

THE BILLBOARD

Vol. XII, No. 33.

Cincinnati, Saturday, December 15th, 1900.

Price 25 Cents.
Per Year, \$4.00



HON. W. I. BUCHANAN,
Director-General, Buffalo Pan-American Exposition.



Successful New Plant.

To the Editor of "The Billboard:"

Dear Sir—Being the working end of one of the plants of this town, and as yet not having seen communication of any nature in your valuable paper from either plant, I assume the liberty of addressing you, trusting that the one most deserving of the good, that I feel sure will result from the action, will receive it.

The Hudson Company are in size as a plant up to the ordinary to be found in a town with our population—10,000. Their locations are generally good; and just at present his work is good. Not being connected with Hudson I can not say everything he would be pleased to have said. But as an employe of the opposition, I can safely say, we have the cream of all the best locations to be secured in this town; and therefore, we are doing some business, numbering among our best customers The American Tobacco Co. Our plant is only eight weeks old, but we proudly boast of 2,500 running feet of boards and seven, five, three-sheets all broken in.

Some idea of the estimate of value bestowed on this place as a good point of advertising may be gained by the knowledge of the fact that The American Tobacco Co. not only spent \$35 with us last month, but also spent a greater amount with Hudson, he having done the catch work, and tacking for everybody up-to-date.

We are still building our plant, and would inform you that the question of how much can you put up is ignored by us. It is a question of how much can you furnish us to put up. Between the two plants we can accommodate as much paper as any town of our size that I know of. From an artistic point of view, we are there. We are prepared to do bulletin work, distributing and general advertising of all kinds, in the best possible manner, and enjoy doing it so.

In relation to a paragraph in your last issue, I would say that your credential proposition is a worthy one, and one that should be favorably received by all who appreciate and indorse a reputable, competent and honest way of doing business, and Mr. Neher, of our plants—as one of your yearly correspondents—is fully prepared to furnish all necessary testimonials as to character and competency.

I crave pardon if I have infringed on your time or space by this lengthy article, but will tax you no further, beyond wishing you all kinds of success for the future year and years. GEO. S. WEST.
Albuquerque, N. M.

Henick's Good Work.

I send you a few lines for the Christmas issue of "The Billboard" from the Southern portion of Mississippi.

The bill posting business has been somewhat lively this fall here, between the opera house posting and commercial work I have been kept pretty busy for the last month. We have been having from one to two shows every week during the month of November. We also had two circuses this fall, and both of them did fine business here. We have one of the finest opera houses here in the State, barring none. The house has a seating capacity of 24 box seats, 173 orchestra circle, 223 dress circle, 202 balcony, 200 gallery and standing room 200. Total capacity, 1,022. The house is illuminated with electricity. John Lear is manager; A. F. Barber, secretary; H. C. Henick, stage manager; W. M. Moore, stage carpenter; Geo. B. Twillmeyer, electrician.

I have put out the following work last month for the firms named in distributing: L. E. Pinkham Co., 2,000 booklets; Dr. Miles Med. Co., of Elkhart, Ind., 1,500 dramas; Chattanooga Med. Co., 1,000 almanacs; C. I. Hood & Co., 2,000 booklets; Warner's Safe Cure Co., 1,000 books. Tacked for the American Tobacco Co., I. R. Irby branch, 200 premium cloth signs, 12x42; Henry George sign, 36x54, for Louisiana Tobacco Co. Have on hand for immediate putting out the following: 100 Bull Durham cloth signs, 24x18 inches; 15 Bull Durham, 4x8 feet; 100 Duke's Mixture, 12x42. Have posted the following paper here:

The Premium Cigar, 17 12-sheet stands; Bull Durham Tobacco, 12 8-sheet stands; Old Virginia Cheroots, 12 12-sheet stands; also 30 2-sheet stands Bull Durham; 30 2-sheet stands. Will put out the same amount for them both this month. The weather for posting has been the finest kind this fall on outdoor work. There have been very few rains to wash the paper off. Wishing all the bill posters success, and to "The Billboard" long life, a happy Christmas and a bright New Year.
Yours sincerely,
H. C. HENICK.
Yazoo City, Miss.

Answers the Questions.

To the Editor of "The Billboard:"
Dear Sir—I see in "The Billboard" you ask each bill poster to answer some questions.

Q. How many feet of boards have you?
A. I have 628 running feet 10 x 12 high, and I am putting up 200 or 300 feet more, as my



W. B. Redman's Board, Milan, Mich.

boards are all covered and more paper to post on hand.

Q. How was your business this year?
A. I could not ask for it to be any better, as I have had all I could do, according to my plant.

Q. Who are your best customers?
A. Prickly Ash Bitters, N. W. Ayer & Son, D. H. Ball, Dr. Chase, Boston Medical Institute, posting and distributing; Will. A. Molton, distributing, and many others.

Q. What class of advertisers would you rather deal with?
A. It makes no difference to me, so they are prompt pay.

The indications for business next year are No. 1. Have many contracts for next year. There is no war being waged against the bill boards in this location.

I control all of the best locations and railroad station here, and I do some of the opera house posting. I am a new man in the bill posting and distributing business, as I was out of the business six years. Any work sent to us will be promptly done.

WOOD B. HUGHES.
Kirksville, Mo.

A Great Bill Posting Plant.

One of the best bill posting plants in the State of Kentucky is that of Otting & Son, of Newport. They not only do all the work for outsiders, but their high standing in the community is shown by the great amount of commercial paper which they post for merchants in that town. Among the local concerns whose paper they now have on the boards may be mentioned those of the Diner Furniture Co., Marks & Bro. Furniture House, Holzhour Medicine Company, Newport Milling Company, Ellman, hat dealer, and Boyer's Bit-

ters. These bill posters are a credit to that occupation. Advertisers everywhere commend them in enthusiastic terms. They never have any complaint, and do their work in such a thorough, satisfactory and honest way, that their customers, without exception, speak of them in the highest praise. The circus people, especially, are always glad to do business with Otting & Son. When they get to Newport they know that their business will be promptly attended to, and their paper put on the boards strictly according to contract. The concern has the best locations in Newport; in fact, there is no town anywhere of its size where the bill posting plant is better situated or more valuable to advertisers, on account of their central location. They have no alley boards, and their paper is always conspicuously posted.

Charles Wood.

Charles Wood is one of the best-known bill posters in New York State. He is located at Jamaica, and has done a great deal of good work for his customers. Mr. Wood began life as a poor boy in the year 1870 with a capital of but \$11, and a widowed mother to support. He had a drunken opposition to fight in his business. He always took the advice of his mother to follow the Golden Rule, and he strictly honest in all things. In less than three years, with her injunctions always in his mind, he succeeded in purchasing the opposition business, and for twelve years thereafter had a clear field to himself. He is known to the bill board profession as "Honest Woodie." He has accumulated a snug fortune, which he will enjoy in his old age. Some of the men in his employ have been with him for over ten years. In his plant is included six 20 x 10 foot fences and twenty-

More Solicitors.

The question of more official solicitors is again before the association, and is being discussed with much animation. Owing to the fact that N. W. Ayer & Son have made such a pronounced success, and that applications from Pettengill of Boston and Ladd & Thomas, of Chicago, have been received, a new phase has been given to the old question.

It is simple. The majority of the members of the association are bill posters. They want more work. They think the surest way to get more work is to have more solicitors. Only a few small solicitors in big towns object. If the question was left to the members at large it would have been settled long ago.

We are glad to see that O. J. Gude is big enough and broad enough to favor the opinion of Mr. O'Mealia is to be commended also for his stand in the matter.

Corbett's New Boards.

To the Editor of "The Billboard:"

Dear Sir—The boards in this city are all full of good live paper, the theater boards showing Limes' Band, "St. Perkins" and "Little Trickle," all for the week of Nov. 20, and Corbett's boards are full of commercial work as he does not post theatrical paper at all on his listed stands. Mr. Cherry, of the Continental Tobacco Company, has been talking hangers, and Mr. McAlister, of Friends' Oats, is here at present. The report is out here that Corbett has control of the two towns, Cottonwood Falls and Strong City, Kan., each with a population of 1,000, and will erect a good plant of boards and make it a first class service. Mr. Quinn, of Strong City, Kan., will act as local manager.

Have had lovely weather so far this winter. Mr. Taney, salesman for the White Knight Cigar, was in town last week; he is a royal fellow, but is looking for, and in some places getting, a cut rate. Look out, boys. Respectfully,
DAUBS

Thompson's Plant.

R. L. Thompson, of Little Rock, Ark., has the best bill board plant in the Southwest, and he guarantees advertisers the best service. He owns and controls over 5,000 running feet of boards, all of matched lumber, and located on the main streets and thoroughfares. His service always brings good results.

A Southern Distributor.

To the Editor of "The Billboard:"
Dear Sir—I have not been doing much work this summer, nor is any work being done much. I distributed some for Dr. Miles Med. Co., Elkhart, Ind.; premium lists for XXXX Coffee, Chicago, Ill.; samples and tacks for Pearline. Traveling men distributed Magic Yeast and Arm and Hammer Soda; tacked Lion Coffee and Old North State Tobacco. I did tacking for Continental Tobacco Co., New York, for Star and Good Luck tobacco. I got a letter from A. J. Baker, of Birmingham, Ala., in regard to posting Bull Durham Tobacco and Old Virginia Cheroots soon Success to "The Billboard"
Corinth, Miss. W. E. PATTON.

Weekly List of Bill Posters.

- ARKANSAS.
Conway—J. F. Clark, Box 92.
ILLINOIS.
Pekin—Standard Bill Posting Co.
IOWA.
Des Moines—W. W. Moore (Licensed Dist.)
KANSAS.
Atchison—City Bill Posting Co.
Parsons—George Churchhill.
NEBRASKA.
Fremont—M. M. Irwin.
NEW YORK.
New York City—New York Bill Posting Co.
OHIO.
Middletown—Anthony H. Wallburg.
Zanesville—Wm. D. Schultz.
PENNSYLVANIA.
*Johnstown—A. Adair.
New Castle—The J. G. Loving Co. B. P. Co.
TEXAS.
Gainesville—Paul Galila.

BILLPOSTERS' PASTE BRUSHES.

The most desirable & lasting brush made. We carry 2 brands "DONALDSON" and "UNEXCELLED." This brush is manufactured expressly for us, and is fully warranted. It is the cheapest (1000) brush you can find any where. Retailers: 5 in., \$1.75 ea. 9 in., \$2.75 ea. 10 in., \$3.00 ea. Send the money with the order. Name sent C. O. D.
The Donaldson Litho. Co., Newport, Ky.

Stoop's Good Advice.

To the Editor of "The Billboard"
 Dear Sir—Wishing to reach all the bill posters, I know of no better way than through your valuable columns, therefore, I press the bill posters, and hope that you will grant the space for same.
 I established my bill posting business in 1887, and had I been experienced I should have been able to save many, many dollars in the erection of my plant. The first line of boards that I erected in Chattanooga was under the instruction of one of the circus representatives. In those days they only required space with lumber stuck up any old way. At that time this was the largest paper handled. Commercial work was nothing more than a one-sheet bill. After the circus had played their date the boards were then taken down, sold off as old lumber, or any way to get rid of same till next agent arrived.

boiling, see that same is well cooked, the same as starch that is used in laundry. If you will take the trouble, it is well to place about one gallon of black molasses to a barrel of cold paste, the reason for this being that during a rain storm or bad weather, when the paper is damp, instead of letting the paper dry out and not adhere to the board; and second, the molasses used in the paste in damp weather will draw the paper back to its place, and hold same tight. This is especially good for brick walls, and paper will stand at least six months or one year where molasses is used in the paste. I have made a practical test of this with success, having had a stand of paper posted on a dead wall for over twelve months. Take pains in laying out your stands of paper, of whatever work you happen to be posting, see that they will look neat and attractive, and balance sizes of paper in your large boards. It is policy to run a blank half-sheet streamer on all boards, of either white or colored paper, and separate each class of advertising matter with a half-sheet twelve inch blank. Don't be stingy

are not up in their line of business, and to those that think they are and are not. The accompanying cut is one of my locations, which speaks for itself, and is my idea of bill posting. Board was photographed three weeks after being posted, and the condition of same, less the fading of paper, looks as neat as the day of posting. I attribute it to the (cowboy) 12-inch cap, and the way I have my paper rubbed in.

Well, Mr. Editor, I thank you for the space thus allowed, and hope that every bill poster will be profited by same.

As for Southeastern States Bill Posting Association, each and every member is doing all in their power to bring their plant to the standard. The old-time plants of a few years ago are now on the wave in the Southern territory. Our members are all wide-awake, and hope to lead in the bill posting business.

Again thanking you, I remain,

Very respectfully yours,

H. E. STOOPS.
 Pres. S. E. S. B. P. A.

Business in New York State.

To the Editor of "The Billboard:"

Dear Sir—I will now try and give your readers a little outline of what I am doing, and what kind of a place Oneonta is.

Oneonta is situated on the D. & H. Railroad, the terminal of the Ulster & Delaware Railroad, direct line to New York, and also on the Oneonta & Richfield Springs electric road, which is thirty-five miles long, and has a population of 9,000 people. It is the headquarters of the D. & H. Railroad, employing 1,000 hands, and has a pay-roll of \$45,000 per month. For a town of its size, I never saw so little posting done for home merchants. I have just woke them up on holiday work. I blanked all my boards with white paper, and then sold spaces on them for painted signs, and received from \$2.50 to \$5 per ad, to run from Dec. 1 to Jan. 1, and in that way I realized about \$175 out of my board, which is a good month's work. I think I now have



WILSHIRE'S POLITICAL CAMPAIGN.

Today bill posting is now recognized as a leading commercial business, and every bill poster of this day should be up-to-date. From my experience, I wish to give them an idea as to how I think business should be run. First, in starting into business the bill poster should secure only the choice locations that let down or city affords, arrange with owners of such property so that he can have full control for a stipulated time. Second, in erecting your boards, secure a good grade of dressed tongue and grooved lumber, erect every eight feet a solid post of cedar, oak or other firm wood. After erecting the posts, measure up at least eighteen inches from the ground for your first ribbon, place the top edge of 2x4 scantling ten feet from the bottom of said scantling, erect another 2x4 scantling an equal distance between the two, place the cap, with at least ten inches projecting over the face of the top stringer, then well the frame work, then face same with tongue and grooved flooring. You will find that the cap is one of the most important parts of the bill board, and the wider the cap the better, as it answers as a water shed to keep your paper from the rain, snow and dirt.

with your paste or labor, and where you have not enough paper to fill out your boards, blank the remainder. This gives tone to your business, and attracts the eye of all critics, and is always more satisfactory to the advertisers and their representatives.

Do not erect your boards too large, but scatter your lumber well, giving yourself many more locations than you would have by making your boards large, and you will not have to duplicate your commercial work in this case. The advertisers will give you more paper if you have different locations on which to post same.

Send in your list promptly after your work is finished, stating the time same was posted. Always be courteous to the representative who checks your matter, give them all the desired information and your assistance during the life of your contract, see that the paper is always kept in perfect order, and should any part of it be loose when you are making your rounds, remember that "A stitch in time saves nine." Stop, then and there, and repair same. Keep all waste paper and rubbish from in front of your boards, so that there will be no possible chance of fault-finding by your citizens.
 I only offer these suggestions to those that

Corbett's Letter.

To the Editor of "The Billboard"

Dear Sir—Though this is December the weather is fine. Have had no snow or cold yet this year. Mr. J. J. Wesmith, salesman for Piso's Consumption Cure, is in town today, inspecting their posting and having some metal signs placed and some distributing done. Aiden Benedict's "Quo Vadis" played here Nov. 29 to a good business, and all were well satisfied. Grant's "Little Egypt" played Nov. 30 to a very light business, and was not half so bad as the people thought it would be. Grant is a good fellow, and has some good vaudeville people in his show. He uses Donaldson paper. The Morey Stock Company begin a week's engagement tonight. They will do a good business, as they have been here before and are quite popular. I have paper on my boards advertising Fay Stockings, Wetmore Tobacco, Lincoln Tea, White Knight Cigars, Piso's Cure for Consumption, General Arthur Cigars and Star Tobacco. Have had to put up three new boards this last week.
 Respectfully,
 CORBETT.

the merchants started to use bill boards. I have Bull Durham and Sweet Corporal in large size on boards at present, with enough other advertising matter on hand to cover them again on Jan. 1.

I do not see much news from New York State, but by visiting around the country I find there are wide-awake bill posters in this section. Wishing "The Billboard" a Merry Christmas and a long life, with success for another year.

Thanking you for all the information I received, I remain,

Yours very truly,
 Oneonta, N. Y. GEO. G. BRAZIE.

It is your duty as a bill poster to keep "The Billboard" posted regarding all "coming events," such as conventions, carnivals, fairs, etc., which will occur in your town. The information is valuable to showmen and advertisers. They seek it eagerly. To have it appear in "The Billboard" is oftentimes a distinct advantage to you, because advertisers often post a town to catch the crowds attending a fair or the men of some particular line attending a convention.

Daubs.

Filbrick says he won't patronize either.

J. E. Williams, of Rockford, will have a first-class plant soon.

It's about time the Pittsburg boys sent in a photo of their cats.

Louisville's plant is really a good one. Splendid! Magnificent!!

Milwaukee has the best bill poster salesman in the country. Next!

Put your ad. in "The Billboard" and get "value received" every time.

To congratulate Galesburg on its silence is equivalent of saying it is sawing wood.

Mike Breslauer is out of politics in the latest report from Minneapolis. Poor Mike!

Walker, of Detroit, is so busy looking after his boards on the Flats that he can't answer letters.

Why is Charley Bernard so silent? At one time he could not be kept out of the columns of this paper.

Martin & Hyatt, of Flint, is hardly a year old. But they can give the elders pointers on bill posting.

When a man thinks he has the bill posters under his thumb, he awakens to the fact that he has no thumbs.

Moses H. Burgunder, the bill poster of Wilkesbarre, Pa., died Nov. 6 at his home, of typhoid-pneumonia.

What a smile must have been on Bob Campbell's face as he opened his mail on the morning of Nov. 27.

Frank P. Myers, of Danville, should learn

refused to drink on a certain occasion in Detroit. But never mind, Al., old "chapple," it won't happen again.

That St. Louis has the best plant in the United States is sworn to by Levyne, and that Charley Hager is going to give up chewing tobacco is wrong!

Sieger, of Lafayette, is one of the hustlers in his line, a man who pays strict attention to details. All worryment ceases after you give him your paper to put up.

Ike Spears says his plant was a greater winner in the past year than his opera house. Is that one of Ike's stories, or is Marshalltown such a good advertising point?

The wise ones say that Levyne's Cincinnati girl is the handsomest woman in the city, while others say there is no such person. But all Levyne does is to look wise and grin.

Geo. Leonard lost that which was gained by St. Joe. But never mind, George, you have the best plant of the two, and that says a great deal. Besides, look at your Club House!

Well, "Billy" Moore wrote such a funny and original letter to Levyne that it went the rounds of the office, and was voted to be framed and read by those who are victims to the blues.

"Bob" Campbell says: "Am pleased to note the success of your efforts in evening up old scores." Robert, Levyne had an ax to grind, too, and 'twas ground very keen and sharp, you bet!

Muscatine's plant is in line with the best of them, and the advertisers should make note of this, as probably they had long ago put this town on the black list. But now it should rank A No. 1.

Jim Dishon, the bill posting "Paste King," of Terre Haute, is adding to and rebuilding

"Billboard," under date of Dec. 1, as follows: "We have purchased the bill posting plant of our opposition, Sanger & Goehring, and now own all the boards in both Clinton and Lyons. This gives us over 3,000 running feet of boards, with 105 locations."

R. C. Campbell, P. E. Schaefer and Burr Robbins have purchased the bill posting plants in Joliet, Ill., and Waukegan. They intend to buy every plant within a radius of forty miles from Chicago, from the lake on the north to the lake on the south. They now control (with the American Posting Service) about eighty towns.

There have been many fancy dress balls in Melbourne, but the Advertisement-Poster ball, held recently in the Town Hall, in aid of the funds of the Children's Hospital, far outshone anything in the way of previous displays. A study of the boardings was made, and everything—from whisky and champagne to baby's food, from music to medicine, from soap and hair restorers to flowers and Quaker oats—were noted and exploited. Society beauties and staid city men were impressed in the cause of charity, and made to shave or otherwise fit themselves for the representation of some well known brand. The result will be a net gain to the hospital of over £1,000.

One of the finest art bulletin plants in the country is that of Phil. Morton, of Cincinnati. He has many of the best locations in the city, and his work is first-class. Mr. Morton numbers among his patrons the leading railroads and the most prominent mercantile houses of Cincinnati. His bulletin work is artistic in the highest degree, as is shown by the constantly increasing number of patrons. Mr. Morton has not been in the bulletin business many years, but his energy and ability asserted itself from the very start, and he has no rivals in the West aside from the Gunning people of Chicago. Phil is

"Loud" Clothes Sold.

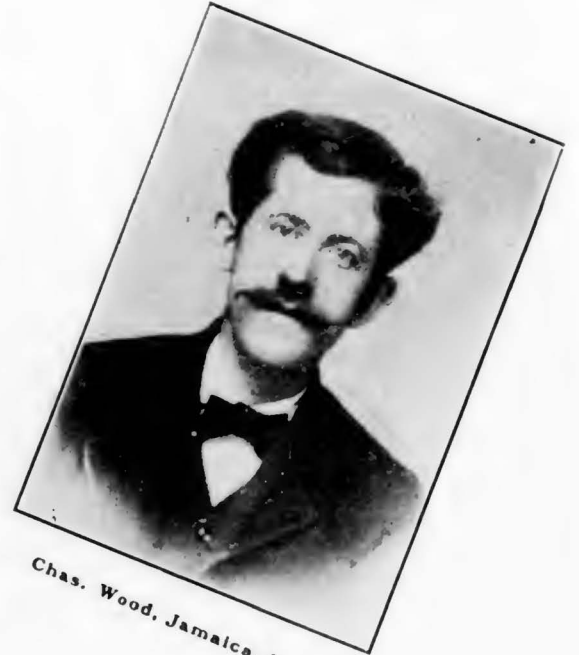
"What do you do with the secondhand clothes you pick up from men who sell them to you?" asked an inquisitive person of one of the buyers who stepped him on Broadway the other day with the stereotyped query. "Any old clothes to dispose of, sir, at a fair price?" The questioner had the general impression that the clothes were cleaned, patched up, and made over as best they could be, and were then sold to the misfit clothing houses about town, or possibly to the slop houses of the lower east side. "They are sent to the South after they are fixed up as best we can, and sold there to the negroes. Ready-made clothing is so cheap nowadays that there is no market for the cast-off clothes here. But in the South there is a ready market, especially for clothing with large checks or for fancy vests such as the sports about the race tracks and the Tenderloin affect when they are flush. A nigger likes a fancy vest above all things if the color is loud enough. Next he wants trousers with big checks and plaids. These are the things men in my business pay the most for. Even the flashiest men tire of such things quickly, but the darkey never does. Because the sport does tire of them they come to us in such good shape that a darkey will mortgage a month's earnings to get some of those that could not be worn on Broadway without almost creating a riot. Here's a tip that will surprise you in all probability. Some people



W. W. Moore, Des Moines, Ia.



H. Gaylord Wilshire.
The Los Angeles, Cal. Bill Poster.



Chas. Wood, Jamaica, L. I.

a lesson from Evansville. But, oh! His wife is such a good cook!

Charley Nichols, of Council Bluffs, is just about recovering from the attack of "Dropsy" contracted on Sept. 28.

That J. E. Williams, of Oshkosh, has the most up-to-date plant in his State is vouched for by "The Billboard."

"Rube" Taylor, of Moline, is getting so fat on wild duck that he has lost all memory of his "Colayne Chum."

Sedalla, Mo., is too modest by far. She should take unto herself a quiet tip from her first friend and come forward.

Morris Connor, of Alton, O., won't allow a poster salesman to stop at a hotel in his town. His residence is theirs.

Philly, of St. Joe, is so proud that his town has got in the 100,000 list that he now orders his hats from New York.

The Hudson's, of Kansas City, should discriminate more closely. Are friends so plentiful that they can throw them down?

Captain Ament, manager of the Grand Opera House, Muscatine, Ia., advertises that all the bill boards are controlled by him.

Charley Kindt sent Levyne a brick by express (charges collect) as a gentle reminder of what to expect on his arrival in Davenport.

Fred W. Jencks will add to his plant 1,500 more feet of boards in the spring, and that will give Elgin one of the finest plants in the State.

Groves & Meyers, Evansville's only "pets," are so proud of their plant that they sometimes forget their friends. Well, they almost have just cause.

Al. Bryan has sworn off ever since he re-

his plant as if there was no value in lumber. Compare him to the best, and then he will come out a winner.

A letter reached "The Billboard" that Harrington will put \$2,000 in his plant inside of the next six months. And yet Peoria has a good plant as it is. Does this indicate prosperity or energy on the part of Harrington?

Say, Frank Chamberlain, "Old Boss," if your Des Moines plant will be on par with your Burlington wine vaults, Levyne wants to run the plant. Come, as an act of charity let him in, that his days (and nights) may be long and plentiful.

"Small bill boards scattered about the streets to advertise theaters have been forbidden in Pittsburg," says an American exchange. And quite right, too. The proper place for them is fastened against the walls, not "scattered about the streets."—Publicity.

Dusby Bros., of Clinton, Ia., write to "The

big, good-natured fellow, whose amiability is a valuable aid in securing business for him. He is president of the American Bill Posters' Alliance.

Uncle Billy Moore.

One of the best known and most progressive bill posters in the entire West is Uncle Billy Moore, of Des Moines, Ia. He is a veteran in the business, and has a very valuable plant. All efforts to displace him have proven futile. Uncle Billy is a prominent member of many secret orders. He has recently added a large number of boards to his plant, and his customers are given as good service as anywhere in the United States.

The Most Convenient Hotel in Cincinnati is THE PALACE,

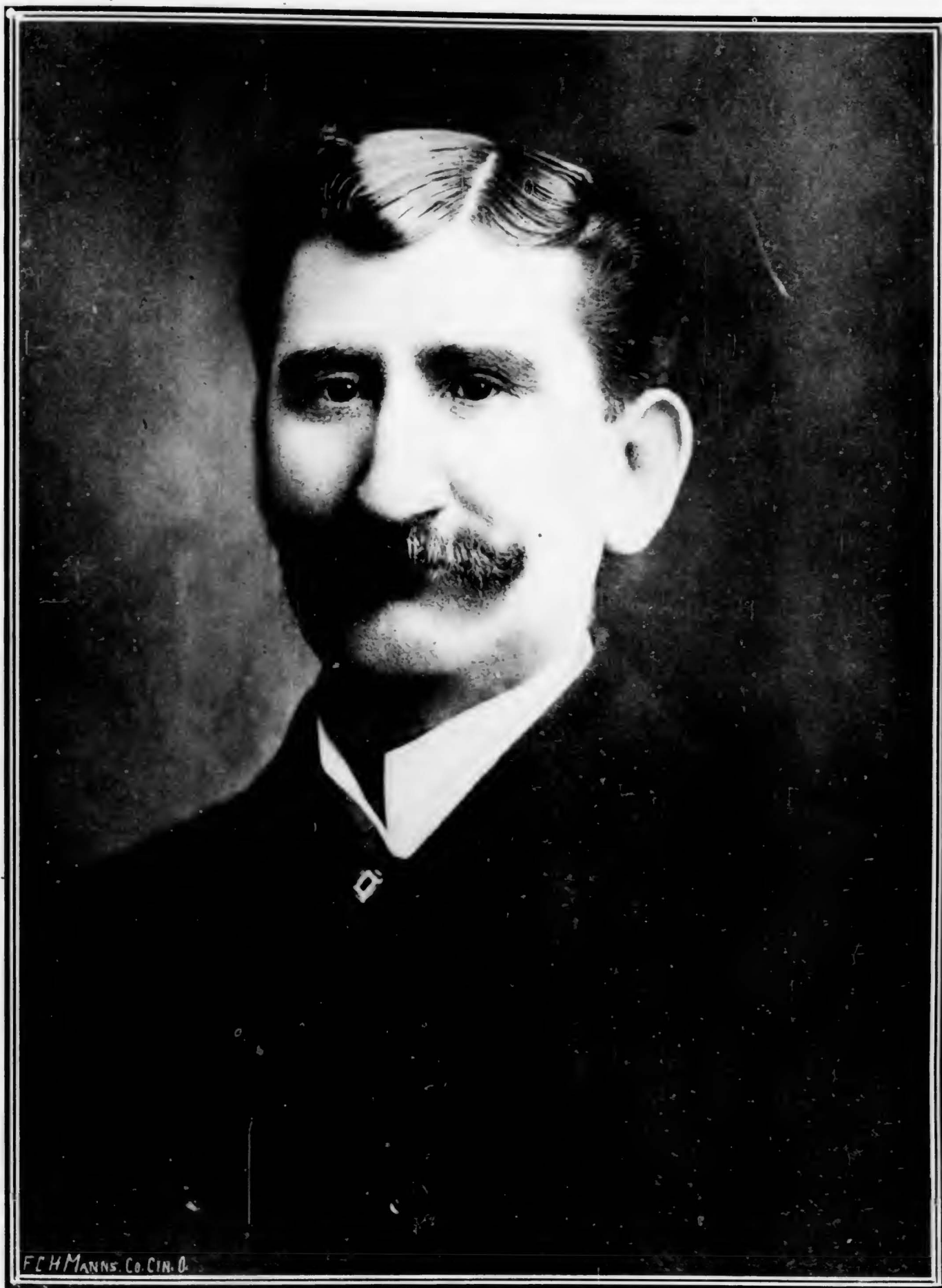
Cor. Vine, Sixth and College Streets.

The reasonable rates of \$2.00 to \$3.00 per day, American Plan, are made possible by the largest transient trade in the city.

For further information inquire of

SAM F. CARY, Editor of The Billboard.

will not sell cast-off clothing, but give it away to charitable institutions for distribution among the poor. Now, there are more tricks about our business than you would suspect, for we get these things all the same in a great many instances. There are matrons in these places that receive cast-off clothing for the poor. Their salaries are not large, and they have just as great a fancy for fineries as have women in other walks of life. Some of these matrons with an eye to the main chance know all about our business, and about the sort of clothing we want to get hold of. So they quietly absorb such of the gifts as they know some of our people will buy, and sell them to us for shipment South. No one is any the wiser, and the women get a little pin money in that way. We get the goods, and no one is hurt, according to my way of looking at it. Mind you, I do not say that all matrons in all institutions do that sort of thing, only some matrons in some places, for there are some of the women that we can not do business with in any way, though we are constantly trying to increase our clientele. Then the inquisitive one wandered on, wondering whether the old-clothes man was lying to him as a means of preventing him from giving away his cast-off clothing. He could hardly believe the yarn about the matrons, even though there was a possibility of its truth. But he is still wondering, for it is one of those puzzles that are very difficult of solution. New York Times.



M. J. DOOLEY,
The well-known Billposter, of Atlanta, Ga.

A Bucket of Dope

(Written expressly for "The Billboard.")
BY BOB WATT.



There was no doubt of it, but that Silly Bill was the best "sniper" that ever worked in the city of K—. The agent of every show that visited that city was loud in his praise of the work done by Silly Bill, and always congratulated the bill posting firm on the elegant showing they got with paper intended for dead walls, ash-boxes and other places not touched by the regular bill posters. If Bill was loaded down with paper he managed to get it all up, and he never kicked. He was the most profitable employe that the bill posting firm had, and yet he was not on the regular pay-roll. The reason for this can only be given by relating how Bill came to get in the employ of the bill posting firm. In May a man had been picked up near to the railroad that skirted K—. He was unconscious when found, and upon being taken to the city hospital, the physicians declared that the prospects of his recovery were slim indeed. His skull had been fractured, and it was feared that an operation would kill him. After a number of hours of consultation they concluded to perform the operation, and did so. He immediately showed signs of improvement, and in a few days commenced to regain strength. It was soon seen, however, that his memory was entirely gone, for he could not tell his name, where he had formerly lived or anything about himself. Nothing had been found in his clothes that would give a clue to his identity, and notwithstanding that all the newspapers took up the story and published details of the mysterious man, none came forward to tell the story of his life.

All that was known was that Bill had been found badly injured near the railroad, and whether he had been pushed off a train, had fallen from one, or had been struck while walking on the track, could only be guessed at. All he could say at first was "Bill," and as he was evidently not in the full possession of his faculties he was christened by the doctors "Silly Bill." When he was able to leave the hospital, he hung around the bill posting plant for a few days, and seemed to watch the work of the men with pleasure. One day one of the bill posters took him on a country route, thinking the change would do him good.

While they were eating lunch, Bill grabbed a brush and seemed to be as much tickled as a child with a new toy. The bill poster told him to go ahead and put up a few sheets of paper and he did so, and seemed to enjoy it so much that he was allowed to continue at the work the rest of the day. The next few days found Bill out with one of the wagons every day, and he seemed delighted when allowed to post a few snipes. The story soon spread around the shop, and Bill was a welcome companion to any man who had a lot of sniping to do, for he could put up quite an amount of paper in a day.

The bill posters paid for his food, and the janitor allowed him to sleep in the shop. Bill seemed perfectly happy. One day there was an awful press of work in the shop and a scarcity of bill posters, and the foreman was at his wit's ends to secure help. One of the men suggested that he allow Bill to go out sniping, and without any belief that the poor fellow could do any work he allowed him to go. When, however, he inspected the work the next day he was more than surprised at the amount of work done, and the neat manner in which it had been done. After that, Bill was placed on the regular pay-roll, and he did all the sniping. When pay-day came and Bill was handed the envelope, he seemed very much surprised, and juggled the money in his hands as if it was toys or marbles. Then he threw it in the midst of a crowd of urchins who congregated near the shop, and laughed with glee as they scrambled for it.

This story was told to the boss, and he had a talk with Bill and tried to explain to Bill that the money he got was not to be thrown away, but Bill did not seem to understand. Then the boss put a number of bright new dimes in Bill's hands and told him to go buy something to eat. Bill at once started for the door and threw the money in the street again. Seeing that it was an impossibility to teach Bill the value of money, the boss arranged for him to have his meals at a restaurant, the amount to be charged to the firm; arranged for a laundryman to call for his work each week, and had a nice little room fitted up in the shop for Bill to occupy. He also bought him new clothes, and told the men that if Bill ever recovered his senses he would see that he was paid his full wages for every day that he worked in the shop. Bill seemed more than pleased with this arrangement. He never asked for money, and in fact had no use for it. He did not smoke and would not drink, and as he had everything he wanted and did not know the value of money, it was no loss to him. There was only one thing that Bill did seem to want, and that was work. He kept at it from early morning until late at night, even going out on wet days looking up dry spots where he could post a bill. Everyone in town knew him, and he seemed pleased when people called him Silly Bill. It was fun to see Bill snipe. He would go to places that no regular bill poster would dare go, and if there was a kick, would look at the man in such a piteous way and listen so attentively without saying a word

that at last the kicker would get disgusted and leave him to finish his work without further argument.

Bill was just like a little child learning to talk. He would listen to the conversation of the men in the shop, and would repeat the words they used, although it was evident that he did not understand them. He managed to learn to talk fairly well, but principally on bill posting, but when the men would try to get him to talk of his past life, which they often did, he would only say, "I forget."

Christmas came, and every man in the shop had a little token for Silly Bill. The firm gave him a new suit of clothes, and Bill was very much tickled with it. After wearing it for a little while, he took it off and put on his old clothes, and picking up a bundle of paper and a bucket of dope, started for the door. One of the men stopped him, and after telling him it was Christmas, and there was no work that day, tried to get him to stay in the shop. All Bill said in reply was, "Tain't Sunday, and I'm going to work," and off he started. Seeing that it was useless to try and stop him, the men let him go.

That afternoon one of the men happened to be near the railroad depot, and saw Bill

see what the excitement was all about. At once everybody started explaining, with the result that no one knew what the trouble was. The patrol wagon came up in a few moments, and the policeman, feeling that the best place to settle the matter was in the station house, placed the man who had lost his watch under arrest, sent the bill poster along and put poor Silly Bill on the wagon with them. Bill was unconscious, and during the drive to the police station the bill poster tried to wipe the blood from his head. When they reached that place, a few applications of cold water revived Bill, and the three men stood up in front of the bar to have the matter straightened out. The man who had been robbed was first heard. He told the story how, while he was buying a ticket, a young man had jostled him, and after grabbing his watch and chain had run. He told of the pursuit, and how he had seen Bill take the watch out of the bucket, and then how he claimed it as his own. Bill had been listening to the story with a curious expression on his face. A surgeon of the city hospital had been sent for, and came in at this moment, and edged his way close to Bill. The sergeant of police had asked the man who had been robbed for his name and address, and he had replied "Gustave Clark, Philadelphia," when Silly Bill gave a yell, and exclaimed, "My God! I know it all now. It has all come back to me. My name is William Engel, and my home is in Philadelphia." Then he fainted. And the surgeon, as he stooped over him, said to the man who had been robbed, "The blow that you gave him with your cane has done more for him than we could have done. It has restored his reason."

Then the surgeon started to revive Bill, while the policemen cleared the station house. In a few moments Bill came to, but he was Silly Bill no longer. He told his right name, his home and business address in Philadelphia, and explained how he had been persuaded to leave a train he was on, going

spent in K— was a blank to him, and seemed to think that he had only left Philadelphia a few days before. The next day Mr. Clark and William Engel started for Philadelphia, and before the New Year we were delighted to hear that Bill had arrived at home safely, and was rapidly regaining health and strength.

The following spring we were treated to a visit by William Engel and his wife. We were all very glad to see the man that we had learned to love under the name of Silly Bill, and he sat for several days listening to his adventures in our city, when he was acting as sniper and did not know who he was. When he left he presented each of the bill posters with a neat sum of money, and the next day not a man came to work. To the firm he gave a magnificent testimonial, and was profuse in his thanks for their kind treatment of him. The amount of wages he had earned and never drawn he left with the firm, and told them to use it for any poor unfortunate that might need a meal, and that is the reason that a certain firm of bill posters are so easy to touch; no vagrant or hump ever being turned away empty-handed. His last words in the shop were: "Boys, I am a million times obliged to you for the kindness you showed to Silly Bill, and I am sure that no man could have gotten a better Christmas gift than I did. That gift of the creek on my skull restored me to my senses, and regained for me my wife, my business and everything that makes this life worth living. Good bye, boys; and don't forget poor old Silly Bill."

Keep Your Eye on St. Louis.

The growth of St. Louis as a mercantile center has been something phenomenal in the past few years, and it is now recognized as the leading market of the West, and in many lines, such as dry goods, shoes, drugs, hardware and tobacco, lead them all in volume of business, and as an advertising field it has taken rank with New York and Chicago.

To the St. Louis Bill Posting Company is due a large share of the credit for the volume of advertising now being done in St. Louis. Poster advertising is one of the standard mediums of publicity, and the St. Louis Bill Posting Company, with their reliable service, modern and up-to-date methods, has demonstrated to many of the skeptical the value of St. Louis trade, and the economical way by which it can be reached, and in consequence, the increase in advertising has kept pace with the growth and importance of the city. Advertisers who began their experiment, with an average of 100 stands, are now using from 250 to 350, and even that quantity covers only a quarter of the 900 or 1,000 choice locations controlled by the company.

St. Louis will be specially interesting to the advertisers during and while preparing for her World's Fair, and the St. Louis Bill Posting Company, wide awake to the demands that will be made upon them from now on, have prepared themselves to take care of all business that may be placed with them.

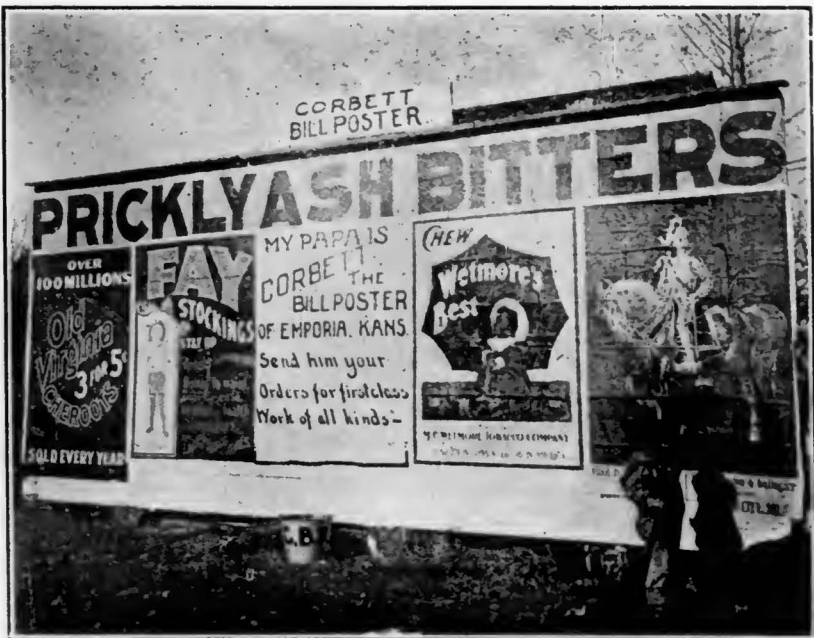
St. Louis shall be among the first on the advertisers' list, and the St. Louis Bill Posting Company the medium through which to best reach the public.

A Fair Showing.

To the Editor of "The Billboard":
Dear Sir—Your welcome paper comes in good order and full of good instructions for the craft. Business has been fair the last month. I have posted for J. H. Laporte Shaw 150 sheets; Russel & Kingsley, 100 sheets; Gilhooly Reception, 120 sheets; M. C. Wetmore's Best Tobacco, 38 sheets and 12 2-sheets. Distributed for J. W. Bront Co., Albion, Mich., 800 pamphlets, Peruna, Columbus, O., 500 books; Dr. Shoop, 600 books.
Havana, Ill. W. J. OULE.

Good Holiday Business.

To the Editor of "The Billboard":
Dear Sir—Business has been a little light the last month; still have posted for American Tobacco Co. and Wetmore Tobacco Co. Had Sweet Caporal paper from D. H. Hall, 50 2-sheets and 18 sheets, and 16 2-sheets from N. W. Ayer & Son. Had theatrical paper from "A Man of Mystery" and "Maloney's Wedding Day." Paper for "Little Trilixey" goes up today. I think my boards will be full for the holidays. I have distributed for Dr. Chase, Philadelphia; Woolson Spice Co., Toledo; and Dr. Shoop, Itasca, Wis.
Yours very truly,
Fayette, Mo. LEE HOLLADAY.



Kenneth, two year old son of Corbett, the Bill Poster, Emporia, Kans.

working industriously at the corner of an alley. He was paying no attention to the passerby, but kept at his work. Suddenly a young man dashed out of the railroad station, and sped like a deer down the street.

When he reached the alley where Bill was working he made a short turn and collided with Bill. They both fell over the bucket of paste, but the young man was up in a second, and ran through the alley. He had hardly disappeared up the alley when a middle-aged man came out of the depot and ran down the street, yelling "Stop, thief!" He stopped when he got to Bill, and the bill poster, who was watching the scene with amazement, crossed over. Just as he got near to Bill he was surprised to see that individual put his hand down into the bucket of paste and draw out a magnificent gold watch and chain. The "dope" was dropping from the watch, but Bill was looking at it as if it was a new toy. The middle-aged man grabbed Bill by the shoulder, and, after shaking him, said, "That is my watch. Your confederate stole it." All Bill would say was, "It's mine."

The bill poster tried to argue with Bill, but he only clutched the chain tighter and said, "It's mine." This made the man who had lost the watch furious with anger, and although the bill poster tried to explain to him that the thief had no doubt dropped the watch in the bucket of dope, when he collided with Bill, he would not listen him, but said, "Well, make this fool give up the watch. I want to catch a train. That fellow grabbed my watch as I was buying my ticket, and I am sure this fellow is standing in with him." All Bill said was, "It's mine."
Suddenly the man who had lost the watch could stand it no longer, and lifting a stout cane he carried he brought it down with all his strength on the head of poor Silly Bill. Bill dropped like a log, while the blood flowed over his temples. A crowd had been gathering, and a policeman who had been told that a riot was about starting, sent in a call for the patrol wagon, and then hurried over to

from Philadelphia to Chicago on a business trip, by a companion he had met on the train. He had evidently been drugged, all his valuables taken from him, all the letters and other means of identification on his person destroyed and then cast adrift. The injuries he had received at that time had caused a malformation of the brain, which had been strangely cured by the blow from the cane.

