS, MO.—Sullivan County Fair. Aug. 20 to 24.
HARRISONVILLE, MO.—Fair. Aug. 21 to 24. R. S. Woodruff, secy.

OMAHA, NEB.—The Douglas County Agri- cultural Society. Sept. 24 to 29.
RED CLOUD, NEB.—The Red Cloud Inter- state Fair Association. Oct. 2 to 5, 1900. J. L. Miller, Red Cloud, Neb., pres.; S. M. Crabill, Red Cloud, Neb., vice pres.; G. W. Dow, Red Cloud, Neb., treas.; D. J. Meyers, Red Cloud, Neb., secy.

MICHIGAN.

MINNESOTA.

MONTANA.

NEBRASKA.

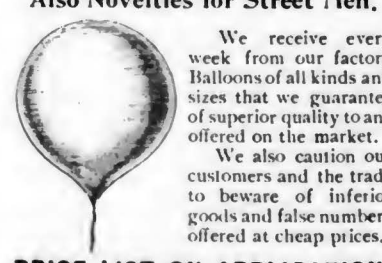
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16 Warren Street,
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GAS, WHISTLING AND
ADVERTISING
BALLOONS.



Also Novelties for Street Men.

We receive every week from our factory Balloons of all kinds and sizes that we guarantee of superior quality to any offered on the market.

We also caution our customers and the trade to beware of inferior goods and false numbers offered at cheap prices.

PRICE LIST ON APPLICATION.

M. E. M. P. M. I. S
THE QUEEN CITY OF THE SOUTH,
WILL HOLD A
BIG COTTON CARNIVAL
Under the auspices of the B. P. O. E. No. 27,
October 1, 2, 3, 4, 5, and 6, 1900
POPULATION 150,000.
Privileges and concessions for sale. Address, DR. C. D. GRAY, Gen'l Mgr., Elks' Club House, Memphis, Tenn.

AGRICULTURAL & INDUSTRIAL CARNIVAL OTTUMWA, IA., Sept. 17, 18, 19, 20, 21, 22.

The Grandest Achievement in the History of Street Fairs and Carnivals. All kinds of space and privileges for sale. Everything goes.

A Big Thing! Don't Miss It. Get in your application for space.

Address..... HAMILTON, Sec., Ottumwa Fair Association

ANGELICA, N. Y.—Allegany County Agricultural Society. Sept. 11 to 13, 1900. E. S. Bartlett, Belfast, pres.; Charles Lounsbury, Angelica, vice pres.; H. E. Dudley, Angelica, N. Y., secy.; F. H. Jackson, Angelica, N. Y., treas.

NASSAU, N. Y.—Rensselaer County Agricultural and Liberal Arts Society. Sept. 11 to 14. W. D. Barnes, Bramard, N. Y., pres.; Dehner Lynd, secy.; C. E. Huested, treas.

WHITNEY'S POINT, N. Y.—Broome Co. Agricultural Society. Sept. 4 to 7, 1900. P. M. Brown, Whitney's Point, N. Y., pres.; C. N. Dunham, Castle Creek, N. Y., vice pres.; P. H. Landers, Whitney's Point, N. Y., treas.; F. E. Allen, Whitney's Point, N. Y., secy.; F. E. Allen, Whitney's Point, N. Y., mgr.

COLUMBUS, O.—Ohio State Fair. Sept. 3 to 7, 1900. H. S. Grimes, Portsmouth, O. pres.; J. S. Stuckey, Van Wert, O., vice pres.; L. G. Bly, West Unity, O., treas. W. W. Miller, Columbus, O., secy.

NEW MEXICO.

ROSWELL, N. M.—Roswell Fair Association. Oct. 9 to 12. G. A. Richardson, pres.; W. M. Atkinson, secy.

NORTH CAROLINA.

BURLINGTON, N. C.—The Alamance Fair. Oct. 15 to 20. J. H. Harden, secy. FAYETTEVILLE, N. C.—Cumberland County Agricultural Society. November. Walter Watson, pres.; G. W. Lawrence, secy. and treas.

OHIO.

ADA, O.—The Ada Tri-County Fair Co. Aug. 25 to 31, 1900. Henry Young, Ada, O., pres.; M. C. Palmer, Ada, O., vice pres.; S. W. Nixon, Ada, O., treas.; Agnew Welsh, Ada, O., secy.

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FERRIS WHEEL—Sea Wave or Big Swing wanted a BIG TRI-STATE FAIR, TOLEDO, OHIO.

THE BILLBOARD

BANON, O.—Warren County Fair Association. Sept. 18 to 21. Huse Bone, pres.; Geo. W. Carey, secy.; F. M. Cunningham, treas.

WOODFIELD, O.—Monroe County Agricultural Society. Sept. 4 to 6, 1900. W. C. Mooney, Woodfield, O., pres.; W. C. Mooney, Woodfield, O., treas.; G. P. Dorr, Woodfield, O., secy.