Telegrams were at once sent to Philadelphia, and replies came back quickly that William Engel, a prosperous business man, had been missing for over nine months, and that the best of care should be taken of him. Mr. Clark, the man who had been robbed, was so stunned by this strange ending to the robbery, that he agreed to remain over and take care of William Engel, until he should be restored to his friends. Bill was soon able to talk, and he begged the surgeon to place him in charge of some one, so that he could get home to his wife and family in Philadelphia. He declared that the whole time he

What? Where? When? Which?

If it is a fair, a carnival, a race meet, a convention, or a future event of any importance—no matter what kind—all of the above questions are answered in

"The Billboard."



A Year in Michigan.

To the Editor of "The Billboard:" Dear Sir—As per your request that all bill posters and distributors send in their annual reports, we herewith send ours. In our distributing department we distributed the following: E. F. Mills & Co., Ann Arbor, Mich., 1,000 circulars; J. J. Millburn, Eaton Rapids, Mich., 2,500 books and 50 packages of Peruna, Drug Co., Philadelphia, Pa., 12,000 books, three distributions; Dr. Miles Med. Co., Elkhart, Ind., 1,000 papers, two distributions; C. I. Hood & Co., Lowell, Mass., 4,500 books; Lyda E. Pinkham Med. Co., Lynn, Mass., 4,500 books; Boston Med. Institute, Chicago, Ill., 17,000, three distributions; Washington Medical Distributing Agency, Cleveland, Ohio, 17,000, four distributions; St. Jacob's Institute, Chicago, Ill., 3,000 books; Drs. Kennedy & Kergan, Detroit, Mich., 8,000 books, two distributions; Katharmon Chem. Co., St. Louis, Mo., 113 sample packages to physicians in the eighteen towns we cover; Mellier Drug Co., St. Louis, Mo., 300 books; Mack & Co., Ann Arbor, Mich., 2,000 papers, ten distributions; Sterling Remedy Co., Attica, Ind., 5,000 envelopes; Sothers-Price Opera Company, 1,000 bills. We are now working on 4,500 books from Dr. Chase Co., Philadelphia; 4,500 books from Lydia Pinkham Med. Co., Lynn, Mass.; Peruna Drug Co., 2,500, and Dr. Miles Med. Co., 500 books, making a total, up to the first of December, 10,000 pieces.

We have posted the following paper: P. L. Aubley & Co., Kalamazoo, Mich., 20 1-sheets; Foley & Co., Chicago, Ill., 30 1-sheets; Dundee Sugar Co., 25 3-sheets, 40 1-sheets; Sterling Remedy Co., Attica, Ind., 15 20-sheets and 100 1-sheets; Wagner Mfg. Co., through Bryan & Co., Cleveland, O., 50 1-sheets; Whitney Show, 25 sheets; Adrian Fair Association, 20 1-sheets; Bloomer Girls' Base Ball Club, 35 1-sheets; Hampten Walsh Co., Canton, O., 10 8-sheets; Gauntlett & Son, local, 10 1-sheets; Walker & Co., Detroit, Mich., 10 1-sheets; Geo. F. Minto, clothing, local, 10 1-sheets; the Piso Co., Warren, Pa., 20 1-sheets; Dr. Chase Co., 3 8-sheets and 45 1-sheets; Sothers-Price Co., 55 1-sheets. We think this a very creditable showing for a town of 2,000 people. During the season we formed the Michigan Hill Posters' Association, and the I. A. of D., and were registered by Foster Printing Co., and we have received some very encouraging letters from the solicitors. We bought out our opposition in the bill posting business, and came into possession of some good boards, and are building more as fast as business requires them. We had three traveling shows here the past season, and all did a very good business. They were: Lemien Bros., May 19; Wixom Bros., Aug. 14, and Whitneys, Sept. 11. This is a good show town, as it is situated in a very rich country, and many small towns are near here, and we are twenty miles from Adrian, thirty miles from Toledo, thirty-seven from Detroit and fifteen from Ann Arbor. In opera house shows we have had this season Cumming & Alexander's "Uncle Tom's Cabin," which played to standing room only, and the Sothers-Price Company made a week stand. We are making a specialty of working the territory surrounding us, including twenty towns, and requiring 7,500 pieces, and we are working them in a very satisfactory manner for many large firms, and want to distribute them for more. We are receiving inquiries almost daily for prices to work our list of towns. We are now making a specialty of country work, both by posting and distributing. Have got our local merchants started in the bill posting business, and are also getting their distributing. Hoping this is satisfactory, we remain,

Yours truly, Milan, Mich. THE REDMAN DIST. CO.

A Prosperous Year.

To the Editor of "The Billboard:" Dear Sir—In accordance with your request, I will try and give you a few items from this part of the country. Since Jan. 1, 1901, I have distributed for Syman Brown, New York City, 1,500 books; Medical Inhalation Co., New York City, three distributions, 1,500 each; W. F. Hinson Co., Schenectady, N. Y., two distributions, 1,500 each; Dr. Greene, Boston, Mass., 750 books; J. W. James Co., East Brady, Pa., 2,500 samples; Boston Med. Institute, Chicago, Ill., 4,500 books; Dr. Green Medical Co., Chicago, Ill., 1,000 books; Peruna Drug Mfg. Co., Columbus, O., two distributions, 2,500 each; W. S. Hardy, Newburgh, N. Y., 750 samples; C. I. Shoop, Racine, Wis., two distributions, 1,200 books each; R. T. Booth Co., Hines, N. Y., 1,500 books; Lydia E. Pinkham Med. Co., Lynn, Mass., three distributions, 9,228 books each; C. I. Hood & Co., Lowell, Mass., three distributions, 1,500 books each; Dr. David Kennedy Co., Roundout, N. Y., 2,740 cards; St. Jacob Institute, Chicago, Ill., 1,000 books; Sterling Remedy Co., 2,000 envelopes; Dr. Chase Co., Philadelphia, Pa., two distributions, 1,000 books; W. A. Molton Dist. Agency, 25,000 books for fair; H. J. Kay Med. Co., Saratoga Springs, N. Y., 1,406 books; J. J. Tubey, local work, 4,000 circulars; Hoffman

Drug Co., New Rochelle, N. Y., 1,600 samples; F. J. Cheney & Co., Toledo, O., 500 books, 100 signs; Troy Chemical Co., Troy, N. Y., 800 books and samples, 100 signs tacked up; Boston Med. Institute, Chicago, Ill., 6,975 books, fair work; Dr. Chase Co., Buffalo, N. Y., 800 books; Garfield Tea Co., Brooklyn, N. Y., 1,100 circulars and samples, also ten signs tacked up; Palmo Tablets Co., Cleveland, O., 1,000 books; F. S. Conklin & Co., local work, 1,100 cards; Dr. Miles Med. Co., Elkhart, Ind., 1,500 books; working on another lot for Peruna Drug Mfg. Co. of 3,500 books. I also have on hand 3,000 pieces to make for the American Medical Institute, of New York City, and have made several good contracts, from which I expect work every day. This has been a very good year with me. I wish you and "The Billboard" a long and happy life, which you so richly deserve.

Very truly yours, Canandaigua, N. Y. WM. F. MOSHER.

Lynch's Season.

To the Editor of "The Billboard:" Dear Sir—I take pleasure in sending you a schedule of the work done by me in the last four months: 18,000 books for Will A. Molton; 8,000 for Boston Medical Institute, Chicago; 1,000 envelopes for Lion Coffee Co.; 850 books for Dr. Shoop, Racine, Wis.; 1,000 books for W. H. Comstock & Co., Morristown, N. Y.; 20,000 for local firms; 1,000 samples Kidneys, for John Morrow & Co., Springfield, O.; also 20 banners, 3,000 (three distributions) for Solomon & Stevenson, Jackson; also 225 sheets of paper, 2,000 samples XXXX Coffee and 600 sheets of paper for W. F. Laughlin & Co., Chicago, Ill.; 2,000 bills and 200 sheets of paper for Lenawee County Fair, 2,000 bills and 100 sheets of paper for Hillsdale Fair; 20,000 bills and 800 sheets of paper for Hudson Free Street Fair; 700 sheets for Devil's Lake; 700 sheets for three circuses; 120 sheets for Daily News, Chicago, Ill., through the American Postage Service; 60 sheets for Henry George Cigar, through Sam Hoke, New York; 50 sheets Detroit "Today" Daily, through Walker & Co., Detroit; delivered 60 bottles of Cod Liver Oil for Katharmon Chemical Co.,

Where the Crowds Throng Wouldst thou know? Yea?

Then hearken unto "The Billboard." Verily we say unto thee "The Billboard" is a mine of information to the person who seeketh his fellow man in large bunches, whether to distribute tracks to him, or to sell him a gold brick.

St. Louis, Mo.; 25 signs for Fabst Chemical Co., Chicago; 50 banners and two signs for Newman & Hirschhorn, Chicago; 50 signs Jolly Tux Tobacco; 50 signs Henry George Cigar; 200 sheets E. & M. Special Hat, local; 100 sheets New Hat, local; 100 sheets Garland Stove, local; 500 sheets Shoes, local; 100 sheets White Star Coffee, local. Besides, have done 500 sheets campaign work. I have eight contracts for work in distributing and five for posting. Part of this work was for outside towns. I have twenty that I bill. Am adding more all the time. I also do all the opera house work. Yours for more work, Hudson, Mich. JAMES A. LYNCH.

Unprecedented Success.

To the Editor of "The Billboard:" Dear Sir—The year 1900 will establish a record for outdoor advertising in this city unprecedented in its history. January was good, and each succeeding month has shown an increase; new advertisers have come in, the old ones have increased their apportionment, and a general rush is on now, indicating that December will be the busiest month of the year.

The city passed a very rigid license ordinance last January, making the annual license \$40, to cover all classes of outdoor advertising, and a positive restriction on the issuing of permits. The Iternard Advertising Service and myself being the only ones to take out license, and operating as we do in perfect harmony, have found this rigid enforcement of the law a very good thing for all concerned, we have made a uniform schedule of prices applying to the various kinds of outdoor advertising. Distributing is handled exclusively by me, and posting, sign work and the heavy advertising by Mr. Iternard. Prices are invariably what our agreed schedule calls for, and a guarantee is offered by either of us on all contracts, that no payment is asked for work if not satisfactory.

An occasional agent comes along who has that old stereotyped story that his firm won't allow a local distributor to do their work, or they can not pay over \$150 per thousand for a careful house-to-house distribution, but only two have taken their advertising matter

and left the city rather than pay the price (\$2 per thousand). They were Huhinger's Elastic Starch man and J. H. Zellin & Co.'s man, and both are reported as very slow pay by distributors in other towns South, so we are not worried much over those two. Recent distributions have been: Van Dyke Hitters Co., 10,000; Richmond Business College, 6,000; Vitus, premium lists, 6,000; Abbo Medical Institute, 7,000; Greene's Nervura, 14,000; Pinkham Medicine Co., 14,000; Peruna Drug Mfg. Co., 10,000; Magic Yeast 3,000; Warner's Safe Cure, 15,000. Iternard Advertising Service received a solid carload of Peruna books for the list of towns it contracts for, this week. Savannah, Ga. J. E. CAMPOS.

Samplings.

We wish all our friends among the distributors a Merry Christmas and a Happy New Year.

Do not put out matter in the rain. Utilize the stormy days to write letters, soliciting business.

An advertisement in "The Billboard" will pay a distributor, because the paper reaches all the advertisers who use booklets, etc., to advertise with.

The almanac season is at hand. Now is the time to go after this business. Write every firm that puts them out. Tell them just what service you can give. Send them your prices, terms and your business card. It will pay.

When New Year's Day comes around we hope every distributor will swear off knocking. This senseless practice benefits no one, but injures everybody. No one has hurt the business of distributing—not even the "Charley-boxer"—as much as the low-lived knocker. A knocking letter never yet benefited the sender, and it is doubtful if it ever injured the person at whom it was directed. They do disgust the advertiser, however, and ultimately drive him to drop house-to-house work, and adopt some other medium.



Advertisements under this heading will be published monthly at the uniform rate of ten cents per line per issue, or \$1.00 per year.

- Boston Job Print. Co. 4 Alden, Boston, Mass. Brooklyn Daily Eagle Job P. Co., B'yn, N.Y. Calhoun Printing Co., Hartford, Conn. Calvert Litho Co., Detroit, Mich. Central City Show Print. Co., Jackson, Mich. Central Litho So. 140 Monroe st., Chicago. Donaldson Litho Co., Newport, Ky. Enterprise Show Print, Cleveland, O. Erie Show Printing Co., Erie, Pa. Forbes Lith. Co. 181 Devonshire, Boston, Mass. Free Press Show Print Co., Detroit, Mich. Great Am. Eng. & 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. Hennegan & Co., 127 E. 8th St., Cin'tl. O. Home Show Printing Co., Atchison, Kas. Morgan, W. J. & Co., St. C. and Wod, Cleve. O. Morrison Show Print, Detroit, Mich. Pioneer Print. Co., 214 Jefferson, Seattle, Wash.

Poster Pointers.

The Glastotype Photo Co., John Church's latest venture, is prospering.

H. J. Anderson, of the Enquirer Job Printing Co., Cincinnati, paid a flying visit to New York recently.

One of the Hemstegers, that used to run the poster plant at Piqua, has a picture machine show out.

E. H. McCoy, manager of The National Show Print, of Chicago, has gone on a three-weeks' trip to Seattle, Wash.

John D. Barton, manager of the National Printing & Engraving Co., of Chicago, paid a flying visit to Cincinnati Sunday, Dec. 9.

Another meeting of the Poster Printers' Association will be called shortly. It will probably be held in Cleveland early in January.

Any poster printer who can not get \$4.00 worth of information out of "The Billboard" in a single issue is—well, he is not onto his job.

The Erie Litho. Co. has engaged room 1, at 135 Broadway, for its New York offices. Mr. Austin, formerly ahead of Gentry, will be in charge.

The American Poster Artists' Alliance is in a bad box. They promised to find positions for all of the men that struck at Donaldson's, but they are not succeeding very well. A position in Donaldson's was highly esteemed, because it was steady the year around.

Levyne Married.

The most startling incident for bill posters and poster printers that has occurred in some time took place on Wednesday of last week. Levyne's Cincinnati girl is known at last. She was Miss Lorena Hennegan, the handsome sister of the Hennegan Brothers, printers, but she is now Mrs. M. L. Levyne. The knot was tied at Indianapolis last Wednesday afternoon in the parlors of the Onedia Hotel. No one suspected that the young couple had more than a passing interest in each other, and every one was astonished to hear the news. There was no serious objection to the match on any side. Of course John, Jim and Joe Hennegan hated to lose their pretty sister, but they regard the matter in a philosophical light by saying that their loss is another's gain. Mr. and Mrs. Levyne are expected in Cincinnati in a few days, when the fatted calf will be killed in their honor. Everybody knows that his bride is too good for Levyne. He has promised, however, to mend his ways, and pledges himself to make a dutiful and model husband.

We have just completed distributing work as follows: 4,500 circulars for the Koenig Medicine Company, of Chicago, Ill.; 1,000 circulars for James C. Kelsey, of West Somerville; all the window card work for numerous musical recitals at Steinert Hall, Boston. In fact, this work goes on from week to week. The general outlook for the present and coming season is very good, and we are in negotiation with numerous large concerns all over the country for work to be performed within our "ten-mile limit," and local work other than same mentioned is very lively.

Wishing you a Merry Christmas and a prosperous New Year, with every success to "The Billboard," we remain,

Hoston, Mass. R. D. LEONARD & CO.

Weekly List of Distributors.

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Just the thing for tacking tin and card board signs. Every distributor should have one. Prices, with double extension handles, 32 inches long, each, \$2.00; triple extension handles, 42 inches long, each, \$2.50. Send the money with the order. None sent C. O. D. THE DONALDSON LITHO. CO., Newport, Ky.

THE BILLBOARD.

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Advertisements will be published at the uniform rate of ten cents per agate 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.

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Remittance should be made by post office or express money order, or registered letter addressed and made payable to the Billboard Pub. Co.

The editor can not undertake to return unsolicited manuscripts; correspondents should keep copy. When it is necessary to write 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.

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Saturday, December 15th, 1900

We present this week the Christmas number of "The Billboard" without comment in praise or apology. Since the holiday number of last year the scope and sphere of influence of this paper has been extended considerably. We now cater to all legitimate amusement interests; besides the bill posters, distributors, advertisers, fair and convention managers, theatrical and circus managers have been included in our list. "The Billboard" will enter upon the coming year with the intention to be better and more interesting than ever before. We shall strive to make the paper indispensable to every one seeking for information, for assistance in procuring help and in every other way that will stamp us as the best general amusement journal in the United States. In order to accomplish this purpose, it will be necessary for us to have the co-operation and support of the army of people whose interests we shall continue to champion with all the vigor at our command. We shall need their letters, their suggestions, their advertisements and their influence in extending the circulation of "The Billboard" everywhere. We feel that we shall be worthy of the backing of these various amusement industries by printing all the news in such a way as to be entertaining without giving offense or reflecting upon any one. It is with heartfelt earnestness that we wish our many friends and subscribers "A Merry Christmas" and "A Happy New Year."

To publish any considerable part of the testimony being taken in the Sells' divorce case at Columbus, Ohio, would occupy more space than "The Billboard" could afford to give to such a matter. We know that the trial is of great interest to show people, because Peter Sells is one of the most widely-known and respected circus men in this country. The sensational feature of the case during the past week was the damaging evidence given by Miss Florence Sells against her mother. She corroborated the testimony of several who had told of the faithlessness and wickedness of Mrs. Sells.

She contradicted flatly many of the statements of Harry Lyons. It was a trying ordeal for the young and beautiful girl, but she bore it bravely and earned the respect and admiration of every one in the court room. The one act of Mrs. Sells, since the trial began that gained for her some little respect, was her refusal to permit her attorney to cross-examine her daughter. When the lawyer for the defense stated that Mrs. Sells did not desire Miss Florence to be cross-examined, the spectators broke out into applause. The end of this pitiful and demoralizing case is not yet in sight. It may last a week or two weeks longer. The defense will likely be taken up in a few days, and it is understood that an effort will be made to show that Mr. Sells was as derelict in his marital vows as was his wife. It was also developed last week that one of those creatures, who are always ready, like the hyena to rob people of their characters as that vile beast robs graves, was a man named Lindermuth, who was ready to perjure himself for whichever side gave him the most money. The cowardly scoundrel did not himself appear upon the witness stand, but his deposition was read, which showed him as a confessed black-mailer. Lindermuth is justly held up to the execration of all decent people.

The example set by the American Association of Fair and Exposition managers in thus early naming the dates for the State fairs in those States which are members of the association, is worthy of emulation by the various county fair societies throughout the country. As was urged in "The Billboard" a few weeks ago, the fair associations should determine upon the time for holding their fairs as soon as they possibly can. By doing this they will receive offers from concessioners at once and be enabled to secure the best in the market ahead of their lagging rivals in other counties. "The Billboard" will give a more complete list of fairs and conventions during the coming year than it has ever done before. We hope to make the lists nearly perfect. Every county fair manager, as soon as the date for the meeting is decided on, is requested to forward it to this paper. It was the privilege of the editor of "The Billboard" to attend the meeting of the American Association at Chicago last week, and he was impressed with the prompt and business-like manner in which the members handled the matters brought before them.

If every one with whom they have to deal were as courteous, honorable and business-like as the railroad men, the advance agents for tent shows and theatricals would have easy sailing. They come in contact with dishonest bill posters, black-mailing mayors, sheriffs and town officials generally whose extortionists sometimes become almost unbearable, but the railroad agent can nearly always be depended upon to make a fair contract and to stand by it. There is and ought to be a fellowship between the contracting agents for shows and those who occupy similar positions with the great transportation lines of this country. In no line of business is more ability, honesty or savvy required than in

that of the railroad agent. The square dealing of the railroad people is an oasis in the life of those whose occupation is the routing of shows and who are frequently the victims of all sorts of extortions and petty obstacles. The railroad people are all right.

Year after year a howl goes up from the circus managers against the exorbitant licenses charged against shows in the South. In some localities, the showman is obliged to pay at least three licenses—one to the State, another to the municipality and a third to the county. All efforts to nullify the traveling shows of the country for their mutual protection have so far proved unavailing. They can not or will not pull together. If they would do so, much good could be accomplished and legislation could be secured, which would give the same rights and privileges to circuses in the South that are enjoyed in most of the localities of the North. "The Billboard" would like to see an association formed, the primary purpose of which would be to secure the abolition of the extortionate licenses in the Southern cities and towns. The experiment has been tried and has failed so often that those who would take an active interest in the matter, have become discouraged, and unless others take hold, nothing can be accomplished. The circus people, by their refusal to organize, stand in their own light, and are doing an injury to themselves and no one else. The hoodling mayors and sheriffs will continue to fleece them, and they will be the victims of robbery so long as they refuse to make a united and determined effort to secure the repeal of such vicious legislation.

Frontispiece.

From the beginning the only man considered by the exposition authorities for director-general was the Hon. William L. Buchanan; and the directors of the exposition were greatly gratified when he consented to resign from the office of United States Minister to the Argentine Republic to take up the burdens and responsibilities of the management of the exposition.

Mr. Buchanan, who was a national commissioner from Iowa to the World's Columbian Exposition, was the first chief of department selected at Chicago, where he not only directed the affairs of the Department of Agriculture, Forestry and Live Stock, but was a most sagacious and helpful adviser in the general management of the exposition, and was a recognized force in a large organization containing many strong men. The record of his work at that time bears abundant testimony to his uncommon executive ability.

In the early part of President Cleveland's second administration Mr. Buchanan was appointed United States Minister to the Argentine Republic—a position that he filled with great distinction to Nov. 1, 1899. As a diplomatist he is more widely known throughout the Latin-American countries than any other representative of the United States. During the latter part of his diplomatic service the Argentine Republic and Chile were brought to the brink of war by a long standing boundary dispute. For a time a peaceful adjustment appeared to be hopeless. Finally, a scheme of arbitration was devised, and Mr. Buchanan was made the arbiter, whose decision was accepted as binding on both parties. His fair, judicial, tactful treatment of the question in controversy inspired both governments to convey to him expressions of their warm appreciation and high esteem. The facts regarding this happy outcome of an international quarrel, that had long excited the countries of the Southern Continent, made a strong impression on the people of those countries, and earned for the United States Minister an enviable reputation throughout South America. Among other results of his diplomatic service at Buenos Aires was the successful negotiation of an extradition treaty, and a commercial convention between the Argentine Republic and the United States.

With his invaluable individual experience at the World's Columbian Exposition, his rare executive force and his thorough knowledge of the conditions, customs and characteristics of the people of South America, Mr. Buchanan has come to the Pan-American Exposition singularly well equipped for the successful direction of its affairs.

Comments.

The authorities at Columbus, O., are trying to stop the practice of the theaters in putting out one-sheet boards Saturday nights for a Sunday showing.

McClure's and Pearson's use the bill boards more wisely than Mumsey. The former are getting substantial returns. The latter have obtained much unkind criticism.

Both the Plant System and the Suburban Air Line are taking an active interest in street fairs on their lines. They find that it pays to encourage and aid them.

The bill posters of America are to be commended highly for their ready response to the appeal of Joe Howard, their fellow-craftsmen at Galveston. He has received from them a date from all sources over \$1,500, and the bill posters promise to reach over \$2,000.

Postophobia would soon run its course and die out, if it were not for daily newspapers. The mud cranks, aesthetes and prying prudes get their names in the paper, and once having had a taste of notoriety, they are ready to go to almost any length to keep before the public.

Frank M. White, writing from Jacksonville, Fla., under date of Dec. 3, says: "I leave here to-morrow morning for St. Augustine, Palatka, Tampa and St. Petersburg, to promote carnivals and street fairs, in advance of F. C. Huffman, manager of Hostock's Florida aggregation, consisting of 'Hosso,' a Venetian gondola, Carlo Theater, Trip to the Moon, Electric Fountain and the German Village. We have no animals."

Now that D. J. Gude and Alex. Clark have acquired Harry Munson's interest in the New York Bill Posting Company, an arrangement with A. Van Buren & Co. becomes a very simple proposition. At least it would seem so to one on the outside. There are obstacles of course, but none of them insurmountable. Who knows but that the long-expected amalgamation which will give New York one big bill posting plant, may now take place?

Building Inspector Preston has had an ordinance prepared for introduction into the city council of Baltimore, compelling the owners of theatrical and other bill boards erected throughout the city to see to it that nothing but absolutely safe and substantial affairs are put up, and that all such boards be erected under the supervision of a representative from the building inspector's department. The ordinance is the result of the tipping over of the big bill board along the north side of Lexington street, between Holladay and Gay streets, during a recent windstorm.

The Supreme Court of Illinois recently decided that the law of that State, forbidding the use of the American flag for advertising purposes, is unconstitutional. The ground of the decision was that the law in question was in excess of the police power of the State, which is confined to matters affecting the safety, comfort or welfare of the public. The court argued that the use of the flag by citizens of the United States is a right which no State may lawfully abridge, that otherwise there would be no limit to such restriction by a State, even to the extent of forbidding altogether the display of the flag. The court further says that the exhibition of the Stars and Stripes on merchant vessels at sea is itself in the nature of an advertisement of the cargo, and that it is no more a "desecration" to use a likeness of the flag upon a label or trade-mark.—Sanramento Call.

After this week the windows of downtown stores will be without theatrical lithographs, says the Kansas City (Mo.) Star. The managers of the various theaters agreed among themselves a week ago that the practice of lithographing should be common consent, be abandoned. This week was set as the last of the window cards, and if they keep to their agreement persons desiring information regarding coming attractions will be referred to the newspapers and the bill boards. It has been a time-honored custom of the theater managers to employ men whose duties each week consisted of placing lithographs in the downtown windows, distributing at the same time a remuneration in the form of "the graph passes." Considering the number of lithographs to be seen in the shop windows, there must have been many of these passes given out, and theatrical managers have come to the conclusion that they have lost more than they have made by the system. By the new agreement the lithograph poster will practically drop out of existence in Kansas City, but the bill poster will remain in all his glory, and passes at theaters will be scarce.

"The effect of the publication of the census has been perfectly remarkable," said George H. Bomerey, in a report for the Toledo Post. He continued: "It has brought innumerable people to Toledo from all parts of Ohio, and some from Michigan and other adjoining States. They have rented houses until they have had time to look about and get their bearings, when they will in all probability buy. Now, we never really left the effects of the centennial. The advertising that the city got from that brought the ragging and bobbing, who simply came and rented, expecting to get hold of some good thing in connection with the centennial. But the census advertising has brought the best kind of people. The publication of Toledo's population was one of the best things that ever happened to the city, and you can not emphasize that too strongly. I don't remember of a time when there were so few vacant houses as there are right now. The many vacant ones that we had up to a short time ago have filled rapidly, until now they are far from being a drag on the market. The result of the election has had a splendid effect on business. Money that was tied up before is free now, and some good deals will be pushed as soon as possible."



In the Hurly-Burly.

The chariots of the Appian Way, drawn by the fastest horses of ancient Italy formed a grand procession in comparison with the stately procession of stage coaches on the old American highway. The grandeur of the old mail coach is riveted forever in memory. To see it ascending a long hill, increasing speed when nearing the summit, and dashing down it, a driver like the stately Redding hunting wielding the whip and handling the reins, revealed a scene truly grand and picturesque. And there was another feature. It was the "postilion." A groom with two horses was stationed at the foot of many of the long hills, and added to the team of four horses, to aid in making the ascent. Nathan Hutton made this his business, reinforcing coaches with his postilion, and when he wanted a man or horse to be faithful to duty, he exhorted him to "stand by his fatal integrity."

Jackson, Harrison, Clay, Polk, Taylor, Santa Anna, Sam Houston, Davy Crockett and other celebrities and dignitaries were fa-

scemed rather confusing to the old landlord, who, supposing the general was joking, repeated his inquiry, when the same response came a second time, and in an emphatic tone, "HAM AND EGGS." The old landlord hastily withdrew, hurried home and commanded his cook to prepare ham and eggs for General Jackson's dinner.

The political campaign of 1840 was one of the most spirited and exciting contests ever witnessed in the United States. It was made memorable by log cabins, hard cider, "coon skins and glee clubs. William Henry Harrison, the hero of Tippecanoe, was the Whig candidate for President, and John Tyler was his running mate, and the whole country resounded with shouts for "Tippecanoe and Tyler too." Martin Van Buren was the Democratic candidate for President, and his associate on the ticket was Col. Richard M. Johnson. Harrison and Tyler were triumphantly elected. The "Log Cabin Boys" of Uniontown, in 1840, made a memorable trip over the National Road to attend the great Whig mass meeting in Baltimore. They had with them, on wheels, a regular log cabin, well stored with refreshments of every kind, and the very

ants behind. While the wonderful hurdle leap was being made Luman trembled for the safety of himself and passengers. They crunched in their seats, and made no effort to aid or defend him. They were Western merchants, and had among them as much as \$50,000. The passengers showed a penurious spirit after their deliverance. Luman refused the small collection for his heroism, and thereafter regarded them as a "menial set." ALLEN E. BARBAUGH
Mill Run, Pa.

Notes.

Alfred Frank and Joseph Desberger sued the H. W. Kastor & Sons Advertising Company, St. Louis, alleging that the defendant maliciously circulated false and libelous reports concerning the financial standing and business integrity of the plaintiffs.

Traveling fakers who work "snap" advertising schemes will find Cleveland a poor field hereafter. If a solicitor calls on a member of the Business Men's League for an advertisement, the member asks questions, fills out a blank giving name of the enterprise, circulation, price and plan of distribution. It is turned over to Secretary Doty, of the league, who has the scheme investigated, and a report made to the merchant. A solicitor can get a card from Doty first, if the scheme is all right, and hustle for "ads." A similar plan is pursued for contributions and donations. All the members of the league have been supplied with blanks, and solicitors are already coming in to be investigated and get a card.—(Cleveland 10.) Press.

Repetition in Advertising.

Success in advertising is gained by persistence in its use. The public eye may be photographic, but the memory of the average man, like his stomach, needs continual attention. Nothing is more deceptive than the public memory. It is a slate on which the wet sponge goes as often as the pencil, and what today is a figure, tomorrow may be a blank. This is the material on which advertising has to act, and the science of handling it rightly is really the secret of successful advertising. This was practically illustrated in our political campaigns. On every township corner the names of candidates were announced in the largest of letters and the most pyrotechnic of colors. Everything was bold and big; and newspapers and orators did their level best in keeping the public memory in a healthy and receptive condition. This is advertising with a vengeance. But when the object is realized, the orators are dumb and the papers blank, and it may be safely asserted that in two years' time the average man would be unable to name the offends for whom, perhaps, he carried a torch and mutilated his conscience and his shoes in electing. The same law holds good

For unique advertising the Auditorium committee bids fair to land the championship, says the Omaha "News." Fred Paffenrath, one of the leading members of the committee, has proved himself especially apt in devising catch phrases and oddities which will attract attention and set everybody talking of the Auditorium project. Within a few days the city will be flooded with placards bearing funny inscriptions. The following is a sample: "When in Doubt, Buy a Brick." "Are You Discouraged? Buy a Brick." As is generally understood, the "brick" means one of the Auditorium company's pretty celluloid miniature bricks, which are to be worn on the coat lapel or vest, the same as photo buttons are worn.



HARRY STOOP'S GREAT BOARD.

ular figures in the eyes of dwellers by the roadside. John Quincy Adams, in May, 1817, made his return from Cincinnati over the road, after his participation in the inauguration of the observatory on Mt. Adams, near the city.

When Harrison, the first, Polk and Taylor passed over the road, to be installed in the presidential office, a splendid new coach was provided for each occasion, called "The President" in which the president elect and his family were conveyed.

Intending to honor Andrew Jackson with the first ride in a fine new Concord coach, won on a bet on Jackson's election, James Bissell tendered it to the President elect, when on his way to the national capital "Old Hickory" declined the proffered compliment, but consented that his family attendants might occupy the coach. Jackson showed his determination at times on many occasions, as he frequently traveled the National Road. He would go and went to Hart's Tavern, in Uniontown, when a committee had selected Walker Tavern. Hart was a Whig, and kept a Whig house. Jackson's excuse was, he had stopped at Hart's before, and was treated right. The committee reluctantly followed. The citizens of Brownsville tendered Jackson a reception and a dinner. A landlord was chosen to be the caterer. When the hero had reached town he was taken into a church building to listen to a reception speech and receive the greetings of the people. Soon after the landlord entered the building, and looking himself down the main aisle, and to the front pew, occupied by General Jackson, the landlord nodded him thus: "General Jackson, I have been commissioned by the committee of arrangements to provide your dinner, and have come to inquire if there is any particular article of diet you prefer above another that I may have the pleasure of supplying your taste." The old general gravely responded: "Ham and eggs." This

best. Redding hunting drove the team that hauled the cabin, and Thomas A. Wiley was with the party as an employee of the Stockton Stage Line, which furnished four coaches for the transportation of the political pilgrims. At Middletown, Md., the log cabin boys were confronted with a petticoat suspended from a pole, which excited them to rage. A collision and a fight ensued. John Harvey, the muscular man of the log cabin boys, engaged a like representative of the other side, and it is claimed by the friends of H. vey that he vanquished his antagonist.

The dirty rag was an allusion to a partisan and groundless charge of cowardice made against General Harrison, the Whig candidate.

Samuel Luman's experience was one of the most exciting and thrilling events in the road's history. A collision with highwaymen in the mountains, on the 12th of August, 1841, he was on the road between Piney Grove and Crossburg, with a mail and passenger coach being east. After a nightfall, and at a point thickly shaded with pine trees, he was confronted by a party of five footpads. The assailants had thrown across the road an obstruction like a rude fence, made of logs, stumps and brush, and when approached a highwayman seized a bridle and the coach was stopped. Luman was ordered to descend from his seat and surrender his charge. This he declined to do. They pulled but nothing serious befell Luman, powder failed to explode. The parties undertook to withdraw, and to guard against the movements of Luman, wrapped a drying ren tightly around one of his arms. This was an opportunity, and summoning all his resources, he poured a volley of stinging lashes, smiting face and arm. Wherein, the grasp on the ren was relinquished, when almost in a twinkling of an eye, the team under Luman's skillful hands started on a full run, leaping the improvised fence, and speedily left the assail-

ants behind. While the wonderful hurdle leap was being made Luman trembled for the safety of himself and passengers. They crunched in their seats, and made no effort to aid or defend him. They were Western merchants, and had among them as much as \$50,000. The passengers showed a penurious spirit after their deliverance. Luman refused the small collection for his heroism, and thereafter regarded them as a "menial set." ALLEN E. BARBAUGH
Mill Run, Pa.

in business advertising. It is inconsistent to suppose that the advertisement of a year ago is pinned up in the public mind for a permanence. The man who thinks it is usually finds out his mistake. We can not secure a succession of crops, either in business or turpits, if we neglect the indispensable formula of sowing the seed. The most successful men in business today are those who are not blind to the important fact that persistent advertising is the only kind that pays. Intermittent and spasmodic splashes in printers' ink, and an occasional splurge in woodcuts and chromos, may meet with temporary and isolated instances of success, but as a general rule are "dollar hooks for penny fish." It is a matter of both common-sense and experience that in advertising and making business, as in fixing a bath or hanging a picture, it is as much a question of the hammer as the nail. Business success is not obtained by patent, but by patient and persistent effort, in which advertising counts as an indispensable factor.—Publicity.

Each brick will be numbered, and certain numbers will be premium bricks. Therefore they will command higher figures. Brick No. 13 has been spoken for by a superstitious friend of Mr. Paffenrath, whose name he refuses to divulge. This man's superstition runs the other way, and he believes No. 13 to be a misset rather than a hoodo. Other premium numbers will be 33, 133, 711, 101, 10,000, 1, 141, and so on through, according to the various ideas of luck or ill luck in figures. But No. 1 will be the premium of all. The committee proposes to auction it to the newspapers and the winner will then, it is expected, give a voting contest to see who shall be the wearer. This matter is now under advisement in the newspaper offices.

Commercial Advertisers.

Wetmore's Tobacco sheet is not as good as it might be.

Aunt Jenima needs a new design. The old one is becoming wearisome to the eye.

Every year sees the volume of commercial advertising on the bill boards increasing. There has not been a hitch nor a halt in over six years. Ever since this paper has been in existence the increase has been steady and constant. This is the best test of the value of a medium.

A celebrated composer wrote to a friend, requesting the pleasure of his company "to luncheon; key of G." His friend, a thorough musician, interpreted the invitation rightly, and came to the composer's house for a luncheon at 1 sharp.

Queer Device.

The proprietor of a toy shop in a popular watering place, recently hit upon an ingenious way of advertising his wares. He noticed that strangers who came there invariably amused themselves by walking along the beach and picking up the shells. At a trifling outlay he procured a wagonload of mussel shells, and upon their white interiors stamped in red ink an advertisement of his business. Every morning he sent out a boy with a bucketful of these unique circulars to a stridale along the beach. The visitors eagerly picked them up, and the toy dealer's business is said to have reaped reward from this ingenuity.



Cincinnati.

- GRAND.....'When We Were Twenty-one'
PIKE.....'A Gold Mine'
WALNUT.....'The Real Widow Brown'
HEUCK'S.....'At Piney Ridge'
LYCEUM.....'An American Gentleman'
ROBINSON'S.....'The Octoroon'
COLUMBIA.....Fashionable Vaudeville
PEOPLE'S.....Mat. J. Flynn's Show
WONDER WORLD.....Curios and Vaudeville

GRAND.

Mr. and Mrs. N. C. Goodwin (Maxine Elliott) returned to the Grand's stage Monday night in their new play, 'When We Were Twenty-one.'

THE PIKE.

'A Gold Mine' is offered at the Pike this week. This particular gold mine is a comedy-drama in three acts, by Brander Matthews and George E. Jessup.

THE WALNUT.

What the management styles a breezy and up-to-date farce-comedy, called 'The Real Widow Brown,' is the attraction at the Walnut this week.

COLUMBIA.

Another high-class vaudeville bill is offered at the Columbia this week. Heading the list of artists are J. K. Murray and Clara Lane.

THE PEOPLE'S.

Truly, Matt J. Flynn deserves the title of 'chef of the burlesque world.' He has taken a number of delightful ingredients, and with a little dash of ginger here and just a touch of spice there, has prepared a repast that should appeal even to the appetite of the regular burlesque patron.

pastimes. This good act is followed by Courtney and Nelson, in a rapid singing and dancing turn. Then come Adams and Kelly, who give one of the best bits of entertainment on the program.

THE LYCEUM.

William Bonelli and Miss Rose Stahl met a most cordial reception at the Lyceum. The audience was a solid housefull, and the curtain was called up three and four times after the second and third acts.

HECK'S WONDER WORLD.

'The man who wants to get married' appears on exhibition at Heck's Wonder World this week. This young man firmly believes that marriage is a lottery, and is willing to take his chances.

ROBINSON'S.

The tenth week of the Baldwin-Melville stock company at this house was inaugurated Sunday, with a revival of Don Boucault's American melodrama, 'The Octoroon.'

HEUCK'S.

The offering at Heck's Opera House this week is David Higgins' popular Southern play, 'At Piney Ridge.' The locale of the play is in the mountains of Tennessee, and the atmospheric possibilities of this out-of-the-way section are said to be taken full advantage of by Mr. Higgins in the action of his drama.

A Theatrical Collapse.

The new Vine Street Opera House had but a brief existence. 'The Billboard' predicted some weeks ago that there were too many

theaters in Cincinnati, and that some of them would have to suspend. The failure of the Vine Street Opera House is no reflection upon the managerial ability of Mr. John Avery, who was under many disadvantages and surrounded by insurmountable obstacles in his efforts to give satisfactory performances at this house.

Cincinnati Calcium Lights.

Jas. F. Leonard will present his latest success, 'Poverty Row,' at the Lyceum Theater next week.

Jim Fennessey is very proud of his prize chickens. They are taking the first premiums everywhere.

'Caught in the Web,' Joseph LeGrand's latest melodramatic success, is underlined at Heck's Opera House.

The next attraction at the Columbia commencing next Sunday matinee, Dec. 16, will be 'The Great Lafayette Show.'

'Lad Astray,' Dion Boucicault's society drama, will be the attraction to follow 'A Gold Mine' next week at the Pike.

Joseph Murphy comes to the Walnut week after next 'Sham Rime' and 'Kerry Gow' will be given during Mr. Murphy's engagement.

Manager Hunt, of the Pike, announced as the Christmas week production at the Pike that famous romantic drama, 'The Princess of Zenda.'

It is very likely that both our famous Cincinnati band masters, Weber and Hellstedt, will be heard at the Buffalo Pan-American Exposition.

T. W. Jenkins' 'Utopians' come to the People's, following the 'Big Sensation.' This is the first time Manager Jenkins has sent his troupe of burlesquers West.

Week of Dec. 16 the Baldwin-Melville company will present for the first time in this city at Robinson's, Howard Wall's picturesque drama, 'A Soldier of the Empire.'

R. H. Dietrich, press agent of the Pike Opera House, has resigned his position, to take effect two weeks hence. The management have not yet given out the name of his successor.

Miss Ada Rehan will give Cincinnati its first visual opportunity to become acquainted with the character of Neil Gwynn in a dramatic sense. Paul Kester's play, 'Sweet Nell of Old Drury,' will be presented at the Grand Christmas week.

Several of the local musicians, including George Weber, William Hellstedt, George Brand, Richard Brand and others, have organized the Presto Outing Club. They are looking for a club-house somewhere on the banks of the Ohio or Miami Rivers, which they intend to fit up in fine style for use of the members next summer.

Shafe Ziegler, the brother of Manager Henry M. Ziegler, of the Columbia and Walnut, will be the manager of the new Indianapolis vaudeville house of Anderson and Ziegler. Mr. Ziegler is a very modest but energetic and excellent manager. No better man could have been selected for the position.

Harold Morfaunt, of the Baldwin-Melville company, was quite seriously injured by a fall during the second act of 'The Silver King,' at Robinson's last week. His work called for him to throw himself against a mantle to the left of the stage. In doing this he struck his head on the mantle and fell insensible. It was necessary for the doctor to put five stitches in the wound. Mr. Morfaunt has entirely recovered from his mishap.

Indianapolis, Ind., Dec. 7. When Sosman, Hunt and Landis surrendered control of the Grand Opera House, this city, to M. C. Anderson, of Cincinnati, Thomas J. Myers, of Salt Lake City, will be installed as manager and Shafe Ziegler as treasurer and auditor. Of the stock company, Thomas Reynolds, Frank Denthorpe, Rosalie Itevaux and Joseph Everham will return to the Pike, Cincinnati; Alfred Fisher and daughter will go to New York; Hugh Ford and Jessie Izett will join the Lafayette Square Company, Washington, while Miss Lotta Linthicum has signed as leading lady of a stock company at Montreal, Canada. Hardee Kirkland is considering an offer from the same management.

'Borrowed' Play.

George Davies, the well-known sporting editor of the Cincinnati Times Star, over the year de p'ne of 'Joanny on the Spot,' recently wrote a play which he called 'Johnny on the Spot.' George loaned his play to Connors and his wife, the sketch artists, who were stopping at Gerdes' Hotel. Mr. Davies expected that after reading the production and passing their opinion upon it, the Connors would promptly return it. Instead of doing so, however, they carried the manuscript with them to Chicago, and Mr. Davies don't know exactly where he is at. He has heard nothing of Connors or 'Johnny on the Spot.'

Blackmailing Aldermen.

The aldermen of the city of Harrison, Conn., are doing a little bulldozing or blackmailing on their own account. They have sent an ultimatum, through the city's Board of Public Safety, to the managers of the Harrison Amusement Company, to permit the use of the city's playgrounds for the company's playhouses at the country. They practically declare all the five passes we want or we will close your theater.

W. C. Parsons, manager of the theater, is willing to give a certain number of passes to the members of the Council's amusement committee, but believes that he has the right to retain a few seats in his house, to be sold at the box office.

The committee of aldermen and councilmen care nothing for Mr. Parsons' thoughts upon the subject, and have openly declared that unless their demands for tomorrow night show are granted in full no license for the performance will be given.