MCDONALD, PA.—McDonald Fair and Oil Men's Reunion. Aug. 29 to 31. J. C. Rogers, pres.; W. S. Lockhart, secy.; B. D. Tiffinghast, treas.

TENNESSEE.

COAL CREEK, TENN.—Fair. Aug. 29 to 31. CONCORD, TENN.—Fair. Sept. 18 to 20. GRAVESTON, TENN.—Fair. Sept. 5 to 7.

OKLAHOMA.

SHAWNEE, OKLA.—First Annual Fair of the Pottawatomie County Fair Association. Oct. 4 to 7. B. F. Hamilton, pres.; C. J. Ranson, secy.

OREGON.

ANTELOPE, ORE.—District Fair. Oct. 16 to 20. MARSHFIELD, ORE.—District Fair. Aug. 28 to Sept. 1. H. W. Miller, Roseburg, Ore., secy.

PENNSYLVANIA.

ALLENTOWN, PA.—The Great Allentown Fair. Sept. 18 to 21, 1900. Hon. Jeremiah Roth, Allentown, Pa., pres.; Robt. R. Ritter, Eckert, Pa., vice pres.; A. W. De Long, Allentown, Pa., treas.; W. K. Mohr, secy. and mgr.

MIDDLETOWN, PA.—Fair. Sept. 11 to 14. R. I. Young, pres.; Wm. Shreeman, secy.

MILTON, PA.—Milton Fair. Oct. 2 to 5, 1900. Edwin Paul, Milton, Pa., secy.

MONTROSE, PA.—Susquehanna County Agricultural Society. Sept. 18 and 19. W. A. Titsworth, secy.

NEWCASTLE, PA.—Fair. Sept. 27 to 29. OLD FORGE, PA.—Lazeme County Fair Association. Aug. 28 to 31. J. A. Wood, secy.

ORWIGSBURG, PA.—Fair and Races. Aug. 28 to 31. POTTSTOWN, PA.—Fair. Aug. 29 to Sept. 1. W. B. Shauer, pres.

PUNXSUTAWNEY, PA.—Fair. Aug. 21 to 24. P. O. Freas, secy.

READING, PA.—Agricultural and Horticultural Association of Berks County, Reading Fair. Oct. 2 to 5. James McGowan, pres.; Cyrus T. Fox, secy.; Milford N. Ritter, treas.

STONEBORO, PA.—Mercer County Agricultural Society. Oct. 2 to 4, 1900. J. J. Blatt, Sandy Lake, Pa., pres.; R. P. Cann, treas.; G. H. Fowler, secy.

STROUDSBURG, PA.—Monroe County Agricultural Society. Sept. 4 to 7. H. T. Lahr, secy.

TOWANDA, PA.—Bradford County Agricultural Society. Sept. 25 to 28, 1900. E. J. Ayers, Towanda, Pa., pres.; W. T. Horton, Towanda, Pa., treas.; Benj. Kuykendall, Towanda, Pa., secy.

TROY, PA.—Troy Agricultural Society. Sept. 11 to 14. B. A. Long, pres.; E. E. VanDyne, treas.; C. L. Fellows, secy.

TUNKHANNOCK, PA.—Wycimung County Fair. Sept. 19 to 21. W. N. Reynolds, secy.

UNIONTOWN, PA.—Fair. Oct. 3 to 5. Wm. W. Parker, secy.

WALLSVILLE, PA.—Maitland Fair. Sept. 11 to 14. W. C. Smith, Dalton, Pa., secy.

WASHINGTON, PA.—Western Pennsylvania Agricultural Association. Sept. 25 to 28. J. M. Thomas, pres.; J. S. Forsythe, secy.; J. S. Eagleson, treas.

WATTSBURG, PA.—Waitsburg Agricultural Society. Sept. 4 to 6. W. H. Cornell, pres.; B. Gross, treas.; A. L. Phelps, secy.

WAYNESBURG, PA.—Fair. Sept. 18 to 21. WESTFIELD, PA.—Westfield Fair. Sept. 11 to 15, 1900. Frank Strang, secy.

WEST PITTSBURG, PA.—Luzerne Fair Association. Aug. 28 to 31, 1900. A. O. Faruham, Pittston, Pa., pres.; W. T. McCabe, Pittston, Pa., treas.; Jno. A. Wood, Old Forge, Pa., secy.

WILLIAMSPORT, PA.—Lycoming County Fair. Sept. 11 to 14. J. A. Brosius, amusement mgr.

YORK, PA.—York County Agricultural Society. Oct. 1 to 5. J. H. Wogan, Mt. Wolf, Pa., pres.; C. H. Mayer, treas.; E. Chapin, secy.