The committee is composed of aldermen Morgan, Councilman Nagle and Councilman Christoph. Nagle is accused of having started the peculiar row by putting in demands for an exceptional number of tickets for high-priced shows.

The committee is standing firmly by Nagle, and has endeavored not only to enlist the prosecuting attorney on its side, but the chief of police as well.

Mr. Parsons declares that he is in the fight to stay, and has the support of Mayor Harrison, who is anxious to check the free pass habit, which the aldermanic committee has developed to such wonderful proportions.

Last night the committee, in an effort to bring Manager Parsons to terms, refused to issue a regular license for the performance of 'Robert of Sicily.' Mr. Parsons promised a special license in time for the performance to be given. He challenged the committee to stop the show, saying it would be worth \$1,000 damages to him if the city interfered.

Tomorrow night 'Lord and Lady Algy' is to be given. Mayor Harrison says he will not permit the theater to be closed, but the committee expects the police and prosecuting attorney to help them win a victory in the cause of passers.

Zyphers from Buffalo.

Anta Held caused them to go in large numbers to the Star Theater, Dec. 3 to 5, to witness 'Papa's Wife.' The play has some merit, lots of fun and good scenic effects. The stars singing in English might be improved, and she does one or two bits of good acting. Chas. A. Higlow, her support, is excellent, and a great favorite in the city. The company is fairly meritorious. The Rogers Brothers in 'Central Park' had the last of the week to their heart's content. 'Vola A'lon,' in the Palace of the King, Dec. 9 to 12. A creditable staging of 'The Two Orphans,' and well played by the Shubert Stock Company, Dec. 3 to 8, called out large houses at the Teck Theater.

The company showed much ability in their acting. Sarah Truax, Amelia Gardner, Henry Shumer, and Blanche Weaver played with care and skill. Edwin Harbaur, stage manager, acted the part of Jacques, the robber, without rehearsal, and did it well. The new additions to the company are well received, also, the arrangement of the seating of the house shows Manager Laughlin's zeal in the comfort of his patrons. 'The Great Ruby' is underlined next week. Neil Burgess in 'The County Fair' proved an old favorite at the Lyceum Theater, Dec. 3 to 8. Large houses welcomed 'Abigail Pine,' ye ancient maiden who changes her mind. The character is a natural one for the star, who improves with age, you know. Company calls for merit in their support. The race scene calls out the gallery as of yore, and the play as a whole is a good box call. 'Lost in the Desert' comes Dec. 10 to 15. Wegforth's Court Street Theater had a winner in 'The Gay Masqueraders,' Dec. 3 to 8, to crowded houses. The Swans were the headliners. Their net went well. John R. Hoover and Lillian Hoover had a taking turn. Leroy and Woodford had some new jokes that went well. Swift and Huber and dog 'Boothie,' especially the dog, were fine. Kester and Reed did some good steps in dancing, and the burlesques and girls out of sight. 'The Cracker Jacks' are billed Dec. 10 to 15. Better shows than the Empire Vaudevillians, as they call themselves, have been seen in the city, and the patrons of Shen's Garden Theater were fairly pleased Dec. 3 to 8. Business fair. A few of the turns went well. Killie Mitchell was quite clever. Charlie Cass had better see 'father' and get something new. The Tobins did well with their music. Tachernoffs' trained dogs led them all, and were the feature. Booked next week Mr. Bondi, Albie Capitaine, Iones and Huns, John D. Gilbert, Knight Brothers, Three Paris, a truly good house show, Wonderland Theater, M. L. Robinson, manager. Business picking in each week. Christy, comb juggler, held own well. The Miller Sisters' singing was excellent. May Dillon gave illustrated songs. Day, expert and Mantell, in a dancing turn, were clever. Biograph a feature, Dec. 3 to 8. Work on the new theater is progressing and will have a fine clientele by the time it is up. Two bazars are in operation in different parts of the city, which cut the theater's same. Gerardo, cellist, in concert at the Teck, matinee, Dec. 11. Chas. Demison Kellberg at Concert Hall in lecture recital, Dec. 11. Pittsburg Orchestra gave a concert at one of the churches, Dec. 5.

JOHN S. RICHARDSON.

A new comic song, and the reigning success in vaudeville in the East, is 'Mammy's Little Honey,' by Geo. L. Tracey. It is the best of the latter day hits of this noted composer.

New Plays and Sketches Copyrighted.

Washington, D. C. (Special)—"The Guest," a play in four acts, written and copyrighted by Victor Mapes, New York.

"Avengeance is Mine," a drama in four acts, written and copyrighted by Ada Lee Bascom, New York, N. Y.

"Adam Bede," a play in four acts, by W. Powell Poole, copyrighted by William C. Poole, New York.

"Bill Rock," an opera of Colonial days, words by N. W. Leavitt, music by Burton E. Leavitt, copyrighted by Burton E. Leavitt, Pleasanton, Penn.

"A Bravo Coward," a vaudeville sketch, written and copyrighted by Bennett Woodley Masson, Rochester, N. Y.

"For His Sake," a play by John Arthur Lester, copyrighted by R. W. Marks, Perth, Canada.

"The Feast of Rosalys," a play, written and copyrighted by Chas. Leonard Moore, Philadelphia, Pa.

"Government Bonds," a play by Chas. Foster, copyrighted by Frederick Gottlob, Alton, Ill.

"In Good Old New York Town," a play by Sam'l P. Miller, copyrighted by R. W. Marks, Perth, Canada.

"The King of Pesterin," a play, written and copyrighted by Marjorie Benton Cooke, Chicago, Ill.

"The New Hilarity," a play in three acts, by Frank Dimont and Chas. A. Leder, copyrighted by Ruby Yoder, Arcola, Pa.

"Purple and Fine Linen," a play in three acts, written and copyrighted by Bertrand Whitcomb Babcock, New York, N. Y.

"The Return of Odysseus," arranged from Homer by Mabel H. Barrows, the translation by G. H. Palmer, copyright by Mabel Hay Barrows, Boston, Mass.

"She Steps to Conquer," by Oliver Goldsmith, copyright by H. M. Caldwell Co., Boston, Mass.

"A Soul Among Lilies," a drama written and copyrighted by Wilson Vance, Bloomfield, N. J.

"A Suit of Sables," a comedy in three acts, written and copyrighted by Charlotte Thompson, San Francisco, Cal.

"The Telegram," a sketch by Mark E. Swan, revised by J. E. Hall, copyright by Jesse Mae Hall Swan, New York, N. Y.

Sunday Performances.

The question as to Sunday performances is being agitated again in various cities, and among other places in those in which regular theatrical performances have been a Sunday feature for years. This is a gratifying token that the discussion of this subject is bearing fruit. The subject has attracted considerable attention in this city recently, owing to arrests for violations of the city ordinance against Sunday performances. Theatrical performances on Sunday never have been permitted in New York, but a permissive law as to concerts has led to violations in the form of vaudeville performances, which for several years have illegally been given in the guise of "concerts." The recent activity against violators of the law here has been caused by a legitimate opposition to performances which, if permitted to go on without hindrance, might lead to attempts to introduce into regular performances of plays.

The Mirror stands on its record, and is opposed to Sunday performances of any sort. It is so much a question of Sunday observance with this journal as it is a question of justice to members of the theatrical profession. Every actor or performer should be permitted to rest one day in the week. The conditions in many cities where actors are required to perform seven days in the week are unjust and everywhere should be made unlawful. One of the strongest agencies at the moment working against Sunday performances is the Actors' Society of America, and a strong influence also is being exerted against this abuse by the Actors' Church Alliance of America. The former of these agencies puts its opposition to Sunday performances practically on the ground taken by The Mirror. The Actors' Church Alliance naturally—and properly, from its view-point—lays stress in its opposition on Sunday observance. The reasons that actuate both organizations are respectively worthy of attention, and it is hoped that a combination of interests eventually will effect a reform.

As for the bitter and in one or two cases the brutal opposition of managers in this city to the work that is being performed by the Actors' Society it is enough to say that such opposition is typical of the managers themselves. Managers are a disgrace to the theater, and often they are to the community at large.

Opening for a Theater.

The Editor of "The Billboard" Dear Sir—I was detained in starting on my winter tour just two weeks longer than I expected to be, but will leave this place early next week for Goddard, Kan., where I will do the advance for Edward Keetch. In the meantime, I have been running Perkins' Opera House, this city. Nov. 23 we had "Olavo and Hirtio, magicians. In an entertainment called "A Night with the Spirits," we had a very fair company fair. This company consists of Mr. Wilson and wife and a Mr. Hart. They were engaged with the Pawnee

Bill side show the past season. I wish to say that the opera house in this city is something awful, being small, and scenery and stage appurtenances being very poor. I consider this an excellent show town, considering the kind of a house. The people here know that no show can do itself justice. I think that there is an opening here for a good house, and some man will strike it rich. The Commercial Club will aid any one who wishes to try the venture, or if details in regard to resources of town and the kind of a house wanted, I will be more than pleased to answer all questions.

"Thanking you for past favors, and wishing you luck, I am yours,

Coffeyville, Kan. WM. H. TIBBILLS.

Adams' Great Song.

Few songs of a semi-religious character have ever achieved such world-wide popularity as "The Holy City." Since Sir Arthur Sullivan's "Lost Chord" captivated the musical world with its simple melody and sublime orchestration, no similar song had sunk so deep into the hearts of the people until the soul-stirring strains of Stephen Adams' masterpiece put it completely in the shade.

But of the million admirers of "The Holy City," perhaps not one per cent. knows that its composer is a brother-in-law to an American woman, for whom thousands of American hearts have grieved, a woman whom thousands of American women believe to be suffering a martyrdom of shame and sorrow innocently, yet branded as a murderess, and

But it was a composer that Michael Maybrick, under the nom de plume of "Stephen Adams," made most of his princely income. With his earliest efforts he succeeded in hitting the popular taste, and although his productions could not be called scholarly, or even placed in the second class of musical compositions, the royalties produced by some of them represented little fortunes. "A Warrior Bold" netted Maybrick something like \$15,000, and it is said that he received altogether more than a tenth of a million as royalties for "Nancy Lee," which the writer has heard him say he composed while riding on the top of a bus between the Criterion and Oxford Circus, a distance of less than half a mile. Other songs, which proved veritable gold mines to "Stephen Adams," were "The Midshipmite" and "The Blue Alsatian Mountaineer."

A private income, in addition to the royalties from his songs, and the proceeds of his profitable concert engagements, made Michael Maybrick a very wealthy man, and his tastes ran to the possession of a magnificent yachting yacht. He maintained a fine residence in London, had an establishment at Ryde, Isle of Wight, the English yachting center, and was a member of the Royal Victoria Yacht Club. For many weeks during the year his yacht used to be anchored in the Mersey, only a short distance from his native city of Liverpool and his elder brother's residence. It was aboard this yacht that Michael Maybrick composed "The Holy City," and it was there that Florence Maybrick first gave voice to its melodious strains.

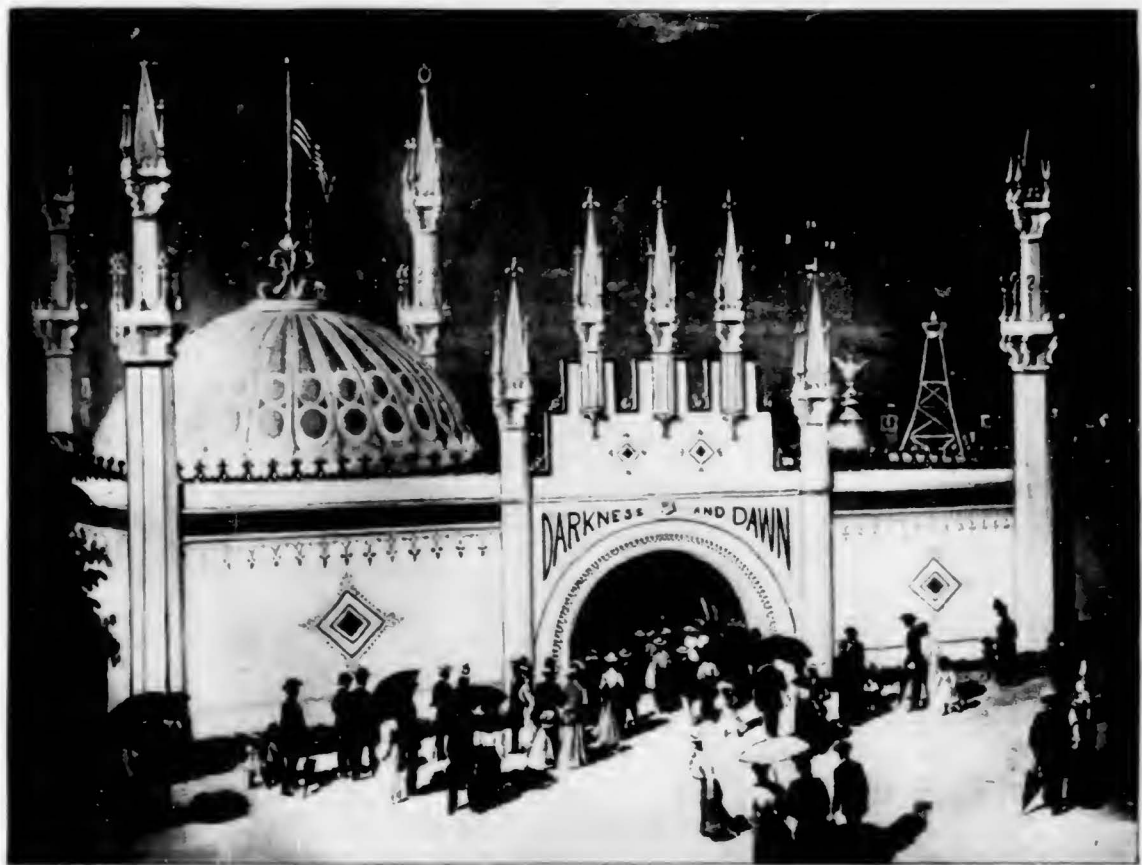
The popularity of the song was slow to strike this country, for it has been a favorite in England since the concert season of 1889, when it was first sung in public by Ed-

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DARKNESS AND DAWN. Pan American Exposition.

ward Lloyd, the English tenor, who stood in the same relation to Sims Reeves, recently dead, as did Maybrick to Charles Santley.

During the two days' trial of Mrs. Maybrick before Justice Stephen, Michael Maybrick was on the stand nearly half the time. Charles Russell, afterward Lord Chief Justice Russell of Killowen, counsel for the defense, sought vainly to shake the damaging testimony of the popular singer.

Could Mrs. Maybrick return to her native land, the strains of "The Holy City," heard on every side, might well awaken strange recollections of the night when she, as one of a gay party aboard the composer's yacht, first sang it, reading from the original manuscript copy of the composer, while he himself accompanied her upon the piano.

"Stephen Adams," the name which appears upon the title page as composer of perhaps two or three hundred songs, many of which have attained extraordinary popularity, is the nom de plume of Michael Maybrick, a well known English baritone singer, who was brother to the Liverpool merchant, for whose alleged murder Florence, his American wife, was sentenced to death more than ten years ago, reprieved at the special request of her youngest Queen Victoria, and condemned to a life of prison labor.

Born in Liverpool, between fifty and sixty years ago, the brothers Maybrick, while retaining the closest friends, chose entirely different walks in life. The oldest became a merchant, while Michael, the younger, who was a man of magnificent physique and strikingly handsome, studied music in Italy, and became, next to Charles Santley, England's most popular baritone singer.

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A New Opera House.

The new and handsome opera house at Columbia, S. C., was formally opened the night of Dec. 1 with "The Rounders." Thomas Q. Sealbrooke and company. Considering the uncertainty of a performance, on account of the incomplete condition of the house, the audience was large—about 900—composed almost exclusively of the society people. The house was well pleased. Mr. Sealbrooke says that Columbia has the best all-around opera house in the South, with one exception. The seating capacity is 1,148. The prices for the opera ranged from \$2 to 25 cents. This week, the Myrtle and Harder company are playing to good and well pleased houses.

Farce-Comedy.

M. E. Rice has done exceptionally well with "Two Merry Tramps" this season.

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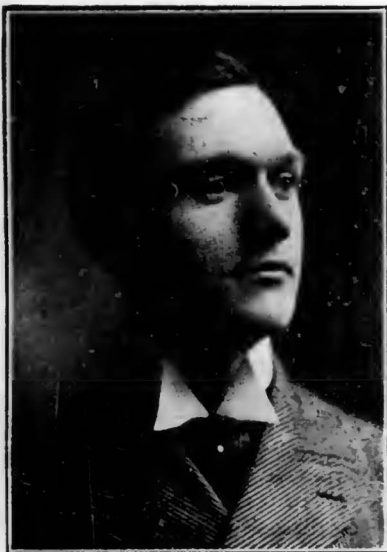
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GEORGE SCHOETTLE,
Treasurer of the Columbia Theater,
Cincinnati.

Gossip.

Archle Royer's reputation in the East is a gold mine. His new show for next year is "The Other Side."

John J. Murray intends to take out a repertoire show next season, under the title of Murray & Mack's "Bon Ton Ideals."

Col. Burr Robbins intends to sue E. G. Hamilton, of "A Trip to the Circus," for some scenery that the latter "borrowed," also for using the title without authority.

Miss Hazel Melendez, leading woman with the Castle Square Comedians, will hereafter be known as Ruth Chandler. She has signed with "A Guilty Mother" for next season.

The engagement of "Arizona" at the Herald Square Theater has been extended two weeks, until Jan. 5. Edna May's opening, in "The Girl From Up There," has been postponed from Dec. 24 to Jan. 7.

Sihyl Sanderson has announced her intention of returning to the stage, but it is thought that she will stand in respect of the alleged doubtful terms of the will of her husband, the late Antony Terry.

With Laura Burt, Madge Lessing and Phyllis Rankin on the high seas, bound for Merry England, and others to go, as already announced, there is some consolation that we shall have with us the two Edans—May and Aug.

"David Harum," slated by the critics, and done to a toast by the magazine reviewers, will run the entire season in New York. Next year Mr. Crane will only present the dramatized version of the story in three cities, his entire time being divided between Boston, Philadelphia and Chicago.

New York, Dec. 7.—William Faversham, the actor, whose life has been despaired of by his friends, took a turn for the better again this morning, after suffering a relapse that threatened his life. To-night his condition was said to be much more favorable, though he is not yet out of danger.

Mrs. Fiske will continue in "Bucky Sharp," and for the last week of her Chicago engagement, now drawing to a close, she will revive "Tess," as that play is to be used during her tour to the Pacific coast. On this account the actress has abandoned her intention of producing a new play in the Windy City, as has been announced.



EDWARD A. MORAN,
Treasurer of the Walnut St. Theater,
Cincinnati.

Judge Samuel T. Maddox, in the Supreme Court in Brooklyn, Dec. 7, dismissed the divorce case of Grace Alma Earle Boyer, an actress, whose stage name is Grace Alma Earle, against Wm. E. Boyer, a stage manager. They were married in Cincinnati March 16, 1891, and the plaintiff asked leave to resume her maiden name, Barlow.

After an absence of ten years from this country Flora Moore, who will be remembered as Teddy, in "A Bunch of Keys," and other roles in many farce comedies, will be seen again on the American stage, opening this week at the New York Theater in a vaudeville sketch. Miss Moore has been abroad, playing the English houses since her departure.

Mr. Thomas Reynolds joined the Pike forces for rehearsal at Cincinnati, Dec. 7, and was initiated by Messrs. Douglas and Maher, of that company, to the stage by their initiatory trick of "accidentally on purpose" spilling a bucket of paint on the new recruit. Mr. Reynolds may have been a trifle mad after his experience, but he is now a full-fledged Pike actor.

Lady Francis Hope (May Yohe) has signed a contract to play in Sydney Rosenfeld's burlesque, "The Giddy Throng," which will be produced shortly at the New York Theater. It is possible that A. H. Chamberlyn may test the validity of a contract he is said to have with Lady Hope in the courts. The cast of "The Giddy Throng" will include Aucta Eddie Foy and Grafton Baker.

The fact that callers have not been allowed to see Mr. E. H. Sotherru in his sick room has given rise to rumors that the player's condition is much more serious than has been given out. Mr. Sotherru, it appears, is suffering from a dangerous attack of blood poisoning, and though slightly improved, the time for his return to the stage is indefinite, with grave fears for his recovery entertained by many of his friends.

Willard G. Day, of Baltimore, has brought suit against the Auditorium Music Hall Company of that city for \$5,000 damages, for alleged breach of contract, contending that Manager Ulrich refused to open the doors for the production of Mr. Day's English version of "Cavalleria Rusticana," by the Boston Grand Opera Company, on Nov. 26 and 27, for which dates Mr. Day claims he had engaged Music Hall.

A writer on dramatic topics in New York has discovered the alleged fact that "Star and Garter," the farce now running in New York, is a re-write of the author's old farce, "Boys and Girls," which, with May and Flo Irwin and a big company in the east, was a failure. The metropolitan verdict is that the latest edition would be a duplicate of its former reception but for the introduction of the Agost family, a number of clever French pantomimists and jugglers, who are the hit of the show.

When the tour of Mrs. Lemoyne, Otis Skinner and Miss Eleanor Robson, in "In a Balcony," opens the coming spring the managers, Liebler & Co., will try a novelty, as the performances will all be confined to matinees, and take place on afternoons not conflicting with other performances in the theaters by companies that may be playing there. According to the itinerary just announced the stars will visit Cincinnati on their way West. In addition to the Browning play, which only runs an hour, another short play will be given. The other piece has not been chosen yet.

The white rats of America have added another \$500 to the donation already subscribed for the fund for the widow of Joseph Ott, making their total donation \$1,000. This is a striking example of generosity that deserves more than passing mention, and the organization of vaudeville stars is worthy of all praise for their noble deed. The other contributors to date are Sire Brothers, \$1,000; Olga Netherlands, \$100; De Wolf Hopper, \$75; W. H. Crane, \$50; Weber and Fields, \$200; Corse Payton, \$100; Rogers Brothers, \$50; Dolly Mestayer, \$25, and James J. Corbett, \$100.

Henry B. Sire, who has attempted three big spectacular productions in the hoodooed house that Hammerstein built on Long Acre Square, in New York, in a recent interview says his three spectacles, "The Man in the Moon," "From Broadway to Tokyo" and "A Million Dollars," cost him not less than \$50,000, which he sees no prospect of getting back. "What am I to do?" plaintively queries Mr. Sire. "New York is too big for small productions and New York appears too small for big productions." Verily, Mr. Sire, by his own confession, is located geographically in the same fix as the oft-heard-of personage who found himself between the ocean's and waste and His Satanic Majesty.

Mr. McDownell has rejoined the Theodora company, playing at Toronto, Can., after an absence from the stage of nearly a week. The actor appears to be fully recovered from his indisposition, and as Andreas gave a splendid performance to-night at the Grand Opera House. The management would say nothing regarding the company, except that Mr. McDownell would appear at every performance during the remainder of his engagement. It is rumored that the best of feeling does not exist among the leading members of the company. Should Mr. McDownell, the reputed owner of the play, retire, the company will probably disband. This is only surmised, however, people who know declaring that the company will finish the season.

Man's inhumanity to Mann was the burden of a little speech made by Louis Mann at the Century Theater, St. Louis, last week. The speech was a sad wall of unappreciated art. Mr. Mann said St. Louis audiences were cold, and didn't know a good thing when they saw it. He announced that he came from Philadelphia, where he played to the record of the season. He thought he had been giving St. Louis good shows, and he was sore because

he wasn't drawing big houses there. In the course of his remarks he said he didn't think he'd go there any more. "Of course," says a St. Louis critic, "we shall be sorry not to see Miss Lipman each season, but if Louis thinks he must cut St. Louis hereafter, why, St. Louis will try to exist without Louis. The shake will be mutually agreeable."

Julia Arthur, in company with her husband, Benjamin P. Cheney, will soon leave for an extended trip through Mexico, California and the great Southwest, traveling in the private car Mercedes, which, by the way, is named for Miss Arthur's Spanish play, by Joseph Bailey Aldrich. On their long rides through this little known country, Mr. and Mrs. Cheney will peruse many manuscripts already submitted for consideration, and when they reach San Francisco, the day after Washington's birthday, will announce the next stellar vehicle for Miss Arthur. The reason for the selection of this date to announce the play is because it will be the fourth anniversary of their wedding. Contracts for scenery and costumes will be immediately let, and when Miss Arthur returns to the stage it will be with the same sumptuous productions which have marked her stellar career since her marriage to millionaire Cheney.

This is Daniel Frohman's view of what a play should be, given in the guise of advice to budding playwrights: "There are certain sentiments which are as old as the hills, which, if you trace them back far enough, will be found in the Bible. These sentiments must find a place in your plot, or else it will have a tremendous handicap to overcome. First of all, I should say that the keynote of a successful serious drama or comedy drama should be renunciation. The leading characters should represent, not what is ignoble, but what is noble. Unselfishness should be brought out strongly. Self-sacrifice is another word for the same idea. The strong point of your plot should be a recognition of the right to happiness of others in preference to the unjust attainments of one's own desires. The prime motive of a play should be love—the love of man for a woman. Greater than love must be duty, though when you are able to treat your problem so that both love and duty shall conquer, you have a perfect outline of an ideal play."

Horse Shoe and Hump-Back.

If there is anything in signs and omens, if superstitions are ever verified, Anderson and Ziegler have a gold mine in their new venture, the Grand Opera House at Indianapolis. About ten days ago Messrs. Anderson and Ziegler went to Indianapolis to negotiate for the control of the Grand Opera House. The day was dark and dismal, and a cold, drizzling rain was falling. In some way they did not get the right car to take them to the railroad station in the evening, on their way home to Cincinnati. They alighted from the car about a block from the depot, when Max Anderson espied a brand new horse shoe lying in the mud, and pointing towards him on the right way. He carefully picked it up, and after rubbing the dirt from it, wrapped it in a piece of paper and stuck it in his pocket. This was the first piece of good luck, but just as they were about to enter the station, Anderson ran plump into a hump-back man. He seized the opportunity to rub the fellow several times on his hump, while Ziegler remarked, gleefully, "We have got a good thing, sure. Such omens as to find a horse-shoe and meet a hump-back man in the space of a few minutes augurs that we have the best thing in the country." Time will prove whether this little incident cuts any figure in the future career of the Grand Opera House at Indianapolis.

Add. Foster.

Add Foster, plump, good natured and agreeable, is the treasurer of the Lyceum Theater. He has had experience in several theaters, here and elsewhere, and handles the pasteboards with as much dexterity and correctness as any of them. Mr. Foster is only about 25 years old, but has a very extensive acquaintance, and is well liked by all who know him.

Al. Groome.

Al. Groome, the treasurer of the Pike Opera House, is one of the brightest men in that capacity in Cincinnati. He started in as a theatrical man in Nov., 1886, under L. G. Ballenburgh, the leader of the Pike building. Mr. Groome has been in his present position for the last four years, and has filled it to the entire satisfaction, not only of his employers, but all the patrons of the house. He is a young man, and has made many friends by his courtesy and accommodating manners.

George Schoettle.

George Schoettle, of the Columbia Theater, is one of the most efficient, polite and accommodating treasurers in the Queen City, and for a dozen years has enjoyed an important and trusted position in the different boxes of theatres. Mr. Schoettle's first experience as treasurer was of Harris' Theater, now Robinson's Opera House, in 1888, where he remained for four seasons. He then made a tour of the principal cities of the United States and Canada as treasurer of the "Little Lord Fauntleroy" company. Returning to Cincinnati he accepted a position in the box-



ADD FOSTER,
Treasurer of the Lyceum Theater,
Cincinnati.

office at Henck's Opera House, where he remained for four seasons. When Manager M. C. Anderson secured the Fountain Square Theater, he lost no time in engaging the services of Mr. Schoettle, and when the Columbia was rebuilt, this popular treasurer was transferred to this beautiful playhouse, where he is now employed. Mr. Schoettle has a charming wife and pretty little daughter. During the summer months Mr. Schoettle is generally found at the Cincinnati Base Ball Park, where his dexterity in handling big crowds stands him in need, as he is acknowledged one of the fastest ticket sellers of the country.

Edward P. Moran.

The treasurer of the Walnut Street Theater is Edward P. Moran. He started in his successful box-office career as an assistant to Lew Wiswold on the night that this handsome theater was opened with the performance of "Hamlet" by the late Thomas W. Keefe. Mr. Moran has remained with this house ever since, and is highly regarded by Messrs. Anderson and Ziegler for his honesty, ability and faithfulness. Mr. Moran for a time was with the Queen City, Haythorn's, Opera House, where he had the unique experience of pushing out tickets at 3, 11, 18 and 21 cents each. It gave him an opportunity to become expert in handling the pasteboards. Mr. Moran enjoys a fine reputation as a song writer. He wrote "Haw'd You Like to Be the Ice Man." "It ain't to be," and several others that have been sung all over the country. With all his versatility, Mr. Moran is a modest and unassuming young man, who will make his mark in anything he undertakes.

A SEVERE LESSON.

"I suppose that when you are facing the audience across the footlights you forget everything except your art."
"Well," answered Mr. Stennington Barnes, "I used to talk that way about it. But I once had a treasurer who tried to take advantage of my forgetfulness, so I endeavor to express my artistic enthusiasm, as it were, a little more conservatively."—Washington Star.



AL. GROOME,
Treasurer of the Pike Opera House,
Cincinnati.

Nethersole-Mayer Suit.

Miss Nethersole's face was covered with a black lace veil in New York Thursday afternoon when she sat in the office of Referee James C. Cantine and explained her business relations for two years with Marcus Mayer. Mr. Mayer was not present. He is expected for an accounting under the terms of a contract for the first two seasons. The contract provided that he was to receive a salary of \$100 a week and a percentage of all profits above \$20,000 on each season. Miss Nethersole was to have an allowance of \$300 a week for expenses and \$20,000 in profits besides his weekly salary. Miss Nethersole and her brother Louis testified. It was shown by the testimony that the play of "Sapho" produced largely by the permission to which it was subjected by the press and by the public. Mr. Mayer is generally credited with having inspired the attacks for the very purpose that they served.

Fighting for Abbott's Money.

An estate of \$100,000 left her father by the late Emma Abbott, the actress, is the bone of contention in a contest in the Probate Court at Chicago. When Seth Abbott, a few months ago, was brought back to Chicago insane and sent to an asylum, the public guardian, Mary M. Bartelme, was appointed conservator in lunacy over the estate. It consisted of a fund of \$100,000 in the Farmers' Loan and Trust Company, producing an income of \$100 a month for Mr. Abbott. A petition has been filed by D. L. Murdoch, of San Diego, Cal., in which he claims the right to manage the estate. He sets forth

Jack Holbrood has let Giroux out and gone ahead of the show himself. The change is supposed to have been made purely in the interest of economy. Giroux can be addressed at 346 Wabash avenue, Chicago.

Read "The Billboard" regularly, especially when you are booking. It will show you how to avoid bad business when it tips off a G. A. R. reunion, for instance. On the other hand, all Elks conventions are chronicled also.

The minstrel manager, more than anyone else, has to keep a wary eye on the circus. He will do well to remember that last season "The Billboard" published more routes of circuses than all other papers combined. The shrewd minstrel manager will do well to read "The Billboard" constantly and thoroughly.

Vaudeville.

Eugene Canfield and a new partner called Sally Miller are doing a sketch in vaudeville.

Eddie Foy's season as a farce-comedy having come to a close, the festive Eddie will join the forces at the New York Theater.

The two Luciers are meeting with success in parts and in their specialty with Delmore and Wilson's "My Aunt's Nephew" company.

"Pico," the European grotesque and expert on stilts, has been engaged by J. K. Burke for his Pennsylvania circuit, week of Dec. 3.

Kathryn Osterman, who is billed as "One of vaudeville's brilliant stars," an assertion which the clever little lady proved here in her new sketch, "The Widow," is working East.

Edward Winterburn.

Edward Winterburn, the genial and popular ticket seller at the People's, is undoubtedly the premier in his line in the world. The speed with which Mr. Winterburn sells his tickets is truly remarkable. He sells from one window the entire house, including gallery, balcony, dress circle, parquette and boxes, a feat that no other ticket seller in the country undertakes. "Eddy," as he is known to every one, has been at the People's for eighteen years. On Sunday matinee or night, when the rush is particularly strong, you can see lined up in the lobby opposite the ticket window a party of "Eddie's" friends, who enjoy seeing him dispense with his pasteboards. Eddy has an audience every Sunday night, and any one that don't believe the claims that he is the fastest in the world should pay the People's a visit on a Sunday night about 7 o'clock, when the rush is strong, and watch him get the bunch in the house. George Rice, of Rice & Barton, is willing at any time to back Eddy for the sum of \$500 against any ticket seller in the country, and it is quite probable that any burlesque or vaudeville manager that has played at the People's will do the same thing. Mr. Winterburn's reputation is world-wide, and strangers visiting the city feel that their visit is incomplete if they do not stop for a few minutes in the lobby of the People's and witness Eddy work.

Smiley Walker.

The clever and efficient press agent of the Columbia and Walnut Street Theaters in Cincinnati, is Smiley Walker, who was born and raised in Cincinnati and educated in the pub-

runs back twenty-four years. All the old-timers and those of the present generation have a high regard for genial John. He has for the last twelve or fifteen years been in charge of the bar of the People's Theater. He has also taken care of the drinkables at the Cincinnati Baseball Park for many seasons. Mr. Berne has a son, Albert Berne, who is his pride and joy. Mr. Albert is a very talented musician and scholar, a young man of whom any father can be proud.

CINCINNATI THEATRES.

PEOPLE'S THEATRE. Week of Dec'ber 9th.
MATT FLYNN'S BIG SENSATION.
THE LIVELIEST OF THE SEASON.
Matinees Monday, Tuesday, Thursday, Saturday. Next Week—Dinkin's Utopians.

COLUMBIA | Matinee EVERY DAY.
All Seats 25c.
J. K. MURRAY and CLARA LANE.
Wayne and Caldwell | 3—PORIERS—3.
Tenley and Simonds | WILLIS FAMILY.
Hamilton Hill. | 3 MARVELLES, Etc.
Next week—The Great Lafayette Show.

WALNUT | Matinees Thurs., Sat., Sun.
Prices, 15c, 25c, 35c, 50c.
ONE LONG, CONTINUOUS LAUGH.
"THE REAL WIDOW BROWN."
Next Sunday—Joseph Murphy in "Kerry Gow" and Shaun Rhue."



Edward Winterburn.



John Berne.



Smiley Walker.

that he was appointed conservator of the estate by the Superior Court of San Diego County. He asserts Abbott was not resident of Illinois, but of California, and that none of his property lies in Illinois, but in New York.

Minstrels.

Walburn's Minstrels are getting fairly good business.

Albi's business in Texas is reported as way below that of last season.

Will J. Donnelly is everywhere regarded as one of the brightest men ahead of a minstrel show.

Don Quindan, the Chesterfield of minstrelsy, is not only a good stage manager, but a first-class business manager.

Al R. Field was a great "character witness" for Pete Sells. His testimony was very clear and convincing.

Al G. Field's "Eastern company" particularly, playing the West, while his "Western company" is headed East.

Don H. Whitney has closed his San Francisco Minstrels, and returned to Bennington, Vt. He will open under canvas May 20.

With the exception of Harrison Bros., the Negro shows are not doing as well as formerly. It is hard to account for, but it seems to be true enough.

Hash Harrison is back with the show, and looking fine. Jim was glad to see him, as he carried quite a big load during his absence. Hual McHenry is doing good work ahead of the company.

where the new vehicle is soon to be seen for first time in that part of the country.

Loie Fuller will make her reappearance at Koster and Thal's on Dec. 31. She will play ten weeks with the Hashims, who have engaged her especially for their circuit. After this engagement, she will go to Japan to begin a tour of that country on April 1. The Japanese company, headed by Sada Yacro, which has been appearing at Miss Fuller's theater in Paris, will join her in Japan.

Burlesque.

George Fursman has sold the Comique.

It is said that Phil Sheridan is not doing well with the "City Sports."

Matt Flynn has had the biggest business this season that he has ever enjoyed.

There may be better burlesque shows on the road than the "Dewey Burlesquers," but "The Billboard" has not heard of them.

The burlesque news in "The Billboard" is real news. It is not made of lame jollies and petty personals. It consists of facts.

Good time for good shows may be had at the Comique (formerly Sam T. Jack's Theater), New York. The house has been rented and refurnished throughout. George Fursman is manager.

Marguerite Sylva, the prima donna of "The Princess Cleo" company, is laid up at Kansas City, suffering from a slight attack of blood poisoning. The other day a chiropodist, who pared a corn on her right foot, cut the toe slightly, and the coloring matter in the silk tights worn by Miss Sylva infected the wound.

lic schools of this city. He started his career as a newspaper man on the Cincinnati Times and drifted into the theatrical business in 1881 with the late Fanny Davenport, being her representative for four seasons. He paved the way for the successful career of Roland Reed, who engaged Mr. Walker for his business manager for his first starring tour. Mr. Walker was afterwards identified with the late Annie Pixley, and for eight seasons had full control of her business. Miss Pixley left an estate of nearly 500,000, and was, next to Lotta, the richest actress on the American stage. He was for several seasons employed by Chas. Frohman and represented the following companies sent out by that manager: "The Masqueraders," "Men and Women," "The Fatal Card," "Charley's Aunt," etc. Mr. Walker was the American representative of Wilson Barrett and his English company, and had full charge of that actor's last American tour. One season Mr. Walker traveled with Walter Damrosch and his grand German Opera Company of two hundred and eighty people, and also arranged for under the direction of that great composer and conductor. For the past three seasons Mr. Walker has been employed as press agent of the Columbia and Walnut Street Theaters. He has traveled extensively, and is known from Portland, Me., to Frisco. He has visited every city of any importance in America and Canada, besides two trips to Europe. His acquaintance is world-wide, and his friends who visit him at the Columbia, where he makes his headquarters, always receive the glad hand and a hearty welcome.

John Berne.

John Berne is as well known to all classes of amusement managers as any man in the country. His experience with show people

HEUCK'S OPERA HOUSE.

THE GREAT SOUTHERN PLAY,
"AT PINEY RIDGE."

Matinees Tuesday, Thursday, Saturday. Next Week—Caught in the Web.
This Coupon and 10 cents secure lady reserved seat to any matinee this week for "AT PINEY RIDGE."

LYCEUM THEATRE. Week of December 9th.
WM. BONELLI'S

"AN AMERICAN GENTLEMAN."

Matinees Daily. Lady with or without this coupon can secure reserved seat to Dress Circle or Balcony for any matinee for "An American Gentleman." Next Week—"Poverty Row."

ROBINSON'S OPERA HOUSE.

GRAND REVIVAL,
"THE OCTOROON."

Matinees Monday, Friday, Saturday. Prices: Matinees, all seats 10c; nights, 10 and 25c.

HECK'S Wonder World and Theatre,
Vine St., near Sixth.
1 TO 10 P. M. DAILY.

The Man Who Wants to Get Married.

Vaudeville, Vitascopes, Living Wonders.—10c.

Christmas Ad Scheme—Costs \$3; clears \$100; plan 10c; circuit free. Points Co., 502 Points, Boston



Outwitted the Mayor.

At this season of the year, when the circus people are in winter quarters and their minds are not occupied with business, they grow reminiscent. There are many stories of experiences among showmen which have been handed down from one generation to another. Strange to say, some of the best of these have never appeared in print. Mr. W. E. Franklin, general agent of the Wallace Shows, had an interesting experience several years ago. The method adopted by the manager of the show at that time has been frequently imitated since. This is the story, as Mr. Franklin tells it.

"The King & Franklin Show went to Ottawa, Ill., several years ago. The city authorities of Ottawa decided they would squeeze the show in their last council meeting. The local contracting agent, Mr. J. P. Fagan, who is now with the Sells & Forepaugh's Show, had made arrangements with the city clerk for a license for \$10, and the wise men of the village decided to shake the show down for \$100, which we had been fully advised of by some local people Sunday, as the show had Sundayed over there. Mr. John Hamilton was manager of the show, and went to secure the license early Monday morning. The chief of police informed him of the situation, and said there would be no show unless they paid the \$100, ignoring the contract made with the city clerk. The mayor was a banker. Mr. Hamilton asked the chief of police to go with him to see the president of the bank, who was mayor. He introduced every argument possible, and labored in every way to get them to stand by the contract made between the city clerk and Mr. Fagan, the agent, but they refused to do so. Finally, in the extreme, Mr. Hamilton told them that he was forced to express his condition, and that they had deprived him of the privilege of showing in order to get money to feed people, horses, etc.; that the mayor and city authorities would now have to feed them and provide provender for the animals, etc. It was through the kindness of the railroad company that the show was in Ottawa, as they had not been paid for their transportation. The president of the bank turned to the chief of police and said: 'Well, well; if that is the condition we don't want all that mob turned loose here in Ottawa for us to feed, and the best thing to do, Chief, is to let them show at their contract license, \$10,' and the chief thought that should have been done in the first place. After the parade had passed by, Mr. Jess Worlen, who was treasurer, concluded that he would take some accumulated silver, as it was a custom on Monday morning, to get exchanged into large bills or buy New York draft.

Unfortunately, not seeing Mr. Hamilton he went to the bank where the mayor was president, and asked the cashier if he would exchange some large bills for silver, stating that he was treasurer of a show and would not want to make immediate use of the money. He exchanged with the cashier of the bank \$3,400 in silver for paper money, and the mayor from his private office looked at the large stacks of silver, and no doubt thought of the destitute condition of the show. In the evening the mayor and his family visited the show. Mr. Hamilton saw the mayor coming, and wanted to get out of the way, but was so situated that he could not avoid him. The mayor raised his hand to his face, and only said: 'Young man, you will do to go anywhere.'

Bob Hunting Paralyzed.

A story in the daily papers, several days ago, stated that an old showman, named Robert Hunter had been sent to the Soldiers' and Sailors' Home, at Erie, Pa., in a paralyzed condition. It has since developed that name of the unfortunate man is not Hunter, but Robert Hunting, a once famous circus proprietor, who was widely known to the profession. He failed in 1896, when operating the Hunting Circus. His career is familiar to most of the old showmen, and they will be sorry to hear of his misfortune. It is said that he is almost utterly helpless, and there is no hope for his recovery. 'The Billboard' received the following pathetic letter from Mr. Hunting, dated Dec. 10:

'I am afflicted with paralysis, which doubtless you know is incurable. The disease got hold of me about two years ago, and I have had a rough time of it ever since. I can walk about a little bit, but not very far, as my left side, from my hip to my left foot, has partially lost its feeling. I fooled along with the doctors until they got about all the cash I had, but they did not do me any good. So here I am in the Soldiers' and Sailors' Home.

'It is the finest place of its kind in the country. You get everything you want; plenty of good, wholesome food; in fact, everything that you ought to have.

'My sons are doing well; they are with Fulgora's European and American Stars. Louis, my eldest boy, is married to Mollie Barry. She is a fine performer; so they are all right. I am in good health otherwise, but I find it hard to be contented here. Still, I could not get for money what I get here for nothing, and I do not wish to be a burden on my boys. I have a little money left, and the boys send me some every now and then; so I get along nicely.

'You are probably aware that my wife died about a year ago, of heart failure. The shock brought on a second stroke of paralysis. It is a very fortunate thing for me that I was in the navy. Very truly yours,

"ROBERT HUNTING."

Bostock's Zoo.

The Zoo was crowded on Thanksgiving day from 10 a. m. until 11 p. m., and the managers of Frank C. Bostock, Messrs. Louis J. Beck and Harry B. Potter, received the large crowds, and made them feel right at home. The performance was up-to-date, and frequent applause showed that the visitors were well satisfied with the "big show."

Mr. R. J. Nolan, of Louisville, Ky., is singing the "Bird in a Gilded Cage," and other well known songs, and "making good" at the Zoo.

Our old friend, "Doc" Wadell, has been transferred to the Zoo at Baltimore. Doc will be missed here, as he was well liked.

Messrs. Beck and Potter are making things hum around the Zoo, and the paint brush and the "new broom" is kept going right along, and new ideas being introduced that keeps 'em all wondering what will be next.

A new idea on the Indianapolis Zoo visitors is the "return check," as the visitor passes out and they want to return (instead of handing them a return ticket or a pass). The visitor is requested to show his hand and the "ticket taker," using a rubber stamp, prints the "return check" on the palm of the hand, and the look of astonishment on the face of the party is comical, but every one sees the point why it is done, and takes it as god naturedly, laughs and goes on, and wonders what the Zoo will spring next.

I noticed a few copies of "The Billboard" in circulation at the Zoo. Must be something in it. That's what they all say.

Indianapolis, Ind. R. L. HUTCHINSON.

Lowande in Cuba.

Tony Lowande's Circus opened, Oct. 20, in Marianao, Cuba, to very large business, which has continued up to the present date. The "roster" of the company is as follows: Tony Lowande, sole owner and proprietor; Mrs. Josie Lowande, treasurer. The great Moulter Sisters, world's champion lady horizontal bar performers; Welcome and Forepaugh, acrobats supreme; Rosa Naynon, assisted by Clyde Phillips, in her beautiful trained bird act; Carolla and Rudolf, juvenile aerial riders; Martina Lowande, champion bareback rider of the world; the Four Avons, acrobats; the Brothers Jerome, novel acrobatic feats; Morris Delphino, musical artist extraordinary; Nicholas Ceballos, monarch of the high wire; El Nino Eddie, unexcelled dancing rope artist; Rieton, king of jugglers; Harry Higgins, mule hurdle rider; Mamie Artressi, aerialist; Daisy Deltorelli, premier dancer; Johnny Fernandez, Cuban clown; Joe Artressi, champion double somersault leaper; Chachita, musical Cubano; Carl Michaels, German Hercules; Victor Varrano, minstrel Cubano; Bert Johnson, equestrian director; Virginia Ceballos, equestrienne; Maria Louise Arbra, impersonating Cuban negro dances; Pedro Farres, cloud swing; Nico Martinez, contortionist; Alex. Lowande, trick seller; Isadoro Ortega, general agent; Manuel Cortina, press agent; Daniel Tito, musical director; Willie Glen, Chas. Johnson and Chas. Perry, in charge of stock; George Moran, horse canvasman; Manuel Fernandez, assistant. Everything runs smooth, and everybody in the company feels well.

He Lost "Bluch."

Several years ago the Miles Orton Circus played at Wilkesboro, N. C. It was the first railroad circus that ever played there. The circus was billed to appear Monday, and arrived Sunday about 9 a. m. There were people camping out who had been in there several days, awaiting the arrival of the show. The show train was unloading, and a negro, with eight or ten small pickaninnies, his wife and an ox cart, drove in forty miles from the country. The negro and his son, a boy about fourteen years old, were walking along the side of the cart. The boy was leading a

yellow hound, which looked like he had had nothing to eat for several weeks. Miles Orton and several employees of the show were standing at the railroad crossing when the negro drove up. Mr. Orton said: "How do you do, Uncle? How far have you come to see the show?" The negro immediately explained to Mr. Orton that he lived forty miles back in the mountains, and had started from home early Saturday morning. He also said that he had raised a bale of cotton, which he had sold, and brought the proceeds to town to show his family the first circus they ever saw, and also wanted to know where he could see the varmints. They told him that they were being unloaded up the track. He immediately whipped up his ox, and went up to where they were unloading the animals. He was very much put out, though, on account of his boy bringing the dog, which, by the way, was named "Bluch," as he was very much afraid the boy would lose "Bluch." He had a rope on the "cur" big enough to lead a bull. After seeing the elephants and other "varmints" unloaded, the old negro and his family camped out alongside the railroad track all night. The next day was show day, and there was only to be one performance given. He was up early with his folks to see the parade Monday morning, and took in the slide shows, concerts and experimented with all the games he saw. Mr. Orton was standing on the lot after the show was all over, and the negro approached him with his family. Mr. Orton very kindly asked him how he liked the performance, and the negro answered him by saying it was the biggest thing he ever saw; that he had spent all his money, and was as clean as the day he came into the world. The fact of him spending all his money, which he had worked a year for, did not seem to worry him at all. In the excitement the dog had strayed away. When he was bidding Mr. Orton good bye, he remarked: "The dam boy has lost 'Bluch.'"

A Decided Difference.

The winter quarters of the Ringling Bros' Circus present a busy scene since the return of the big show from its latest and greatest annual tour. The wear and tear of a season, the wonderful route of which extended from coast to coast and from the extreme North to the extreme southernmost limits of the United States, furnishes the various work-shops of the big show firm with plenty to do for the army of winter employees.

The car-shops, under the direction of Robert Taylor, are doing their share of car building and repairing, and the rolling stock, consisting of sixty-five long cars, will go out the coming season in its usual excellent condition. All of the forces in the blacksmith shops, wagon, paint, harness and other shops are at work in full complement. A large engine with the necessary machinery has been installed during the past few weeks, and facilitates the work of the various mechanical departments. Power is supplied to the different shops from the central plant by electricity, even the paint shop being supplied with a motor for grinding paints.

The reference in "The Billboard" to the "other baby elephant" elicited considerable comment among the show folk here. "The Billboard" does not discriminate between two very important circumstances—an elephant born in the United States and an elephant both bred and born here. "Ned," the baby elephant born in Ringling Bros' winter quarters, is the son of elephantine parents that have been in America many, many years longer than the period of gestation of elephants. "Baldy," the father, was for many years the property of Col. Burr Robbins, while "Alice," the mother of "Ned," has been the property of the Ringlings since 1891, at which time she was purchased from the Albert Wetter Show. There is a distinct difference, and an interesting one, between an elephant bred and born in this country and one born here from a cow elephant brought from India in a pregnant state.

Baraboo, Wis. RINGLING BROS.

Barnum's American Bill Posters.

The American bill posters with the Barnum & Bailey Show in Europe seem to have created a decided sensation. A correspondent of the New York Times, in a communication from Cologne, Germany, writes:

"I was much interested in your editorial comment in the Times of Saturday last upon the report of our Consul at Aix-la-Chapelle. That Consul Brundage should seriously notice in an official report the work of circus bill posters and showmen, as calculated to inspire respect for American workmen and American methods, does seem rather odd. Yet I am inclined to believe, at least as far as the work of the bill posters is concerned, that the Consul's conclusions are not without foundation.

"While in Cologne last summer I had an opportunity of seeing the advance agents of the Barnum & Bailey Show at work. It was about 8 o'clock Saturday evening. American carpenters were just finishing the erection of a rough board fence, some twelve feet high and thirty feet in length, directly opposite the main entrance to the Cathedral. American bill posters, even before the last planks were in place and the last nails driven, were at work covering it with the monster circus broadsides with which we are so familiar. The speed and skill with which they posted, adjusted and smoothed out the posters were striking. A crowd of at least 500 Germans stood about, staring at the pictures as they were developed, section by section. They were attracted partly by the novelty of the sight, for such huge and glaring posters

were certainly novel to a people whose stage displays are limited, as you justly remark, to hand-bills on sign posts or Saulen. But I feel sure from the comments I overheard that this crowd of Germans was drawn together much more by the display of skill and proficiency on the part of the workmen. My companion remarked to me, as we stood there, that the way those men worked made him feel proud that he was an American. I quote from my diary a sentence or two which I wrote that same evening:

"We watched, along with a large crowd of Germans, a number of American bill posters put up Barnum & Bailey posters. The familiar figures of bears and tights were a welcome sight to us. It was a pleasure to see men work who understood their business. The Germans gazed at them open mouthed

A Monkey's Pranks.

Sometimes monkeys play queer pranks. The experience of Frederick E. Schmidt, a health officer in New Orleans, is at the same time laughable and sad. When a poor man he was won \$15,000 in a game of chance he has been in hot water. The first thing Schmidt did when he got his money was to buy a monkey. The other had long cherished a desire to possess one of the little brutes, and when he awoke one morning to find himself rich he hastened to strike a bargain with a sailor who had one to sell. From the date of the monkey's entrance into the Schmidt household there have been large "doings" in the neighborhood.

The silken chains of civilization galled the animal's free nature, and whenever opportunity offered he made excursions into the near-by houses, stirring a rough house to the moment his trespassings were interfered with. One day the transplanted denizen of a South American forest climbed into the bedroom of Mrs. Philip Schwartz. Mrs. Schwartz screamed. The monkey was shocked by her lack of hospitality, and sprang upon the lady of the house, biting her severely about the arms. It was with the greatest difficulty that the animal could be driven away. Mrs. Schwartz had Schmidt arrested, on the charge of owning and allowing to run at large a ferocious animal.

The policeman was found guilty by Judge Marmouget and fined \$10. Schmidt's faith in the monkey was shaken by this affair, but he clung on to it until today, when Mrs. Schwartz brought suit against him for \$2000 damages, alleging that the wounds inflicted by the monkey had caused her suffering to at least that amount. Now Schmidt is trying to give the monkey away, and swears that, failing to do so, he will murder the beast. He recently read, however, about a showman who killed a monkey out West, and was arrested for murder, and fears to adopt the latter alternative. Altogether, he is in a peck of trouble, and his friends claim that he has been undone by his sudden affluence.

Krause's Hunting Trip.

O. J. Krause, business manager of the Pawnee Bill Wild West, has gone on a hunting expedition to his game preserves near the town of Pawnee, Oklahoma Territory. Mr. Krause has a tract of land that is teeming with all sorts of wild animals, waiting to be killed. He is an expert shot, and the slaughter of wild beasts and birds will doubtless be the record for the year 1909. It is expected that Mr. Krause will make a contract with the great game dealers of St. Louis, and keep them supplied with bear, deer, rabbits, wild turkeys and quail.

Death of Clint Worrall.

Clint Worrall, one of the best-known privilege men in the country, died at Kekomo, Ind., some time ago while sitting in an invalid chair in which he was being wheeled to the court house. He had been an invalid for several years with locomotor ataxia. He had tried all the springs and remedies known to medical science, but they gave him no relief. Worrall was a man about forty-five years of age and was known to every showman in the country. Before he went into the show business he was an attorney in a little town in Indiana. He had a very handsome winter home at Thomasville, Ga., where he entertained in the style. Clint was a shrewd, ingenious fellow, who was well up in the ways of the world. He had a host of friends, who will be sorry to hear of his death.

Bostock's Show Tied Up.

Bostock's Carnival Company, consisting of ten cars and forty people, en route from Valdosta, Ga., to Milwaukee, was tied up at Chicago by the Illinois Central Railroad, pending the settlement of a claim for \$99. This \$99 was an extra amount demanded by the Illinois Central Railroad on account of extra people carried. The show was contracted from Valdosta, Ga., to Milwaukee, Ind. That is to say, it was supposed to carry only "half-breed attendants" to care for animals and stock. The Bostock people claim that forty people were required, and will claim damages against the Georgia Road, but the railroad officials insist that a low rate was secured under misrepresentations. The difficulty was temporarily adjusted, and the show proceeded to its destination.

Sol. Stephan's Talks.

The proper care of wild animals in captivity is a science that is only learned by observation and experience. Sol. Stephan, who for twenty-five years has been in charge of the animals at the Cincinnati Zoological Garden, is recognized as one of the most expert animal men in this country, and it is doubtful if there is anyone in his line of business in Europe who surpasses him in the knowledge that is requisite to keep the wild beasts of the forest in first-class condition. "The Billboard" had a long talk with Mr. Stephan the other day, and it is with pleasure that this paper gives some of his observations and opinions to its readers in its Christmas number.

In talking about the animals which are the least hardy in captivity, Mr. Stephan said the gorillas, chimpanzees and monkeys are the most delicate and hardest to keep alive. They have to be kept in a temperature of 75 degrees the year round. Nine-tenths of the monkeys die of consumption. The average life of a gorilla in captivity is about two years. The average life of a chimpanzee in captivity is about six years.

I have kept a pair six years in our Garden. Which animal is the king of beasts? It is the grizzly bear. The grizzly bear can whip a lion or a tiger. It is an erroneous impression that the lion is the greatest and bravest of all the cat tribe, and it has been proved that he is a coward, and has all the treachery of the feline race. All the animals raised in captivity become quite tame and make great pets. Which animals live to be the oldest? The lion is one of them. The lion lives in captivity with good care twenty to twenty-five years, the tiger about eighteen years, the leopard about fifteen, the panther ten years. The longest-lived in captivity is the elephant, which has been known to live eighty years. The sea-lion averages about two years in captivity. The longest-lived bird in captivity is the parrot. I have known of one that was forty-five years old. We have a macaw in the Garden, which is a species of the parrot, and is known to be thirty-eight years old. The oldest pair of animals in the Zoo are the polar bears, that have been there twenty-five years. They are supposed to be thirty years old. We lost a pair of grizzly bears lately that were thirty-two years old. They died of old age.

I have found that the best treatment of animals is a change of diet. To monkeys we give homoeopathic pellets. It is very difficult to induce them to take medicine, and it has to be given in fruit. For most of the wild animals the best treatment is a physic. Do I think that any of these animals have intelligence aside from simple instinct? The only one that I have noticed exhibit any degree of intelligence is the chimpanzee. It comes the nearest to the human being of any animal, as is popularly supposed. In my opinion the cat animals, such as the lion, tiger and leopard, have nothing but a cunning that is not on the same plane of intelligence as that of the elephant or a horse. The zebra has no more sense than a donkey. I claim that the ostrich has no more brains than a canary bird, although it is many hundred times larger. The perfect facilities that we have for the care and treatment of animals at the Zoo naturally gives them longer life than they would have with a traveling circus, where they are exposed to changes in climate and all sorts of rough handling. The gray wolf is an animal that is not dangerous as long as he is well fed, but he is very sneaky and treacherous. As long as you are looking at him, he will never attack you, which is also usually the case with the lion or tiger. The tiger is more ferocious and harder to handle than the lion, and I believe that a full-grown tiger can whip a lion, all things being equal as to size and weight. My experience has led me to believe that a large majority of animals appreciate kindness and will be much less unruly and can be handled with much more safety by kind treatment than by abuse. The elephant, however, must be made to fear you in order to govern him. He must be convinced that you are his master. Of course, with a traveling show which carries a menagerie, they will have at times to use force, for the reason that they have not the facilities to look after them or give them a regular diet and quarters at an even temperature, nor have they the time to fondle them or secure their good will and regard, as we do at the Zoo.

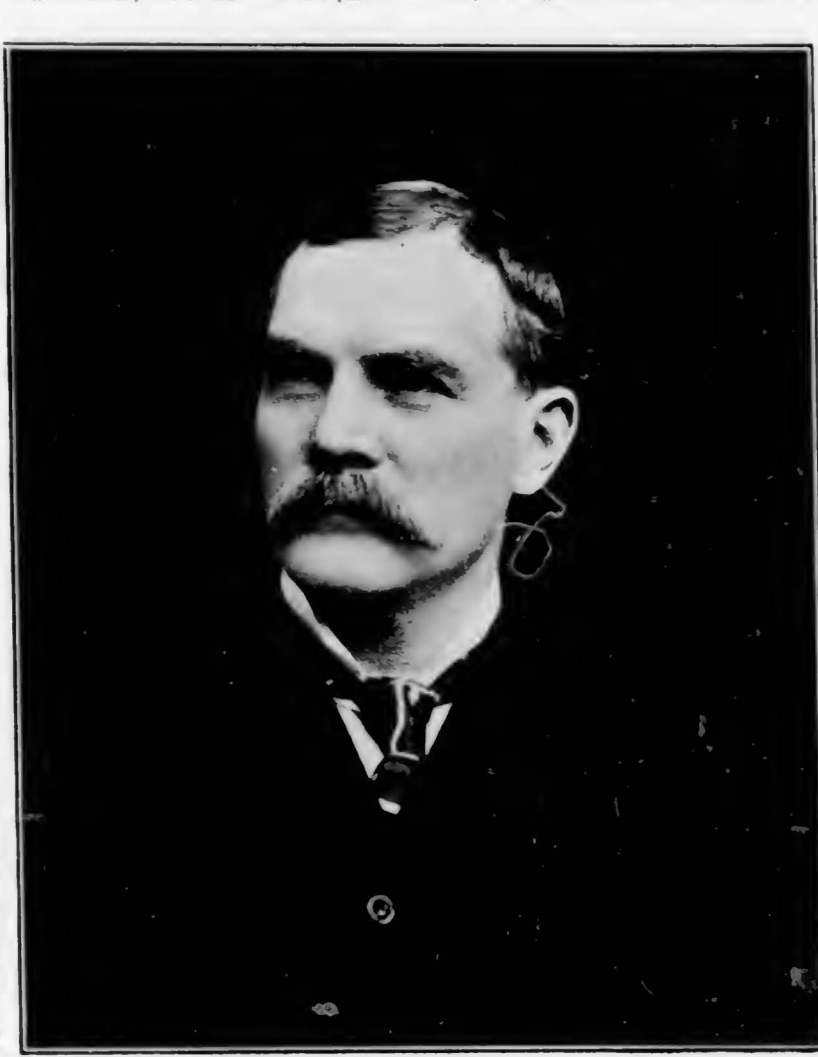
Our garden is considered the best kept, in this country, at least. This is the opinion of Mr. Hagenbeck, of Hamburg, Germany. He thought so much of our place that he has made it the headquarters or distributing

point for the animals that he ships to the United States, to supply the demand of show people and the Zoological gardens.

"We have had some very queer incidents in our experience at the garden. At one time, several years ago, a gray squirrel was put into a rattlesnake's cage for it to feed on. The squirrel bit the rattlesnake right back of the head and killed it. A great many human people think it is awful for us to feed live animals to snakes, but I have found that it is the only thing they can live on. They must kill their prey, and will not eat dead animals. We must provide for the big boa-constrictors a good-sized dog, say from thirty to forty pounds. They prefer a dog and chicken or a rabbit. The dog, no matter how big, is entirely unconscious of the fate that awaits him. He is put into the den with the boa-constrictor, who, when he is ready, grabs the dog with his mouth, and as quick as a flash he coils around him, and in a few seconds crushes him to death, and then leisurely swallows him. A snake who is a good feeder wants a dog about twice a month. It is no cruelty to the dog, because he does not realize his position, and death is instantaneous and painless.

"The historic fight between animals in the Cincinnati Zoo was that between a lioness and a donkey. The donkey was kept in a bark building, with the lioness in a cage, and it seems that some boys had been teasing the lioness. A little boy was in the habit of taking the donkey out to ride. On this particu-

lar day, when he returned, he led the donkey past the lioness' cage, and as she saw the donkey she made a lunge for it, having been wrought up to a great degree of frenzy by the teasing of the boys. The force of her weight burst the bars, and she jumped on to the donkey. As luck would have it the boy was on the opposite side of the donkey, and escaped. First the lioness would be on top of the donkey, then the donkey would be on top of the lioness. He defended himself by biting. Both escaped from the building during the fight, and rolled down a hill about 150 feet. At times the donkey was on top, and then the lioness, until they reached the bottom. Then the donkey grabbed the lioness by the back, lifted her up and pawed her, breaking one of the lioness' hind legs. This took all the fight out of her, and she sneaked away. About forty of the workmen in the garden surrounded her, thinking that they could drive her up to the building where she had been confined. They crowded so close that she made a leap for one of the men and knocked him down and bit him, and just as she was on top of him and about to kill him one of the men, who had a gun, shot the lioness through the heart, and she rolled over dead. The donkey was quite the hero of the hour. The newspapers all over the country carried the story of how the donkey whipped the lioness. He lived three months after the encounter, and died of the wound that the lioness had inflicted upon him.



SOL. A. STEPHAN, Sup't Cincinnati Zoo.

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*Referring again to the animals that require the most tender care, I will say that the gi-

A Pathetic Story.

The invasion of the Buffalo Bill winter quarters by death is graphically described by a Bridgeport (Conn.) paper as follows:

"There is something behind the public side of the circus life, something more than the gaudy uniforms and brightly painted wagons, gaily caparisoned horses and jolly music. The long nights of hard work, the equally long days of labor, exposure to all kinds of weather, snatching a wink of sleep whenever possible and wherever the opportunity presents itself; dropping off for a brief nap, between jobs on a bale of hay, in a pile of canvas, or stretched out in one of the big chariots, toiling along, day after day, swinging heavy sledges to drive tent stakes, lifting heavy bales of canvas, pushing heavy wagons when the horses are hardly able to drag them onto the cars; up all night and most of the day; that is the life of the circus man who, when working, appears rough and poorly clothed, and who, when he should be taking the sleep to which his night labors have entitled him, is riding in a gay procession, clad in a uniform whose color is the direct opposite to his feelings.

Such labors must have their effect, and the annual tale of death among the circus men who remain over the winter at the quarters of the big shows has already begun to be told. The list is larger this year than in some time past, because the show has been on what is known as the Southern route, traveling through the States of the South, and leaving the hot climate there for Bridgeport, in one long jump, without any intermediate stops. The change of climate has done its work upon three of the Wild West men already, and another now lies at the general hospital, his recovery despaired of by the doctors who are caring for him.

The first man taken sick was George Hurst. As the special train carrying all the big lot of horses and paraphernalia of the Wild West Show journeyed from the South and reached the colder latitudes, and the chill winds of approaching winter began to greet the returning circus men, he was taken sick, and when at last he reached this city he was weak and almost lifeless. He was at once hurried to the general hospital, where he died shortly after his arrival.

The show had no sooner reached Bridgeport than another man, George Bottorf, was taken ill. He was taken to the general hospital, suffering from a complication of diseases, most pronounced among his symptoms being pulmonary hemorrhages. The body of George Hurst was sent to Philadelphia, and was buried there Saturday, and that day Bottorf died. While he lay ill at the hospital, another circus man, George King, was stricken, and he was carried to the hospital. The funeral services over the remains of Bottorf was held at 2 o'clock this afternoon at Ford's undertaking parlors. The Rev. Henry A. Daventour officiated, and the pall bearers were four of the dead man's comrades among the circus men.

While the preparations for the funeral were being made this morning, George King quietly passed away at the hospital, after only a few days' struggle for life, and the last man taken sick, Charles Wilson, now hopelessly ill, was taken to the hospital. He is suffering from the same complications which caused the death of the others. Death in all of the instances was not from the same secondary cause, but the prime cause was the same, Bright's disease.

Eleven thousand miles was traveled by those men during the season, over all kinds of roads, in all kinds of weather. They slept when they could and where they could. It is not to be wondered that the life led them to drink more and more deeply of alcoholic stimulants, hoping thereby that the strength which they lost through insufficient sleep and exposure might be made up to them artificially. The use of the stimulants finally weakened them to such an extent, by causing kidney disease, that they fell easy victims to the raw weather of the North after the sudden jump. The constant jar of the moving trains, traveling 11,000 miles in a single summer, had a fatal effect on them.

"The moon is always just the same," he said, languidly; "and yet I always find some new beauty in it." "It's just so with the theater," she replied. He took the hint.



A. H. REED, Of the A. H. Reed Shows.

there is the emu, the next largest to the ostrich, that cost \$150, and comes from Australia. There are fewer emus than ostriches. Not many people have any idea as to the great variety of monkeys in existence. It is claimed by naturalists that there are from 100 to 150 different species of monkeys. We have seventeen different varieties at the Zoo. Mr. Stephan is a wonderfully entertaining talker on the subject, which he has made a life study. He is always glad to meet show people and menagerie men at the Zoo.

Two Years for "Advance Man"

Frank E. Burden, the man who represents himself all over the country as the advance agent of the Buffalo Bill Show, and on that representation exchanged forged checks for carloads of grains and provisions from New York to San Francisco, is in jail at Maysville, Ky. He was arrested a few days ago by Chief of Police Donovan on a warrant sworn out by John O'Keefe, of Maysville, on the charge of forgery. Burden kept in advance of the show and made thousands of dollars on the strength of his good front.

He was married last June to a New Orleans girl, whom he deserted in Chattanooga a few months ago, after stealing her wedding ring and bracelet. She followed him up to this city, and is now with him. Burden threw himself on the mercy of the court here and got a two-year sentence.



AL. P. (DOC) GIBBS, Manager Gibbs' Olympia Shows.



ALLEN E. SELLS,
Son of Eph. Sells, the Famous
Showman.

German "Razor-Backs."

Jakey Humbelstein and Fritz Kreckseier, two attaches of one of the big road shows, were talking over the affairs of a circus which recently went into winter quarters.

"Chakey," exclaimed Fritz, "don't you not recollectonate dat drip venn ve vent de West Wild out latst summer?"

"Oh, jee menantless, vhat a pooknook it did, var it!"

"Ach, Fritz, vhat a funny ask you maig," replied Jakey. "It vas not nit day Biffalo Bull's West Wild skow 'tall; it vas Vallace's animules und high, low, Jack und de game performingators vitsk ve vas mid yet, once alretty; dean it you recomember?"

"I din say notting 'tall 'bout Biffalo Bull's skow," hotly rejoined Fritz; "only it stood in day 'Board Bill' dat Vallaces is in day West Wild out now, und I guess day skould unalhow no it."

"Oh, it's day board bill vat you din pay in Denfair, Colorado, vhat you talken on now, is it?" sneeringly asked Chakey.

"Notting de kind of," interrupted Fritz. "I paid effry board bill vhat is, but I mean vhere it stands in day paiper, 'Board Bill,' vhere is all de zirkusses vhen people doan no vhere dey are und denn venn dey vant to find vhere day zirkusses all is day look dere und denn it stands in de 'Board Bill' dere vhere dey are und denn dey no it."

"Vell, denn, vhat it 'tis it?" asked Jakey. "Vhat spoochenings ont ven your hett do you vant me to recollectonate?"

"Denn you recollectonate de time venn ve meeten in composition day Pony Willum's skow in Denfair? Vhere ve got stuck on Peck's Pike und denn vent by day pewery?" queried Fritz.

"Oh, vell, denn vhat's de use speakenings of it," said Jakey. "Ain'd composition a lifely bizness?"

"Dat ain'd it vhat I you skould maig stand under," replied Fritz. "It's day time venn ve vas on our vay to Nebraska und meeten Hotsstock's skow, vitsk vas maiging away straight for New Texico, vhere vas blaying at de time Sells' Grays und Sells' Four Papas."

"Jass, now I know it not vhat you said, but I stand under you vhat 'tis, Fritz," said Jakey. "It's day time vas venn Rinklinks' zirkuss vas meetenung of us on day vay of Von Heuer Brotzers' for too maig day mos animules do day tricks von hay loft timblers. My golly! but vasent it splendidly peautiless!"



E. D. COLVIN.

I laff as follows venneffer I tink on it—h-a! b-a! h-a! h-a!"

"Chakey, you are, you are grazzy mit your spokes. Come, beer up! Dere's only von vay you kin git day parasites out of your hett, und dat is to go on a skow vhere ve kin git looks at hippotusmasus, rhinocereases, leoparts, limes, tikers und odder animules vhat's got a quarter in deir vinters."

With that, both repaired to a nearby wet-goods emporium, where their dream and the pipes went out.

E. D. Colvin.

One of the veteran successful showmen of this country is Mr. E. D. Colvin, of Chicago, joint proprietor with E. H. McCoy in the Bijou Theater of that city. He began life in the circus profession, and has been manager of some of the largest circuses and similar enterprises in the United States. He is probably as well known, both in Europe and America, as any one in the amusement line. He is interested in several different dramatic companies, besides that of the Bijou Theater. His associate, Mr. E. H. McCoy, is president of the National Printing Company, of which Mr. Colvin is also a director. This noted showman is the American representative of Carl Hagenbeck, the famous wild animal



JOHN J. REGAN.

dealer. Mr. Colvin has imported most of the wild animals for the Zoological gardens and menageries of America. He is the owner of a stock farm, and is recognized as a good judge of horse flesh. He has filled many orders for horses in Europe, besides furnishing all the thoroughbreds for Barnum & Bailey's Shows, with which they astonished the Europeans.

John J. Regan.

There is hardly a circus man in the country that does not know and like John J. Regan, the proprietor of the well-known resort at 6 West Seventh street, Cincinnati. Mr. Regan, by his genial manners and generous treatment of circus people, has won a host of friends. His place is patronized by all the idle showmen who winter in Cincinnati, and there is not one of them but speaks of him in words of warmest praise. Besides his ability as a caterer to the wants of the thirsty, Mr. Regan has been a successful politician, having represented his ward in the Board of Legislation for many years. Although defeated for re-election last spring by the lavish and corrupt use of money, he ran several hundred ahead of his ticket. It can be said of him that he is a prince of good fellows, who never forgets a friend and who always appreciates a favor shown him.

Man and Snake.

Patrick Cullity, of Jefferson, N. J., had a dandy encounter in Mt. Olivet Cemetery with a snake last week. Mr. Cullity went to the cemetery alone to visit a grave of a departed friend, and was standing beside the mound when he felt a peculiar sensation about the legs.

He looked down and was horrified to see a huge blacksnake, six feet long, slowly winding itself about his limbs. He stood fascinated watching the snake until he felt that in a few minutes it would coil itself about his neck and strangle him.

He says he dared not move for fear the reptile would fasten its fangs in his flesh. There were no weapons handy, not even a stick. Mr. Cullity tried to call for help, but his tongue refused to move, and he could not articulate a word.

As the snake continued to wind itself about his body he saw there was no time to lose, and no mistake in the intentions of the monster to get at his face and neck. He suddenly thought of a pocket-knife in his trousers pocket. With a quick movement he opened the knife, and with a lunge nearly severed the upraised head of the reptile. The snake slowly unwound its body, and fell to the ground. Mr. Cullity nearly fell to the ground with exhaustion after the danger had passed.



SAM DOCK,
Showman, Ft. Loudon, Penn.

Sells-Forepaugh.

Sellsville, a suburb of Columbus, O., and the home of the Adam Forepaugh and Sells Bros. combined circus, is now a scene of busy activity. The great car shops, decorating department, painting and repair shops, are running full blast.

Much work is to be done before the big opening at Madison Square Garden, New York City, next April. So far as appearances go the show will be an entire new outfit, as no expense is being spared to put every vehicle and every department of the show in the pink of condition. The national reputation attained by the circus through the great metropolitan openings will be maintained. New York will see, next spring, the splendid result of supreme human endeavor.

Already a large number of performers have been engaged for the coming season, many of whom will come to America from Europe for the first time. Some sensational features have been secured. These will come in quite handy, as the circus will follow the Buffalo Bill show in the Garden, and some extraordinary attraction will aid materially in showing to capacity.

An Electric Man.

There is a suggestion for a new and original parade feature in the Strand Magazine for December. It is nothing more and less than an electric automaton in the semblance of a man. It was invented, built and patented by Louis Philip Perow, of Tonawanda, N. Y. A company has been formed to manufacture the automaton. It is headed by Mr. Chas. A. Talcum, a capitalist of Cleveland, and is known as the United States Automaton Company, with main offices in Buffalo.

This is not a pipe story. The company has already built one of the machine men. He is seven feet five inches tall. He walks and runs with ease and certainty. Drawing behind it a light wagon in which are seated two men, the inventor claims it will make twenty miles an hour over rough roads. On smooth pikes this speed can be materially enhanced and on asphalt it can be doubled. Think of it! Forty miles an hour almost express train speed! What a spectacle on the hippodrome track!



JOHN M. GUTCHES.

Notes.

Phillips, lithographer with Harrison Bros. Shows, who was shot by a drunken saloon-keeper in Texas recently, has almost entirely recovered.

Jas. H. Whitney will put out a minstrel show under canvas, opening at Bennington, Vt., May 29. He can be addressed at Bennington until his opening.

B. E. Wallace has purchased another 600 barn adjoining his vast estate on the Muskegonewa. Several weeks ago he bought the Encowler farm, and now he has come into possession of the J. O. Cole farm of 170 acres, which extends from the Wabash river in the Saugee pike. The price paid was \$16,000. This makes nearly 800 acres in one body for Mr. Wallace, and the land is as fine as the sun ever shone upon.

John M. Gutches.

Messrs. Rainsforth and Haylin think that there is no more affable or accomplished mixologist in Cincinnati than John M. Gutches, of the Palace Car Bar. Mr. Gutches is very wide of girth, and, like most fat men, jovial and fond of a good story or a good song. He has many friends among theatrical people and the traveling public.

Bagged Seven Bears

IN ONE DAY.

Did you ever hear how this got the name 'Bear Gulch'?" said Bill Ellis one day, as we sat down to rest on the edge of a sharp, rocky gully, overhung with live oaks, in the Bernardino Mountains.

It was named from a little sociable that was held here once. Down there where you see that sycamore is a spring, and bear used to come there sometimes for water. They came so often that one day I got a big trap made and baited it with a deer that was hanging in the landscape before stooping down to drink. Next morning I was on hand bright and early, peeked over into the gulch, and there was an old she, with her foot fast in the trap and a brace of good-sized cubs a-whim around her and tryin' to make out what was the matter. If you want to see how it up by electricity, you want to see the eyes of a bear caught in a trap. I think it was the shine of her eyes that blasted that dead tree you see yonder, but it's so long since I can't just exactly sure about that. Some folks are particular about such fine points, but I don't think they make much difference in the long run.

Well, it was so hot down there I didn't dare to go down. Fact, I'll admit I'm a coward when an old she with cubs has got a hand in the game. One can bluff me every time without havin' any cards, for that matter. I'd hardly trust one with a ten-ton powder on the end of the chain, and an up-hill run at that. It was pretty far to shoot dead sure from where I was, but I laid the gun over a rock, and was just a-waitin' for the old lady to hold still so that I could make a sure shot, when I heard the bush crack down the gulch, and saw somethin' black a-comin' through it.

I just happened to think it was sparkin' among the bear, and it might be an old bear on matrimonial business. They're somethin' like deer about that, an' often act like fools, just as deer do, or men, too, you might say. They ain't half so particular to find out who's around, as they are at other times. This hunk of black came a-waddlin' up the gulch right up to the old she and said 'woof' to her. She didn't answer, but looked cham aghtin' at all creation. He went up and tried to smell of her nose, but she hit him a matter on the ear with her fore paw, that sounded as if the mountain had busted. He relined about half way over, got up with another woof or two, and then took a smell of the blood on her foot that was in the trap. Then she was mad, you bet. She made another wape at him and missed him. He backed out of the way pretty lively, and sat up in front of her, just out of reach, and said 'woof' again. That set her a-bilin' at white heat, an' come to think on it, that's what cooked that tree. I just remember now. I thought it was time to make sure of that old he's got before it got secreted to nuthin', for I needed that fur in it. Business in those times, 'saw, while he was sittin' there takin' a good because he knowed he was out of her reach. I drew down fine on the butt of his gun and unloaded.

At the cracks of the rifle the cubs ran up the hillside about half way, and sat down and looked around a minute, and then they ran down again and snuff of the he bear all over, and then one of 'em went up to snuff of the old woman, to see if there was anythin' the matter with her. She gave him a box on the shoulder that knocked him over and made him howl like a yearling steer under the brandin' iron. He scrambled out of that pretty presently, and ran up the hill and sat down to take another look. It was plain that the old woman had those two children so fast to her apron strings that there was no chance of her losin' them, as long as the trap was on her foot, so I sized up the whole outfit as mine, fast enough, and sat down to wait awhile, to see if there was any more company comin', as happens often with deer, you know.

By golly, it wasn't long before there was some more crackin' of brush down the gulch, and the old bear and the cubs both raised their heads and looked down that way. Pretty soon out came a bear bigger than a whale on wheels. He walked up to the dead one and snuff of him, and said 'woof' extra long and loud as he like. Then he looked up at the old she, and when he saw the red-hot thunder-balls a-poppin' out of her eyes, he kind a staggered back a bit and said, as plain as words could have done it: 'Is that the way you treat a feller what comes to call on you?' I've heard of bears bein' dead in love before, but never knew just what it meant. 'Dead from love, eh?' Well, I'll be darned. I don't believe no special punts about you better than any other old language. I expect I could get along without you. I know several gals as good as you are, and they don't carry no bears on their ankles, either.

That language, you see, is very simple when you understand it. It ain't nothin' like English or Irish. I wanted to hear the rest of it, but bear are so cunning independent I was afraid he would leave at any minute. Gals are plenty, and they can travel so far in a week to find one, that they don't have to take up with the first crunky old mix they come across. Like well, no I didn't, either. But I don't allow gals to fool 'em, like men do, and there was no time to be lost. So I laid the sights on the butt of his ear and fired the trigger a gentle yank.

About the time I began to wonder if the procession wasn't over with, and whether it wasn't time to close out the old lady and take an account of stock, darned if there wasn't another crack in the brush, and another pile of fur came a-lumberin' along,

with head swingin' from side to side, and saying 'whoof' at every swing, louder than all the rest of 'em. I wasn't like the tail-formans of today, in the habit of sellin' my grizzlies on the run, and allowin' the purchaser to harvest the pelt for himself at his convenience. I did a fair business, and reduced mine to hide and taller before I put 'em on the market. But darned if I didn't begin to look as if there was danger of drug-gin' the market, even with legitimate business. I had seen six bucks, one after another, on the trail of some doe, and pulled in the whole string. Four or five have been taken in lots of times. But three bear was too much to believe. It bent all the old-fashioned settin' up over I heard of. I've knowed two fellers sit up all night with the same gun, but three is a trifle strong, even for bear.

But along to come, and walked up to lover No. 1, and snuff of him, and said 'who-oo-oo-oo mighty loud. Then he walked around and took a smell at No. 2, and said it louder yet. Then he took a look at the old dame, caught one of her brinestone glances, and said: 'Them eyes look as if you'd been married a dozen years. I'll bet you're good for a husband a year, anyhow. I've had my bliss fustied several times already by the likes o' you. I'm sufficiently amused. I don't believe I can utilize you, even for a mother-in-law,' he said takin' a look at the cubs; and off he started up the hill. 'Ban' went the old gun, and—well, what's the use of tellin' the result? Did you ever hear of my missin' any bear?



Campbell Brothers' Winter Quarters.

"Now, wouldn't it be funny, I suddenly thought, if another one should come a-courtin'?" No one ever heard of four bears comin' on that business, all in a string, but then, who ever heard of three comin'?" Darned if there wasn't another 'whoof' down the gulch before I got through thinkin' about it.

"What, so soon after shooting the other?" I asked.

"Why, bear is like men. When they get stuck after a gal you can't tell 'em nothin'. Up he come, and inspected the field, went around and snuff of the dead knights, and then, rushin' up to the old charmer with arms wide open, he gave her a hug, that said plain as words: 'If there is anythin' suits me it is a lady so many brave fellers will kill ea h other fur. I always knew you were a treasure. Now, I'm sure of it. You've done up all the other boys on the mountain, and I'm the only one left.' He laughs best who laughs last.' Bear sometimes quote, you know. The one was evidently a literary cuss, and he slung some more poetry at her. But I had to draw the line of poetry, and started the lead down the barrel.

"And did you hit him?"

"Why, do you suppose I missed him?" What the dice was I there for? You might as well ask if I hit the one in the trap. I hope, for your sake, you will not repeat the insult. Pretty good for one mornin', wa'n't it—five bear?"

"But what became of the cubs?"

"Say, do you mean to insinuate that they got away? I've whaled bigger men than you fur a less insult."

"But they made seven bear?"

"Naaaaaw, I never counts cubs. That's a tenderfoot trick."

"Well, put them in this time, and let's have exact facts."

"If there's anythin' I've got a reputation fur, it's exact facts, and I can't afford to spile B by puttin' in what first-class hunters don't count fur bear."

"Well, count the two as one, then. They

were nearly full-grown, you say, and must have weighed more than one bear."

"No, darned if I will. I'm known all over these mountains as Truthful Bill, and I can't afford to sacrifice a reputation like that sut no tenderfoot."

"But I may publish this, some day, and want it straight."

"Doonoh. Well, now that's a different matter. Of course, the papers don't want to print anythin' but truth, the real old genuine article. Yes, it wouldn't do to deceive the reader. I guess you'll have to call it seven."

—Los Angeles Times.

Circus Notes.

Merry Christmas!
 Advertise in "The Billboard."
 Frank Adams' Show is touring Alabama.
 C. P. Prescott is wintering at Rockland, Me.
 F. E. Wallace was taken seriously ill Dec. 3.
 "The Billboard" has the most circus news.
 We want your "want ad." in "The Billboard."
 Edward Reno writes that he will open again about May 1.
 The John Robinson Shows will close the season Dec. 28.
 Cooper & Co.'s Shows are headed for Louisiana and Texas.
 Fred Wagner has gone as agent of "A Trip to the Circus" company.
 Talk about news! Did you ever see the equal of this column?
 D. Q. Setchell will open the season again about May 1 next year.
 Jas. Goodrich is negotiating for a troupe of trained ponies in Indiana.

The Sells-Gray route books are to be ready for delivery Christmas Day. The show may be expected to close its season shortly thereafter.

The Barnum & Bailey Shows, during their winter engagement in Vienna, give three matinees weekly, viz., Wednesday, Thursday and Sunday.

W. H. Kennedy will take out a Wild West Show from Bloomington, Ill., next spring, but is undecided as yet whether it will be by rail or wagon.

Clum Kerr, press agent and treasurer of the Harris Nickel-Plate Show during the past season, is ahead of Hutchinson Bros.' "Old Virginia Minstrels."

Mr. William Hart, the privilege man, will operate the cook tent with the Great Wallace Show the coming season. Mr. Hart has conducted the cafe car with the show for several years.

Doc Colvin, during his recent trip to West Baden, combined business with pleasure by selling the West Baden Springs Hotel some camels. The latter have since arrived at New York.

Blake's Dog and Pony Circus is playing a four weeks' engagement at Baltimore in Boston's Zoo. They are also booked for four weeks at the Indianapolis Zoo and four weeks at the Milwaukee Zoo.

Charles Stow is a member of the Bureau of Publicity of the Pan-American Exposition at Buffalo. We may expect to see a circus tinge to the press notices, posters and hand-bills advertising the big fair.

A baby zebra was born at the Wallace winter quarters last Tuesday. Mr. Wallace now has several full-blooded zebra colts, and is the only man who ever successfully bred and reared these animals in America.

It is the man that routes the show who can best appreciate the value of "The Billboard." It gives him timely warning on how to avoid street fairs and other untoward influences, and how to embrace favorable opportunities.

It is not generally known that Francis Ferreri is a joint proprietor with F. M. Bostock in several of his amusement enterprises. Mr. Ferreri is an up-to-date, hustling man, who extends the show business from A to Izzard.

I. M. J. Kane, the well-known press agent of the John Robinson Shows, will retire from the road at the end of the present season, to study law. He will enter the office of Rankin D. Jones, the theatrical attorney in Cincinnati.

Since the arrival at Milwaukee, the Bostocks have had an addition to their animal family. They have seven baby lions. Nellie is the mother of three and Katie four. The Bostocks have a valuable attraction in the infant lion.

Harrison Ercs. have abandoned their intention of going to the coast. They will turn East shortly and play Louisiana in January; then over into Florida, and come North with the strawberries. They will close only about one week for needed repairs.

Art. Da Coma, of the famous Da Coma family of acrobats and aerartists, owns a unique property on the river just below Cincinnati. It is in Kentucky, and here in a fine old colonial mansion, the renowned family spends its vacations. A fine naphtha launch keeps the city within easy reach, and one or the other of them can be seen on the streets of the Queen City almost daily.

F. E. Cory, secretary of the Wallace Show, was initiated into the mysteries of Elkdom by Peru Lodge No. 355, on the 6th inst. After the work a social session and banquet was held, at which Mr. Cory was presented with a handsome Elk pin, elaborately set with rubies and diamonds. It was the gift of Julius Falk, the popular amateur minstrel entertainer of Peru. Robert Loveland acted as toastmaster, and responses were made by a number of the members.

S. F. Taylor, of Chicago, makes the finest side-show paintings and banners of any manufacturer of that class of show material in this country. His work is very artistic, and his patrons include the leading circus people of the United States. Mr. Taylor has surrounded himself with a corps of artists who understand their business, and who have given him an enviable reputation. The business of Taylor for the coming season will be greater than ever. His advertisement in "The Billboard" is sure to attract attention among showmen.

Routes.