YOUNGWOOD, PA.—The Westmoreland Agricultural Society. Sept. 18 to 21. D. B. Fisher, Mt. Pleasant, Pa., pres.; M. P. Shoemaker, Greensburg, Pa., treas.; W. F. Holtzer, Greensburg, Pa., secy.

RHODE ISLAND.

NEWPORT, R. I.—Newport County Agricultural Society Fair. Sept. 25 to 27. Edward Anthony, secy.

RIVER POINT, R. I.—Pawtmat Valley Agricultural Association of Kent County. Sept. 26 to 29. John F. Deering, Arctic, R. I., secy.

SOUTH CAROLINA.

COLUMBIA, S. C.—State Fair of South Carolina. Oct. 29 to Nov. 2. Thos. W. Holloway, Pomaria, S. C., secy.

LEXINGTON, S. C.—Lexington County Fair. Oct. 23 to 25. N. D. Hannan, secy.

SOUTH DAKOTA.

MILTON, S. D.—Fair. Oct. 2 to 5. MITCHELL, S. DAK.—Mitchell Driving Association. Dates not fixed. Geo. E. Logan, secy.

SIoux FALLS, S. DAK.—Sioux Falls Driving Park Association. August. H. H. Smith, secy.

VERMILION, S. DAK.—Clay County Agricultural and Mechanical Association. Sept. 18 to 21. E. B. Dawson, secy.

YANKTON, S. D.—State Board of Agriculture Fair. Sept. 10 to 14. George N. Harris, pres.; Walter B. Dean, secy.; J. E. Platt, treas.

ABILENE, TEX.—West Texas Fair Association. Sept. 25 to 29. T. S. Rollins, pres.; Henry James, treas.; J. H. Pickens, secy.

CLEBURNE, TEXAS—Fair. Sept. 13 to 15. S. E. Moss, secy.

COISICANA, TEXAS—Fair. Oct. 15 to 19. J. E. Whiteselle, secy.

DALLAS, TEX.—Texas State Fair Association. Sept. 29 to Oct. 14, 1900. W. H. Gaston, Dallas, Tex., pres.; Sidney Smith, Dallas, Tex., secy.; J. H. Adoue, Dallas, Tex., treas.

DENISON, TEX.—Denison Driving Park and Fair Association. Sept. 25 to 28. Walter S. Fairley, secy.

DENTON, TEXAS—Fair. Sept. 19 to 22. W. E. Smoot, secy.

FREDERICKSBURG, TEX.—Gillespie County Fair. Sept. 20 to 24. L. Hagen, secy.

HOUSTON, TEXAS—Fair. Nov. 10 to 17. Tom Richardson, secy.

JACKSBORO, TEX.—Jack County Fair Association. Oct. 2 to 6. W. R. Greu, pres.; Sil. Stork, treas.; H. A. Willis, secy.

MARQUEZ, TEX.—Marquez Fair Association. Oct. 3 to 5. F. M. Amos, pres.; Sidney Myers, treas.; Dr. E. O. Boggs, secy.

SAN ANTONIO, TEX.—San Antonio International Fair Association. Oct. 20 to Nov. 3. Vovita P. Brown, San Antonio, pres.; J. C. Frost, San Antonio, treas.; John M. Vance, San Antonio, secy.

VICTORIA, TEX.—Southwest Texas Fair Association. Oct. 3 to 5. L. D. Heaton, pres.; Theo. Buhler, treas.; L. N. Hofer, secy.

UTAH.

SALT LAKE CITY, UTAH.—Deseret Agricultural and Manufacturing Society. Oct. 2 to 6. John R. Winder, pres.; Septimus Sears, secy.

VERMONT.

BARTON, VT.—Orleans County Fair Association. Sept. 11 to 13. H. H. Somers, Irasburgh, Vt., pres.; O. D. Owen, treas.; D. D. Bean, secy.

BURLINGTON, VT.—Crittenden County Fair. Aug. 20 to 25. M. D. McMaborn and Lin. Hays, mgrs.

MORRISVILLE, VT.—Lamville County Fair. Sept. 5 to 7.

RUTLAND, VT.—Rutland County Fair. Sept. 11 to 13. C. C. Pierce, Clarendon, Vt., secy.

SHELDON, VT.—Franklin County Fair. Aug. 29 to 31.

WATERBURY, VT.—Winooski Valley Agricultural Association. Sept. 11 to 13, 1900. G. E. Moody, pres.; E. G. Hooker, vice pres.; W. V. Bryan, treas.; M. O. Evans, secy.

WOODSTOCK, VT.—Windsor County Agricultural Fair. Sept. 25 to 27. H. C. Lockwood, pres.; C. H. English, treas.; J. S. Eaton, secy.

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The Greatest of All Attractions for Fairs and Out-door Exhibitions.

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VIRGINIA.