- FRANK BOSTOCK'S ZOO—Week Dec. 17, Indianapolis; indefinitely.
- COOPER & CO.'S CIRCUS—Selma, Ala., Dec. 10; Marlou, Ala., Dec. 12; Forest, Miss., Dec. 13; Edwards, Miss., Dec. 14; Rayville, La., Dec. 15; Ruston, La., Dec. 17.
- HARRISON BROS.' SHOWS—Lockhart, Ga., Dec. 11; Luling, Ga., Dec. 12; Flatonia, Ga., Dec. 13; Lagrange, Ga., Dec. 14; Houston, Ga., Dec. 15; Liberty, Ga., Dec. 17; Beauwont, Ga., Dec. 18; Orange, Ga., Dec. 19.
- JOHN ROBINSON SHOWS—Brunswick, Ga., Dec. 12; Tifton, Ga., Dec. 13; Fitzgerald, Ga., Dec. 14; Cordele, Ga., Dec. 15; Abbeville, Ga., Dec. 17; Helena, Ga., Dec. 18; Hawkinsville, Ga., Dec. 19; Dublin, Ga., Dec. 20; Tenuille, Ga., Dec. 21; Wadley, Ga., Dec. 23; Millen, Ga., Dec. 24; Waynesboro, Ga., Dec. 25; Saundersville, Ga., Dec. 26; Milledgeville, Ga., Dec. 28, and close.
- SELLS-GRAY SHOW—Union Springs, Ala., Dec. 11; Euflala, Ala., Dec. 12; Cuthbert, Ga., Dec. 13; Clayton, Ala., Dec. 14; Ozark, Ala., Dec. 15; Thomasville, Ga., Dec. 17; Jasper, Fla., Dec. 18; St. Augustine, Fla., Dec. 19; Daytona, Fla., Dec. 20; Titusville, Fla., Dec. 21; Palm Beach, Fla., Dec. 22; Key West, Fla., Dec. 25.

SHOWS

In Winter

Quarters.

Ringling Bros.' Shows.

Your correspondent made a visit to Ringlingville, as the headquarters of Ringling Bros.' Show, at Taraboo, Wis., are known, on Saturday. The express object of the visit was to see the wonderful baby elephant born at the winter quarters, on Nov. 19. Incidentally he saw much of interest otherwise.

Ringling Bros. are without question the proudest and happiest showmen in America today. The baby elephant is of course the cause of this joy. And such a dear little baby he is. A perfect miniature elephant, 24 inches long, weighing 200 pounds, carrying a trunk one foot in length. He is indeed a wonderful baby. To every one around the winter quarters down to the most menial workman, he is the delight and pet, and no baby on earth is given any more care than this little fellow.

Little Nick, for that is his name, was born about 4:30 o'clock, Monday morning, Nov. 19, only a few hours after the show arrived in winter quarters. Alice, a monster elephant, is the mother of the small wonder, and his father Haldy, boasts of being the largest pachyderm in America today. When the calf was born the mother awakened the sleeping elephant men who were in the elephant building. They did not know what had happened, for the employees were not expecting the arrival. Like many animal mothers, Alice tried her very best to kill her offspring by trampling on him, and it was only by heroic measures Little Nick was carried out of the mother's way into a place of safety. When picked up he was between life and death, but he lived, and today is as spry as a kitten. The mother manifested at first no concern over the arrival, only to try and kill him if she came near him; but she was removed, together with Little Nick, to the ring barn, where the two are now kept. The mother is getting over her ferociousness toward the infant elephant, and it is firmly believed that after a few weeks she will become reconciled to him.

At present Little Nick is fed on the bottle, in a manner similar to that of a human baby. At first he thought that very strange, but he takes his meals, which come every two hours, like a famished soldier on a march. A fresh milk cow was obtained, and he is fed on her milk. The mother is milked daily, in order to keep her from drying up, in case she should ever allow the little fellow to nurse. The mother is growing to like the baby more daily. She does not like it if strangers come near him; and if he lies down in a corner of his manger, made of bales of hay, and is out of sight of Alice, she searches for him with her trunk, and after finding that he is still there, becomes quiet again.

It is not thought that Little Nick will grow much larger or heavier until he is a year old. He will have to be nursed on the bottle for that length of time.

Ringling Bros. claim that he is the only elephant bred and born in the United States. All others, according to them, are imitations, having either been imported when a few months old, being much easier to handle while small, or else a mother and baby born here. Of course, the baby will be the leading feature of the show next year, and no doubt will add greatly to the sums in the coffers of the Ringling Bros.

"The Billboard" man was very courteously treated by all the Ringling Bros., who were at the headquarters. They have several rooms comfortably arranged there, and spend much of their time there. Of course, Alf E. Ringling, the newspaper man of the five brothers, is the most interesting of the quintet—that is, to newspaper men. Alf has written and is sending to friends of the brothers, an interesting and very well written life of the Ringling Bros., telling of their beginning, struggles, etc. It is a book of 250 pages, well illustrated and bound in cloth, in an attractive and substantial manner. The route book is not as elaborate as last, being merely a supplement to the history.

The winter quarters of Ringling Bros.' World's Greatest Shows are as commodious and substantial as any in existence. They occupy a large plot of ground situated on the bank of the Baraboo River, and contain many acres. The animal house and elephant house are substantial buildings of brick, the first thirty feet wide and a hundred long, and the second about eighty feet square. In the elephant house a ring has been made, where the big beasts are trained during the winter months. It is here that Little Nick was born. The animal house is in two compartments, the first of which housing the cat animals, such as lions, tigers, etc. These are kept in immense iron cages, weighing a couple of tons each. In the rear room are kept the hay animals. In one corner is a monster tank, where the hippopotami lazily drag their big hulks around. There are a male and female, but they have to be kept separated or they will fight and do each other harm. It does not look as if the hopes of the Ringling Bros. to have a baby hippo would

be realized very soon. Only one of these monsters is carried by the show, the other being left in the winter quarters. The remainder of the animals here are well kept, and present an interesting appearance.

Around the grounds are a large number of fire-proof buildings, where the wagons, horses, camels and other paraphernalia is housed. Then, too, there are a couple of paint shops, where the wagons are repainted and put in shape for next season.

A short distance off are the car shops of the show, where the sixty-five cars are repaired and repainted every season. This work gives employment to a large number of men. In fact, nearly as many men are employed during the winter as in the summer.

The ring barn is situated at one end of the grounds. Here the ring stock is kept, and a circus ring gives the performers a chance to practice their tricks during the winter months.

Many other interesting things might be said about these winter quarters, but the above touches everything briefly, if not quite so completely.

The visit was greatly enjoyed by the newspaper man, who, as a fraternity, are always welcomed by these successful showmen, who realize that they owe no small measure of their success to the press of the United States.

LaCrosse, Wis.

FRANK M. WELCH.

Wallace Shows.

In that very picturesque portion of Indiana's agricultural district known as the Wabash Valley, and on the banks of the old river made famous by Paul Dresser's song, lie the model circus quarters of the world. The name of the Great Wallace Shows and of its founder, proprietor and manager, B. E. Wallace, has long been known through the length and breadth of the continent, but the average individual knows little of the real inside workings of the modern circus—where it winters, how the long months are spent, what is done in the time which elapses after the close of the summer season, and the starting out again in the spring.

The products of many rich farms enter into the tidying-over of the winter months, and practically everything consumed by the animals and men during the winter is raised on the Wallace place. Hundreds of tons of hay are stored in the huge barns, countless crates are bulging with their weight of yellow corn, the smokehouses are filled to overflowing with good things to eat, and the lumber cut from the forest is in readiness to be worked up by skilled artisans into gilded chariots and other circus paraphernalia. "Driving out to the circus quarters" is one of the diversions offered to Peru visitors, and the visitor always feels well repaid for having made the trip. He has seen the circus at home, and realizes probably for the first time the magnitude of the enterprise and the perfect system which prevails everywhere. Beginning with the corporation line, the white fences on either side of the road and the massive gates lead one to suppose that he is about to see the quarters, but he has yet to traverse some three miles of the Wallace farm before he reaches the buildings, and he would have to drive two miles further before reaching the end of the place.

Turning in at the group of massive brick buildings which comprise the home of the circus, the first one reached is the "cat animal barn," or building where the carnivorous animals are kept. Here, in stout iron-barred cages built into the walls, the lordly lions and the lissome leopards hold full sway. Tigers, panthers, hyenas and all their kindred are here, and over in a couple of dens by themselves two proud mother lions are nursing six-week-old cubs. These animals are fed once a day on bean horse meat, are fat and sleek, have their houses disinfected every day, and live a very proper and regular life. Natural gas is used in all the buildings for heat, and an even temperature is maintained day and night for those animals that must be kept warm. The next building contains the hay animals and the monkeys. Zebras, nylghaus, itex, sable antelope, kangaroos and many others of their species, then the elephant barn, full of huge swaying pachyderms, and on into the ring barn. This barn is where the circus horses—those that go in the ring—are kept, and is naturally a model of convenience and comfort. These horses are the very finest that can be procured, are broad-backed and gentle, and receive the very best care known in the handling of horses. For these are the successful ones, and it is said that about one horse in a possible hundred that are tried turn out to be good ring horses. Connected with their barn and enclosed under a circular roof, is a regulation circus ring, sawdust and all, and it is here that the kings and queens of the arena put in their days practicing, for circus riding is not an ac-

complishment that can be left off and resumed at will. Every day the riders, attired in sweaters and woolen bloomers, are hard at it, perfecting new "stunts" with which to astonish the admiring multitudes next summer.

For difficult and untried tricks the circus mechanic is brought into requisition. This is a revolving crane attached to an upright in the center of the ring, and just long enough for the end of the arm to be directly over the track taken by the horse. A pulley in the end of the crane carries a rope and belt, which is fastened about the rider's waist. The other end of the rope is in the hands of the person operating the crane, and can be played out or taken up at will, as the exigencies of the case demand. The ringmaster, minus the dress suit and probably attired in sweater and cap, cracks his whip, the horse starts, and the man operating the crane keeps it directly over the horse. The rider with the belt strapped around him prepares for the "trick," tries it, misses, the rope is jerked taut, the horse goes serenely on his way around the ring, and the rider is left dangling in mid-air like a fish jerked out of the water. He is gently lowered to the ground, and after regaining his seat on the horse, tries it again, maybe with the same result, but eventually he masters it, and the mechanic has saved him many hard falls, any one of which might have proved fatal. There is more to the life of the circus rider than appears when he or she dances into the ring, resplendent with spangles or tarletans, and goes through the routine of the "principal act" with such ease and dexterity. Terrible tales are sometimes told about luckless youngsters who are being taught to ride, and who are beaten as a penalty for their failure to stick on the horse, or starved because they do not learn readily. These stories are made out of whole cloth, as the ring-barn boy of to-day will testify. He is usually a sturdy, bright-eyed little chap, a trained athlete, and thoroughly enjoys his three or four hours' practice a day.

The work horses have their shoes pulled off immediately upon arrival at winter quarters in the fall, and from that time until spring they have a continual holiday, running at large in the great barnyards, rough coated and shaggy, and bearing little resemblance to the well-groomed horse of the circus parade. The wagon shops, blacksmith shop, harness room and paint shops present scenes of great activity and keep a force of 100 men busy all winter, building wagons, making and repairing harness, and painting eages and dens for the next tenting season. It is a veritable little city, where perfect order and discipline are maintained at all times. The master spirit of Mr. Wallace pervades this truly American enterprise, and is a standing tribute of what pluck, energy and perseverance can accomplish. His boyhood, passed in poverty, taught him many valuable lessons, and his ultimate success, wrested many times from the jaws of defeat, furnishes an example of the possibilities of one man's life—an example worthy of emulation.

C. E. C.

Sam Dock's Keystone Show.

This show opened last April 21 at Ft. Loudon, Pa., and closed Nov. 8 in Dodson, Va., and reached winter quarters Nov. 29, driving a distance of 312 miles home. The season's business has not been the largest, but was in entirely new territory, and made a reputation that will insure my next trip being a big success. April 20, 1884, my capital was \$850. A trapeze apparatus and a troupe of seven trained dogs, the property. I invested in a small sidewalk and hired six stranded actors that happened the way. Business was good from the start, and in a short time the show was transported by its own horses and wagons. While the show is not a large one yet, it opens each year with new and larger tents, and everything gets an overhauling and paint, from band-wagon down to stakes. The show owns its own winter quarters at Ft. Loudon, Pa., which consists of a dwelling house, where a good many tenters call and make it their stopping place, a ring barn, where all the paraphernalia is stored upstairs, the lower part being entirely given over to training, shedding for nine wagons and buggies. The draught horses are kept in a stable on an adjoining farm. The ponies, driving horses and all small stock are kept in a stable close to the ring barn. Excessing ground, with a stream of pure mountain water running through it, makes it a convenient place for the purpose. Two Shetland ponies, and Indian pony, Jerry, the singing donkey, two goats, Mike the rooster, ten dogs and a den of snakes comprise the trained stock. Johnny Cousins has charge of stock, and proudly says they are in as good condition as any ever brought in with any wagon show. After the holidays Enoch Frey and Charles Byers will be in hand to push work for the coming season of 1891, which will open April 20 and take in the route of last year, through Pennsylvania, Maryland, Delaware and Virginia. Wishing "The Billboard" success, I remain, yours very truly,

SAM DOCK.

Ft. Loudon, Pa.

Pete Conklin's Shows.

Conklin's winter quarters are located at the corner of Scribble street and Clinton avenue, West Hoboken, N. J., and occupy three acres of ground, one acre of which is covered with apple, pear and cherry trees, two large barns, a large workshop, a paint shop, a wagon shed 100 feet long by 50 feet deep, which is used for the storage of wagons. At present I have fifteen baggage wagons, one band wagon, ticket wagon, tally-ho coach, buggy, and advance wagon; one barn is used for the storing of slow paraphernalia, trapping, harness,

wardrobe properties and canvases; the other barn I use for stock. At present I have two horses, which I keep for family use, the rest I have sold thirty head—not caring to winter them.

The big Primrose & Hockstader's canvas show outfit is stored here for the winter. On the grounds is my residence, which is one of the largest in West Hoboken, N. J., in which are twenty-two large rooms, all improvements, hot and cold water and bath. In the reading room, which is twenty feet wide by thirty feet long, is a large old-time fireplace, where I while away the cold winter months, with my family around me, which consists of my wife, my daughter and her husband, Mr. Floyd H. Fox, and my two grandsons, Henry W. and Floyd Conklin, Fox, who are the life of the winter quarters.

I do not know exactly what kind of a show I will put out next season. My son, Peter Conklin, Jr., is in Europe, and if he sees any novelty in that country he will send it to me. He is at present in Vienna with the Barnum & Bailey Show; he has been on Mr. James Bailey's staff for years. Everything here is in first-class condition, and everybody is in good health.

With best wishes for the success of "The Billboard" and a prosperous New Year, I remain,

PETE CONKLIN.

West Hoboken, N. J.

Hall & Long's Show.

We closed our season in Greenville, O., and shipped to our new winter quarters in Sturgis, Mich. Have purchased a place here and laid a track from the L. S. & M. S. R. R. right up to our car-barns, so that our coaches will be stored under cover this winter. We have done but little so far, except looking for some spiral acts for next season to feature. We engaged nearly all the people we want before the show closed. The show will be enlarged, and will open in May, 1891. The show made a season of twenty-two weeks, and did not have but one or two losing stands during the entire season. This show will put out lots of paper next season. This season we used from 400 to 600 sheets in each town. It will, contentment, is still with us, and is busy breaking a troupe of ten goats for next season. He will make a feature in the parade with a small clown chariot, driving the ten goats tandem. Wishing you success, we are yours truly,

HALL & LONG.

Sturgis, Mich.

Rice's Dogs and Ponies.

In our mammoth pony barn, at 2065 to 2091 Elm street, New Albany, Ind., is found the tiny spotted Shetland ponies, sixteen in number, that have made Rice's Famous Dog and Pony Show one of the most noted exhibitions of its kind before the American public to-day. They are housed and cared for almost like children throughout their idle months. Some, of course, go through their daily training of new and novel feats, to be placed before the public this coming season of 1891, while others romp and play at will until spring rehearsals are called. Then there is quite a bit of activity around quarters in general. Painting has all been done, traps are new and glisten with their bright ornaments placed thereon. Prof. Chas. E. Rice is daily devising new plans and acts, which always places their entertainment far above the average of other so-called "dog and pony shows." He has lately finished a triple diving act by three splendid looking fox terriers, named Tom Reed, Duke and Loyal, who ascend a ladder forty feet in mid-air, and at a pistol shot all three leap simultaneously into the net below; a double somersault by two terriers simultaneously is also another feature. And while he features his dogs considerably, "Gabriel," the educated donkey, comes in for his share of the scores during public exhibition hours. The show is summarized as follows: Mrs. Effie C. Rice, sole owner, Prof. Chas. E. Rice, lessee and manager, Wm. Hatley and John W. Peters, superintendents, and boss props, Joe Warren on dogs and mules.

Wintermute Bros.' Shows.

The winter quarters of the Wintermute Bros.' Show embrace 198 acres, two miles south of Hebron, Wis. In the prehistoric age of stone this spot, so favored by nature gently sloping toward the congenial sun, and fringed by the Bark river, was evidently selected as the winter home of the Aborigines, as stone axes, arrowheads and other relics have been found in great numbers. It is a spot quite as well adapted to meet the requirements of a winter home for the modern dweller in tents, possessing a fertile soil, being watered by a natural spring and two fine artesian wells, and situated in the midst of a great hay and grain producing country. The buildings consist of three dwelling houses, three stock barns, one pony barn, 21x9, with loft, one barn 20x50 and one 20x30. In addition to these there is a granary, a ring barn, a canvas and wardrobe house, a paint and repair shop and a shed 150 feet long, under which are stored the cages and other paraphernalia. The brothers were all brought up on a farm. They took to the show business as naturally as a duck takes to water. Harry Wintermute, the eldest of the trio, made his debut when 17 years of age, with a tent 21 feet in diameter. The three brothers joined hands in 1886, with three horses and a 40x60 foot top, and have since followed no other calling.



J. R. BONHEUR

The Three Bonheurs.

These famous trio have attracted the good people's attention by their originality and unique standing in the profession. Dresden, Tenn., at 100 miles from Cincinnati, is the scene of their boyhood. Their remarkable success as showmen has been almost continuous and varying from the time of their first exhibition, which was given at Riley Center, Ky., in 1881, unknown to their most intimate friends in Morris county, where they lived at that time. Their show consisted of a magic lantern outfit and a camera, to secure their own pictures in case they were successful.

James R. Bonheur, then a mere lad, purchased a white Mustang from Miss Lida Gillett, sister of the notorious cattle plunger, Grant Gillett, now an exile in Mexico, to go on advance of the show, and carried his postage outfit with paper for each week's billings, a pair of leather saddle-bags.

They were so successful with their views of Western life, with Howard A. Bonheur as operator and James R. Bonheur as lecturer, that they soon discarded the mules. A fine wagon was built to order, and four big dapple grass purchased to pull it over the country. The east of wagon was black, but the sides were white and gold, with a revel of color and art. This wagon, the birthplace of the ingenious living pictures, having in turn had its palmy days of trouping, now lies dismantled in a wretched desecrated, at the Bonheur Bros. winter quarters. Jim Bonheur often reverts to those days as the happiest of their career. The charm of the life on the plains was its freedom, its soothing effects of sky and wind, the rolling, wide sweeping prairie and above all, the ever increasing patronage accorded them at the settlements where even a magic-lantern show was a new thing. Their routes extended into western Missouri, where they frequently met the James boys. They added to their show some real photographic views of the noted bandits, which, after the assassination of Jesse James, proved so valuable an attraction that they went to southern Ohio and Indiana, where their exhibitions netted over \$30,000.

There are at least two men in Ohio living today who know how Jim Bonheur obtained his first lessons in magic-lantern delineation. At an early age he painted very creditable water-color pictures. One of these water-colors showing a group of bears at a gringo picnic, was traded, "even up," to a lad of his own age for a pair of big, old-fashioned Kentucky hickories, as he said, to make an ice sled of the runners, because they were so big. But Frank Huddle, better recognized as "G. M. H." covering the skies because they fit his feet so well, induced young Bonheur to exchange them for a tiny tin box, with a bull's-eye lens and a spirit lamp, which "G. M. H." described as a magic lantern. Bonheur had never seen one before, and was captivated with the strips of glass, on which were transparent dials of kirgen-colored pictures. Both parties were satisfied with their bargain, and the incident of this boyish trade in the little tin lantern certainly had a direct bearing on the whole after lives of the three brothers.

In 1888, through experiments with a series of glass slides of a bucking broncho, taken

at a round-up, Jim Bonheur hit on the solution of the animated picture problem. He took much pride in showing a simple illustration of his idea, produced by only two views of the bucking broncho. By jerking the mechanical dissolver quickly back and forth across the optical centers of the stereopticon, the moving objects were connected in the pictures without any apparent eclipse between the change of postures, and no change whatever apparent in the surrounding landscape. The broncho bounded into the air or struck the earth in rapid succession, according as the jerking back and forth of the dissolver shutter closed and opened the right or left lens.

In January, 1889, while the three brothers were snowbound at Nelson's ranch, in McPherson county, Kansas, Mr. Bonheur submitted his idea in writing, accompanied with diagrams, explaining (to Edison) how unlimited continuous action could be produced on the same general optical principle with a simple magic lantern by passing through its optical system an endless belt of such pictures, each having a slightly advanced movement of the living objects, and referred to Muybridge's method of taking motion pictures, that he suggested might be thus utilized. In this document he credited the invention of the "Dancing Skeleton," which he had studied, to Prof. Pepper, and subsequently learned that Mr. Beale, of Greenwich, Eng., was its inventor. Mr. Bonheur's mistake unchanged remains, however, in the history of the modern animated picture, as published in The Century in 1894, by the Dicksons.

Milton Starr, a literary friend of James R. Bonheur, says, in his writings: "James Watt discovered the expansive power of steam, but other men applied the discovery and perfected the steam engine. The making of the engine was mere carpentry, but the eye that penetrated the secret of nature was the eye of genius. The kinesiograph is one of the most wonderful of Edison's inventions. The man who gave Mr. Edison the idea which that in-

The Whitneys.

Our headquarters are well known to many of the profession. We are here in Imlay City, Mich., where we have been for more than twenty years. We are wintering thirty head of horses, and have one of the finest wagon shows on the road. We have a fine dining car thirty-six feet long, drawn by four coal black horses. We have six sleeping cars, which enable our people to have all the comforts of a home every day, rain or shine. Everything at headquarters at present is going through the hands of the painters and repairers. Our show goes out stronger and better than ever next season.

Wishing "The Billboard" success, we remain,
Yours truly,
THE WHITNEYS.

A. H. Reed's Show.

The winter quarters of A. H. Reed's Show are nicely situated at Vernon, Ind., on the banks of the Muscatatuck River. The main building is 40 x 60 feet. Then there is a commodious stock barn, sheds for wagons, canvas and the general outfit. John Kirkham has charge of the stock with William Perry, Dad Newton and Sim Henry as his assistants. Everything is being overhauled and nicely painted. The show will also have several new cages, which are being made under my supervision. Our agent, Bart Rowen, is busy studying maps of southern Indiana, Kentucky and West Virginia, as that is the route we expect to take next season. Mrs. Reed is hard at work training dogs to add to her present troupe. Next season will make the twenty-first under the present management of this show. We appreciate "The Billboard" as a representative paper for circus people, and it is looked for with pleasure by all at winter quarters.



A. G. BONHEUR

to their circus, Prescott & Co. will this season put out a mammoth Uncle Tom, to follow over the same route one week later. Arthur LaNell, several seasons with La Pearle, will have charge of the Tom Show. Several new baggage tableaux wagons are in process of construction, and the Original and Only Prescott Show will prove its claim to be the best 25-cent show on the road for the season of 1901. Yours,
C. T. P.
Rockland, Me.

Gollmar Bros.' Show.

We are wintering ninety head of stock, and they are all in good condition. The season just closed was the best we have ever had, and we will go out next season with a much larger show than we have ever had. Our animals of all kinds are in the best of condition, and are wintering very nicely. We repaint and regild all our wagons and parade chariots every winter, and have started the repairers and decorators at their annual occupations. Our winter quarters are situated on the banks of the Baraboo River within the city limits, and consist of three acres of land. We have a large ring barn, a commodious animal house, stables that hold 100 head of stock, a paint shop, harness shop and store rooms. City water and electric lights.

Baraboo, Wis.

GOLLMAR BROS.

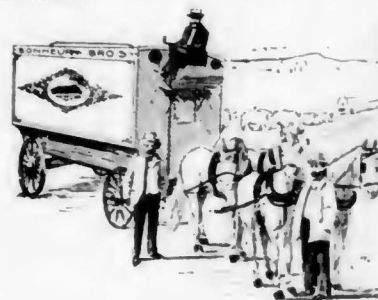
Campbell Bros.' Shows.

We have for the season of 1901 fourteen 60-foot cars. Will use in big show two rings and an elevated stage. Mr. Fred Costel, our agent, is now in the East buying property. Our latest purchase is as fine a calliope as money can buy. Last season the show traveled 11,000 miles, and covered fifteen States, and had the usual Campbell Bros. business. I am pleased to see "The Billboard" where it is now. It has become a necessity to us, so we enclose you money order, for which put us on the list.

CAMPBELL BROS.' SHOWS,
Fairbury, Neb.

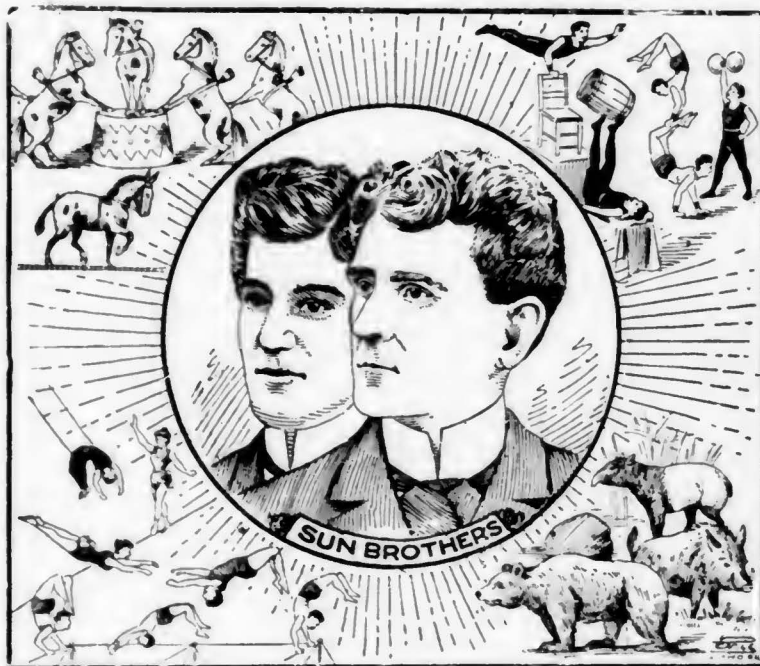
E. G. Smith's Shows.

E. G. Smith's Monster Ten-Cent Show and Combined Dog, Mule and Donkey Circus is most comfortably housed at the "Cable Farm," at Fyan, Pa. We are wintering four head of horses, trick donkey "Jenny Lind" and our "mule clown" Dau. Our trained stock and dogs are under the personal care of E. G. Smith, and horses and stables are under the watchful eye of George Shaffer, who has sole charge of stock and entire outfit. E. G. Smith has in training six snow white poodle dogs, which, when broke, will swell our troupe of dogs to twelve in number. We will open with all new tents, and add a new four-horse truck. Wagons will carry the colors of yellow and vermilion with gold lettering. It will take eight head of horses to transport the show, and we look for a big season in 1901, as we left a good reputation along our entire route of 1900. People at winter quarters are Geo. Shaffer, our kind hosts, Mr. and Mrs. Geo. Egolf, and Mr. and Mrs. E. G. Smith.



PICTURE OF THE WAGON.

Birthplace of Animated Picture Machine: built by Burg & Sons, Burlington, Iowa; used by Bonheur Bros. for 13 years.



SUN BROTHERS

Sun Bros.' Shows.

Sun Bros.' winter quarters are at Norfolk, Va. Season of 1900 was one that will be long remembered. We opened the season at Raleigh, N. C., April 5, and closed Nov. 24, at Lawrenceville, Va. The season was one of the best in the history of the show. The success of this show is due to the fine advertising done and the clever performance given. The show uses sixty-five head of horses, and carries nearly 100 people. George and Pete Sun are the proprietors. Pete Sun handles the advance and George Sun manages the show. O. K. Steuer, treasurer; Otto Gleisler, superintendent; John Reynolds, veterinary surgeon; Joseph Malone, blacksmith; Harry McBride, animals; Otto Muller, night watch; Sam Morris, steward; Prof. Chas. Coons, bandmaster. The show will, during the winter, be overhauled and put in the best of shape, and will come out in the spring like a new bird.

During the winter Sun Bros. run a sixty-horse transfer company in Norfolk, Va., besides having two companies on the road—No. 1 under the management of Peter Sun; Company No. 2, O. K. Steuer, manager. The future for Sun Bros. looks bright, and they wish "The Billboard" much success.

Respectfully,
SUN BROS.

Prescott Co.'s Shows.

Our quarters have been entirely rebuilt since being destroyed by fire Jan. 27 last. We are wintering thirty-eight head of stock, which are at work in Prescott & Co.'s lumber lot, at Meadow Mountain, in charge of Ran. Ness, boss hostler the last three seasons. They will return the 1st of January. Prescott & Co. hold the contract to haul the winter ice for the Rockland Ice Co. In addition

Stewart's Family Shows.

My little show opened its season April 30 and closed Oct. 20, and is all put away in sheds and barns of my own on Purman street here in Ft. Wayne, Ind. Since I got home I have built a new shop, and have arranged a neat little office in one corner. I heat and light both shop and office with natural gas. My show will be about the same as last season. We will use a 60x90 foot show top, 20x30 dining tent, 30x60 horse tent and 12x20 office tent, five baggage wagons, one bill wagon, ticket wagon, one carry-all and two seated canopy top carriages. Our feature drawing card will be a grand free balloon ascension and parachute jump daily at 4 p. m., and Dewey, the high diving dog, will dive from the top of a 50-foot pole into a barrel of water, at 1 o'clock sharp daily (the barrel is made of canvas). I will carry from twenty to twenty-five people and sixteen head of horses, two trained ponies and one clown mule. I shall open here in Ft. Wayne the last Saturday in April. My prices will remain the same as last year, 10 and 20 cents. I read "The Billboard" every week. I get it from one of our newsdealers here. It is now lying on my desk. "The Billboard" is all "O. K." and I wish it success. Yours respectfully,
Ft. Wayne, Ind. CAP STEWART.



H. A. BONHEUR

Sells-Forepaugh Shows.

There is no better illustration of the growth of the tented show business in America than the little village of Sellsville.

Twenty years ago Messrs. Ephraim, Allen, Lewis and Peter Sells purchased a small farm of some forty acres on the west bank of the Cheatung River, about four miles from the city of Columbus, and erected thereon several small buildings to shelter their few cars, cages, animals and other circus paraphernalia, and around these small barns has grown in the last decade the village of Sellsville.

The city has extended its arms, until only the river comes between it and the little village, and where, but a short time ago, a poor farmer was barely able to keep body and soul together, today there is a village of several hundred inhabitants, for whom employment is found in the various shops of the Sells Brothers and in the different mills and stores.

First, near the river bank, is the wagon and blacksmith shop, 200 feet long and 7 1/2 feet in width, where all of the baggage wagons, cages, chariots, etc., are overhauled, refitted and strengthened, under the able supervision of Peter Heutz, for many years the master mechanic of the Sells Brothers Show.

Further up the hill we come to the car shops and yards. This building is some 400 feet in length by 50 in width, and is in charge of Wm. Loos, who, before taking charge of the car shops for the Messrs. Sells, for many years held a similar position with the Pennsylvania Railroad.

Mr. Loos has under him twelve car builders and smiths. But a short distance from the car shops is a building almost as large, the paint shop, where every cage, baggage wagon, chariot, seat plank, stinger and pole is repainted and decorated, under the able direction of Mr. Kiefer, of Cincinnati, one of the best known animal artists in America.

Mr. Kiefer has employed under him in his shop eleven men. Across the ravine, and on the next hill, are situated the three large animal buildings, one where all cat animals, such as lions, tigers, etc., are securely housed and cared for during the winter months; one where hay animals, such as rhinoceros, hippopotamus, deer of various varieties, zebra, ostriches, etc., are kept, and one building the largest, which is the winter home of the herd of twenty elephants and some sixteen or eighteen camels and dromedaries.

Connecting with this building is a large ring barn, where, twice daily, the performing elephants are put through their various maneuvers, and new and uneducated animals are taught the different stunts that go to make up an elephant act. Wm. Emery is the foreman of these animal buildings, and is assisted in his care of the animals by twelve competent men.

Not far away is another large ring barn, under the charge of equestrian director Frank Melville, wherein all ring horses and hippodrome stock is installed, and where the different performers practice their old tricks and learn new ones.

Through the indefatigable work and original ideas of Mr. Melville, out of this ring barn have sprung more new circus acts and novelties in the past four years than from any similar building in America.

One of the same original forty acres are also located the harness shop, where all old harness and trappings are overhauled and rejuvenated and all new harness is made; the "sail loft," where all tents, ropes, banners, etc., receive their necessary patching; the eating house, with its rows of long tables, where all employees are given their meals; the wardrobe building, in which all uniforms, costumes, decorations, etc., are cared for and made by tailors, under Mr. Wm. Gorman's direction.

has ever been known to remain there over twenty-four hours. He has such a way of informing this class of people, usually so plentiful around a circus winter quarters, that their room is more desired than their company, that they invariably leave without a second notice.

A roster is given below of the employes on the pay-rolls of the winter quarters at Sellsville:

- Jas. B. Stowe, superintendent of all shops. Paint Shop—John Keifer, in charge; John Keifer, Jr., Ed. Witte, Mike Hartigan, Ben Jarrett, Jas. Whitteyer, H. Zander, H. O. Haaver, F. Smith, R. Porterfield, Ab. Andrews. Blacksmith and Wagon Shop—Peter Heutz, master mechanic; J. W. Gilliam, Pat McCormick, "Buffalo" Harblutzel, Wm. Harblutzel, Arthur Hoyer, Wade Andrews. Car Shops—Wm. Loos, master mechanic; John Marks, Dan Judge, Abe Brandou, L. C. Mosen, C. A. McCormick, R. J. Paterson, Wm. Smith, Wm. Hamilton, Peter Dunn, Geo. Tinkham, Peter Haust. Animal Buildings—Wm. Emery, in charge; James Rafferty, assistant; W. H. Hader, G. Campbell, A. Vanderhoff, "Ginger" Watkins, E. McBrade, C. H. Duell, F. Lathfield, H. Howard, Geo. Livingston, Del Morrison. Harness Shop—H. Wilson, Wm. Marks. Watchmen—"Fatty" Clark, Benny Bohm. Stock and Drivers—John Shumate, in charge; John Smith, Wm. Sutton, John Reynolds, Al. Perkins, John Vogel, Ike Goodman, C. Kautman, Barney Kunkle, Harvey Brown, Clark Snively, Pond Smyth, Scott Mull, Jas. Walcutt, Ed. Eversett, "Crow" Friend, Jas. Griffin, Chas. Keagle, Geo. Albright, Henry Pearson, Doc. Stewart, Frank Stewart, "Butch" Williams, Isaac McWade. Eating Houses—Wm. Heubler, chef; Chat. Watson and C. W. Hall, assistant cooks; Tom Barry and Ed. Keough, waiters. Wardrobe Building—Amos Winterringer and Thos. Hart.

Ci. bs' Olympic Shows.

The Gibbs Olympic Show had a prosperous season, covering nine States. We returned to winter quarters at Wapakoneta, O. All the shows, both large and small, have played this town under canvas in the last twelve years on the Gibbs lot, and know the large red barn and sheds of Mr. Gibbs. Next season, besides my vaudeville circus, I will put "Quo Vadis" under canvas, with a novel parade, using 20 foot-long sleepers and baggage cars.

Pawnee Bill's Wild West.

The Pawnee Bill's Wild West Show is wintered at Litchfield, Ill. They went into the town Oct. 30. They are comfortably situated, having engaged the entire plant of the Litchfield Car Works, where they have stored all their paraphernalia. The workmen are now engaged refitting the entire show for next season. Four new cars will be added to the outfit. About thirty men are in charge of the show property. Many of the employes of the car works are building the new cars and repairing and repainting the old ones. The stock is mostly on pasture, and is reported to be in excellent condition. The season will probably begin about the middle of April. Last year was the most successful in the history of the Pawnee Bill aggregation. W. E. Ferguson will be the general agent again this year. His work has been of the gilt-edged order. Pawnee Bill has just returned from a trip to Old Mexico, where he went to find new attractions for the coming season. He is at his great ranch at Pawnee, Okla. Ter.

Lee Bros.' Shows.

We have fine winter quarters, with a large ice house and spring-water pond located on the premises. We have sold this fine privilege to the Maine Creamery, of Providence, R. I. Last winter 400 tons were harvested from this ice field. Mr. H. Carter is in charge of the barn. Mr. Patande and assistant are busy on the new wagons. Chas. Pratt, late of the Buffalo Bill Show will be general agent. William H. Giddon, in charge of stock, sixteen head. M. Casselli, leader of hand ten pieces. All the above have signed for next season. We will take especial pride in our stock, and will have nothing but the best money can secure. Our horses are all Canadian or St. Lawrence River horses, and noted especially for their great beauty, rare intelligence and haughty mane. The size of our big top is eighty feet with forty foot middle piece, and will be brand new. We expect its arrival Dec. 5. Everything points to success for the season of 1901 for this show. This is one of the newest and latest shows that will make a bid for public favor next season. The first will be best and the best will be first, can be rightly applied to this show, for many are called, but few are chosen. Wishing all a merry Xmas and a prosperous New Year, we remain, yours sincerely, LEE BROS., Pawtucket, R. I.

Barnum & Bailey's.

The Wild West outfit arrived at Bridgeport, Conn., Nov. 8, from Memphis, Tenn., the closing stand, and took possession of the large winter quarters. The new car building erected at a cost of over \$15,000, to replace the one lost by fire last January, was completed Nov. 1 and all ready to receive the Wild West cars.

Active work has already been started in getting the show ready for the season of 1901. John McLaughlin is in charge of car department and repairs, Jehu Norbury in charge of wagon shop, and J. Platt in charge of seats; A. Merwin, loss painter, and "Kid" Prentice purchasing agent. Mr. Henry Barnum and E. H. Hutchinson, superintendents. The Barnum & Bailey, Limited, opened at Vienna, Austria, Nov. 25, for the winter to two packed houses at the Rotunda.

Ziemer's Shows.

The King E. Ziemer Royal American Shows will surely look their title the coming season, more so than the last, as everything will be new with the exception of stock and wagons, the wagons being newly made for the show last winter and the stock being in fine condition and looking as good as the best. The quarters are comfortable but a little small, although it will do for the winter, and of business the coming season will warrant it, there will be an addition for the following winter. Yours truly, KING E. ZIEMER, St. Louis, Mo.

Reno's Allied Show.

The winter quarters of Reno's Allied Shows and Trained Animal Exhibition are in Kankakee, Ill. The show travels with fifty-eight horses and twenty wagons. It has two advance wagons. The stock is all young and in excellent condition. The roster of the shows includes forty-six people.

Baby Lions at Winter Quarters.

B. E. Wallace is a man of push and progress. He is not only completely remodeling his city residence, but is making substantial improvements at the winter quarters and on the old Whitteuburger farm, which he purchased several months ago. At the latter place he has erected new corn cribs and fences, with a beautiful arch over the gateway to the barnyard, surmounted by an engraved lion's head, and bearing the inscription: "Springdale Farm." In front of the residence is being built a substantial but not stone wall. The residence has been improved by broad porches and verandas and a fresh coat of paint.

At the winter quarters Mr. Wallace has built a new pony barn, and expects soon to build another like it, also to build a bull house and a power house, to furnish water for the horses and animals and for fire protection.

One of the leading features of the menagerie next year will be the six young lions, one litter of which are now about two months old and the other about a month old. Till spring they will be very playful and frolicsome. At present they are pretty, downy little creatures, of whom their mothers seem excessively proud.

Circus Winter Quarters.

The following list gives the winter quarters of the various tent shows, circuses and Wild West combinations. In many instances, (but not all), the address given is also the permanent address. The list is revised and corrected weekly.

- Adell's Dog & Pony Show... Ft. Recovery, O. Adent's Bug City Show... Muscatine, Ia. American Circus & Ex. Co... Kansas City, Mo. Tony Ashton's Show... London, Ind. B. & B. Shows... Antigo, Wis. Backen's Shows... Baltimore, Md. Bailey & Sons... Houston, Tex. Bailey Twin Sisters... Urbana, O. Barber Bros... Portsmouth, O. Barlow's Shows... Syracuse, Ind. Barnum & Bailey... Munich, Germany. C. N. Bay, 152 S. Main st., Washington, Pa. Berberle's Burk Tom Shows... Lincoln, Neb. Bohner Bros... Augusta, O. T. Frank C. Bostock... Indianapolis, Ind. Frank C. Bostock... Baltimore, Md. Frank C. Bostock... Milwaukee, Wis. Bostock & Ferrari Shows (street fairs)... Indianapolis, Ind. Buchanan Bros... Des Moines, Ia. Bucksie Bill's Wild West... Potosi, Ky. Buffalo Bill's Wild West... Bridgeport, Ct. Callahan (Prof.) Tom Shows... Olatte, Kan. Campbell Bros... Fairbury, Neb. Carlisle's Wild West... Lynn, Mass. Clark Bros... En route. Clark's, M. L... Alexandria, La. Clarke's United Shows... Alexandria, Ia. Cooper & Co... En route. Conklin, Pete, 412 Sewell st., W. Holoken, N. I. Geo. C. Craft Dog and Pony Shows... Ponda, Kan. Collins Bros... Concordia, Kan. Doshak's Dog & Pony Show... La. Levee, Kan. Davis (E. F.) Shows... Kalamazoo, Mich. Dougherty's Dog Shows... Kansas City, Mo.

Doek's Sam. ... Ft. Loudon, Pa. Downie (Andrew) Shows... Medina, N. Y.

- Elton Bros... Smithfield, Fayette Co., Pa. Ely's, Geo. S... Metropolis City, Ill. Ewers' Bros... West Point, Ia. Exposition Circuit Co. (st. fairs)... Canton, O. Gaskill, Frank W. (street fairs)... Canton, O. Gentry's Dogs & Ponies... Bloomington, Ill. Gibbs' Olympic Shows... Wapakoneta, O. Gollmeier (Wm. H.)... Ardmore, Pa. Gollmer Bros... Hardeo, W. Goodrich, Jas... Bridgeport, Conn. Gray, Jas. H... Laverne, Minn. Grant, C. Colorado... Denver, Col. Great Syndicate Shows... Kansas City, Mo. Hag's Shows... En route. Hagenbeck's, Carl... 30 Wabash av., Chicago. Hall & Long's... Sturris, Mich. Hall's, Geo. W., Jr... Evansville, Wis. Happy Holl Robinson... Lancaster, O. Hargrave's Shows... Chester, Pa. Harrington Combined Shows... Evansville, Ind. Harris' Nickel Plate... Chicago, Ill. Harris, John P... McKeesport, Pa. Huston's Shows... Winchester, Ind. International Exhibition Co... Kansas City, Mo. Jaille's Bonanza Shows... Osterberg, Pa. E. L. Johnson... Elmira, N. Y. Kamp Sisters' Wild West... El Paso, Ill. Thos. W. Kehoe... Station M., Chicago, Ill. King & Ziemer, 8025 Van Buren st., St. Louis. Kennedy Bros... Bloomington, Ill. Lambberger's, Gus... Orville, O. La Place, Mous... Byesville, O. Lemon Bros... Argentine, Kan. Lee, Frank H... Pawtucket, R. I. Geo. Langl... DeFuniak Springs, Fla. Lorretta... Corry, Pa. Louis' Crescent Shows... Geneva, O. Lowande's, Tony... Havana, Cuba. Lowande's, Marthino... Havana, Cuba. Lowery Bros... Shenandoah, Pa. Lu Bell's Great Sensation... Washington, La. Marlette's Shows... Taylor, Tex. McCormick Bros... Gallipolis, O. W. E. McCurdy, (industrial)... Marshall, Mo. McDonald's, Andy... 175 W. Madison, Chicago. McDonald & Bryan... Charlotte, Mich. McDonald's, Walter... Abilene, Kan. McGregor & Co... Detroit, Mich. Miles, Orton... Centropolis, Mo. M. B. Moody... Liberal, Mo. J. C. Murray... 414 S. 5th st., Atchison, Kan. Nat's United Shows... Beloit, Kan. New England Carnival Co... Canton, O. Norris & Rowe's... Oakland, Cal. Norris Bros... Oakland, Cal. Pau-Continental Shows... Olean, N. Y. Pawnee Bill's Wild West... Litchfield, Ill. Perrin's, Dave W... Eaton Rapids, Mich. Perry & Pressly... Webster City, Ia. Prescott & Co's... Rockland, Me. Price & Honeywell... Wilkesbarre, Pa. Raymond's Shows (Nat)... South Bend, Ind. Riddan's Amusements... Parkersburg, Va. Reed's, A. H... Vernon, Ind. G. W. Rehn... Hannville, Harper Co., Kan. Reno's Oriental Shows... Kankakee, Ill. Rhoda Royal Shows... Geneva, O. Rice & Davis... Chandler's Valley, Pa. Rodeo Dog and Pony Show... New Albany, Ind. Roeding Bros... Baraboo, Wis. Robinson's John... Terrace Park, O. Robinson Bros' Shows... Hosack Falls, N. A. Royer Bros' Shows... Pittsboro, Pa. Santelle's, Sig... Homer, N. Y. Sells Bros & Forepaugh... Columbus, O. Sells-Guy... Peru, Ind. Setchell's, O. Q... Little Sioux, Ia. Schaffer & Cook Bros... Portsmouth, O. Schaffer & Spry... Portsmouth, O. Short Bros... Bluefield, W. Va. Silver Bros' Shows, G. Silver, mgr... Sips's, Geo. W... Kokomo, Ind. Snyder's Shows, (E. D. Snyder) Pine Bluff, Ark. Smith's, E. G... Sycamore, Pa. Smith's, Frank E... Kansas City, Mo. Spauld's R. R. Shows... Port Jervis, N. Y. Sparr's, John H. (two shows)... En route. St. Julian Bros... 3267 Miller st., Phila., Pa. Stark Bros... Burlington, Wis. Don C. Stevenson... Galveston, Tex. Stewart's, Capt... Ft. Wayne, Ind. Sun Bros... Raleigh, N. C. Taoner's Park & Fair Attraction... Pittsburg, E. J. Taylor... Crenton, Ia. Tedrow & Gettle... Nelsonville, O. Teets Bros... Hazel Green, Ky. Thomas & Pearl's... Yellow Creek, Pa. Trout & Easter's... 430 Penn av., Elmira, N. Y. Tuttle, Louis... Box 1,498, Paterson, N. J. Tuttle's Olympic... Lanesville, Pa. Frimston's, W. E... Pacific Grove, Cal. VonAnberg & Gallagher... Medina, N. Y. Wallace Shows... Peru, Ind. Ward's Shows... Plymouth, Mass. Weller, Harry... Alliance, O. M. Weller... 1027 River av., Indianapolis, Ind. Weller's, M... 1027 River av., Indianapolis. Welsh Bros... Lancaster, Pa. Wether's, Albert M... Massillon, O. Whitney's Minstrels... Bennington, Vt. Williams Shows... Altica, O. Williams' Vaudeville Circus... Nashville, Tenn. Williams, W. O... Gallatin, Tenn. A. Wilson Snow (theatrical tent)... Norwich, Ct. Wintermute Bros... Hebron, Wis. W. E. Winston... Pacific Grove, Cal. Wixon Bros... Innersoft, Mich. James Zanone... Nashville, Tenn. Ziemer Shows, 8025 Van Buren st. St. Louis, Mo.

Our readers will confer a great favor by bringing any errors or omissions in the above list to our notice. We revise the list carefully every week, making every effort to keep it reliable and correct. In writing to any of the above addresses, please state that you saw it in "The Billboard."

The Treasure in Danger

By CHAS. H. DAY.



Phillips was a circus manager who had led the front doorway via the ring. A crowd and capable performer of odd time, grand ability, he had always commanded a good salary, at home and abroad. During one of those regularly recurring business depressions he had, with a partner, departed from the United States, and toured successfully in foreign parts. Sober, reliable and of economical turn, the Phillips, so-called, were they were brothers only on the bills—found themselves, on their return to America, possessed of sufficient capital to invest in a small circus on their own account.

Both being daring by nature the partners at the very outset of their career made a law line for the far West, determined to secure a new field of operations and wealth, even at the risk of their scalps. All the savages on the border were not red, and blood was on the hands of many who were not Indians.

The rapid developments of the great West was miraculous, and the new managers expanded their investments until their show, in the matter of size and equipment, was surpassed by few of the larger and older circuses controlled by the Eastern arena managers. As their show grew in pretension and reputation their credit also became gratifying and substantial. Their patronage was sought by all outfitters in their line, and printers were particularly anxious to contract with them for their season's printing.

Farnum was the favorite printer for the Phillips, and did about all their work. The relations of the showmen and the printer were quite confidential, as they usually are, in visiting the printer, with a view of making a contract, one mild winter day, the showman divulged that they intended making an important new departure the coming season, by adding a considerable menagerie to their attractions.

What do you think?" they asked, in chorus. "Well, I'll tell you," replied the conservative but sincere Mr. Farnum. "Your idea is a good one, if you do not cramp yourself for ready capital."

"That's just it," put in the real Mr. Phillips. "Ever since we began in the business in a very small way, we have avoided tying ourselves up financially, and have never been without a good surplus in bank to meet emergencies."

Then, interrupted the smiling Mr. Farnum, "you can add the wild beasts without their eating your heads off?" "We can," returned the partners, in one voice.

"Will and good," decided the printer; "and this means a land of less distance and more civilization."

"Not immediately," returned the senior of the firm. "We have made our money in the wild and woolly country, at some personal risk, to be sure, but we lived through it all."

"And made money," chimed the cheery partner.

"And a good deal of it," added the junior manager, as the senior nodded an assent.

Phillips further explained: "Of course, our enlargement is not agreeable to some of these millionaires of the East, and the truth is, we are not in a hurry to invite competition and the inevitable competition. Wait until we get a great big round sum in the bank vaults, and then we can spread ourselves all over the United States, without endangering our existence."

"Sound sense, good judgment," exclaimed the show printer, slapping his hand on his knee to emphasize his endorsement. Then he too, began to talk shop, and divulged that his prospects were excellent in fact, never better.

"There's Hutter," exclaimed Farnum. "What a man he is, great head! A master of his art. Runs three shows, is at the head of a bank and connected with more concerns in a financial way than you can shake a stick at."

"I find one show quite as much as I can handle," observed Phillips. "And then he has been to talk on printing and Farnum was full of from enlarging on his star customer. But, the wonderful manager of three shows."

The Phillips liked up their business and in New York in a couple of days, and made off to the West where their show was wintering. In the spring their shipments of animals came over from Germany, and by the opening time everything as contemplated was arranged and completed. As was deserved and expected, business proved good, and the remittances to the printer were both large and frequent until the season was more than half over. Then the show took a long and regular border run, the outfit being on wheels, and was for quite a length of time on regular lines of communication with the rest of Uncle Sam's domain.

One day while in the obscure but summering region, the junior partner said to the other Mr. Phillips:

"Are you aware that we are piling up quite a sum of money in the ticket wagon?"

"Yes."

"And that I am getting quite anxious about it for two reasons?"

"And they are?"

"We are in a tough country and among a tough people."

"I'm sure some of them are bad enough, I will allow. At the door everybody, since leaving Omaha, I have seen men who would do you for five."

"Or less. I was going to say that we are carrying too much money, and I am thinking that Farnum might be standing in need of some of it."

"That" was the reply. "There's Hutter and his three shows, and the bank."

"Yes, there's Hutter and the shows. If they should all three strike a losing, where would Hutter and his bank be?"

"Right side up," laughed Phillips, adding, "But what you say about our money is true. We are carrying more than we should. It has piled in on us so rapidly, and the drives have been so long and so hard that I have little time for anything but traveling, showing and gathering in the shekels."

"Yes," chimed the junior. "And here we are adding to the pile, with no more facilities for banking or forwarding money than are to be found at the base of the North Pole."

Phillips laughed and remarked: "Your climatic comparison is not correct. Instead of the North Pole I should say Equator, it was torrid yesterday. By the way, I saw a new woman in the concert yesterday."

"Who is she?"

"Oh, she joined out yesterday," was the reply. "Said that she had been in the business before in a better way; was down on her luck, and wanted to get out of this country. Kind of pleaded in such a way that I took her on for a Ciresian in the side show and to sing in the concert."

"Has quite a voice," said Phillips. "Rather, has had," suggested the junior. "Probably has seen better days," observed Phillips.

"A woman with a past," jocosely remarked the junior, in inquiry. "Very much past," said Phillips. "I hope that she has no record that will compromise us with the public."

"If she has we will be pretty apt to hear of it, and in that case we will let her out." The speaker paused for a moment, and then he added gravely: "Do you know—of course you don't know—I've been thinking that I should not have taken the woman in the company."

"Shaw," exclaimed Phillips, "what are you thinking of?"

"Thinking of a good many things, I think, I look and I hear. I heard the sheriff call you but yesterday that the border was infested with a blackhearted lot of cut-throats, who looked upon robbery and murder as art, not crime. And there is more to the sheriff journeying along with us than mere pleasure."

"Combining business with pleasure?"

"I am quite sure of it. Further, I think that he has several deputies along, who, to all appearances, have no connection with him. I have seen him conferring with parties for a moment, as if gathering information or dropping instructions."

"Perhaps he is protecting us?"

"Or arranging a trap for the outlaws?"

"With our cash boxes for the bait?"

The senior looked significantly, and the junior manager answered with a prolonged shrill whistle.

The time having arrived for the opening of the big show the managers dropped the subject and went to their posts. Shortly after they had taken their places, receiving tickets, the sheriff sauntered in, nonchalantly surveyed the interior, and then passed along, as if to go out.

"Anything new?" inquired Phillips. "Nothing except your Ciresian girl," winked the official, as he continued on his way.

The managers exchanged inquiring glances. The sheriff continued on his way, and did not as usual return during the afternoon performance. Before the show was over a note arrived at the local office, and the postmaster obligingly brought over several communications for the Phillips brothers, regarding the show.

"It occurred to me that some of these might be important. Your Eastern correspondents appear to be poor judges of time and distance."

ached the best of the shows which is not tied up with any bills of sales. The first thing for us to do is to get money to him as soon as possible, or before we are relieved of our unwieldy surplus."

"More clairvoyance?"

"Never mind, I'll feel easier when the bulk of it is out of the ticket wagon and turned into a draft. If this had been the other side of the Rockies Wells-Fargo would have had an office at every camp and cross-road."

From the postmaster the managers learned that a banker could be found at their next stand. It was Saturday, and the next point of exhibition was two days away. The show was to start as soon as loaded immediately after the afternoon, and only performance. The two elephants and the animal vans were already on the way, and it would take hard and forced driving to reach the next stand in time for Monday's show.

"Dangerous country," remarked the postmaster. "So?" returned Phillips, attempting to be unconcerned. "Worst on the border. Ask the sheriff," returned the postmaster.

"By the way, where is the sheriff?" inquired Phillips, beginning to be a trifle nervous. Continuing, "Well, we've had to deal with a lot of alleged bad men out here in the West and survived it."

"You never tackled these parts," persisted the postmaster. "Arizona and New Mexico at their worst were never so bad. If you had my advice you will take counsel with the sheriff, a wise, experienced and daring man, and prepare yourself for emergencies. The truth is, you are to move through a country terrorized by a band of cut-throats, who have committed all manner of enormities in the Bad Lands you are so soon to traverse."

"As bad as that?" asked the junior. "As bad as that! The situation could not be worse. Whoever guided you into this trap must have been a tenderfoot. The locality is notorious all along this frontier."

"Fine prospect," observed Phillips. "I thank you for your warning. Whatever turns up, we will be prepared for the worst."

"Rely on the sheriff," interrupted the postmaster, as he gave a parting shake of the hand to the managers.

After the postmaster had departed the partners looked at each other in a dumbfounded sort of a way, before either could find expression of his thoughts, the party in charge of the side show and concert approached, with the explanation:

"The new Ciresian has skipped. She said that this note would explain it all. She's gone. Sort of a stunner, in her way. Must have had early advantages, as the saying goes. Shins a quill in fine shape."

As Phillips read the beautifully inscribed communication, in a clear, bold hand, his partner perused the startling communication over his shoulder.

"You was sent to you to direct the robbery of your show, which has been watched for some time by a band of cut-throats. Heretofore I have been the willing tool of the guiding spirit. I am no longer, and betray him for cause—because I hate the other woman, who is as fair and as young as I was once. When you move tonight, do so with an empty ticket wagon. Stow the money elsewhere and look sharp. Make no confidants; the gang has spies, whom I know no better than you. I fear the worst, but I am going to make a dash for life and liberty. If I succeed, you will hear from me again."

The letter bore no signature, and the last words were underscored.

The managers now set about the cautious transfer of their funds from the ticket wagon, and an opportune time came at the supper hour. Apparently, the partners were entirely unobserved, as the lot was quite a distance from town, and free from both loungers and employees. The bills and gold were thrust into capacious traveling bags, while the considerable amount of silver was allowed to remain on account of its bulk.

"I'll be satisfied if they get only the white metal," remarked Phillips. "We might make a bag for it, but to what purpose. I would not sacrifice the humblest man with the show for a paltry thousand in specie."

"Or I, either," returned the partner. "But they may be tempted to attempt the capture of our ring stock."

"I don't think that is on the program," sagely observed Phillips. "The big money is what they are after."

After a long pause in the conversation during which the precious store was selected in the seat of their buggy, Phillips, in a cautious fashion, exclaimed, quoting the postmaster:

"Rely on the sheriff."

"And by the way, where is the sheriff? He hasn't missed a meal in our camp before to-day since we entered his jurisdiction."

"Beats me!"

"Can't understand it!"

Even that did not dismiss the sheriff from their minds. Partaking of a hasty meal they made a quick departure for the far-off West town. Hours and hours they rode straight away into the night without molestation, but with revolvers handy and every sense acute. For a distance they had only to follow the tread of the elephants across a wide expanse of prairie, but they passed them and the case team and menagerie tent baggage in a few hours. In the morning the managers halted near a fordable stream, stopped to refresh the horses with water, and also partook of a lunch they had brought along.

"Here as where all hands will feed and water," remarked Phillips, as he refolded a letter of the advance agents, accompanying the contracts. "I think if any job was attempted it must have been during the past night. You see, all day long we are getting toward a better country."

"Strange the sheriff turned his back on us as he did, disappearing just when we had need of him."

Phillips response was not reassuring: "I have heard of sheriffs who played directly into the hands of the outlaws."

"So have I," lugubriously returned the junior.

A couple of hours after arriving at the stream Phillips, who had been scanning the horizon, quietly observed:

"If I am not very much mistaken, there is an indication of an approaching party."

"There is," returned the junior.

"You are a better long distance looker than I am," said Phillips. "What do they look like?"

The partner did not reply at once. After a considerable time he answered, abruptly:

"Men on horseback."

"Our ring stock?" suggested Phillips.

A long silence ensued. Then the partner replied, with a shake of the head:

"No, there is a man in every saddle."

"I don't like that!" exclaimed Phillips.

"How many?"

"Six."

"Six to two?"

Then they consulted, and decided to hitch up and move across the stream and secure themselves and the horses.

"Probably we have been seen," said Phillips. "It is more than likely; but if we have to make a fight of it, we can make a better defense on the other side. If it wasn't for the money we could unharness the horses and make a run for it."

"Oh, if we only had rifles!" exclaimed the partner.

"Might as well wish for cannon," returned the partner.

The advancing party were coming on at a good pace, and it was noticed that two of the riders were proceeding far in advance.

"I believe they want a parley," remarked Phillips. "Do you see how the two first men are maneuvering?"

The other manager nodded assent.

"See, the other fellow has halted," commented Phillips, as he peered above the tall prairie grass. "The leader is coming on alone. Gracious, he has nerve! Lay low and keep mum."

On the single rider came, to the very edge of the opposite shore, and called:

"Hello, boys, is that you?"

Phillips jumped to his feet with a shout.

"The sheriff!"

Then the official crossed over, and his five followers, his posse, followed at their leisure.

"Glad to see you," said the sheriff, dismounting.

"Any news?" inquired Phillips.

"Good and bad. Prevented the robbery of your ticket wagon, and did up several of the band of cut-throats."

"Good!" exclaimed Phillips.

"But the leader escaped—that was bad," continued the sheriff.

"You disappeared so suddenly—" began Phillips.

"I knew that mischief was afoot," returned the officer.

"How?" asked Phillips.

"By the assurance with the show of the queen of the band. Unfortunately, we did not get her, but we certainly will."

"I wouldn't try very hard if I were you, sheriff," returned Phillips, as he handed him the unsinged letter for perusal.

"A woman's revenge," said Phillips, at the end of the reading of the letter.

"To be swiftly followed by a man's vengeance," asserted the sheriff.

"Perhaps," said Phillips.

"Certain sure," declared the official, emphatically. "You will never hear from the woman again."

The sheriff spoke as a prophet. Never again did the firm hear of or from the woman, who sealed her own doom in seeking revenge on a younger and more beautiful rival. Neither did the leader of the outlaws ever appear in his old haunts. In after years the sheriff, in recounting his infamous and bloody career, was wont to explain:

"In the defection and treachery of his principal partner in crime, he not only lost the services of the brains of the firm, but had an uncomfortably close call for his life, to say nothing of his liberty. There is not a doubt in my mind that he disposed of the woman who betrayed him and tracked her to her death. He was a ferocious scoundrel and a fierce hater, and could trail an enemy like an Apache. With her out of the way, he probably crossed over into Mexico and buried himself in the interior with or without the other female, but the more likely with her. As sure as fate the brutal and unfortunated put away the talented and unscrupulous Queen of the Cut-throats."

IF YOU READ THIS

Then you will know where to write for a Promoter for that Fair or Carnival you may wish to get up.

FRANK M. WHITE, Promoter,

Care "The Billboard," Cincinnati, O.

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Also fairs, to commence in Americas, Ga., Dec. 24/30, then show the south in large cities during winter. Free attractions also wanted. Write to

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Great Fat Stock Show.

It is conceded on all sides that the recent fat stock show in Chicago was the wonder of the century as an exhibition of fine cattle, sheep and hogs. It was not only the most successful affair of the kind, in a financial way, but brought together the most splendid lot of stock ever seen in this or any other country. There were exhibits from all over the United States and several countries of Europe, and during the sales immense sums were realized. Stockmen from all over the world were present to witness the display, and contest for the \$75,000 in prizes. The formal opening of the exhibit did not take place until Monday night of last week, and every day and evening there was a parade of the prize winners that was greatly enjoyed by the multitude of people. As an example of the intense interest shown by showmen, it may be stated that one Hereford steer sold for \$2,100 to a firm of New York butchers, the meat costing them just about \$1.50 a pound. Several fine specimens of cattle brought from \$2,000 to \$5,000, and one sheep owner refused \$1,500 for a single ewe. During the show there were numerous meetings of breeders' associations at different hotels. Among these were: American Polled Durham Breeders' Association, Secretaries of Pedigree Register Associations, Oxford Down Record Association, American Association of Importers and Breeders of Belgians, Red Polled Cattle Club of America, American Aberdeen-Angus Breeders' Association, American Shorthorn Breeders' Association, American Duroc Jersey Swine Breeders' Association, American Shropshire Registry Association, Hampshire-Down Breeders' Association, American Rambouillet Sheep Breeders' Association, American Shetland Pony Club, Continental Dorset Club, American Association of Fairs and Expositions, American Hereford Breeders' Association.

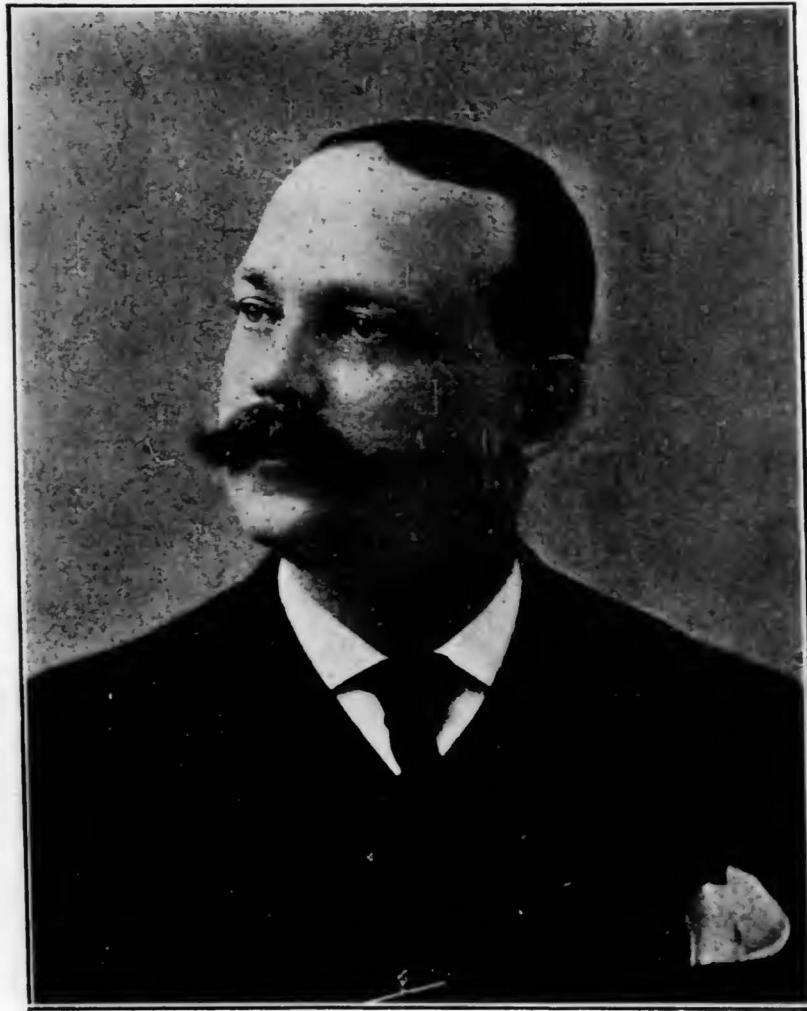
The unprecedented success of the exhibition insures another, and if possible, greater show next year.

Gala Week at Jacksonville.

To the Editor of "The Billboard":

Dear Sir—Gala Week has come and gone—and in many ways has fallen behind former efforts. The week opened Tuesday morning with the parade of the mayor and council, police mounted and afoot, and the whole fire department, accompanied by two bands of music. The majority of the shows made their first opening Tuesday night. The electric fountain opened on Wednesday night. This was the night of the grand trades display, which, while very fair, was far below expectations. The retail merchants of the State of Florida were billed to meet Thursday morning. The president was there, but the other members failed to appear, so he started out to hunt them up. He succeeded in finding five others. After transacting some routine business they adjourned sine die. In the evening the feature was the "Fantastic Parade," but the failure of two military companies to make good their pledges knocked a dent in the hopes of the committee that it will take some time to straighten out. Friday opened up clear and bright, but as the time for the Floral Parade approached it grew cloudy. The first prize was given to Mr. and Mrs. Charles A. Clark, for best decorated automobile for traps and carriages—on account of a request of the president of Gala Week committee, Mr. T. W. Hauey (chief of fire department) not to be considered as entering for a prize. A "special prize" was awarded for his handsomely decorated fire buggy, he having by far the finest turn-out among the twenty-five (and was decorated by "yours truly"). Quite a crowd of people witnessed the flower parade, and it is conceded as the "feature" of the whole week. Saturday opened with rain, and the business was light, very little doing. The

shows and privilege men have all done well. The week started with "rubber balls," but got too strong, and they had to be prohibited. Then came the "cane nuisance," which also had to be checked. Confetti and novelties have sold well, and at times the fun has been fast and furious, resulting in several fights, and two, if not three, men killed, including one of Jacksonville's best policemen. The free attractions were "Apollo," the slack wire king; Miss Minnie Pierce, trapeze queen; Murray Twin Sisters, in song and dance specialties, and Morrissey and Cameron, in comedy sketeb and knockabout. The committee



LEE H. WILLIAMS.
Secretary and Manager of the Cincinnati Zoo.

has been untiring in their efforts to make the occasion a success, this being the fourth consecutive year; but the lack of interest does not give much encouragement for a continuance, although the association is an incorporated body. The decorations of the streets were similar to Indianapolis, and while all did not show that public spirited interest that should be maintained on such occasions, yet enough responded to show that Jacksonville would still live if this "dead timber" was entirely eliminated.

The Sbriners, about 100 strong, turned out on Friday night, and made a very commendable showing, using the camels and donkeys of the various "Midway" companies. The "Hoo-Hoo's" are worthy of special mention for the showing they made in the "Fantastic Parade" Thursday evening.

The horse races and football games drew good crowds in the afternoon. Sells and Gray showed to good business both afternoon and evening (last Monday). The "Seaboard Air Line" and "Plant System" are both arranging for a Midway combination of eight

to ten shows, to make the principal towns along their respective lines during the winter months. I will probably be with one of them, as a promoter. Will let you know as soon as I can speak definitely. Address me care General Delivery, St. Augustine, Fla. Yours truly, FRANK M. WHITE.

Benson's Success.

Well, I am home again, after a long and unusually busy season. While many fairs have been "bloomers" the past summer, I have, as usual, been lucky, and at the head of winners only, until Savannah was reached. I felt terribly cut up about that fair. While none lost money on it, it was not the grand success that one so well planned and handsomely laid out should have been. The boys tell me not to mind, as it is my first "blower," and I am determined it shall be my last. I am now more firm than ever in my fight for the free fair and open Midway; that is, as I have written and talked for years, the only logical outcome of the street entertainment. So, as before, Benson's motto shall be FREE, and—"to make money is good" "to make

was connected with the telegraph department of the old O. & M. R. R., at different points in Illinois, until 1880. He then came to Cincinnati, where he has been located ever since, but for several seasons has been in advance of prominent theatrical and minstrel organizations. In the spring of 1895, he took the position as advertising agent of the Zoo, and in March, 1899, was elected secretary and manager, and re-elected this year. Mr. Williams has a host of friends from Maine to California. To all professional people who visit the Zoo are extended the courtesies of that beautiful resort. Mr. Williams lives with his handsome wife in a cozy home on Walnut Hills.

Will Hold Animal Show.

Arrangements were completed last week in Chicago, for the annual poultry, pigeon, rat and dog show, to be given under the joint auspices of the National Fanciers' Association, the Chicago Pet Dog Club and the Beresford Cat Club, Jan. 21 to 25, inclusive. More than \$15,000 in cash prizes, in addition to many valuable specialties, will be given for the exhibit, which will be held in the Coliseum. Many foreign exhibits are promised, besides the entries from all parts of the United States.

Harry Miller Sick.

Harry Miller, of the Miller Family Aerial and Cycle Troupe, was taken sick with bronchitis during the Orangeburg (S. C.) Street Fair, Nov. 13. The company were compelled, on account of his illness, to cancel all their Southern fair dates. The family have been in Orangeburg since the carnival, and will remain there until Mr. Miller fully recovers. He is improving rapidly. It is reported that the carnival was a grand success. The free attractions were the Miller family of six, the three dolls, grotesque dancers, and Professor Melvin's Dog Circus. The pay attractions were John Shields, the Flying Lady, Young Bros.' War Show, George, the turtle boy, and several other attractions.

Notes.

The Jacksonville Carnival was a success. Most of the street show people made money.

Newman, Ga., is to have a street fair shortly. E. H. Bowman is chairman and J. R. Holt secretary.

The Pan-American Exposition people at Buffalo have secured the services of Mr. Chas. Stow, Barnum's bill writer and press agent.

Mr. Chas. De Garmo Gray, the Exposition and carnival promoter, is in Kansas City, Mo. He is general manager of the Interstate Illuminating Company.

Doak Aydelott, who has been making street fairs throughout the South since last July, has returned to his home at Tullahoma, Tenn., and resumed charge of his excellent bill posting plant of that little city.

H. C. Lockwood, the street fair promoter, is planning considerable business for next year. He is already negotiating with a chain of twenty-one cities, each of which will give either a street fair or a carnival.

The Elks of Tacoma, Wash., are getting ready for a great Carnival next summer. It is said that \$12,000 has already been raised, and that as much more will be subscribed in the near future. The Carnival will last a week, and many of the attractions will be brought from the East.

The recent automobile show in New York contained two exhibits, each of which gained in interest by the presence of the other. One was a practical automobile made in this country forty years ago, still serviceable and in use as a pleasure vehicle. It was built by Richard Dudgeon, of Locust Valley, Long Island, and is really a steam locomotive for use on ordinary roads. It weighs two and three-quarters tons, yet it develops eight horse-power and has frequently attained a speed of forty miles an hour. Beside this classic automobile was shown the "electric hydrant" or "electrant," designed to stand on a street corner or by country roads, from which the owner of a modern electric vehicle can draw a certain amount of electric "juice" by dropping a quarter in the slot.

friends is better," and "to make both money and friends is best."

I am pleased to notice your frequent remarks in favor of early dating by cities. This is vital, and only the wide-awake, early-on-the-ground cities will get the good things from this on.

Am already filling my dates for the coming season, with additions of a novel nature that will supersede the old street fair proper, and give the public new and entertaining crowd-getting features. Very truly yours, Laporte, Ind. GEO. D. BENSON.

Lee H. Williams.

Mr. Lee H. Williams, the popular secretary and manager of the Cincinnati Zoological Garden, was born in Springfield, Ill., June 11, 1861, and started in the show business when he was only seventeen years old as assistant treasurer of Chatterton's Opera House. The following year he learned telegraphing, and

A Glaring Race Fraud.

The Board of Review of the American Trotting Association, in annual meeting at the Auditorium Hotel, Chicago, last week, investigated one of the most extraordinary turf scandals ever perpetrated, and at the close of the inquiry issued an edict of expulsion against the following persons, all residents of Rushville, Ind. W. A. Jones, James Williams, W. J. Wilson, Harrie Jones, John Sail, W. W. Wilson, J. S. Vance, J. D. Hiner, C. F. Vance, C. H. Lore and R. F. Scudder.

The offense for which these people were put outside the pale of reputable turfdom—the sentence being effective on tracks of the National Association as well as the American—is unique, being nothing less than the "faking" of an entire day of alleged trotting and pacing over the Rushville track on Sept. 16, 1899, procuring the admission of summaries of the same in the official records of the American Association, as well as the Year Book of the American Trotting Register Association, and then selling and otherwise making use for gain of the horses alleged to have made fast records on the day in question.

Records count for a good deal with trotters or pacers when it comes to selling them for road or racing purposes, and therefore the making of the records is guarded rigidly. The performances must be certified to by the judges and timers of the day, and only by wholesale fraud and deception is there the slightest chance of getting into the books a record which does not belong there. The track at Rushville is a member of the American Trotting Association, and has always been in good standing. Therefore, when in the fall of 1899 summaries of the following races, alleged to have been contested in regulation style on Sept. 16, were transmitted to Secretary Steiner in one of the books provided by the parent association to its members for that purpose, there was no suspicion of anything wrong, and the summaries were incorporated into the year book as follows, appearing on page 95, volume 15:

RUSHVILLE, IND., SEPT. 16.—PURSE \$100, 2 IS CLASS, PACERS.

Table with 2 columns: Name and Result. Includes Alatus, Dick Mack, Tamberlain, J. E. Oglesby.

PURSE \$100, 2:40 CLASS, TROTTING.

Table with 2 columns: Name and Result. Includes Dick Wilkes, Garden, Hulda.

PURSE \$50, TWO-YEAR-OLD TROTTERS, 2:40 CLASS.

Table with 2 columns: Name and Result. Includes Gemella, Gail, Wilkes Patchen, Douglas Thomas, Ned M.

PURSE \$100, 2:35 CLASS, TROTTING.

Table with 2 columns: Name and Result. Includes Guard, Charley H., Florence.

On the strength of the summaries from Rushville, the Trotting Register Association proceeded to credit the horses with all the honors they were alleged to have gained, and Alatus, whose real mark was 2:18 1/4, was transferred to the select 2:40 list, with his new "record" of 2:09 1/4. Being a stallion, this of course added materially to his value for breeding purposes in the stud. Then the story of the horses that won heats at Rushville on the memorable 16th of September took a benefit by having these new performers credited to them in the various stables.

Arthur Eaton, of Chicago, who owns the stallion Highwood, rejoiced to see that Garden, a daughter of his horse, had won a heat on 2:27 1/4, after which she had forced the other horse to trot the second and third miles in 2:34 1/4, 2:25 1/4, in order to beat her. Also that in another race Gain, a son of Highwood, had won the second heat of his race in 2:29 1/4, but entering the standard list, which is 2:30, thirdly, that in yet another of these Berne Rushville turf battles, Guard, son of Highwood, had won in straight heats, likewise but by entering the coveted 2:30 list.

Nobody but the merry Indiana men who had up the job on the American Trotting Association ever suspected that no such races ever took place until after one of the horses, the pacer Tamberlain, who was reported as second to Alatus in 2:14 1/4, and third to that

horse in 2:09 1/4, was taken East and sold to a well-known driver and dealer, Barney Demarest. After Demarest had parted with \$800 and acquired Tamberlain, in exchange for his money he began telling what a fine horse he had, and how the beast had made Alatus go in 2:14 1/4 to beat him. At this point a "swipe" who had drifted from Indiana to New York, and who was wise to a degree, told Demarest that he had been bunked, that the reported race was a fake from start to finish.

Then Mr. Demarest, who is a man with warm, glowing language on tap when things demand it, got busy. He interviewed Secretary Gocher, of the National Trotting Association, and was by him referred to Mr. Steiner. Mr. Gocher also communicated with his brother secretary and intimated that he had been doing business with gold brick artists.

Mr. Steiner likewise became "busy." He began writing to all the people who had, according to the records, taken part in the Rushville saturnalia of trotting and pacing. But these people also were busy. They declined to enter into correspondence with Mr. Steiner. It did not take long, however, to ascertain that there was no trotting or pacing at Rushville on the day named. Finally, two of the alleged participants, Clef Maple and Jerome Sampson, decided in view of executive clemency having been handed to them in advance, to tell the facts, and the horrified Board of Review listened to them.

Sampson and Maple said there was no meeting. They unfolded the entire plot, and when they had finished the board went into executive session and executed all hands save Sampson and Maple, as above stated.

Bostock's Indianapolis Zoo.

Mr. Frank C. Bostock has given Indianapolis one of the most perfect zoological exhibitions and trained wild animal shows ever established in this country. As one of the systems of this class of enterprises for the instruction and entertainment of the people recently inaugurated by this acknowledged leader of the animal trainers of the world, the Indianapolis Zoo is unique. It is situated in the center of the business portion of the city, one-half square from the main entrance of the State House, and within three squares of the principal hotels. The building is very peculiarly adapted for the purpose of the exhibition, being circular in form and of immense size, accommodating a vast number of people in addition to the really wonderful collection of animals which he has placed here for the present winter season. The following are some of the most notable performing animals now on exhibition here, and some of the other curiosities:

- Full-grown black-maned South African lion, "Wallace."
Tiger-lions.
Jaguar-leopards.
Ind an elephant, "Roger."
The as-wild, or sloth.
Beautiful troupe of Indian leopards.
Coyotes, from Arizona.
Russian and Canadian wolves.
Large cinnamon bear.
African lioness and cubs.
Striped hyena or tiger-wolf from Abyssinia.
Camels and dromedaries.
Beautiful specimen of quetzal.
The monkey family.
Tarsius, or spectral semur.
Snakes and reptiles.
Running birds—Ostrich of Africa, argus of Europe, etc.
Climbing birds—Green parrot of South America, Nestor parrot, etc.
Swimming birds—Penguin, albatross, storm petrels, frigate birds, etc.
Wading birds—Heron, bustard, cranes, great bittern, ibis, flamingo, etc.
Birds of Prey—Eagle, hawks, falcon, buzzards, harpy, etc.
Marsupials (or animals with pouches)—Kangaroo, Zebra-wolf, wombat, etc.
Toothless Animals—Long-tailed manis, armadillo, ant-eater, etc.
Family of Gnawers—Prairie dogs, tree marmots, jumping mice, lemming, etc.
Insect Eaters—Mole, Indian musk, shrew, porcupine, etc.
Chewers—Angora goats, musk ox, chamois, yak, buffalo, bovalapits, etc.
The Horse and His Cousins—Zebra, sacred donkeys, ponies, etc.
The Hog Family—Wild boar, peccary, wart hog, babiroussa, etc.
Thick Skinned Animals—Elephants, hippopotamus, rhinoceros, tapir, etc.
Jackal, or lion's provider.

The most remarkable specimen of the animal kingdom ever exhibited in this part of the world is now on exhibition here, and is attracting sensational attention, not only among the masses of the people, but among physicians and educators, viz., the chimpanzee "Mazuma," the only specimen in the world to-day in captivity.

The Indianapolis Zoo was opened early in November, and has met with exceptional success. It is in fact the sensation of the season. Zoo parties among the best class of people have become popular and common. Interest in the exhibitions of the new features constantly added from week to week in the arena and among the curiosities is unabated. It is safe to predict that neither Indianapolis nor any other interior city has ever had any class of instructive and amusement enterprises for the people that is comparable in any way with the popular favor that has been accorded Mr. Bostock's splendid institution. In addition to the Zoo, Mr. Bostock has established winter quarters at Brightwood, a suburb of Indianapolis, which is in charge of Capt. Ricardo and wife, where a large number of animals are being constantly trained for either one or the other of Mr. Bostock's Zoos. At these headquarters, there are at present, in addition to the large number of animals, over 100 carriages, wagons and living carriages, which are being renovated and put in condition for the opening of the next spring and summer season. After thoroughly inaugurating and equipping his Indianapolis establishment, Mr. Bostock left a fortnight since on a tour of inspection among his Zoos at Atlantic City, Baltimore and Milwaukee, and to superintend the details of the construction of his immense \$50,000 arena at the Pan-American Exposition, to be opened in Buffalo on May 1. There was much contention over the concession at this exposition for the trained wild animal show, but the management made a very liberal contract with Mr. Bostock in preference to all other applicants, owing to his vastly greater facilities and to the high reputation that he had obtained at the other large expositions of the country. It is the purpose of the management to make this feature one of surpassing interest to the visitors at the exposition, and for this reason they determined to place the concession in the hands of the man whom in their judgment is entitled to the distinction of the "animal king." Mr. Bostock wisely placed the legal management of the Indianapolis Zoo under the efficient and popular control of Messrs. Harry H. Potter and Louis J. Beck, who have both been connected with Mr. Bostock for years, and are well known for their competency. They have already gained a high place in popular favor in this community, and have shown extraordinary qualifications in the direction of novel and effective advertising methods. They are using an extensive system of bill boards. Their corps of advertisers thoroughly cover the city and all its outlying environments with window bills, posters, hanger, etc. They have issued a catalogue of the Zoo, which is not only instructive, but is opaquely printed and is invariably retained by visitors. They also have distributed some attractive souvenirs, and in every way in which the people may be thoroughly impressed with the wonders of the Zoo, these gentlemen have used remarkable efforts. It is doubtful if any similar enterprise was ever more thoroughly and effectively advertised than this.

- The following is the staff of the Indianapolis Zoo:
Mrs. L. J. Beck, treasurer.
Alexander Day, zoological scholar and descriptive lecturer.
W. A. Sanges, confidential representative.
Charles Hensler, musical director.
Joseph Kaner, property master.

COMING EVENTS

Are Accurately and Reliably Foreshadowed in

"The Billboard."

The dates, towns and officers of all the future events are accurately chronicled month in advance of their happening, especially:



- Fairs, Street Fairs, Expositions, Food Shows, Fetes, Carnivals, Celebrations, Re-Unions, Conclaves, Conventions, Horse Shows, Bench Shows, Poultry Shows and... Race Meets.

Christmas Ad Scheme—Costs \$3; clears \$100; plan 100; circular free Points Co., 502 Points, Boston

- Philip Kenfall, advertising agent.
Charles Miller, electrician.
John Francis, superintendent of menagerie.
William Howell, doorkeeper.
J. Fry, assistant doorkeeper.
Parkhurst Brothers, arena machinists.
I. Frank Munn, scenic artist.
Dr. B. M. Gundelfinger, house physician.
Dr. Claude W. Argo, veterinary surgeon.
E. J. Mahoney, advertising solicitor.
Mrs. F. M. Harper, official stenographer.
Samuel Stevenson, purchasing agent.
David M. Shepherd, house officer.
Hert Wilson, programmer.
Marie McInaul, ladies' maid.
George Walker, night porter.
Edward McInaul, watchman.
William Clark, first chef.
Joseph Patterson, assistant chef.

Christmas Ad Scheme—Costs \$3; clears \$100; plan 100; circular free Points Co., 502 Points, Boston

...WHEN IN NEED OF... HARNESS OR HORSE EQUIPMENT

Of any Kind, DO NOT FAIL to write us for Estimates. WE REFER you to the following SHOWMEN, to whom WE HAVE FURNISHED EQUIPMENT:

- Ringling Bros. Circus. Gentry's Dog and Pony Shows.



- Harris' Nickle Plate Shows. Walter L. Main and Ed Colvin

MORLEY BROS. SADDLERY CO., 38, 40, 42, 44 South Canal St., CHICAGO, ILL.

Fair Organization

BY J. W. FLEMING.

For leading to successful results, fair organization is as essential as organization in any other branch of industrial or commercial life. By organization I do not refer to the election of a membership and officers, but the proper concentration of all forces to act under prescribed rules, and blending harmony in moving the mental machinery of the fair and obtaining manifest results to practically fulfill the object of the fair's creation. Fairs in the different counties of the State have, or should have, the same final objects in view—the betterment and extension of agricultural and industrial production, and the enlightenment of the people by practical demonstrations as to the use and value of progressive things and progressive methods, thus elevating agriculture, making industrial pursuits more pleasant, as well as more profitable, and ultimately increasing the wealth of the people, the counties and the State.

I think all will agree with me that managers, and the people generally, have too little appreciation of the real scope of the fair, or its real, actual and possible value as a factor of education to these vital ends, and hence do not afford the fair that cordial support, earnest attention and systematic organization that is given to other schools and other commercial or manufacturing enterprises of a corporate or semi-public nature.

A circuit organization, recognized in the light of formulating and advisory bodies, can do a great deal toward placing fairs in a condition of operation, embodying uniformity, simplicity and intelligence in business management, and in promulgating the results of the fair, the same as Boards of Trade and Exchanges do in the commercial and other interests.

The circuit executive body, composed of the best experience of the membership, can formulate rules of exhibition, classification and distribution of premiums, manipulation of concessions, order and extent of publications, arrangement of transportation, legislation and many other things, to enable its fair members to organize and conduct the fairs with a degree of uniformity and purpose, better than without the aid of some such central body. For the benefit of the State fairs and industrial expositions, we have an advisory suggestive body, known as the American Association of Fairs and Expositions, which comprises in its membership all the important State fairs and some of the larger independent fairs and industrial expositions. The object of the association is to concentrate thought in all matters pertaining to fairs and fair management, especially referring to its own membership, and to formulate plans and agree upon practical measures for adoption by the membership. Many of the very best regulations and most successful features being carried out by the State fairs at the present time were conceived by this association and its predecessors. I could enumerate items that have saved the fairs thousands of dollars, made the management easier and served agriculture and the public with increased profit.

The specific objects of the association, as set forth in its constitution, are to maintain, encourage and advance the agricultural, stock breeding, mechanical and manufacturing interests, as proper to be represented at the fairs and expositions; to acquire and disseminate information advantageous to these purposes, and to generally advise and cooperate in the furtherance of the mutual interests of its membership. You can see that this national association is based upon a broad platform, that must have, and does have, a controlling influence in molding system, and introducing advanced work among the members because of the combined experiences of the practical men in the association as delegates, from year to year.

The last annual convention, held at Chicago, because of its being a central point for all the larger fairs, was a most interesting and profitable occasion to the membership, and from the proceedings of the convention has emanated a great deal that will enter into the conduct of the fairs for the current and future years. With an advisory central organization, composed of delegates who make the matters of fairs and fair management an earnest study, a great aid is extended to the individual fair members, and this Ohio Manager's Association must, if proper interest is manifested, and hearty support accorded, become a factor in advancing and systematizing the work of its members, corresponding to the influence exerted by the national organization to its members.