FARMVILLE, VA.—Fair week of Oct. 8. W. G. Venable, pres.; W. G. Dunnington, vice pres.; S. P. Vanderslice, secy. FREDERICKSBURG, VA.—Rappabonock Agricultural and Mechanical Society. Sept. 25 to 27, 1900. E. D. Cole, Fredericksburg, Va., pres.; S. J. Quinn, Fredericksburg, Va., treas. and secy.

WASHINGTON.

COLFAX, WASH.—Whitman County Fair. Oct. 9 to 13. DAVENPORT, WASH.—Second Annual Fair of the Lincoln County Fair Association. Sept. 25 to 29. EVERETT, WASH.—County Fair. Sept. 5 to 8. Daniel Currie, Portland, Ore., secy.

WEST VIRGINIA

CLARKSBURG, W. VA.—Fair. Sept. 3 to 6. Frank R. Moore, secy. MIDDLEBOURNE, W. VA.—The Tyler County Exposition and Fair Association. Aug. 28 to 31, 1900. M. H. Stealey, pres.; C. B. Riggle, secy.

WISCONSIN.

AMHERST, WIS.—Portage County Agricultural Society. Sept. 11 to 14. G. W. Smith, pres.; A. J. Smith, secy.; J. C. Webster, treas. ANTIGO, WIS.—Fair. Sept. 18 to 20. Fred. Hayssen. ARCADIA, WIS.—Arcadia Agricultural and Driving Association. Aug. 29 to 31. N. Lebrbach, pres.; George Schmidt, treas.; George Mathys, secy.

LANCASTER, WIS.—Fair. Sept. 12 to 14. G. B. Wheeler. LODI, WIS.—Fair. Sept. 11 to 13. A. H. Hinds. MADISON, WIS.—Fair. Sept. 18 to 21. Eugene Shepard. MANITOWOC, WIS.—Manitowoc County Fair. Sept. 5 to 8. Edw. Schaffland, secy.

CANADA.

ALMONTE, ONT.—North Lawark Agricultural Society. Sept. 25 to 27, 1900. John Forzythe, Cedar Hill, Ont., pres.; James Robertson, Almonte, Ont., treas.; Wm. D. McEwen, Almonte, Ont., secy.

COOKSHIRE, QUE.—St. Francis Live Stock Association. Sept. 11 and 12. J. H. Taylor, secy. DRUMBO, ONT.—Blenheim Agricultural Society. Sept. 25 and 26. R. S. Martin, Princeton, pres.; W. Simpson, vice pres.; T. S. Telfer, secy.

SIMCOE, ONT.—Norfolk Union Fair. Oct. 16 to 18. J. Thos. Murphy, secy. STANSTEAD, QUE.—Stanstead Live Stock Association. Aug. 22 and 23. H. E. Channell, secy.

The last State official report shows that the entire gate receipts of half the Fairs in Ohio in 1898 WERE LESS than the PUTNAM COUNTY FAIR. Took in in one day last year. No gambling allowed. Dates—Oct. 2, 3, 4, 5, 6, 1900. A. P. SANDLES, Secy., Ottawa, O.

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CIRCUS BILL POSTERS WANTED. For Sparks' R. R. Shows, Ven contract to good At sober and liable men Show runs summer winter Address L. C. GILLET agent, Sparks' R. R. Shows, Martinsburg W. Va.

FLASH SONG SHEETS, \$2 per 1,000; \$5 for 100; \$10 for 50; \$15 for 25; \$20 for 10; \$25 for 5; \$30 for 2.50; \$40 for 1.50; \$50 for 1.00; \$60 for .75; \$70 for .50; \$80 for .30; \$90 for .20; \$100 for .10; \$150 for .05; \$200 for .025; \$300 for .015; \$400 for .01; \$500 for .0075; \$600 for .005; \$700 for .0035; \$800 for .0025; \$900 for .0015; \$1,000 for .001.

Street Fairs and Carnivals.

ABILENE, KAN.—Abilene Corn Carnival. Sept. 20. I. T. Prendergast, pres.; E. H. Forney, secy.

GRAND ISLAND, NEB.—Free Street Fair and Carnival. Aug. 27 to Sept. 1. Win. Plat, mgr.; H. L. Bode, secy.

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SARCOXIE, MO.—Street Fair. Date not fixed. SAGINAW, MICH.—Bay City Business Men's Jubilee and Carnival. Aug. 14 to 16.

Labor Day Celebrations.

CONCORD, N. H.—Grand Labor Day Celebration, at Capital City Driving Park. DAYTON, O.—Grand Labor Day Parade and Celebration.

Pomonas.

MASSACHUSETTS. CHARLTON, MASS.—Worcester Southwest Pomona. Nov. 3. DUDLEY, MASS.—Worcester Southwest Pomona. Sept. 1.

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