Considering the individual fair, proper organization is the first essential to success; not merely the selection of a board of directors, but the thorough and systematic organization of every department of the fair, and in this respect too much thought can not be given, and no promoting influence should be overlooked, to give every department the importance that the interests deserve, rounding out in one harmonious whole, to fulfill the true mission of the fair as an educator. Every department should be well defined and governed by reasonable rules, in accord with the recommendations or agreements of the central association, that there may be uniformity of rules in all the fairs of the circuit, which will insure a much more harmonious and successfully conducted exhibition than if

the rules of the several fairs are at such variance as to puzzle exhibitors and vex the public.

The premium offers in each competitive department should be very general, even if they can not be made liberal; that is, the classification should be liberal, even though the premiums must necessarily be small. But I would advise as great liberality as the funds will warrant.

In the department of live stock, the classification should be strictly uniform at each fair. Let the classification be agreed upon by your central association, and then let each member adhere to it. You will find this one of the greatest helps in interesting the greatest number of breeders and in bringing animals to the show ring. It will also tend to attract into the circuit breeders from a wider radius than would otherwise be done, and thus bring into the locality a greater range of representative breeds and representative types, for the education of your patrons, and the improvement and promotion of the local stock interests.

In the department of agricultural productions, organize and classify with a view to presenting the most striking and impressive object lessons, and keep each division of products separate, the better to illustrate and afford comparison for the farmer or general public seeking information, remembering, always, that the object of the fair is education rather than the mere filling up of departments with a conglomerated tangle of non-intelligent exhibits.

I want to suggest and urge for trial something in the line of exhibits of agricultural products that may possibly be new to county fairs, and that is, the offering of premiums for township displays of agricultural products, and the taking of steps to induce the townships, through some reliable society or individual, to organize for a representative exhibition at the fair, that shall show the possibilities and capabilities of the township in agricultural production. Such exhibits should embrace every farm product grown in the township, with varieties correctly named and properly labeled. Grain should be shown threshed and in the straw. Corn in ear and on the shock. And all arranged in a collective exhibit; not simply attractive in appearance, but with a view to intelligent examination and comparison. I can conceive of no exhibit that would incite so much attention to the fair throughout the county, or attract so much attention during the fair, nor would it be possible, it seems to me, to do more good in any other way towards bringing forward the township, and stimulating better selection and the growth of better products. The fair would be benefited, the township would be benefited, and the rank of the entire county would not doubt be advanced. The premiums for such exhibits should be as liberal as possible, and be graded from one to even five or six, and each township, through its representative, should be required to present to the secretary a well written report, bearing on the exhibit and the agriculture of the township. New varieties should be specially mentioned and described, and the manner of cultivation given, and such other information as might be of general value to the farmer or to the general public. The awards should be made by a seal of points, and the reports should be made a consideration by a given number of points in the scale.

I feel perfectly warranted in saying that if you will organize for competitive exhibits of township agricultural products, you will interest more people and present the most attractive and important shows that you have ever had at your fairs.

Speaking of reports to be filed with exhibits, brings to my attention again a matter that I have advocated on more than one occasion, and that is, a general report of each fair to be prepared, printed and generally distributed throughout the county or district, after the fair. I have suggested this as a proper keeping with the true object of fairs in the line of education and information to be preserved and referred to. My idea is, that during the fair, some responsible and thoroughly competent head should take charge of the matter of reporting the fair; that is, the several departments and the various exhibits that possess special merit, that would be of advantage to the public to know. Such reports should describe the stock exhibits, and present the merits of noted and new breeds; should take up the agricultural product exhibits and the fruit exhibits, where much information could be secured regarding special varieties, and new varieties that might be of untold value to the farming public. And so on through all the departments of the fair, presenting the useful and interesting features and advanced ideas. The information thus gathered would make an interesting pamphlet, and that it would be appreciated by exhibitors and the public no one can for a moment doubt. It would tend to make the fair an institution before the people the entire year, and put them in more eager expectancy for the next succeeding fair. There are plenty of men in each county who would be fully capable for this work, and who would be sufficiently public-spirited to do it for little or no pay, only organization to provide for an officer upon whom the honor shall fall. You may

say that you can not afford the cost of publication. Much better can you afford such cost than many expenditures you perhaps do afford, and if you desire some money outside of the fair receipts to defray the expenses, you could resort to accepting advertisements for insertion in the pamphlet, and it seems to me that advertisers, properly solicited, would only be too glad to avail themselves of such a rare opportunity of getting into the homes and hearts of the people. I wish some county fair would try this feature and prove its value. Why can we not make the results of the fair as manifest after the gates close as during the progress of the exhibition? I think we can, and this would be one important way of helping the matter along. There are many matters we are continually discussing, affecting the executive organization of fairs, and some upon which we are as wide apart as when we began. And this only tends to prove the advisability of keeping up a strong central organization, and I would even go so far as to delegate it certain powers of fixing rules, and defining conditions that should be mandatory on the part of its individual membership. This would decide some of the vexed questions we are ever discussing, never fully agreeing.

One of the questions we are at present considering is the early closing of entries. I only wish to say that I think we should wake up to the fact that it is just as possible that a person knows ten days or two weeks before the fair just what he or she wishes to exhibit, as it is the day of the showing, and how much more smoothly and satisfactorily to the fair management would the business of the fair be if the books were all up and the exhibits known days before the opening of the fair. How many defects could be remedied? How much of time would be given for proper preparation?

One of our serious questions is the organization of the ticket department. The matter of serious is, in my judgment, one of the most serious ones we have to contend with in the business management, and I do not know that it would do any harm if I placed myself on record before this body respecting that feature of the fair. My opinion concerning omnibus is very decided, and I might add, very much one-sided. I don't know that there is a single county fair manager who will coincide with my opinion at the present time. But it is either from a lack of courage or a fear of results, and not because my opinion does not carry the matter of right.

First, let me say that I am opposed to the complimentary or free tickets of any description whatever, because I do not believe that a fair can be sustained by free admissions, nor do I think the importance of the institution and the expense attending the operation warrants any such admissions. Again, there has never yet been a system of complimentary or free admissions suggested, or put in operation, that has not been susceptible of abuse, or that has not been grossly abused. All managers will agree that it would be a good thing if we could do away with free admissions; that much annoyance would be averted, and the finances make a better showing at the outcome; but none, perhaps, believe the project would be possible, as it would create so much criticism, not among the patrons who have always paid, but among those who, by some hook or crook, have always managed to not pay, and it is thought that the pressure from such would be too great. The free lists never diminish. The fellow who is on wants to stay on, and every year there must necessarily be a few additions, and it is my observation that most of the criticism on fair management comes from those whose names are to be found on the free list, if the list is preserved. I say, abolish the free system. You say, "How?" Well, you know a noted statesman once said of specie payment, "The way to resume is to resume," and I say of the free admission ticket system, the way to abolish is to abolish. Then let the other fellow do the walking.

Notwithstanding my decided stand with respect to free admissions, I do not wish to refer that every person who passes the fair gates must have purchased, with cash, a ticket of admission; but I do say that he must secure, or should secure, a ticket for cash or its equivalent. The equivalent may be some service rendered, or concession granted, or some labor or service required. But I want to be able to say, positively, there are no complimentary or free tickets granted or issued. I would strongly advocate but one kind of admission ticket, and that the regular ticket sold to the general public at the stipulated price, that this ticket, and this ticket only, should be used for every purpose of admission, and it should be known that each ticket represents a value no matter from whom received, or on what account. It does not seem to me that the regular single admission ticket can be made to answer about every purpose of admission, whether the ticket is sold for actual cash or given in return for some value received. Upon the ticket I would print the words, "One Admission," and in big figures the price. I would do this that all who get a ticket, no matter from what source, on account of purchase for cash or otherwise, will understand that a certain fixed value is placed upon it. People are not so apt to expect for nothing a thing that has a certain fixed value, and when it is known that complimentary are abolished, it will be slow to seek for nothing the priced ticket, besides, when given out, the regular ticket will be appreciated for its worth. The complimentary is not, because the majority of those who receive them figure that it costs nothing only the printing, and that every holder and other has his pockets full to hand out as he chooses. Of course, they do not ask for a regular ticket that sells for money but just one of those little complimentary tickets that we don't sell any way, and if they are not given away after a no use. Exhibitors, helpers, concessioners, the press and any others who have rendered service equivalent to the price of admission, by their exhibits or their labor, can be admitted just

as well as the regular ticket, as by some special complimentary exhibitors' or help tickets or badges, and there is protection and economy to the management, and a saving of annoyance and perhaps confusion to the general public, their simple duty being to see that every person who passes the gates presents and gives up the single ticket. I would not issue the tickets direct to exhibitors and others, as suggested, but instead would give orders to be presented at any of the ticket counters, to be exchanged for the regular ticket, the same as cash would be taken. These orders would then be turned over to the manager as cash, and a perfect system of admissions created, easily checked, and the number of admissions given for the cash equivalent, determined exactly and properly distributed to each department or account. Is there any system in vogue whereby this can be done? I am sure there is not among the county fairs, at least none that has ever come to my knowledge.

I might take up other executive departments of the fair and discuss the organization, or re-organization, for it is a fact that in the business management we are apt to get into ruts, from which it is hard to depart, but I will content myself on this occasion with only such reference as I have made in all of which I wish to direct your attention back again to a central organization, or formulating or suggesting body, such as this one, where these matters should be agreed upon and then uniformly carried out by the individual members. To achieve success in management, purpose and results to the greatest number of fairs, we must attach importance and a certain amount of power to the central body, augment its membership and send to its delegate councils, the best experience and most earnest workers. Good results must certainly follow, not simply to the fair management, but to the industries and the citizenship of the counties in which the fairs are held.

The industries and the interests represented by and through the fairs, are the rocks upon which the State's progress has been created, and no one will deny their importance when properly organized and properly conducted. They have grown from year to year, until today we have in Ohio grounds devoted to fair purposes, about 4,000 acres, which, with the improvements, are valued at about a million and a half of dollars. There is offered and awarded annually in premiums about \$200,000, and for maintenance and current expense of the exhibitions about \$100,000 is expended. So we see that from a business standpoint of view alone the fairs are important factors, and should be organized and conducted upon principles involved in the conduct of any other business or public concern.

Twenty-eight thousand persons are interested as members and managers of agricultural societies in Ohio, and this vast army is capable of wielding a power for good.

It is no stretch of the imagination to claim for the fair the power of increasing agricultural wealth. We have in Ohio, in round numbers, 755,070 head of horses, valued at \$25,482,965; 1,373,944 head of cattle, valued at \$24,291,627; 2,547,390 head of sheep, valued at \$6,745,317; 1,550,111 head of swine, valued at \$4,931,551.

If by our exhibits we encourage the introduction of improved animals and the diffusion of better blood and fixed types, the price of general horses is increased to an average of but a single dollar per head, and cattle the same. If sheep and swine, through the same cause, are increased but twenty-five cents per head, we add a total increase to the live stock of the State of \$3,655,882.

We produce in Ohio annually an average of 10,000,000 bushels of wheat, 5,000,000 bushels of corn, 30,000 bushels of rye, 1,000,000 bushels of oats, 600,000 bushels of barley, 2,500,000 tons of hay, 50,000,000 pounds of potatoes, 11,000,000 bushels of potatoes, and so on through the various farm products.

Now, if, through our fairs, we add to the value of these crops, by introducing new varieties, successful varieties, improved methods of culture, and advances in many particulars such as can come only through exhibitions and knowledge gained from the growers at the fair, if the value added be ever so minute, it amounts into thousands of dollars, and eventually swells the influence of the fair into millions upon millions of money for the people these institutions are to serve.

Let us organize in every feature, looking toward and keeping up such results, and our fair organizations will be stamped as power for good, and must be sustained.

Are You Thinking About a STREET FAIR?

If so, don't experiment and try to run it yourself, but get a

PROMOTER

that knows the business. See

Frank M. White, Promoter. Care the Billboard Cincinnati, O.

MERRY-GO-ROUND—WANTED—To buy Merry-go-round for cash. Must be cheap. 1 PATHE, 160 Fulton St., Chicago, Ill.

FOR SALE—Working World, black tent, high diving dog, will trade for buy fight or other things.
PROF. HARRY SMITH, Crooked Creek, Pa.

AGENTS Streetmen, Fakirs, Song Books, etc. per doz. but sell, deposit on C. O. B. orders. **CARTER BOOK CO., 311 S. Broadway, St. Louis.**

ARTISTIC MELIN SIGNS, Bright Oil Colors, 6 inches wide, 1/2 per yard, postpaid. First class work. **DELAWARE SIGN CO., Delaware, O.**

Christmas Ad Scheme—Costs \$1, clears \$100 plan. See circular free. **Points Co., 50-Points, Boston.**

Pan-American Advertising.

The advertising division of the bureau of publicity of the Pan-American Exposition is working out a vast amount of matter advertising the exposition, which is to be held in Buffalo, N. Y., from May 1 to Nov. 1, 1901. There are three men traveling through the country who place framed material, literature, cards, etc., in the hotels, express and telegraph offices, railway stations and other public places. They place thousands of pieces of advertising matter with business firms, and when they have left a town or city the exhibition is pretty well known. The special commissions scattered about the country make arrangements for the placing of advertising material. At the present time the bureau has a list of about 10,000 persons who have written, asking for maps, literature, etc., to be sent to them, as they are interested in the exposition. All these letters have been answered, and they are now coming thicker and faster than ever before.

J. Costa, one of the advertising men, sailed recently for a tour of West Virginia, Virginia, North Carolina, Maryland, Delaware, New Jersey, and all the New England States. He visits in the principal towns the banks, railroad offices, telegraph offices, mayors' offices, etc., and hangs up framed advertising matter and distributes other literature. George M. Miles has just started on a similar mission in Pennsylvania. John E. Gorss, who is now in Ohio, has advertised the exposition in his way in Wisconsin, Illinois, Michigan, Kentucky, Missouri and Indiana.

Hundreds of thousands of posters in two sizes, printed in red and black, are being used. They show the figures of the Pan-American emblem in black and white on a red shield. Behind the shield are electric rays, and in which appear the words, "Pan-American Exposition, Buffalo, May 1 to Nov. 1, 1901." At the bottom is a space for the name of the express company or business house for which they are especially printed, furnished free. Many orders are coming in for them, and the traveling representatives have arranged to put in use hundreds of thousands of the posters with mercantile firms in New York, Ohio and other States.

C. W. Miller, of Buffalo, one of the most zealous of Pan-American advertisers, has used nearly 50,000 of these, and will soon begin on his second 50,000. He puts a poster on every piece of baggage he handles, and in this way the advertisements are sent all over the world. Baggage men are using them also at Portland, Ore., Montreal, and other cities, and the habit is spreading. The express companies are using the posters, too. The American, Wells-Fargo, National and Canadian companies use them on their Buffalo packages. The United States Express Company has received 1,000,000 posters, and is using them on all its packages in the principal cities throughout the country. Twenty-five thousand were sent to the Siegel-Cooper Company, of Chicago, the big dry goods concern, to be used on parcels. 75,000 to the Singer Sewing Machine Company, 25,000 to Armour & Co., 2,000 to the German-American Provision Company, and many more to the big cigar companies in Louisville, Ky., Dayton and Cincinnati, O., and elsewhere, and to scores of other firms. They are in use as far West as Spokane, Wash. New York State towns are full of them. Eight or ten stores in Middletown are using them. About 100,000 have been sent to Albany and agent to Gloversville. The St. Charles Condensing Company asked for 100,000 of each size of the posters. The bureau sent 20,000.

The Buffalo shippers of heavy freight are using large advertising posters on their packages, on which are printed in big black letters the words, "Get ready to visit the Pan-American Exposition, Buffalo, N. Y., May 1 to Nov. 1, 1901." These are in two sizes, 9x11 and 7x9 inches. The Buffalo Candy Company has taken 15,000 of these, and M. H. Burge & Sons 10,000. The number so far delivered to shippers is 250,000. The Geo. L. Squier Manufacturing Company has had 5,000 printed in Spanish for South American shipments.

The bureau has requests every day for the poster, "The Spirit of Niagara." Everybody speaks of its beauty and originality. One of the most prominent railroad officials says the only emblem, 10 inches in diameter, I thought of in nine colors, on a card 14x17 1/2 inches is the greatest advertising piece of work he has ever seen since the Centennial Exposition at Philadelphia, twenty-four years ago.

The small Pan-American stamp stickers are furnished to merchants all over this country and Canada in quantities of from 1,000 to 100,000. John Wamamaker, of Philadelphia, has had 1,000 of these stamps. He said he could use 1,000 a day. The Penn. Confectionery Company, of Chicago, took 10,000, the N. K. Borchers Co., Chicago, soups and condiments, 25,000, and the Siegel-Cooper Company, of Chicago, 25,000. The German-American Provision Company asked for 25,000 of these stamps and 25,000 cards for sealed mail.

A big clothing firm in Chicago is getting out a book for its customers, which will cost 50 cents a copy, and in which the exposition will be exploited in reading matter and half-tone engravings.

Maps of the grounds, 15x22 inches, in four colors, have been issued to the number of 100,000. A number of miscellaneous items have been issued such as celluloid buttons, license badges and celluloid type rulers. Booklets and leaflets, for distribution in small quantities, have been issued almost without number.

The hundred and fourteen different items that have been issued by the bureau so far, including seven booklets for the general public, varying in size from twenty-four small pages, with five illustrations, to forty-eight pages, with especially designed cover, having 88 illustrations and printed in two colors throughout. Of these seven booklets, two were for special purposes, and not more than 25,000 of each were issued. The other five have been



Chief Harney's Special Decorated Wagon, Jacksonville, Fla., Carnival.

issued in quantities running from 75,000 to 175,000, three of them having been translated into the Latin tongues. A handsome leaflet, in two colors, having four pages, 5 1/2 x 8 1/2 inches, has had a circulation of 150,000 copies. Street banners have been posted at various fairs and conventions. Eleven board signs, 16x70 feet, bearing the announcement and date of the Pan-American Exposition, occupy very conspicuous places in western New York.

Orders have been given for the beautiful birds-eye view of the exposition grounds, to be lithographed in colors—size about 28x42 inches. This will be issued in a very large edition, and some will be nicely framed. There is to be also an album of 32 pages of half-tones of the exposition subjects; that is, buildings, statuary, landscapes, etc., on coated paper, with a suitable and handsome cover.

Another subject is a very creditable booklet, about 5x8 inches, with 32 pages, in two colors, on coated paper, and having a handsome rough paper cover. The front cover will have pasted on it a miniature of the Spirit of Niagara poster, all in colors, as in the original, in an embossed panel. The back cover will have the official emblem embossed, and also in colors. The inside pages will contain at the tops fine half-tone engravings of some of the important buildings and other features. There will be a large outside margin at the sides and bottom, which will have small engravings of the features of the details and symbolism of the building. For instance, accompanying the Albright Art gallery will be small vignettes of statuary and other art subjects. This will leave a small, compact space for small type, in which to describe the subjects.

In the middle of this book will be a double-page birds-eye view of the grounds. This book will have specially prepared envelopes, of paper corresponding with its own paper cover. The original order for this is 300,000. This is probably the most beautiful of any advertising matter prepared by an exposition bureau.

Street Fair Advice.

Looking back over twelve years of constant labor in the harness of public entertainment giving, since my first street fair, given in a

city of barely 7,000, and, crude as it was in its inception, the evolution has been constant and great, to the present day, with the carnival and fair as now given. On some points, however, there has been little change, and many of them foolish ones, following blindly precedents not at all worthy. There have sprung up on all sides so-called "promoters" and conductors, and their failings have been many, among them, perhaps the most harmful being the lack of originality and proneness to follow the lines noted at some fair they had attended. Attending a fair or two will fit no one for the onerous and varied duties that fall to the director of a successful public entertainment held on as large a scale as the street fair and carnival to-day; neither will a committee that has passed through one be fitted to hold, without experienced aid, successful fairs, as, lacking the varied experience and the originality, they merely "repeat," and the public soon tires. We must have change, and to this end, I am arranging an entirely new line of celebrations for the coming season, as different from the street fair and carnival of last season as that differed from the county fair of old.

Among the persistent mistakes that cities make, I want to mention the late beginning and the habit of advertising features that they have not secured. This seems the height of folly to me; let them open negotiations for their celebration long ahead. A year is none too soon; then, when the time comes to tell just what they intend doing, they will not have to fill their announcements with glittering generalities, nor claim features they can not get, but will have already secured all they can wish for, and have contracts perfected; thus the public feels confidence in their claims, and responds nobly.

Early beginning, honesty in claims, constant effort; good, experienced talent at the helm; liberal and novel advertising; short, complete and systematic filing of bill boards, good music, and no gates, and you have a successful entertainment that will not only make money, but friends, and bring renown to your city. Witness Duquoy; Richmond, Va.; Danville; Columbus, Ga., and many others; Saginaw, Mich., for instance, with no room for the people, and six days with none larger than the other in point of attendance. Wishing you every success, I am, very truly yours, GEO. D. BENSON, Laporte, Ind.



A Wagon that has done Great Service.

Two Stock Shows.

As the outcome of the International Live Stock Exposition, which has been in progress at the stock yards for a week, there will be established in Chicago two permanent annual stock expositions. The first will be held in the fall, immediately after the closing of the State and county fairs, and the other will follow in the first week in December of each year. The early fall meeting will be arranged for the breeding classes or fancy stock, while it is planned to make the second distinctively a fat-stock show, to be modeled after the great annual show at Smithfield, England, but on a larger scale.

General Manager Skinner, of the present exposition, announced the foregoing as the general plan mapped out by the promoters of the show. The matter will be taken up at the next meeting of the National Live Stock Association in Salt Lake City, and in January Mr. Skinner will meet the president of that association and a committee of three from each of the national breeding associations for the purpose of perfecting arrangements for the annual shows. This meeting will be held in this city.

The managers estimate the week's attendance at 250,000. The number of visitors who paid is estimated at about one-tenth of the entire number. It was announced that there would be a deficit of about \$15,000, owing to the generous policy of the management in distributing passes.

Eight hundred young women from the Chicago Normal School, accompanied by fifty teachers, attended the live-stock show by invitation of the management. Large delegations of children from the public schools also overran the sheds and enjoyed themselves, taking six pokes at the lazy animals when the attendants were not looking.

Students from the agricultural colleges of Iowa, Michigan, Wisconsin, Minnesota, Indian, Illinois, North Dakota and Ontario, Can., strove for the prizes of \$1,000 offered for the best judging of cattle, sheep and hogs.

Fair Managers' Convention.

The editor of "The Billboard" had the pleasure of attending the annual convention of the American Association of Fairs and Expositions, at Chicago last week. He enjoyed the treat of a ride on the magnificently equipped vestibuled train of the Big Four Railroad; which left Cincinnati on Wednesday night. It is a perfect palace on wheels, and runs over one of the smoothest and solidest roadbeds in the United States. The attendance at the convention was not very large, but considerable interest was manifested. A series of very interesting papers were read by different distinguished gentlemen present, including the following:

"The Effects of Organization as Applied to Fairs and Farmers," address by Hon. Aaron Jones, of Indiana, master of the National Grange. "The American Association of Fairs—Retrospective—Prospective," address by Governor Robt. W. Furnas, of Nebraska, secretary State Fair. "The Fair as an Educator," address by Hon. John Cooper, of Minnesota, president State Agricultural Society. "What Constitutes a Successful Fair," address by Hon. G. H. Van Houten, of Iowa, secretary of Agriculture. "Protection to the Fair Gates," address by Hon. H. S. Grimes, of Ohio, president State Board of Agriculture. "Operative Dairy Exhibits—How Should We Encourage and Prepare For?" address by Prof. E. H. Farrington, of Wisconsin. "The Importance of the Poultry Show," address by C. J. Ross, editor Northern Farmer. "Helps to the Secretary," address by Hon. Chas. Downing, of Indiana, secretary State Board of Agriculture.

An animated discussion followed most of the papers, which were of a very high order of merit. President A. J. Lovejoy, of Roscoe, Ill., and Secretary J. W. Fleming, of Columbus, O., were both at their posts. Their annual reports were quite interesting, and showed that the association had a very prosperous year, and it is in a thriving condition. Two of the States which were members of the association, Michigan and New York, were dropped for non-payment of dues, and because they failed to show the proper interest of co-operating with the other members of the body. The most interesting feature of the convention to the readers of "The Billboard" was the naming of dates for the State fairs. While the dates selected are subject to change it is not at all likely that they will be disturbed. The time announced is as follows: At Columbus, O., Aug. 25 to Sept. 5; Lincoln, Neb., Aug. 31 to Sept. 7; Indianapolis, Ind., Sept. 23 to 29; Sedalia, Mo., Sept. 16 to 21; Des Moines, Ia., Sept. 23 to 31; Hamlin, Minn., Sept. 2 to 7; Madison, Wis., Sept. 9 to 14; Springfield, Ill., Sept. 30 to Oct. 5; St. Louis, Mo., Oct. 7 to 12; Toronto, Can., Aug. 27 to Sept. 7. A resolution was adopted endorsing the great cattle show at Chicago, and asking that it be a permanent annual affair. Resolutions were also adopted, calling upon the Secretary of Agriculture to reform the agricultural bulletins which have been issued. During the convention many kind words were said for "The Billboard," which is practically recognized as the only reliable medium for finding fair and exposition dates. The annual election of officers resulted in the re-election of all the old officers, with the exception of the vice-president, W. F. Harriman, who is succeeded by Mr. W. F. Kerrow, of Wisconsin. The other officers are: President, A. J. Lovejoy, Roscoe, Ill.; treasurer, Wm. M. Liggett, St. Anthony's Park, Minn.; secretary, J. W. Fleming, Columbus, O.

It is expected that the county fairs and associations will send in their dates to the State bodies as soon as they can arrange them. The convention was harmonious throughout, and was one of the most profitable ever held.

CONVENTIONS, 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 reason prove of importance to advertisers, showmen, streetmen, general passenger agents, etc. The list is carefully revised and corrected monthly.

ALABAMA.

- BIRMINGHAM, ALA.—World's Mineral Manufactured and Agricultural Exhibition. 1905.
ENFAULA, ALA.—Alabama A. M. E. Church Conference. Dec. 12 to 18.
OZARK, ALA.—Alabama M. E. Church (South) Conference. Dec. 12 to 18.

ARIZONA.

- PHOENIX, ARIZ.—Territorial Legislature Meets (60 days). Jan. 16, 1901.

ARKANSAS.

- CONWAY, ARK.—Western Arkansas Teachers' Convention. Dec. 26 to 29. Miss Hamilton, Conway, Ark.

CALIFORNIA.

- PASADENA, CAL.—Tournament of Roses Association. Jan. 1, 1901.
FRESNO, CAL.—San Joaquin Valley Teachers' Association. Dec. 20 to 22, 1900. W. H. Walker, Tulare, Cal., secy.
SAN FRANCISCO, CAL.—Travelers' Protective Association, State Division. Dec. 27. John J. Baumgartner, 217 Front st., San Francisco, Cal., secy.

COLORADO.

- DENVER, COL.—Tenth International Sunday School Convention. Probably June, 1902. Marion Lawrence, Toledo, O., secy.
DENVER, COL.—State Editorial Association. January, 1901. J. S. Temple, Denver, Col.
DENVER, COL.—National Live Stock Convention. Jan. 15 to 18. Chas. F. Martin, Denver, Col., secy.
DENVER, COL.—State Teachers' Association. Dec. 26 to 28. Fred. Dick, Denver, Col., secy.

CONNECTICUT.

- HARTFORD, CONN.—State Civil Engineers' and Surveyors' Association. Jan. 8, 1901. Edwin D. Graves, secy.
HARTFORD, CONN.—Daughters of Herman Grand Lodge. January, 1901. Ollie Berger, Ansonia, Conn.
HARTFORD, CONN.—State Dairymen's Association. Jan. 15 and 16, 1901. Geo. E. Manchester, Winsted, Conn., secy.
HARTFORD, CONN.—New England Growers' Association. Jan. 8, 1901. N. S. Frye, Poquonock, Conn., pres.
NEW HAVEN, CT.—F. & A. M. Grand Lodge. Jan. 16, 1901. J. H. Barlow, New Haven, Ct., secy.
NEW HAVEN, CONN.—United Commercial Travelers' State Convention. January, 1901. R. J. Viet, New Haven, Conn.
NEW HAVEN, CONN.—Geological Society of America. Dec. 25. H. L. Fairchild, Rochester, N. Y., secy.
NORWICH, CONN.—State Council of O. U. A. M. May, 1901.

DELAWARE.

- MIDDLETOWN, DEL.—Peninsula Horticultural Society. Jan. 9 to 11, 1901. Welsey Webb, Dover, Del.
DOVER, DEL.—Kent County Protective Association. Jan. 17, 1901. Thomas C. Roe, Dover, Del.

DISTRICT OF COLUMBIA.

- WASHINGTON, D. C.—Sons of Revolution Triennial Session. April 19, 1902. James Mortimer, Montgomery, N. Y., secy.
WASHINGTON, D. C.—National Christian Citizenship. December. R. G. Wylie, Williamsburg, Pa., secy.

WASHINGTON, D. C.—F. & A. M. Grand Lodge. Dec. 19, 1900. Wm. R. Singleton, Washington, D. C., secy.

WASHINGTON, D. C.—American Federation of Textile Operatives. Dec. 17.

WASHINGTON, D. C.—National Christian Citizenship. December. R. G. Wylie, Williamsburg, Pa., secy.

WASHINGTON, D. C.—Centennial Celebration, Establishment of Government at Washington. Dec., 1900. Dr. R. G. Wylie, Williamsburg, Pa., secy.

WASHINGTON, D. C.—American Institute of Architects. Dec., 1900. Glenn Brown, Washington, D. C., secy.

FLORIDA.

- BARTOW, FLA.—South Florida Baptists. Nov. 14 to 19.
JACKSONVILLE, FLA.—Jacksonville Gala Week Association. Nov. 26 to Dec. 1. Geo. Bahl, Gardner Bldg., Jacksonville, Fla.
MONTICELLO, FLA.—A. M. E. Church Conference. Dec. 12 to 20.

GEORGIA.

- ATLANTA, GA.—D. A. R. State Conference. Nov. 27 and 28.
CORDELE, GA.—South Georgia A. M. E. Church Conference. Dec. 10 to 18.
TALLAPOOSA, GA.—Georgia M. E. Conference. Dec. 20.
VALDOSTA, GA.—Georgia A. M. E. Church Conference. Dec. 12 to 18.
WAYCROSS, GA.—St. Joseph's Aid Society Grand Lodge. Nov. 13 to 18.

IDAHO.

- MOUNTAIN HOME, IDAHO.—State Teachers' Association. Dec. 26 to 28. W. A. Mullins, secy.

ILLINOIS.

- AURORA, ILL.—State Dairymen's Association. Jan. 8 to 10, 1901. Geo. Cover, 188 S. Water st., Chicago, Ill.
AURORA, ILL.—C. W. Bennett's Target Tournament. Jan. 12 and 13, 1901.
AURORA, ILL.—State Master Plumbers' Association. January, 1901. John O'Neill, Peoria, Ill.
BLOOMINGTON, ILL.—Engineers' and Surveyors' State Society. January, 1901. M. S. Ketchum, Peoria, Ill.
CHICAGO, ILL.—American Bowling Congress. Jan. 7 to 12, 1901.
CHICAGO, ILL.—Chicago Furniture Exposition. Jan. 7 to Feb. 9, 1901. C. T. Manahan, 370 Wabash ave., Chicago, Ill.
CHICAGO, ILL.—American Buff Rock Club. Jan. 23, 1901. W. C. Denny, 916 South ave., Rochester, N. Y.
CHICAGO, ILL.—American Langshaw Club. Jan. 21 to 26, 1901. A. H. Asche, Princeton, Ill., secy.
CHICAGO, ILL.—American Rambouillet Sheep Breeders' Association. December. Dwight Lincoln, Milford Center, O., secy.
CHICAGO, ILL.—Western Cigar Box Manufacturers. January, 1901.
DANVILLE, ILL.—Supervisors, County Commissioners' and County Clerks' State Association. January, 1901. Henry Rinker, Edwardsville, Ill.
MOLINE, ILL.—Epworth League Rock District Convention. December, 1900. Emma Medin, secy.
PANA, ILL.—State Firemen's Association. January, 1901. Walter E. Price, Campaign, Ill.
PEORIA, ILL.—M. W. A. State Camp. Feb. 14, 1901. C. W. Hawes, Rock Island, Ill.
PERU, ILL.—American Langshan Club. Jan. 15 to 20, 1901. A. H. Asche, Princeton, Ill.
SPRINGFIELD, ILL.—State Clay Workers' Association. Jan. 8 and 9, 1901. G. C. Stoll, Wheaton, Ill.
SPRINGFIELD, ILL.—M. W. A. State Camp. Jan. 9, 1901.
TAYLORVILLE, ILL.—State Swine Breeders' Association. Jan. 8 and 9, 1901. C. C. Brown, Heyworth, Ill.
SPRINGFIELD, ILL.—State Historical Society. Jan. 30 and 31, 1901. Dr. J. F. Snyder, Virginia, Ill.

INDIANA.

- COLUMBUS, IND.—Indiana Municipal League. 1901.
INDIANAPOLIS, IND.—Standard Chester White Association. January, 1901. J. C. Bridges, Bainbridge, Ind.
INDIANAPOLIS, IND.—State Teachers Association. Dec. 26 to 28. Will P. Hart, Covington, Ind., secy.
INDIANAPOLIS, IND.—United Mine Workers of America. Jan. 21, 1901.
INDIANAPOLIS, IND.—State Horticultural Society. Dec. 18 to 20. J. Troop, Lafayette, Ind., secy.
INDIANAPOLIS, IND.—State Swine Breeders' Association. January, 1901. L. Arbuckle, Hope, Ind., secy.
INDIANAPOLIS, IND.—State Retail Lumber Dealers' Association. Jan. 15 and 16, 1901. R. K. Willman, Hartford City, Ind.

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INDIANAPOLIS, IND.—State Wool Growers' Association. January, 1901. J. W. Robe, Greencastle, Ind.

INDIANAPOLIS, IND.—State Commercial Travelers' Association. Dec. 29. Geo. Geiger, secy.

MUNCIE, IND.—National Building Trades Council of America. Jan. —, 1901. H. W. Steinbliss, St. Louis, Mo., secy.

SCOTTSBURG, IND.—Reunion 38th Indiana Regiment.

IOWA.

CEDAR RAPIDS, IA.—American Poland China Record Convention. Feb. 13 and 14, 1901. W. M. McFadden, West Liberty, Ia.

CEDAR RAPIDS, IA.—Grand Lodge of Iowa, Knights of Honor. Second Tuesday in April, 1901. J. G. Graves, Lock Box 15, Cedar Rapids, Ia., secy.

DES MOINES, IA.—State Millers' Association. Jan. 15, 1901. J. C. Van Meter, De Soto, Ia.

DES MOINES, IA.—State Implement and Vehicle Dealers' Association. Jan. 2 to 4, 1901. S. D. Wadsworth, Des Moines, Ia.

DES MOINES, IA.—State Bottlers' Association. Jan. 8 and 9, 1901. F. Harbach, 512 Walnut st., Des Moines, Ia.

DES MOINES, IA.—State Marble and Granite Dealers' Association. Jan. 10, 1901. Chas. O'Donnell, Des Moines, Ia.

DES MOINES, IA.—Iowa State Teachers' Association. Dec. 30.

DES MOINES, IA.—State Teachers' Association. Dec. 26 to 28, 1900. W. F. Chevalier, Red Oak, Ia.

OTTUMWA, IA.—Iowa State Eisteddfod. Dec. 25, 1900. C. B. Rounds, Hiteman, Ia.

SHENANDOAH, IA.—Southwestern Horticultural Society. Dec. 20 to 22, 1900. W. M. Bomberger, Harlem, Ia., secy.

SIoux CITY, IA.—State Master Plumbers' Association. January, 1901. John E. Adams, 5th E. Walnut st., Des Moines, Ia.

SPILLVILLE, IA.—Catholic Workmen of American National Convention. Jan. 1901. Antone Chepek, Wahoo, Neb., secy.

KANSAS.

ABILENE, KAN.—Golden Belt Medical Society. Jan. 1, 1901. Dr. Shenk, Solomon, Kan.

DIANUTE, KAN.—Grand Lodge, Degree of Honor of A. O. U. W. First Wednesday in May, 1901. Mrs. Georgia Notestine, Hiawatha, Kan., secy.

HOLTEN, KAN.—State Penman's Association. December. Mrs. S. H. Shattuck, secy.

TOPEKA, KAN.—State Teachers' Association. Dec. 27 and 28. E. T. Fairchild, Elsworth, Kan., pres.

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Advance News

REGARDING

ALL FUTURE EVENTS

May be had by recourse to the columns of "The Billboard." Valuable pointers for.....

**Editors,
Passenger Agents,
Excursion Agents,
Drummers.**

TOPEKA, KAN.—State Academy of Science, Dec. 28 and 29. D. E. Lanz, Alma, Kan., secy.

TOPEKA, KAN.—Thirty-eighth Annual Meeting of the Kansas State Teachers' Association, Dec. 26 to 28.

TOPEKA, KAN.—State Improved Stock Raisers Association, Jan. 7 to 9, 1901. H. A. Heath, Topeka, Kan., secy.

TOPEKA, KAN.—State Dairymen's Association, Jan. 7 to 9, 1901. A. Goble, Riley, Kan., secy.

TOPEKA, KAN.—State Har Association, Jan. 7, 1901.

TOPEKA, KAN.—State Horticultural Society, Dec. 27 and 28, 1900.

TOPEKA, KAN.—State Historical Society, Jan. 15, 1901. Eugene F. Ware, Topeka, Kan.

TOPEKA, KAN.—State Temperance Union, Jan. 15 and 16, 1901. T. E. Stephens, 702 Jackson St., Topeka, Kan.

TRAVELERS CITY, MICH.—State Barkeepers' Association, Dec. 27 and 28. Geo. E. Hilton, Fremont, Mich., secy.

WICHITA, KAN.—State Barbers' Association, Jan. 1, 1901. John Rose, Hutchinson, Kan.

KENTUCKY.

LOUISVILLE, KY.—State Educational Association, Dec. 26 to 28, 1900. J. M. N. Downs Newport, Ky., pres.

LOUISIANA.

BATON ROUGE, LA.—M. E. Church, South Louisiana Conference, December, 1900. Rev. J. T. Sawyer, Shreveport, La., secy.

MARYLAND.

BALTIMORE, MD.—American Psychological Association, Dec. 27 and 28. Prof. E. H. Griffin, Baltimore, Md.

BALTIMORE, MD.—International Sunday School Workers' Department, Jan. 9 and 10, 1901. Marion Lawrence, Toledo, O.

BALTIMORE, MD.—Affiliated Scientific Societies, Dec. 25 to Jan. 1, 1901.

BALTIMORE, MD.—Y. M. C. A. State Convention (Colored), Dec. 27 to 30, 1900. W. Edward Williams, Baltimore, Md., secy.

BALTIMORE, MD.—State Horticultural Society, Dec. 19 to 21, 1900. W. G. Johnson, College Park, Md., secy.

BALTIMORE, MD.—American Naturalists Society, Dec. 27 and 28. Edward R. Griffin, Baltimore, Md., secy.

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

MAINE.

LEWISTON, ME.—State Ornithological Society, December. Arthur H. Norton, Westbrook, Me., secy.

LEWISTON, ME.—State Pedagogical Society, Dec. 26 to 28. F. W. Johnson, Waterville, Me.

LEWISTON, ME.—Patrons of Husbandry State Grange, Dec. 18 to 20. R. D. Leavitt, Howes Corner, Me., secy.

PORTLAND, ME.—State Commercial Travelers Association, Dec. 29. Wm. W. Roberts, 194 Middle St., Portland, Me., secy.

MASSACHUSETTS.

BOSTON, MASS.—State Milk Produce Union, January 1901. L. S. Haywood, Pomfret Center, Conn.

BOSTON, MASS.—State Master House Painters and Decorators' Association, Jan. 9 and 10, 1901. Wm. E. Wall, 11 Morgan St., Somerville, Mass.

BOSTON, MASS.—Reunion State Press Association, Jan. 14, 1901. A. C. Dowe, pres., 6 Clinton St., Boston, Mass.

BOSTON, MASS.—N. E. Branch, Belgian Hero Club of America, Exhibit, Jan. 15 to 19, 1901.

BOSTON, MASS.—International Seamen's Union of America, December, 1900.

BOSTON, MASS.—Society of Arts and Crafts Spring, 1901. Henry L. Johnson, 272 Congress St., Boston, Mass.

BOSTON, MASS.—American Water Fowl Club Show, Jan. 17, 1901. Theo. F. Jager, Lab. Room, Fla.

BOSTON, MASS.—Ayrshire Breeders' Association, Jan. 1, 1901. C. M. Winslow, Bradford, Vt., secy.

BOSTON, MASS.—Sigma Alpha Epsilon Fraternity, Dec. 27 to 30. Howard P. Nash, Northport, L. I., N. Y., secy.

LYNN, MASS.—Lynn Poultry Association Exhibition, Jan. 1 to 4, 1901. W. F. Fraiss, 6 Essex St., Lynn, Mass.

SALISBURY, MASS.—Independent Order of Hamner Growers, Dec. 26. Harry A. Taylor, Salisbury, Mass., secy.

WEST BROOKFIELD, MASS.—West Brookfield Poultry and Pet Stock Association, Jan. 21 to 23, 1901.

WORCESTER, MASS.—Reunion Fifty-first Massachusetts Regiment, December, J. Stewart Brown, Worcester, Mass., secy.

MEXICO.

CITY OF MEXICO, MEX.—Pan-American Conference, Oct. 22, 1901.

MICHIGAN.

ANN ARBOR, MICH.—State Engineering Society, Jan. 8 to 16, 1901. J. H. Davis, 731 S. Ingalls St., Ann Arbor, Mich.

DETROIT, MICH.—American Historical Association, Dec. 27 to 29, 1900.

DETROIT, MICH.—Federation of Commercial Schools, December, 1900.

DETROIT, MICH.—Royal and Select Masters' Grand Council, Jan. 15, 1901. Richard A. Catton, Detroit, Mich.

DETROIT, MICH.—American Economic Association, Dec. 18 to 20. Charles H. Hull, Ithaca, N. Y.

DETROIT, MICH.—National Retail Grocers' Association, Jan. 22 to 24, 1901. P. G. Hanson, Minneapolis, Minn., pres.

GRAND RAPIDS, MICH.—Knights of the Grip State Convention, Dec. 27 to 28. Manley Jones, Grand Rapids, Mich., secy.

GRAND RAPIDS, MICH.—D. O. K. K. Convention, Dec. 26, 1900.

GRAND RAPIDS, MICH.—Charities and Corrections, State Conference, December, 1900. Ed. L. Knapp, secy.

GRAND RAPIDS, MICH.—State Teachers' Association, Dec. 28, 1900. A. J. Volland, Grand Rapids, Mich.

LANSING, MICH.—State Merino Sheep Breeders' Association, Dec. 18, 1900.

TRAVELERS CITY, MICH.—State Bee Keepers' Association, Dec. 27 and 28, 1900. Geo. E. Hilton, Fremont, Mich.

MINNESOTA.

MINNEAPOLIS, MINN.—Western Surgical and Gynecological Association, Dec. 27 and 28. G. H. Simmons, M.D., 61 Market St., Chicago, Ill.

MINNEAPOLIS, MINN.—Western Surgical and Gynecological Association, Dec. 27 and 28. G. H. Simmons, M.D., 61 Market St., Chicago, Ill.

MINNEAPOLIS, MINN.—Northwestern Lumbermen's Association, Jan. 15 to 17, 1901. W. G. Hollis, 308 Lumber Exchange, Minneapolis.

MINNEAPOLIS, MINN.—Western Surgical and Gynecological Association, Dec. 27 and 28, 1900. Dr. Geo. H. Simmons, 61 Market Street, Chicago, Ill., secy.

ST. PAUL, MINN.—Grand Encampment, 1. O. F. of Minnesota, January, 1901. S. E. Ferree, Globe Bldg., Minneapolis.

ST. PAUL, MINN.—Sons of American Revolution, State Congress, Dec. 29, 1900.

ST. PAUL, MINN.—State Educational Association, Dec. 26 to 28, 1900.

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MISSISSIPPI.

HATTIESBURG, MISS.—Mississippi Presbyterian Church Synod, Nov. 20 to 27.

MISSOURI.

BRICKENRIDGE, MO.—Epworth League, Cameron District Convention, Dec. 27 and 28. Miss Estella Bothwell, Brickenridge, Mo.

JEFFERSON CITY, MO.—State Teachers' Association, Dec. 26 to 28. Dr. W. H. Black, Marshall, Mo., secy.

JEFFERSON CITY, MO.—State School Board Association, Dec. 26 to 28. Speed Mosby, secy.

KANSAS CITY, MO.—State Dairy Association, Dec. 18 to 20.

ST. JOSEPH, MO.—Knights of Maccabees of Missouri, Second Tuesday, May, 1901. A. Seeger, 1620 Front av., Kansas City, Mo.

ST. LOUIS, MO.—Retail Dealers' Association Vehicles and Implements of the United States, Jan. 22, 1901.

ST. LOUIS, MO.—National Paper Box Makers' Association, January, 1901. R. H. Crane, Cincinnati, O., secy.

ST. LOUIS, MO.—Phi Delta Phi Fraternity, December. Tyrrell Williams, 3945 Delmar Boul., St. Louis, Mo., secy.

NEBRASKA.

LINCOLN, NEB.—State Teachers' Association, Dec. 26 and 27.

SEWARD, NEB.—State Firemen's Association, January, 1901. E. A. Miller, Kearney, Neb.

NEW HAMPSHIRE.

MANCHESTER, N. H.—Patrons of Husbandry State Grange, Dec. 19 to 21.

MANCHESTER, N. H.—State Press Association, Jan. 17, 1901. S. C. Gould, Manchester, N. H.

NEW JERSEY.

CAMDEN, N. J.—State Fruit and Vegetable Packers' Association, Jan. 16, 1901. J. S. Turner, Mt. Holly, N. J.

NEWARK, N. J.—State Teachers' Association, Dec. 27 to 29.

NEW MEXICO.

SANTA FE, NEW MEX.—Territorial Educational Council, December, 1900. Prof. Wood, Santa Fe, N. M., secy.

SANTA FE, N. MEX.—Y. P. S. C. E. Convention, Dec. 29 to 31. Miss Nellie B. Price, secy.

NEW YORK.

ALBANY, N. Y.—Knights of Labor State Congress, January, 1901. J. H. Dulin, Albany, N. Y.

ALBANY, N. Y.—State Medical Society, Jan. 29 to 31, 1901. Dr. F. C. Curtis, 17 Washington av., Albany, N. Y.

BUFFALO, N. Y.—New York State Assembly American Fraternal Insurance Union, Last week in September, 1901.

BUFFALO, N. Y.—National Shorthand Association, August, 1901. Chas. Currier, Beale, Boston, Mass., secy.

CANANDAIGUA, N. Y.—Ontario County Bee Keepers' Association, Dec. 13 and 14, 1900. W. F. Marks, Chapinville, N. Y.

NEW YORK CITY, N. Y.—Headmasters' Association, December, 1900. E. G. Coy, Lakeville, Ct., secy.

NEW YORK CITY, N. Y.—Catholic Women's Benevolent Legion, Dec. 26, 1900. Miss Annie O'Connor, 117 E. 23d St., New York City, secy.

NEW YORK CITY, N. Y.—W. C. B. L., State Convention, Dec. 26, 1900.

NEW YORK CITY, N. Y.—American Suffrage Association, National Bazaar, December, 1900. Mrs. A. E. Merritt, 322 Hancock St., Brooklyn, N. Y., secy.

NEW YORK CITY, N. Y.—New York Furniture Exchange, Jan. 11 to Feb. 2, 1901. Chas. I. Spratt, 43d St. and Lexington Av., New York City, secy.

NEW YORK CITY, N. Y.—American Heating and Ventilating Engineers' Society, Jan. 22 to 24, 1901.

NEW YORK CITY, N. Y.—Templars of Liberty, Grand Temple, Jan. 8, 1901. John McCullurg, Jr., 267 Kinglands av., Brooklyn, N. Y.

NEW YORK CITY, N. Y.—American Leghorn Club, Jan. 25, 1901. Geo. H. Burgott, Lawton's Station, N. Y.

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NEW YORK CITY, N. Y.—American Black Minorca Club Show. Jan. 24, 1901. Rowland Story, 187 Arlington av., Brooklyn, N. Y.
NEW YORK CITY, N. Y.—Bicycle Show. Jan. 12, 1901.
NEW YORK CITY, N. Y.—International American Cycle Racing Association Meet. Dec. 10 to 15. J. C. Kennedy, 220 Broadway, N. Y. City, secy.
NEW YORK CITY—College Gymnasium Directors' Convention. December, 1900. Dr. W. S. Savage, New York City, secy.
ROCHESTER, N. Y.—State Breeders' Association. Dec. 18 to 20. F. A. Converse, Woodville, N. Y., secy.
ROCHESTER, N. Y.—American Merino Sheep Breeders' Association. December, 1900. J. H. Earl, Skaneateles, N. Y., secy.
ROCHESTER, N. Y.—American Cheviot Sheep Breeders' Association. Dec. 18 to 20, 1900. T. E. Dawley, Tavetteville, N. Y., secy.

NORTH CAROLINA.

KINSTON, N. C.—Knights of Pythias Grand Lodge. December, 1900. Harry Abram, Rocky Mount, N. C., secy.
WILMINGTON, N. C.—Elks' Carnival and Street Fair Postponed. William J. Bellamy, Wilmington, N. C.

NORTH DAKOTA.

FARGO, N. D.—State Educational Association. Dec. 27 and 28.
VALLEY CITY, N. D.—M. W. of A. State Camp. January, 1901.
WAHPETON, N. D.—German Turners' Societies State Convention. January, 1901.

OHIO.

CINCINNATI, O.—Tri-State Implement and Vehicle Dealers' Association. Jan. 14, 1901. J. W. Corya, N. Vernon, Ind.
CINCINNATI, O.—National Custom Cutters' Association of America. Last week in January, 1901. Geo. S. Evans, Uhrichsville, O., secy.
CINCINNATI, O.—The Union of American Hebrew Congregations. Jan. 15, 1901. L. P. man Levy, Chamber of Commerce Bldg.
CLEVELAND, O.—National Marine Engineers' Beneficial Association. January, 1901.
CLEVELAND, O.—State Music Teachers' Association. Dec. 26 to 28. N. Coe Steward, Jennings av., Cleveland, O., secy.
COLUMBUS, O.—National Welsh Elsteddfod. Jan. 1, 1901. J. L. Davis, Columbus, O.
COLUMBUS, O.—Y. P. S. C. E. Franklin County Union. Jan. 29, 1901. Harry H. Shiply, 1230 Highland st., Columbus, O.
COLUMBUS, O.—Advancement of Osteopathy State Convention. Dec. 31, 1900. Dr. M. F. Hulett, Columbus, O., secy.
COLUMBUS, O.—State Wool Growers' Association. Jan. 10 and 11, 1901. W. W. Miller, Columbus, O., secy.
COLUMBUS, O.—State Jersey Cattle Club. Jan. 15, 1901. A. T. Dempsey, Westerville, O., secy.
COLUMBUS, O.—Catholic Knights. Opens Sept. 17, 1901.
TOLEDO, O.—National Convention, G. A. R. 1903.
YOUNGSTOWN, O.—Grand Council of Ohio, Foresters of America. Second Tuesday in May, 1901. Thos. L. Hopkins, 1402 Harvard st., Cleveland, O., secy.

OREGON.

ALBANY, ORE.—State Teachers' Association. Dec. 26 to 28.

PENNSYLVANIA.

HARRISBURG, PA.—Master House Painters' and Decorators' Association. January, 1901. Titus Berger, 3812 Butler st., Pittsburg, Pa.
HARRISBURG, PA.—State Horticultural Society. January, 1901. Jacob Schaffner, Harrisburg, Pa.
McKEESPORT, PA.—Daughters of America, State Council. September, 1901.
PHILADELPHIA, PA.—State Lumbermen's Protective Association. Jan. 10, 1901. W. M. James, Steelton, Pa., pres.
PHILADELPHIA, PA.—Eastern Pennsylvania Creamery Association. Jan. 5, 1901. Geo. R. Meloney, 1937 Market st., Philadelphia, Pa.
PITTSBURG, PA.—Stonemasons' Union of America. Jan. 7 to 14, 1901.
PITTSBURG, PA.—Knights of St. Joseph Supreme Lodge. January, 1901. D. Z. Zinner, 36 Blackstone Bldg., Cleveland, O., secy.

SOUTH DAKOTA.

PIERRE, S. D.—State Editors' Association. January, 1901. J. F. Holliday, Iroquois, S. D.
PIERRE, S. D.—State Legislature Meets. sixty days. Jan. 8, 1901.
SIoux FALLS, S. D.—Interstate Implement Dealers' Association. Jan. 15 to 17, 1901. W. S. Hill, Alexandria, S. D.
YANKTON, S. D.—State Educational Association. Dec. 28 to 30. J. A. Dickson, secy.
YANKTON, S. DAK.—State Teachers' Association. Dec. 26 to 28. Supt. Hartrauff, Aberdeen, S. Dak., secy.

TENNESSEE.

KNOXVILLE, TENN.—Sons of Temperance State Convention. Dec. 21.
NASHVILLE, TENN.—State Jersey Cattle Club. December. D. S. Williams, Nashville, Tenn., secy.
NASHVILLE, TENN.—State Public School Officers Convention. January, 1901. Claude J. Bell, Nashville, Tenn., secy.
NASHVILLE, TENN.—Knights and Ladies of Honor. First Tuesday after the third Monday, April, 1901. Henry Buttenberg, 248 2d st., Memphis, Tenn., secy.
NASHVILLE, TENN.—Tennessee Jersey Cattle Club, annual meeting. December, 1900. D. S. Williams, Nashville, Tenn., secy.

TEXAS.

OMSTIN, TEX.—State Legislature Meets. Jan. 2, 1901.
VICTORIA, TEX.—West Texas M. E. Conference. Dec. 19.

UTAH.

SALT LAKE CITY, UTAH—State Legislature Meets. Sixty days. Jan. 14, 1901.
SALT LAKE CITY, UTAH—State Kindergarten Association. Dec. 26 to 29. Mrs. Ida S. Dusenberry, Provo, Utah, secy.
SALT LAKE CITY, UTAH—National Live Stock Association Convention. Jan. 15 to 18, 1901.
SALT LAKE CITY, UTAH—National Wool Growers' Association. Jan. 19, 1901. B. F. Saunders, Salt Lake City, Utah, secy.

VERMONT.

BURLINGTON, VT.—State Dairymen's Association. Jan. 8 to 10, 1901. F. L. Davis, Pomfret, Vt.
BURLINGTON, VT.—Y. M. C. A. State Convention. Dec. 31, 1900 to Jan. 2, 1901. Prof. W. C. Kitchin, Burlington, Vt., secy.
GRAND JUNCTION, TENN.—U. S. Field Trial Club, Winter Trial. Jan. 22, 1901. W. B. Stafford, Trenton, Tenn.
MIDDLEBURY, VT.—State Merino Sheep Breeders' Association. Jan. 23, 1901. L. A. Kiff, Middlebury, Vt.
MONTPELIER, VT.—Grand Court Vermont Toga. May, 1901. John F. Roche, 37 Henry st., Montpelier, Vt., secy.

VIRGINIA.

RICHMOND, VA.—Tri-State Medical Association of the Carolinas and Virginias. Middle of February, 1901. Paulus A. Irving, M.D., 201 W. Grace st.
RICHMOND, VA.—F. & A. M. Grand Lodge. January, 1901. G. W. Carrington, secy.
RICHMOND, VA.—Southern Educational Association. Dec. 27 to 29.

WEST VIRGINIA.

WHEELING, W. VA.—Grand Lodge, I. O. Red Men. May 1 to 7, 1901.

WISCONSIN.

CAMBRIA, WIS.—Elsteddfod of the Northwest. Jan. 1, 1901.
DELANAV, WIS.—American Farmers' Institute Association. Dec. 15 to 17, 1900. F. E. Dawley, Fayetteville, N. Y., pres.
GREEN BAY, WIS.—Fox River Valley Medical Society. January, 1901.
MADISON, WIS.—State Legislature. Meets Jan. 9, 1901.
MILWAUKEE, WIS.—Northwestern Electrical Association. Jan. 16 to 18, 1901. Thos. K. Mercein, 85 Michigan st., Milwaukee, Wis., secy.
MILWAUKEE, WIS.—National Bricklayers' and Masons' Association. Jan. 14, 1901. Thos. O. Dea, Cohoes, N. Y., secy.
MILWAUKEE, WIS.—State Plumbers' Association. Jan. 15, 1901. H. A. Wittig, 822 Central ave., Milwaukee, Wis., secy.
MILWAUKEE, WIS.—State Teachers' Association. Dec. 26 to 29. T. W. Boyce, secy.

CANADA.

HAMILTON, ONT., CAN.—Hamilton Gun Club Tournament. Jan. 15 to 18, 1901. H. Graham, 45 Charles st., Hamilton, Ont.
HILLSBORO, ONT.—State Dairymen's Association. Jan. 3 and 4, 1901.
KENTVILLE, N. S., CAN.—Provincial Farmers' Association. Jan. 30 to Feb. 1, 1901. Chas. R. B. Bryan, Durham, N. S.
LONDON, ONT., CAN.—Western Ontario Dairymen's Association and Winter Dairy Exhibition. Jan. 15 to 18, 1901. George Hately, Brantford, Ont.

Dog Shows.

ELWOOD, IND.—Elwood Dog Fanciers' Club, Bench Show. December, 1900.
NEW ORLEANS, LA.—Louisiana Kennel Club, Bench Show. Jan. 1 to 4, 1901. A. E. Shaw, 807 Common st., New Orleans, secy.
PITTSBURG, PA.—Duquesne Kennel Club of West Pennsylvania. F. S. Stedman, secy.

Pomona.

MASSACHUSETTS.

MIDDLEBORO, MASS.—Old Colony Pomona. Dec. 22.

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Poultry Shows.

ADAMS, MASS.—Poultry Association Exhibit. Dec. 20 to 22. Harry W. Ford, secy.
AKRON, O.—State Poultry and Pet Stock Club Show. Jan. 7 to 12, 1901. T. D. Kidder, Denver, Col.
ALMONTE, ONT., CAN.—East Ontario Poultry Association Show. Jan. (34 week), 1901. A. P. Mutchmor, 162 Sparks st., Ottawa, Ont.
ATCHISON, KAN.—North Kansas Poultry Club Show. Jan. 29 to Feb. 2, 1901. W. A. Jackson, Atchison, Kan.
AURELIA, IA.—Aurelia Poultry Association Show. Dec. 19 to 22, 1900. B. Green, secy.
BEVERLY, MASS.—Essex County Poultry Association. Jan. 1 to 4, 1901. Arthur Elhott, Peabody, Mass., secy.
BIRMINGHAM, ALA.—Alabama Association. Dec. 12 to 19. J. D. Flummer, Birmingham, secy.
BLAKWELL, OKLA.—Northern Oklahoma Poultry Association Show. Jan. 16 to 19, 1901. Geo. W. Carson, Blackwell, Okla.
BLOOMINGTON, O.—Jan. 8 to 12, 1901. W. J. Jefferson, secy.; S. B. Lane, judge.
BOSTON, MASS.—Jan. 15 to 19, 1901. Arthur R. Sharp, Taunton, Mass., secy.
BOSTON, MASS.—Avshire Breeder Association. January, 1901. C. M. Winslow, Brandon, Vt.
BROADHEAD, WIS.—Southern Wisconsin Poultry Association and Mid-Winter Fair. Jan. 22 to 26. W. H. Clark, secy.
BUTLER, MO.—Southwest Missouri Poultry Association Show. Jan. 4 to 8, 1901. Judge Grover, Butler, Mo.
BUTLER, MO.—Bates County Poultry and Pet Stock Association Show. Dec. 26 to 29. W. W. Graves, Butler, Mo.
CAMBRIDGE, O.—Cambridge Poultry Association Show. Jan. 24 to 26, 1901.
CANTON, ILL.—Fulton County Poultry Show. Jan. 9 to 12, 1901.
CANTON, O.—Poultry Show. Jan. 1 to 4, 1901. James C. Meekers, secy.; Ben T. Meyers, judge.
CAREY, O.—Carey Fancy Poultry Breeders' Club. Jan. 3 to 8, 1901. Chas. McClave, judge; J. L. Yobe, secy.
CEDAR RAPIDS, IA.—Western Fanciers' Association Show. Jan. 14 to 19, 1901. E. E. Richards, secy.
CHICAGO, ILL.—Jan. 21 to 26, 1901. Messrs. Zimmer, Butterfield, Riggs, Russell, Walden, Drenstedt, Bridge, Taylor and Pierce, judges; Fred. L. Kinney, secy.
CHICAGO, ILL.—National Fanciers' Association of Chicago. Jan. 21 to 26, 1901. Fred. L. Kinney, secy.; Messrs. Zimmer, Riggs, Russell, Walden, Drenstedt, Bridge, Taylor, Tucker and Pierce, judges.

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CHICAGO, ILL.—National Bronze Turkey Club. Jan. 21, 1901. W. A. Moon, Otterbein, Ind.

CINCINNATI, O.—Jan. 14 to 17. A. C. Brooks, secy.; H. N. Pierce, judge.

COLUMBIA CITY, IND.—Columbia City Poultry Association Show. Jan. 1 to 5, 1901. H. Carver, secy.

CORTLAND, N. Y.—Cortland County Poultry and Pet Stock Association Show. December.

DALLAS, TEX.—Southwestern Association. Dec. 18 to 21. T. L. Lawhon, secy.

DAYTON, O.—Gem City Poultry and Pigeon Association. Jan. 9 to 14, 1901. D. T. Hemmlich, judge; Theodore Faustlich, secy.

DELFLOS, KAN.—Poultry Show. Dec. 26 to 29. T. R. Glendennin, secy.

DENVER, COL.—State Poultry and Pet Stock Association Show. Jan. 16, 1901. W. C. Schuman, 217 S. Twelfth st., Denver, Col.

DETROIT, MICH.—State Poultry & Pet Stock Association. Jan. 7 to 11, 1901. John A. Grover, Concord, Mich., secy.

DUBUQUE, IA.—Dec. 17 to 23. C. H. Greigore, secy.; A. B. Shaner, judge.

EAST LIVERPOOL, O.—Dec. 28 and 29. Frank Miller, judge.

EAST PALESTINE, O.—East Palestine Poultry and Pet Stock Club. Jan. 8 to 11, 1901. D. J. Lambert, judge; Harry G. Paxson, secy.

ELGIN, ILL.—Elgin Poultry Association. Dec. 25 to 28. C. P. Russell, cor. secy.; B. N. Pierce, judge.

EUGENE, WIS.—Willamette Poultry and Pet Stock Association's Exhibit. Dec. 27 to 29.

EVANSVILLE, IND.—Poultry Show. Dec. 17 to 22.

FARGO, N. D.—North Dakota and Northern Minnesota Poultry Association Show. Jan. 30 to Feb. 21, 1901. Sam F. Grahb, Fargo, N. D., secy.

FITCHBURG, MASS.—Fitchburg Poultry Show, in City Hall. Dec. 15 to 21. A. C. Hawkins and H. B. May, judges; W. E. Bennett, Fitchburg, Mass., secy.; I. C. Greene, Box 703, Leominster, Mass., adv. agent. Send card for premium list, now ready.

FT COLLINS, COL.—Jan. 2 to 5, 1901. C. E. Lull, Ft. Collins, secy.; C. H. Rhodes, judge.

FRANKFORT, IND.—Dec. 17 to 22. S. E. Lane, judge; H. F. Malsh, secy.

FULTON, ILL.—Poultry Show. Jan. 9 to 12, 1901.

GALENA, ILL.—Dec. 17 to 22. F. H. Hoeltling, secy.; Geo. W. Holden, judge.

GARDEN CITY, KAN.—Poultry Association Show. Jan. 20 to 22, 1901. A. L. Liston, Garden City, Kan.

GARNER, IA.—Poultry Show. Dec. 24 to 27. H. E. Watts, secy.

GEORGETOWN, ILL.—Georgetown Poultry Association Show. Dec. 31, 1900, to Jan. 4, 1901. O. P. Clark, Georgetown, Ill.

GREAT BEND, KAN.—Great Bend Poultry Association Show. Jan. 23 to 29, 1901. J. H. Jennison, secy.

GREENVILLE, ALA.—Alabama Field Trial Club's Trials. Jan. 14, 1901. John B. Rosenthal, Birmingham, Ala.

GUTHRIE, OKLA.—Oklahoma Poultry Association Show. Jan. 7 to 11. L. F. Laverty, Guthrie, Okla., secy.

HEBRON, NEB.—Thayer County Poultry Show. Jan., 1901. T. P. Hensel, secy.

HENRY, ILL.—Henry Poultry Association. Jan. 1 to 4, 1901. W. G. Griffith, secy.; S. H. Shellabarger, judge.

HOMER, ILL.—Campaign County Poultry Association Show. Dec. 19 to 21. Geo. Ahler, secy.

HOPESTON, ILL.—Dec. 17 to 19. F. H. Ayres, secy.; S. H. Taylor, judge.

IOWA CITY, IA.—Iowa City Poultry and Pet Stock Association. Dec. 18 to 22. B. A. Wickham, secy.; E. M. Pierce and James Tucker, judges.

JAMESTOWN, N. Y.—Poultry Show. Dec. 12 to 18. Dr. J. W. Morris, secy.

JEFFERSON, IA.—Jan. 8 to 11, 1901. P. D. Brown, secy.; F. H. Shellabarger, judge.

JOLIET, ILL.—Mill County Poultry Association Show. Dec. 31.

KALAMAZOO, MICH.—Southwestern Michigan Poultry Association. Dec. 21 to 28. H. A. Bridge, judge; J. S. Carr, secy.

KANSAS CITY, MO.—Kansas City Fancy Poultry Breeders' Association Show. Dec. 27 to 30. E. U. Imwerks, Kansas City, Mo.

LA CROSSE, WIS.—La Crosse Poultry Association. Dec. 17 to 21. E. H. Hoffman, secy.; W. S. Russell, judge.

LADOGA, IND.—Jan. 5 to 15, 1901. D. A. Stoner, judge; Frank Gill, secy.

LADOGA, IND.—Poultry Association Show. Jan. 5 to 15, 1901. Frank Gill, secy.

LANARK, ILL.—Lanark Poultry Association. Jan. 1 to 4, 1901. E. D. Leland, secy.; D. T. Hemmlich, judge.

LANSING, MICH.—Poultry Show. Dec. 10 to 14. Chas. H. Crane, secy.

LEAVENWORTH, KAN.—Poultry Show. Dec. 17 to 20. E. S. Singer, secy.

LOGANSPOORT, IND.—Eighth Annual Exhibition of the North Central Indiana Poultry Association. Jan. 16 to 23, 1901. Judges of the poultry department will be S. H. Lane and J. H. Baker; for the kennel department, J. C. Deugherty will act as judge and J. H. Bridge will act as judge for the Belgian hare department.

LOGANSPOORT, IND.—Hoosier Poultry and Kennel Association. Jan. 16 to 23, 1901. Sol D. Brandt, secy.

LOS ANGELES, CAL.—Los Angeles Poultry Association Show. Jan. 15 to 19, 1901. H. M. Kuckeberg, 115 N. Main st., Los Angeles, Cal.

LOUISVILLE, KY.—Kentucky Poultry Association Show. Jan. 14 to 19, 1901. F. G. Hogan, 425 W. Main st., Louisville, Ky., secy.

LUVERNE, MINN.—Interstate Poultry Association. Jan. 8 to 10, 1901. N. H. Reynolds, secy.

LUVERNE, MINN.—Luverne Poultry Association Show. Dec. 18 to 20. N. R. Reynolds, secy.

LYNN, MASS.—Jan. 1 to 4, 1901. W. B. Atherton, N. A. Ksapp, James Hallard and R. D. Craft, judges; Chas. E. Hunt, cor. secy.

MACOMB, ILL.—Dec. 24 to 29. William I. Knowles, secy.; Chas. McClade, judge.

MACON, GA.—The Central Georgia Poultry and Pet Stock Association. Jan. 29 to Feb. 1, 1901. Robt. Hazlehurst, pres.

MANKATO, MINN.—Southern Minnesota Poultry Association Show. Dec. 24 to 28.

MARSHALLTOWN, IA.—Marshalltown Poultry Association Show. Jan. 2 to 5, 1901. H. C. Hansen, secy.

MATTEAWAN, N. Y.—Walkill Valley Poultry and Pet Stock Association. Dec. 21 to 29. C. F. Roekenstyre, judge; Hector Millsbaugh, secy.

McPHERSON, KAN.—McPherson Poultry Association Show. Dec. 15 to 21, 1900. O. L. Tohy, secy.

MEMPHIS, TENN.—Mississippi Valley Poultry Association Carnival. Jan. 7 to 12, 1901. G. A. Seyforth, Memphis, Tenn.

MIDDLETOWN, O.—Middletown Poultry Club Show. Dec. 21 to 28. E. C. Paine, Middletown, O., secy.

MONTREAL, QUE. CAN.—Montreal Poultry Association Show. Jan. 16 to 21, 1901. Jas. P. Cullen, 214 St. James st., Montreal, Que.

MT. CARROLL, ILL.—Illinois Fanciers' Association Show. Dec. 31, 1900, to Jan. 5, 1901. E. D. Leland, Lanark, Ill.

NEW ALBANY, IND.—State Poultry Association Show. January, 1901. Frank Heck, New Albany, Ind.

NEW ALBANY, IND.—South Indiana Poultry Association. December, 1900. M. I. Sowle, New Albany, Ind.

NEWARK, N. J.—New Jersey Poultry Fanciers' Association Show. Jan. 1 to 5, 1901. Chas. Nixon, Washington, N. J., secy.

NEW BEDFORD, MASS.—Poultry Show. Dec. 17 to 21. Geo. A. Munson, secy.

NEW YORK, N. Y.—New York Poultry, Pigeon and Pet Stock Association Show. Jan., 1901. H. V. Crawford, Montclair, N. Y., secy.

NEW YORK, N. Y.—National Bantam Association Show. Jan., 1901. E. Latham, 2162 Church ave., Flushing, N. Y., secy.

OAKLAND, CAL.—Oakland Poultry Association. December. F. A. Roswell, secy.

OAKLAND CITY, IND.—Dec. 10 to 15. S. B. Lane, judge; L. B. Ousler, asst. secy.

OGDEN, UTAH—Show of the Utah Poultry Association. Dec. 11 to 13. W. W. Brownling, judge.

OGDEN, UTAH—State Poultry Association Show. Dec. 1 to 15. Geo. Grayson, Salt Lake City, Utah.

ORANGE, N. Y.—Orange Poultry Fanciers' Association Show. Jan. 1 to 5, 1901.

OSHKOSH, WIS.—State Poultry Association. December.

OSHKOSH, WIS.—State Poultry Association. Jan. 15 to 19, 1901. W. H. Laabs, Wauwapa, Wis.

PAINESVILLE, O.—Painesville Poultry and Pet Stock Association. H. Z. Brainard, secy.; Charles McClave, judge.

PLAINVILLE, KAN.—Rooks County Poultry Association Show. Jan. 15 to 17, 1901. Wm. Melott, Plainville, Kan.

PORTLAND, ORE.—State Poultry Association Show. Jan. 7 to 12, 1901. F. Fenwick, 263 Yamhill st., Portland, Ore.

POSEYVILLE, IND.—Wabash Valley Poultry Association. Dec. 17 to 22. D. A. Stoner, judge.

PULLMAN, WASH.—Whitman County Poultry Association Show. Jan. 24 to 27, 1901. A. C. Butcher, Pullman, Wash.

RED CLOUD, NEB.—Red Cloud Interstate Poultry Association Show. Dec. 18 to 21. I. H. Beck, secy.

RIDGEVILLE, IND.—Dec. 26 to 29. S. B. Lane, judge; S. E. Frazee, secy.

ROCHESTER, N. Y.—Flower City Poultry and Pigeon Association. Jan. 10 to 17, 1901. W. D. Ingle, secy.

ROCKFORD, ILL.—Northern Illinois Poultry Association Exhibition. Jan. 7 to 12, 1901. F. S. Horner, pres.; Bert. R. Lucas, Belvidere, Ill., secy.

ROCKFORD, ILL.—Northern Illinois Poultry Association Exhibition. Jan. 7 to 12, 1901. F. S. Horner, pres.; Bert. R. Lucas, Belvidere, Ill., secy.

ROME, N. Y.—Rome Poultry and Pet Stock Association Show. Dec. 26 to 28. H. W. Van Vleck, Rome, N. Y.

SAGINAW, MICH.—Poultry & Pet Stock Association. Jan. 21 to 26, 1901. Edward Arndt, secy.

SALT LAKE CITY, UTAH—Show of the Utah Poultry Association. Jan. 14 to 19, 1901. W. A. Browning, judge; Geo. Taysum, secy.; P. O. Box 1902, Salt Lake City, Utah.

SANDUSKY, O.—Sandusky Poultry Association Show. Dec. 18 to 24. A. B. Smith, Sandusky, O., secy.

SHARON, PA.—Poultry Fanciers' Club Show. Jan. 17 to 19, 1901. J. E. Campbell, Sharon, Pa.

SHELBY, O.—Shelby Poultry and Pet Stock Association. Jan. 29 to Feb. 2, 1901. Wick Hathaway, judge of poultry; Fred. Gale, judge of pigeons and pet stock; L. E. Dove, secy.

SHELDON, IA.—Plymouth County Poultry Association Show. Jan. 22 to 25, 1901. H. C. Middlebrook, Rock Rapids, Ia.

SILGAM SPRINGS, ARK.—Henton County Poultry Association Show. Dec. 27 to 29. C. A. Ford, Siloam Springs, Ark.

SMITH CENTER, KAN.—Smith Center Poultry Association Show. Dec. 17 to 20, 1900. John A. Crabb, secy.

SOUTH BEND, WIS.—Poultry Show. Dec. 17 to 22.

SOUTH FRAMINGHAM, MASS.—Middlesex Poultry Fanciers' Association. Dec. 17 to 20. W. A. Mandell, secy.; C. A. Ballou and D. J. Lambert, judges.

ST. CLAIRSVILLE, O.—Belmont County Fanciers' Association. Dec. 17 to 21. J. W. Riley, secy.; Charles McClave, judge.

ST. LOUIS, MO.—St. Louis Poultry Fanciers' Association. Jan. 7 to 12, 1901. J. A. Francisco, 1201 Lincoln Trust Bldg., secy.

ST. PAUL, MINN.—Minnesota State Poultry Association. Jan. 14 to 19, 1901. Messrs. Butterfield, Hold and Tucker, judges; H. F. Huelster, secy.

SYCAMORE, O.—Sycamore Poultry and Pet Stock Association. Poultry and dogs. Dec. 22 to 29. H. A. Bridge, judge; Earl R. Williams, secy.

TACOMA, WASH.—Poultry Show. Dec. 31 to Jan. 5.

TEXARKANA, TEX.—Texarkana Association. Dec. 18 to 22. Heber Vaughan, secy.

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TOLEDO, O.—Toledo Fanciers' Association. Dec. 22 to 26. D. J. Lambert, judge of poultry; F. M. Gilbert, judge of pigeons and pet stock; Geo. F. Mueller, secy.

TOPEKA, KAN.—Saline County Poultry, Pigeon and Pet Stock Association Show. Dec. 31, 1900. W. C. Sherrill, Salina, Kan., secy.

TOPEKA, KAN.—State Poultry Association Show. January, 1901. D. A. Wise, secy.

TOPEKA, KAN.—Kansas State Poultry Association. Jan. 7 to 12, 1901. Geo. H. Gillis, secy.; C. H. Rhodes and J. J. Atherton, judges of poultry; Prof. L. L. Hyeche, judge of Belgian hares; John Haman, judge of pigeons.

UNIONTOWN, PA.—Uniontown Poultry Association Show. Dec. 26 to 28. A. W. Craig, secy.

UNIONTOWN, PA.—Uniontown Poultry Association Show. Dec. 26 to 28. A. W. Craig, Uniontown, Pa.

UPPER SANDUSKY, O.—The Upper Sandusky Poultry Association. Dec. 18 to 21. A. E. Walton, pres.; Ira T. Matteson, supt.; T. H. Inman, secy.

VAN WERT, O.—Van Wert Poultry and Pet Stock Association. Jan. 1 to 5, 1901. D. J. Kohli, judge; C. E. Detter, secy.

WABASH, IND.—Wabash Poultry Association Show. Jan. 15 to 19, 1901. B. F. Clemens, secy.

WALDEN, N. Y.—Walkill Valley and Hudson River Poultry Association. Dec. 24 to 29. C. F. Rokenstyre, judge; Hector, Millspaugh, secy.

WALLA WALLA, WASH.—Poultry Show. Jan., 1901.

WALLINGFORD, CONN.—Berkshire County Poultry, Pigeon and Pet Stock Association Exhibition. Jan. 1 to 3, 1901. H. Haywood, Eagle Pub. Co., Pittsfield, Mass.

WARREN, PA.—Warren County Poultry and Pet Stock Association. Jan. 8 to 12, 1901. J. H. Bowden, secy.

WATERLOO, IA.—Cedar Valley Poultry Association Show. Jan. 1 to 5, 1901. C. A. Hollis, Hudson, Ia.

WAUSEON, O.—Fulton County Poultry Fanciers' Association. Dec. 18 to 21. Sharp Butterfield, judge; D. C. Teeters, secy.

WEATHERFORD, TEX.—Parker County Association. Dec. 18 to 20. F. L. Marshall, secy.

WEBB CITY, MO.—The Interstate Poultry Association. Jan. 17 to 22, 1901. O. E. Schooler, secy.

WELLINGTON, O.—Wellington Poultry Association. Dec. 18 to 21. C. L. Warren, secy.

WEST BROOKFIELD, MASS.—West Brookfield Poultry and Pet Stock Association. Jan. 22 to 24, 1901. C. A. Ballou and D. J. Lambert, judges; E. L. Richardson, secy.

WESTCHESTER, PA.—Westchester Poultry and Pigeon Association. Jan. 2 to 5, 1901. Fred. D. Reid, secy.

WEST MANSFIELD, O.—West Mansfield Poultry Association. Frank Miller, judge; Dr. G. F. Plotner, secy.

WHITEWATER, WIS.—Whitewater Poultry Association Show. Jan. 14 to 20, 1901.

WILLIAMSBURG, IA.—Iowa State Show. Dec. 26 to 30. W. R. Long, secy.; W. S. Russell and F. H. Shellabarger, judges.

WINONA, ILL.—Winona Poultry Association. Jan. 7 to 9, 1901. Otis Montgomery, secy.

WOOSTER, O.—Ohio State Show. Jan. 17 to 22, 1901. Chas. McClave, New London, O., secy.

WOODSTOCK, VT.—Vermont State Poultry and Pet Stock Association. Jan. 1 to 4. John S. Eaton, secy.; F. M. Howes, supt.; H. B. May and H. S. Ball, judges.

Street Fairs and Carnivals.

CHATTANOOGA, TENN.—Chattanooga Spring Festival Association. May 7 to 12, 1901. T. T. Wilson, pres.; J. C. Howell, vice pres.; Bernard E. Loveman, secy.; W. A. Sudd, treas.

CLEVELAND, O.—Cleveland Christmas Carnival. Dec. 8 to 24. John G. Scorer, mgr., 262 Prospect st.

EL PASO, TEX.—Midwinter Carnival. Jan. 17 to 19, 1901. El Paso Midwinter Carnival Association. H. H. Stark, chairman; H. B. Layton, secy.

LOS ANGELES, CAL.—Street Fair and Carnival of Nations. April, 1901.

MAYSVILLE, KY.—Brown County (O.) and Madison County (Ky.) Tobacco Fair. January, 1901.

Fairs.

CHIHUAHUA, MEXICO—Grand Stock Show. October, 1901.

ELKHART, IND.—St. John's Episcopal Church Fair. Dec. 16 to 22.

SHENANDOAH, PA.—Shenandoah Fair Association. Aug. 13 to 16, 1901. Chas. Aldrich, pres.; O. I. Rankin, general manager; Geo. Jay, secy.

PHILADELPHIA, PA.—First Annual Automobile Show. Feb. 4 to 9, 1901. H. Walter Schlichter, 138 N. Broad st., secy.

About Street Fairs.

To the Editor of "The Billboard":

Dear Sir—I note in a recent issue of "The Billboard" that you state that street fairs have about had their day. We can agree with you to a certain extent. Unfortunately, this condition covers a great deal of territory of the country, but fortunately there are a number of safely established street fairs in cities that are assured successes. The committees of these cities are wide-awake men who are on the square, and believe in advertising their cities instead of themselves, and are willing to pay everybody who assists them.

One does not have to go far to obtain the reasons for the decline of street fairs. It is readily traced to the fault of committees. Men are chosen to dictate the policy of a street fair and handle the finances, who are no more capable to do so than they would be to organize and finance the building of a great ship canal. Their egotism, petty jealousies, narrow-minded ignorance, coupled with a desire to "best" everybody, has undoubtedly been the undoing of the greatest merchants' advertising proposition that has ever been discovered in the way of outdoor attractions. These men call their acts "business." Their actions are nothing more nor less than fraudulent transactions in many cases. In a number of cities, committees have engaged talent of different kinds for the purpose of drawing visitors to their cities and entertaining them. (The committees being merchants, they all make money directly and indirectly by the engaging of this talent.)

Several cities holding street fairs have absolutely refused to pay these hard-working people who have been induced to travel many miles to seek employment, believing that they were doing business with legitimate people. In several instances they had to be helped out of the cities. The only excuse the committees had to offer was that they "needed the money." They coolly informed the performers that they owed, in one instance; that the money was in the bank and if the people wanted it they could sue for it. Show people know their chances to win are not one in a thousand, and their engagement in other cities prohibits them from entering into lawsuits. The committee knew this, and consequently took advantage of it. Their actions, to say the least, were contemptible as they are dishonest. They commence telling you from the time you enter their city that they are legitimate business men and are responsible. These facts are gathered after a careful investigation. Mr. Louis Oppenheimer, as hard a worker as ever lived, put in eight weeks' time at Nevada, Mo., and the "business men" (sic) of the town refused to pay him a penny, and he was forced to remain over and get up a benefit in the town for the show people, who were employed there by the committee and left stranded. This is only one instance where hard-working promoters who have devoted their time, brains and energy for the benefit of the people who derive just ten times as much financial results as they do, and all of the glory. In some cities where successes have been obtained this year by promoters, the committee got so jealous that they went around on the "sneak" to the newspaper offices and requested the newspapers not to mention the names of the promoters in any way, while frankly confessing that without the promoters' aid they could never have made a success. An energetic promoter of a street fair, if he has experience and ability, is just as essential to a committee as a skilled surgeon is to a patient, or an intelligent lawyer is in a lawsuit. I note several breezy letters from winter street fairs in the South, written by Mr. Frank M. White, who in a very able and capable way verifies the above facts (if you read between the lines). You will no doubt find some committees who have the "gall" that we have referred to in the above lines, and who will endeavor to defend their cause by telling you that the reason that street fairs have had their day is the fault of the Midway showmen. This is not the truth, for the fly-by-night Midways started out early in the season attempting to furnish obscene shows, soon went to the wall. They were shunned by their own fellow-showmen, as well as by respectable committees, and in many cases the committees reserved the right to protect the public if they wished to do so in their contracts. The newspapers in all cities were on their guard, and threatened all manner of things if the shows were not conducted in a proper manner. This had a tendency to stop vulgar shows.

These lines do not touch in any way as a criticism on any of the cities which have conducted their street fairs in an honest and straightforward manner. These conditions are to be regretted, for merchants and manufacturers know by experience that they get quicker and better results in a small, compact exposition than they do in an international one. They also know that their starch, baking powder, glue, clothes-wringers, bedsteads, wagons, hobby horses and rockers, with a thousand-and-one other articles, will not draw a penny without the shows. It seems a pity that the men who profit most by street fairs should be the ones to strangle

such an enterprise to death, when it furnishes employment for so many people in their own cities, such as carpenters, decorators, plumbers, electricians, sign painters, printers, newspapers, bill posters, salesmen and laborers, not to mention the hundreds of dollars spent in lumber, cloth, electric materials, pipe and gas fixtures, with a hundred-and-one other articles. It will be some time before the merchants discover a scheme that will be as much or more his "fair" than that of the paying public, and when he goes back to the old State and county fair idea he will readily realize that he is a victim of the mistake of his committees. It will also make a great difference with showmen, privilege men, performers, show printers, lithographers and promoters, we the undersigned, fortunately have thirty six other kinds of entertainments and propose to present them to the public in the future, passing up street fairs after we complete our existing contracts.

Thanking you for the interest you have devoted to street fairs, and wishing you a merry Christmas and successful New Year, we beg to remain, yours very truly,
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Expositions.

BUFFALO, N. Y.—Pan-American Exposition. May 1 to Nov. 1, 1901. John G. Milburn, pres.; Edwin Fleming, secy.

CHARLESTON, S. C.—South Carolina Interstate and West Indian Exposition. Dec. 1, 1901, to June 1, 1902. F. W. Wagner, pres.; E. L. Tessier, jr., mgr.

CLEVELAND, O.—Cleveland Art Exhibition. Rose Building. Dec. 8 to 24.

SEATTLE, WASH.—International Exposition, 1904.

ST. LOUIS, MO.—World's International Exposition, 1903.

TOPEKA, KAN.—International Exposition. June 1, 1904.

WACO, TEX.—Southwestern Interstate Exposition and Jubilee. Oct. 1 to Jan. 1, 1901. Sol. Hirshberg, Waco, Tex., secy.

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- CALIFORNIA.**
California Fig Syrup Co., 392 Church street, San Francisco.
- CONNECTICUT.**
Sawyer Medical Co., 138 Middle street, Bridgeport.
Prof. F. C. Fowler, Moodus.
Kickapoo Medical Co., New Haven.
- DISTRICT OF COLUMBIA.**
A. O. Bhas & Co., 37 B street, N.W., Washington.
M. A. Winter Co., 614 Eleventh street, Washington.
- GEORGIA.**
Swift's Specific Co., Atlanta.
- ILLINOIS.**
German-American Med. Co., Kankakee.
Green-May Medical Co., Bloomington.
H. E. Bucklin & Co., 265 Michigan avenue, Chicago.
J. P. Dieter Co., 163 West Washington street, Chicago.
M. A. McLaughlin Co., corner Quincy and State streets, Chicago.
A. Bryant & Son, Princeton.
E. G. De Witt & Co., 206 LaSalle avenue, Chicago.
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Providence Medical Institute, Chicago.
Pabst Chemical Co., Chicago.
Hanson's Ready Recovery Co., Chicago.
Boston Medical Institute, Chicago.
- INDIANA.**
Sterling Remedy Co., Indiana Mineral Springs.
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Indianapolis Brewing Co., Indianapolis.
Anti-Trust Baking Powder Co., Indianapolis.
The Cooking Club Publishing Co., Goshen.
Van Camp Co., Indianapolis.
Dr. N. C. Davis, Indianapolis.
- IOWA.**
I. C. Hubinger & Co., Keokuk.
- KANSAS.**
The W. W. Gavitt Co., Topeka.
- KENTUCKY.**
Wilson Drug Co., Lexington.
- LOUISIANA.**
Acme Chemical Co., New Orleans.
- MAINE.**
Dr. Thomson Medicine Co., Calais.
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Victor Remedy Co., Frederick.
Winkelman-Brown Drug Co., Baltimore.
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Drs. Kennedy & Kergan, 148 Shelby street, Detroit.
Hayes & Coon, 24 Gratiot avenue, Detroit.
Dr. A. B. Spinney & Co., Elizabeth and Woodward avenue, Detroit.
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Anheuser-Busch Brewing Association, St. Louis.
Liggett & Myers Tobacco Co., St. Louis.

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Genesee Pure Food Co., Leroy.
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American Tobacco Co., 111 Fifth avenue, New York City.
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Jas. Pyle & Son, 436 Greenwich street, New York City.
Scott & Browne, corner Pearl and Rose streets, New York City.
Seville Packing Co., 77 Hudson street, New York City.
Tarrant & Co., 100 Warren street, New York City.
Dr. Louis Weigert Co., 136 Liberty street, New York City.
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Cheney Medicine Co., 1212 Adams street, Toledo.

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